

## World Trade by Mark Sonnenblick

Cost	Principals	Project/Nature of Deal	Comment
<b>NEW DEALS</b>			
\$714 mn.	Senegal from France	Fertilizer plant to yield 680 tpd of diammonium phosphate and 900 tpd of trisodium phosphate awarded to Heurtey Industries of Paris by ICS, owned by govts. of Senegal, Ivory Coast, Islamic Development Bank, and Indian fertilizer companies which will buy much of product. Contract on complete turnkey basis.	Every significant Arab, African, and European development fund expected to help finance the most important fertilizer project in Africa.
\$800 mn.	Argentina from Italy/U.K./U.S.A./others	A plant to turn 1.35 bn. cu. meters/yr. natural gas into methanol and synthetic gasoline, for domestic use and LPG for export. Will be largest plant using Mobil Oil Corp. technology. Italimpianti is project manager. Davy McKee provided plant engineering.	Argentina's abundant natural gas will be turned into M-gasoline equal to about 10% of gasoline consumption, and making country nearly fuel self-sufficient. Financing sources of private owners not revealed.
\$182 mn.	East Germany from Japan	Toyo Engineering and Mitsui and Co. received order from East Germany's state-run IAI for a heavy oil cracking facility. Plant will turn 1.6 mn. tpy of heavy oil residues at Schwedt refinery into 240,000 tpy of fuel oil and gasoline.	Japanese beat competition through May visit by E. German chmn. Honecker and promised Eximbank financing.
\$54 mn.	Indonesia from West Germany	Siemens has sold Indonesia a 25-megawatt nuclear research reactor for the first stage in nuclear energy program. Construction of first commercial plant will begin around 1987.	NIRA of Italy, which uses Candu system, has inside track on the big plant.
\$6 mn.	Venezuela from U.S.A.	Caracas will soon be using 128 Leach garbage trucks, manufactured by E.L. Industries, Oshkosh, Wisc., and mounted on International Harvester chassis. One of largest foreign orders for garbage trucks.	
\$18 mn.	France/Holland From U.S.A.	Xerox is building plants in France and Holland to produce electric typewriters and word processors now exported from U.S.A. to Europe.	Bad news, Rochester.
\$11 mn.	U.S.A. from Japan	U.S. Interior Dept. gave contract for 800 meter water tunnel in Utah to Ohbayashi-Gumi, which beat 11 American competitors.	They use Japanese earth-pressure balance tunneling system.
<b>UPDATE</b>			
	Taiwan from France?	<i>International Construction Week</i> reports French Framatome has underbid Westinghouse, GE, Combustion Engineering, and German KWU by \$193 mn. on reactors, steam system, and fuel core for Taiwan's twin 950-mw nuclear plants. Victory will depend on financing, which <i>ICW</i> believes will be offered on soft terms by French.	U.S. govt., including William Draper's Eximbank, has no clear commitment to support nuclear exports, making likely the loss of this traditional market.
\$100 mn.	Brazil from U.K.	Açominas steel complex, reported as nearly canceled in <i>EIR</i> two months ago, is suffering from Britain's determination to impose the D'Avignon Plan for triaging world steel output in the Americas. Seeking the \$1 bn. needed to finish the near-complete, \$4.5 bn. British-built plant, Brazil's Trade Min. said he was offered "less than \$100 mn." from London's Morgan Grenfell.	Morgan Grenfell insultingly said it would finance only equipment leased, but not purchased by Brazil, and that further financing depended on pre-selling steel output.