

Trade Review by Mark Sonnenblick

Cost	Principals	Project/Nature of Deal	Comment
NEW DEALS			
\$25 mn.	U.S.A. from West Germany	A new system for removing mine overburden by the shortest route will be installed in Texas utilities Co.'s Big Brown Lignite Mine. The system, invented and manufactured by Mannesmann Demag, involves bucket wheel excavators and a newly-designed cross pit spreader (XPS). The XPS carried the overburden on the shortest possible path 1,000 ft. across the pit to the dump site. The conveyor belt runs on a 670-ft. cantilevered boom which is supported entirely from one end by cables attached to a 200-ft. mast.	Plains Machinery Co. of Amarillo and Texas Utilities cooperated in engineering.
	Spain from Holland/U.S.A.	State-owned Enpetrol has bought a catalyzer from Holland's Adzco for the 2.4 mn. tpy fluid catalytic cracker (FCC) which is scheduled to be on stream in the Puertollano refinery in June. Other companies which have provided components include Babcock & Wilcox, Ingersoll Rand, Foster Wheeler, Pathway, and Airoil-Flaregas.	Enpetrol plans 4 more FCC units to give it 8 mn. tpy capacity by 1986.
\$7.5 mn.	Peru from Japan	Peru has ordered from Niigata Engineering a plant to make "odorless powdered fish meal" for adding cheap protein to foods ranging from spaghetti to cookies. Niigata explains that this will save debt-ravaged Peru from having to spend foreign exchange to import wheat to feed its population.	
	Indonesia from Japan	Indonesian legislation forcing automotive assemblers to substitute specified domestic components for previously imported ones has the approval of major Japanese truck producers. Toyota, Mitsubishi, and Daihatsu motor companies will buy all the frames for the 2.0- to 3.5-ton trucks they assemble in Indonesia from GKD, an Indonesian firm.	Observers expect similar Japanese flexibility in other ASEAN countries. Not bad business for the Japanese: GKD bought their 2,000-ton press and frame technology from Mitsubishi.
\$3 mn.	Indonesia from U.S.A.	Indonesia has ordered from Planning Research Corp. of McLean, Va., a master development plan for an industrial export city located on the straits of Malacca just 12 miles from Singapore. Batam Center will be on Batam Island, which already has port facilities.	
\$800 mn.- \$1 bn.	Algeria/Brazil	The two govts. signed trade protocol aiming at doubling or more last year's trade levels of \$200 mn. in each direction. Brazil proposes to double its oil imports at official OPEC price. Brazil will be favored in international biddings in Algeria, and will increase sales of numerous products, including 10,000 Brazilian VWS.	Not barter deal, since Brazil pays cash for oil, while providing credits for its exports. But this could change if Brazil has its credit cut off. Brazil is seeking reciprocity for all of its \$8.4 bn. oil purchases expected in 1983.
\$62 mn.	United Arab Emirates from West Germany	United Arab Emirates will use the waste heat from electric plants to desalinate sea water. It has ordered 8 boilers from Borsig of West Germany.	Boilers will turn exhaust heat from gas-fired turbines into steam for use in two desalination plants.