

Trade Review by Mark Sonnenblick

Cost	Principals	Project/Nature of Deal	Comment
NEW DEALS			
\$850 mn.	New Zealand from Holland/Japan	Refinery modernization and expansion to 3.7 mn. tpy crude capacity being carried out by Badger and Chiyoda with technical advice from Shell.	
\$800 mn.	Saudi Arabia from Japan	Mitsubishi has won contract for 1,000 megawatt thermal electricity plant for Jeddah. Contract includes boilers, four 250-MW generators, transformer states and related equipment.	
\$400 mn.	Bahrain from Italy/West Germany/U.K.	Gulf Petrochemical Industries, owned by Bahrain, Kuwait, and Saudi Arabia, has ordered a plant to turn its abundant natural gas into 1,000 tpd each of ammonia and methanol.	Snamprogetti is supervising the plant, which will use Uhde and ICI technology.
\$15 mn.	Venezuela from Spain	CAVIM, owned by the Venezuelan military, has ordered 11,000 tpy concentrated nitric acid plant from Técnicas Reunidas.	Used Espindesa process; turnkey basis.
\$50 mn.	Peru from U.K.	Peru has contracted Balfour Beatty Engineering to handle everything from site selection to installation of a large number of small hydroelectric generators. The 50 megawatt units will provide light to an estimated 900,000 rural Peruvians, most of whom presently lack light, treated water, and food.	U.K. govt. giving \$9.3 mn. aid grant; remainder to be financed by Baring Bros., who have never been known to give aid.
\$11 mn.	Indonesia from Japan	Japanese companies have won another small order for cars and signals for Djakarta's suburban railway system modernization. Since the plan began in 1976, the Japanese have won orders for 40 railway cars and 56 diesel cars, plus signals and communications equipment. Sumitomo, Nissho-Iwai, Kawasaki, Hitachi, and NSSK are the suppliers.	Japanese hoping to snare main \$100 mn. Jabotabek modernization program starting in 1983.
\$213 mn.	Morocco from Japan/Spain	Mitsui will provide the engineering and Spain's Comercio exterior the equipment for Morocco's new sulphuric acid plant. Will produce 13,800 tpd.	Japanese and Spanish govt. financing.
\$85 mn.	North Yemen from U.K.	The Wadi Mawr irrigation project to improve 60,000 acres of farmland and build 100 miles of new access roads will be under the consultancy of Sir M. MacDonald and Partners of Cambridge.	Plan includes water supply to 103 hamlets.
\$190 mn.	Brazil from West Germany	Mannesmann Steel has received Brazilian govt. export tax incentives for plan to increase its steel production in Brazil from present 750,000 tpy to 1 mn. tpy. Mannesmann is shifting project mix to demands of Brazilian market. It dropped plans to produce welded pipe in 1979, but will now fabricate 13 $\frac{3}{8}$ inch seamless pipe for petroleum industry to replace imported pipe. It is moving into huge hydraulic steamshovels, while divesting its process control equipment subsidiary, which is constrained by regulations on foreign companies, and by market conditions.	Mannesmann says not bothered by Brazil's profit remittance laws, "since we reinvest our profits in Brazil."
\$70 mn.	Tunisia from Italy	Pirelli Tire won contract for equipment and technology for Tunisian tire plant which will make 8,250 tpy auto and large industrial vehicle tires. Plant is for STIP, owned by Tunisian, Kuwaiti, and Saudi investors.	Pirelli share is \$25 mn.
\$67 mn.	Malaysia from Japan	Hazama-Gumi of Japan will build 4,300 prefabricated houses in Bangi, Selangor State.	