

Trade Review by Mark Sonnenblick

Cost	Principals	Project/Nature of Deal	Comment
NEW DEALS			
\$20mn.	Colombia from U.S.A.	GE has won contract for electric drive systems for the 170-ton trucks to be used to pull the coal out of Colombia's huge open pit at Cerrejón, scheduled to go on stream in April. This is GE's largest order for truck drive systems. The 1600-hp trucks will be made by Wabco division of Westinghouse Air Brake and Euclid.	Order comes from Colombian govt's joint venture with Exxon, Intercor, which is building Cerrejón near the Caribbean coast of Colombia.
\$40mn.	Mexico from Italy	Mexican National Electricity Board has ordered \$40 MW electric plant from Ansaldo, part of Italy's state-run IRI	Plant will be at Lazaro Cárdenas steel plant on Pacific Coast.
\$200 mn.	North Yemen from Italy	Yemen General Electricity Corp. awarded contract for four 40 MW electric plants near Mokha on the Red Sea. Turnkey basis, including training for crew.	Financed by Italy and World Bank.
\$2.7 mn.	China from Italy	Fiat Trattori will set up and equip pilot mechanized rice plantation in cold and wet northern China.	Italian Foreign Ministry is paying for model plantation.
\$170 mn.	China from U.S.A.	China's government airlines, CAAC, has signed contract with Boeing for ten 737 jets to be used on internal routes. 5 of them were built for Air Florida, which cancelled order, and will be delivered in February. China already has 707s and 747s. China's own version of the 707, the Yun-10 was tested last December, but has not been seen since.	
\$30 mn.	U.S.A. from France	French state-owned Thomson-CSF will join with Raytheon in developing a mine-hunting sonar system for the U.S. Navy. Dual system involves 2 separate sophisticated sonars. The French firm, the exclusive supplier of sonar to French Navy, will have about 25 percent share of prototype development and then receive orders for equipping 31 U.S. minehunters.	
\$1 bn.	Japan from Indonesia	2 obsolete oil refineries in South Sumatra will be modernized and expanded by Japanese consortium led by JGC Corp.	Contract signed.
\$278 mn.	U.S.S.R. from West Germany	Salzgitter subsidiary won contract for 106 bn. cu. ft./yr. natural gas processing facility to be installed in Karacaganak gas field.	Will pipe into Siberian-West European pipeline.
\$27 mn.	New Zealand from Japan	World's first commercial plant to make methanol for use as automobile fuel from natural gas has been ordered from Hitachi Zosen by Mobil and New Zealand govt. which are partners in project.	
\$60 mn.	Norway from West Germany	Norway's govt.-owned Statoil has ordered 6 LPG storage installations from Salzgitter.	
\$183 mn.	France from U.S.A. to W. Germany/U.S.A./U.K./South Africa	General Motors is expanding its automatic transmission plant at Strasbourg to make transmissions for GM cars in above countries, including Chevy in U.S.A.	Modernization of plant will raise productivity with same present labor force.