

# WORLD TRADE REVIEW

## New trade deals

PRINCIPALS	PROJECT/NATURE OF DEAL	COST	FINANCING	STATUS
Heurtey of France & Ivory Coast	doubling capacity of Abidjan refinery	\$160 mn	NAv	II
World Bank & Senegal	improve airport service, navigational aids	\$7 mn	7 percent loan over 15 yrs 4 yrs. grace	III
Mexico & Spain	for peaceful uses of nuclear energy — R&D, construction, safety and uses of experimental reactors	NAv	NAv	I-Nov 78
Mexico & France	loan to Mexican Federal Electric Commission to purchase equipment	\$600 mn	Credit Commercial de France	III
Brazil & Rumania	iron ore sales — volume to be 5 times present levels	NAv	NAv	II
France & Brazil	Rhone Poulenc reinvesting \$75 mn in textile fiber plants	\$75 mn	reinvestment of Brazilian profits	NAP
Korea & U.S. companies	multiple deals — Korean business and government executives currently in U.S. concluding contracts	\$1 bn.	NAv	III
France & Brazil	Cements Lafarge & Lone Star to build cement plant in Brazil making 700,000 tons/yr	\$125 mn	\$75 mn Eurodollar borrowing; remainder thru self- capitalization	II

## Cancelled deals

PRINCIPALS	PROJECT/NATURE OF DEAL	COST	FINANCING	STATUS
Japan & Chile	Marubeni and Sano Kokusaku woodchip export project in Chile was dropped by Japanese	\$64.4 mn		

### Abbreviations:

U = Undetermined  
 NAP = Not applicable  
 NAv = Not available

### \*Status:

I = signed, work in progress  
 II = signed, contracts issued  
 III = deal signed  
 IV = in negotiation  
 V = preliminary talks

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