

## Trade Review by Mark Sonnenblick

Cost	Principals	Project/Nature of Deal	Comment
<b>NEW DEALS</b>			
\$220 mn.	Argentina from Venezuela	Venezuela has agreed to buy up to 20% of Argentine exports displaced by European Community boycott of Argentine products. Venezuela is buying food products from Argentina instead of from its normal sources in the United States, Europe, Australia, New Zealand, South Africa, and Chile, which are the very countries which have aided Britain's war effort against Argentina. Among the specific deals signed by 50 Venezuelans in the first trade mission to Argentina, were purchase of 13,000 tons of semi-refined sesame, cottonseed, and sunflower oil; 15,000 tons of unprocessed red meat; tallow, leather, wine, and fresh and frozen fruits. Purchases of beans, sorghum, corn, milk, and cheese are also being directed to Argentina.	This is substantial business as Venezuela imports 3 mn. tpy of food, worth \$1 bn. British military victory will not end Latin solidarity with Argentina. Peru, Venezuela, Colombia, Ecuador, and Bolivia to have 500 businessmen in Buenos Aires June 24-25 for similar market shifts.
\$160 mn.	Iran from Argentina	Iranian delegation in Argentina signed purchase of 540,000 t. wheat, 360,000 t. corn and 180,000 t. sorghum. Also negotiating for oils, soy pellets, rice, fish, dairy products, chickens, and manufactures.	Argentina is replacing its traditional export markets.
\$140 mn.	Spain from West Germany/Kuwait	Spanish govt. has decided to go ahead with 1.1 mn. tpy iron-copper ore pelletizing project in Extremadura region. Presur project includes mining and reducing ore averaging 33.7% iron and 0.15% copper. Chemie Huet-entehnick and Kuwait Foreign Trading are partners with Spanish state and private interests. The first will provide technology and the second invest some of Spain's oil-purchase funds. Presur was delayed by discovery that use of gas from Bay of Cádiz would be uneconomic. Presur planning to use Spanish coal.	Govt. steel mill, Ensider, obligated to take 800,000 tpy pellets from Presur, which means cancellation of iron ore contracts with Brazil.
\$2 bn.	Australia from U.S.A./Japan	Woodside LNG Ltd. has given the contract to build a 6 mn. tpy natural-gas liquefaction plant to a consortium of JGC of Japan, Kellogg of U.S.A., and the Australian subsidiary of Raymond of U.S.A. Plant, located onshore, will liquefy gas found in Australia's Northwest Shelf for export to 8 Japanese electric and gas utilities.	Contract includes smaller processing plant for gas for local use. Contract on fee-plus basis, is in yen, U.S. dollars, and Australian dollars.
\$500 mn.	U.S.S.R. from Yugoslavia	Soviets ordered 15 tankers with total 16,400 dwt. tons and 3 crane ships from Yugoslav shipyards.	Soviet orders from Yugoslavia up by 1/3 over previous 5-yr. plan.
\$120 mn.	U.S.S.R. from West Germany	Linde has signed a contract to build a 250,000 tpy ethylene plant in the Kalusch chemicals complex in the Ukraine. Plant will also produce other basic petrochemicals including propylene and aromatics from gas oil feedstock. The complex, including a gas oil cracker and a 100,000 tpy benzene plant ordered from Hoechst, will come on stream in 1986.	Linde will perform engineering, procurement, supervision, and start-up.
\$340 mn.	China from Belgium	Belgian companies have reached informal agreement with China for them to invest in coal and nonferrous metals mine in southwestern China.	Acec, Brugeoise, and Nivelles will place \$340 mn. equipment and services.
\$250 mn.	Saudi Arabia from South Korea	King Khalid Military City near the Iraqi border will have another \$250 mn. worth of family housing built by Samwhan Corp.	Samwhan already had \$800 mn. in contracts there.