

WORLD TRADE REVIEW

New Trade Deals

PRINCIPALS	PROJECT / NATURE OF DEAL	COST	FINANCING	STATUS
West Germany/East Germany	6-year barter agreement of West German coal and crude for East German gasoline and petrochemicals.	\$3.28 bn	NAp	Agreement reached
Brazil from Japan	Aug. 15-18 visit to Brazil of Japanese Chancellor Sunao Sonoda brings agreement to negotiate over \$2 billion of specific projects, largely for export agriculture and related rail transport and for mineral development. Agreement includes ample technology transfer and keeps Japan open for Brazilian exports.	\$2 bn	Mostly Japanese	II
Italy from U.S.	Alitalia (state-owned) purchases five Boeing 747's following cancellation two weeks ago of order for six McDonnell Douglas DC-10s	\$580 mn		I
Saudi Arabia from Japan	Mitsubishi Heavy Industries concludes contracts with Saudi Arabian Saline Water Concession Corp. for thermal power generator and desalinization plant.	\$272.7 mn		I
Saudi Arabia from U.S./Taiwan	Pullman Kellogg awarded preliminary design contract for ammonia-urea fertilizer complex. The award came from Saudi Basic Industries Corp. and joint venture partner, Taiwan Fertilizer Co.	\$250 mn	Nav.	Awarded
Angola from Brazil	Reconstruction of Luanda Hotels by Brazilian contractor	\$210 mn		I
Brazil from Japan	Two Japanese loans: (1) for agriculture in the "cerrado" plains (\$50 mn) and (2) for the Tubarao port expansion, part of a \$2.7 billion joint steel project (\$63 mn).	\$113 mn	Japan	I
South Korea from U.K.	Fluor (U.K.) and Fluor (Korea) will build a 150,000 bpd refinery in South Korea	\$90 mn		I
Senegal, Guinea-Bissau, Mozambique, Angola from Brazil	Brazil opens new credit lines (primarily for agricultural machinery exports) to Senegal (\$12.9 mn.) and Guinea-Bissau (\$5 mn.) and confirms credit lines to Mozambique (\$100 mn) and Angola (\$80 mn.).	\$17.9 mn		Awarded

Abbreviations:

U = Undetermined
 NAp = Not applicable
 NAv = Not available

Status:

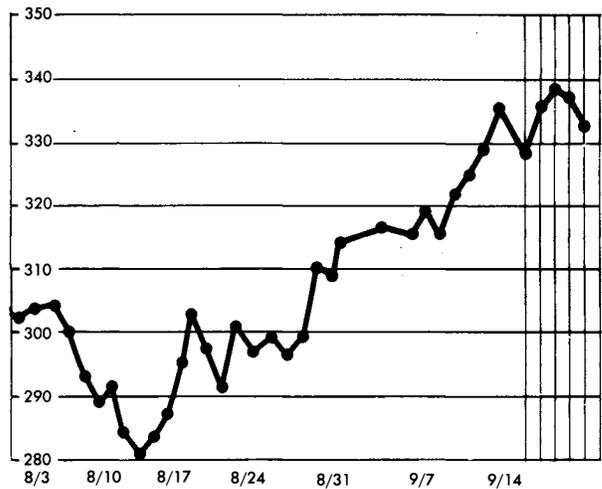
I = deal signed
 II = in negotiation
 III = preliminary talks

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Gold

London afternoon fixing

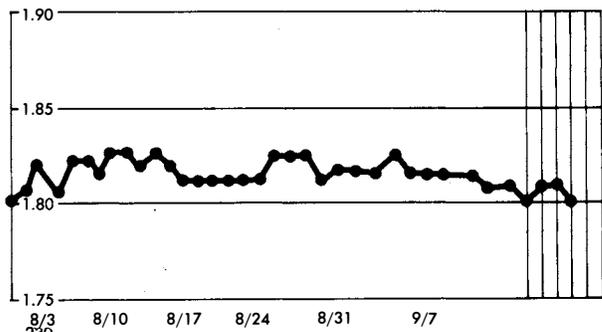
September 7	329.15
10	336.30
11	339.50
12	337.10
13	332.95



The dollar in deutschemarks

New York late afternoon

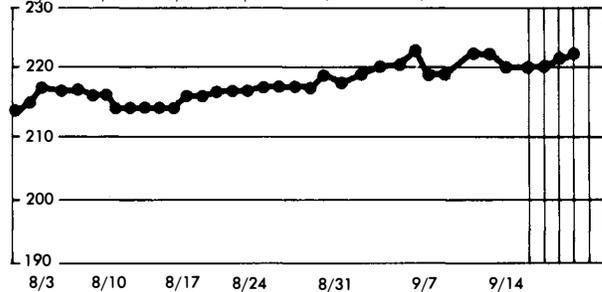
September 6	1.8103
7	1.8070
10	1.8100
11	1.8140
12	1.8095



The dollar in yen

New York late afternoon

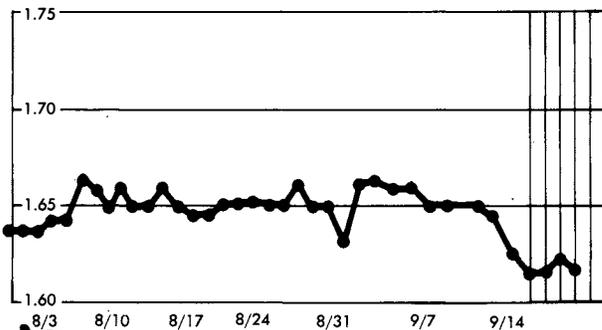
September 6	220.10
7	220.80
10	220.85
11	221.70
12	222.05



The dollar in Swiss francs

New York late afternoon

September 6	1.6395
7	1.6280
10	1.6285
11	1.6385
12	1.6270



The British pound in dollars

New York late afternoon

September 6	2.2497
7	2.2490
10	2.2446
11	2.2315
12	2.2232

