

Trade Review by Mark Sonnenblick

Cost	Principals	Project/Nature of Deal	Comment
NEW DEALS			
\$26 mn.	Colombia from U.S.A.	Eximbank is financing polyvinyl chloride plant at Cartagena. Plant will produce 30,000 tpy, expandable to 55,000 tpy for Petroquímica Colombiana.	Badger Pan America of Cambridge, Mass. is to handle engineering and procurement.
\$202 mn.	Canada from U.S.A.	Exim has approved \$83 mn. credit for Pacific Western Airlines to buy four Boeing 767s. Interest will be 9.25-12 percent, depending on disbursal date.	Private banks providing additional \$88 mn.
\$159 mn.	Thailand from Belgium	Belgian metals company Vielle-Montagne is building 74,800 tpy zinc refinery in Thailand.	Machinery to come from Belgium.
\$3 mn.	U.S.A. from West Germany	The first floating steel-scrap guillotine has been delivered by Thyssen-Henschel to Schiavone-Chase of Port Newark. Mounted on a barge that will travel the East Coast, the 1,100 ton shear cuts on site to save shipping costs on scrap to be exported.	A sharp way to cut capacity.
\$167 mn.	Nicaragua from U.S.S.R.	Nicaragua signed 5-yr. aid package with Soviets, including credits for Soviet-built projects.	Also asking U.S.A. for resumption of suspended aid.
	Iran/Nicaragua	Barter agreement signed to trade Iranian oil and petrochemicals and dried fruits for Nicaraguan sugar, meat, cigarettes, and coffee.	Both countries short of cash.
	Iran/Greece	Teheran radio reports Iran signed barter deal with Greece to trade crude oil for petrochemicals and ships.	
\$30 mn.	Tunisia from France	Pechinery UGINE Kuhlmann will supply equipment for plant to separate and purify 120 tpy yellowcake from phosphoric acid in the southern Tunisia phosphate fields.	Tunisia, however, has postponed its first nuclear power plant until 2000.
	Spain from U.S.A.	Foster Wheeler supplying fifth anthracite-fired steam generator for Compostilla II electrical station. Includes ball coal pulverizer.	Components will be made in Appalachian New York and Pennsylvania.
\$56 mn.	Saudi Arabia from South Korea	Contract to build housing for 4,000 workers and foremen at Jubail city awarded to ICC of Seoul.	Jubail will be entirely new city of 350,000 by end of century.
\$33 mn.	Abu Dhabi from Thailand	National Housing Authority of Thailand will build 500 low-rent apartments in Abu Dhabi for Masyra International Corp.	First Thai contract in Mideast.
UPDATE			
\$250 mn.	Mexico from Japan	Mexico's state steel co. Sicitarsa has signed with Nippon Kikan for four 200-ton electric furnaces for Las Truchas steel complex. Complete turnkey basis, including personnel training.	Japanese Exim Bank financing for this announced at the end of April.
\$2.5 bn.	Colombia from various	Colombian govt. has approved plan for 21 km. Bogotá subway system. Bogotá's mayor says Swiss banks have offered to loan \$1 bn. of the \$1.5 bn. in foreign resources needed for project. Other funds could come from higher taxes on luxury imports.	Colombia is world-famous for its "underground economy."