

## Trade Review

NEW DEALS				
Cost	Principals	Project/Nature of Deal	Financing	Comment
(\$) 1.7 bn	Saudi Arabia from France	Modernization of Saudi navy, including supply of several guided missile patrol boats and corvettes for both the Red Sea and the Gulf. This contract follows an earlier one to France for modernization of the Saudi army; France will supply 1,000 tanks and reorganize the ground defense system		France won out against Italian competition
(\$) over 200 mn	Argentina/France	Pechiney will build a uranium processing plant in San Rafael, Argentina (near Mendoza). The entirety of the plant's production will go to France's Atomic Energy Commission (CEA). Pechiney will hold 25 percent of Minera Sierra Pintada, the plant's owner		Accord signed with Atomic Energy Commission
(\$) over 419 mn	Portugal from Switzerland	Motor-Colombus Ingenieurunternehmung AG of Baden, a Swiss civil engineering concern, will supply Portugal's state utility, Electricidade do Portugal, with a steam power station in Sines		winning bid announced
(\$) At least 350 mn	USSR from Japan	Japanese export of 700,000 tons of large pipe for use in a Siberian natural gas project	As much as \$350 mn in Japanese "Eximbank" credits	Export credits approved by Japanese government on basis of similar W. German "go-ahead" on Soviet pipeline deal
(\$) 300 mn	Peru from USSR	Olmos dam and irrigation in draught-stricken northern Peru. Originally planned by an American in 1920s, Olmos has been subject of Soviet studies for a decade	Soviet 18 year dollar credits at 6.5%	Contract signed
(\$) 21 mn	Abu Dhabi from France	Matra will supply television equipment to Zakum Development Co., an affiliate of Abu Dhabi's National Oil Co., for use in surveilling drilling platforms. The National Oil Co. is closely linked to France's CFP		Contract awarded
(\$) 5.6 mn	Greece from U.K.	Olympic Airways has ordered two SD-330 "Commuterliner" aircraft		
(\$) 1.8 bn	Egypt from W. Germany, France, Austria	Siemens (W. Germany and Austria) and Thomson CSF (France) are negotiating to supply telephone equipment to Egypt	West German financing arranged on "soft loan" terms (no more than 5.5 percent) insisted on by Egypt. French and Austrian agreement not yet concluded	