

World Trade by Mark Sonnenblick

Cost	Principals	Project/Nature of Deal	Comment
UPDATE			
\$42 mn.	Iran/New Zealand	New Zealand studying Iranian request that it accept barter payment in oil for more than 20,000 tons lamb sold to Iran. Iran is suffering severe cash-flow problems at the central bank, which have delayed payments on current imports and led New Zealand to embargo further shipments, including some lamb already loaded on ships.	Iran joins Algeria, another high-price oil producer run by fundamentalists, in pressing for barter system.
\$100 mn.	Brazil from Japan	Port expansion loan committed over a year ago expected to be signed in December. Goes toward Tubarao port for Brazilian-Japanese export-oriented steel plant, to be completed in 1983; also for new port at mouth of Amazon which will service new alumina-aluminum complex, and possibly Amazon basin grain barges and ores from fabulous Carajas mines project.	Funds provided by Japan's Overseas Economic Cooperation Fund may be spent in Japan, Brazil or other developing countries; 5.75% on yens for 17 yrs. Japanese funding for the Carajas mines have been delayed; watch effects of new cabinet shift.
NEW DEALS			
\$1.6 bn.	Venezuela from Italy	Italian state IRI signed agreement with the Venezuelan Investment Fund as framework for contracts during coming year. Projects include steel rolling mill, development of Zulia coalfields, and a number of hydroelectric, shipbuilding, and bauxite projects for which IRI is competing.	
\$333 mn.	Norway from W. Germany/Japan	Norwegian state oil company gave contract for 850 km. of steel pipes for gas-gathering systems to Mannesmann, Bergrohr, Nippon Kokan, Nippon Steel, Sumitomo Metal, and Kawasaki Steel.	Pipes are uncoated 36-inch to 30-inch.
\$290 mn.	Brazil from U.K./Italy	Petrobras has contracted Worley Engineering, Micoperi, and the Brazilian Montreal Engenharia for installation of gas- and oil-gathering systems on offshore platforms in Campos Basin.	
\$72 mn.	Greece from W. Germany	Krupp and Siemens, plus Biex of Greece, will make 2 rotary shovels for open-pit coal mine. Shovels weigh 5,400 MT each and have 105,000 cubic meters daily capacity.	Greek companies will get 40% contract.
\$26 mn.	Colombia from Japan	Fujitsu will deliver a telephone exchange for Medellín starting in 1983. Fujitsu won bidding for 5,600-circuit electronic digital system.	Turnkey basis.
\$50 mn.	Nigeria from Italy	100,000 tpy steel lamination plant is being designed and supervised by Danieli di Butterio of Rome.	One of many light industrial steel plants near Ekket.
\$58 mn.	Abu Dhabi from U.K.	Make and install 100 megawatt electrical plant using its gas turbine generators.	Turnkey basis.
\$50 mn.	Algeria from Yugoslavia	Rudic had received order for two shoe factories each producing 1,350,000 pairs per year.	Contract includes training Algerian workers.