

Trade Review

		Abbreviations:	Status:	
		U = Undetermined	I = signed, work in progress	IV = in negotiation
		NAP = Not applicable	II = signed, contracts issued	V = preliminary talks
		NAv = Not available	III = deal signed	
Cost	Principals	Project/Nature of Deal	Financing	Status
\$300 mn.	Saudi Arabia from South Korea	The New York branch of You One Construction Ltd., a Seoul-based construction/engineering firm, won a contract by Saudi Arabian Ministry of Defense for several support facilities at the King Abdul Aziz Military Center.	NAv.	I
\$254 mn.	China from West Germany	The West German engineering firm Mannesmann Demag won a contract for the supply and construction of a continuous steel rolling mill to China.	The contract will be 85 percent financed by a credit arranged by Deutsche Bank—the first such medium term credit ever in West German-China trade. The West German government-controlled Hermes Insurance Company is expected to guarantee part of the credit line.	I
\$218 mn.	Australia from France, West Germany, U.K.	Purchase of four A-300 Airbus Industries aircrafts by Trans Australia Airlines	NAv.	I
Over \$50 mn.	S. Korea from U.S.A. and Japan	J. Ray McDermott & Co., Inc. and Hyundai Heavy Industries won a joint supply contract for components for two 550-MW coal-fired burners. McDermott's share is valued at about \$30 mn.	NAv.	I
\$21 mn.	Jordan from Japan	Dainichi-Nippon Cable Company was awarded contract to replace all existing overhead telephone and telex lines in Amman.	Loan from Japan's Import-Export Bank for 8 years at 8 percent annual interest with 3 years grace period.	I
\$15.8 mn	France from Japan	Hitachi Shipbuilding and Engineering Co. will deliver a shallow-water drilling rig to French oil exploration company S.A. Foramer.	NAv.	I
\$14 mn. annually over 10 years	U.K. from U.S.A.	A 20-year contract to produce telephone directories in the U.K. was awarded to R.B. Donnelly & Sons Co. Initial annual billings are estimated at \$14 mn.	NAv.	I
\$4 mn.	China from Japan	Victor Co. of Japan to build a color-TV assembly plant in China.	NAv.	I
\$2.18 mn	Nigeria from U.K.	R.A. Lister, a Hawker-Siddeley company, won a Nigerian order for diesel engines and generating sets.	NAv.	I