

Trade Review by Mark Sonnenblick

Cost	Principals	Project/Nature of Deal	Comment
NEW DEALS			
\$213 mn.	U.S.S.R. from Japan	Komatsu Ltd. reported receiving orders from the Soviets for about 500 pipelaying machines for use in Siberian natural gas development. Not clear yet whether Japan's Export-Import Bank will provide financing Soviets want or continue its semi-embargo policy.	900 Komatsu pipelayers are on the job at the Siberia-Western Europe pipeline, where Caterpillars would have been except for the State Department. Even with U.S. relaxation of sanctions, Komatsu has won the market.
\$60 mn.	Nigeria from Brazil	A Brazilian consortium won bidding for 950 railroad freight cars. However, the Brazilians fear that final contracts, to be signed in April, will allocate 450 of those cars to Spanish and South Korean suppliers. Brazilian consortium members are Santa Matilde, Cobrasma, Mafersa, Fabrica Nacional de Va-gões and Companhia Comercio e Construção.	Santa Matilde says, "If Brazil uses our bargaining power as oil purchasers, surely the whole order will stay with Brazil." It stresses that in today's market, diplomacy is more important than price competition in winning contracts abroad.
\$20 mn.	India from Japan	India's first floating drydock has been ordered from Ishikawajima-Harima Industries of Japan. The dock, able to handle repairs of ships up to 25,000 gross registered tons, will be at the edge of Bombay harbor. It will be completely self-sufficient in power generation, repair workshops, and crew facilities. Ishikawajima will train Indian staff and advise Escorts Ltd., the private Indian engineering company, which will own the dock.	Dock is first part of 15-year Indian ship repair plan, which includes a complex in West Bengal, another floating dry dock at Madras, and improvements of repair facilities at 4 other ports. India searching for foreign partners for all projects, and giving ample tax incentives to local investors.
\$10 mn.	India from U.S.A.	Kalyani Steels Ltd. has agreed to a joint venture with Bendix subsidiary of Allied Corp. to manufacture and assemble truck components for India and the subcontinent. Kalyani Brakes Ltd., 40% owned by Bendix, will make compressor valves, master cylinders, actuators, and slack adjusters and other brake components in its 60,000 sq. ft. plant in Maharashtra state.	
	South Korea from U.S.A.	Hyundai is setting up a small R&D lab in California's Silicon Valley to tap U.S. know-how on electronic control systems for ships and automobiles.	Hyundai will then make its own controls in Korea, rather than importing finished systems as "black boxes."
\$120 mn.	Algeria from Sweden	Skanska Cement has won order for building 12 technical schools and student dormitories in Algeria.	Part of Algeria's Prefab 82 program.
\$8 mn.	New Zealand from Japan	New Zealand has ordered 2 turbines for geothermal electric plants in New Zealand, to provide a grand total of 93.8 megawatts.	