

## Trade Review by Mark Sonnenblick

Cost	Principals	Project/Nature of Deal	Comment
<b>UPDATE</b>			
\$4.5 bn.	East Asia from Panama from U.S.A.	Ebasco Services has plan to turn 6.6 mn. tpy of high-sulfur Illinois Basin coal into methanol on the Atlantic side of Panama. The methanol would be shipped by pipeline to the Pacific side for shipment via super-tanker to Japan, South Korea, and S.E. Asia.	Feasibility study being financed by \$500,000 U.S. AID grant.
	Japan/Italy from Brazil	Kawasaki Steel (Japan) and Finsider (Italy) have backed out of their commitments to buy 20 percent each of the steel from a new plant they are building in joint venture with the Brazilian state-run steel company. Tubarão mill will be belching out 3 mn. tpy of slab steel starting in June 1983 without assured markets for much of the production, which was supposed to go to the Japanese and Italian partners for 18 years. Brazil will seek to find markets for the steel, at almost any price, since debts on the plant will soon start coming due.	Marubeni, C. Itoh, and Japan Lease International have agreed to help finance the project's completion by buying its coking furnace and then leasing it back to the Tubarão partners for 10 years, according to <i>Yomiuri</i> . Morgan Grenfell of England has run a similar lease-back operation with Brazil's similarly troubled Açominas steel complex which gave up ownership of its blast furnaces to the bankers.
<b>CANCELLED DEALS</b>			
	Australia from France	Dresser (France) is being threatened with cancellation of order from Santos (Australia) for 3 natural gas compressing units because Dresser was having trouble obtaining components.	Dresser (France) was cut off from U.S. components in a Washington reprisal for its having followed French government order to work on a Soviet gas contract. Who were those sanctions aimed at. . . ?
\$116 mn.	Thailand from Europe	Thai Airways International has switched its order for two long-range planes from the European Airbus A-300 to Boeing's 767. Reason is that Airbus could not meet delivery date due to changes in the GE engines which Thai Air insisted upon.	Boeing order is worth \$121 mn., minus \$15 mn. trade-in for 3 aging DC-8's.
\$106 mn.	Jamaica from Europe	Air Jamaica has cancelled plans to buy 2 Airbus A-300 jets from its makers. Instead they will save \$20 mn. by taking 2 of the Airbuses which Laker used for 6 months on his Skytrain. These planes will be repainted and flying to New York, Miami, and Toronto in November.	
<b>NEW DEALS</b>			
\$65 mn.	U.K. from U.S.A.	Wang Laboratories is building a computer and word processor plant on the campus of Stirling U. in Scotland. Will use 60 percent U.K. components in its entry mode.	Wang's U.K. sales up 65 percent last year. They like its "menu."
	U.S.S.R. from Italy	Soviets will produce in Georgia small Italian tractors using technology of Goldini and 17 hp engine technology from Ruggerini. Soviet production of 50,000 engines per year will be larger than Ruggerini's Italian output.	Tractors will modernize specialty fruit, grape, and olive farms of Georgia.