

Trade Review

NEW DEALS				
Cost	Principals	Project/Nature of Deal	Financing	Comment
18.6 bn	Netherlands from U.S., Netherlands, and U.K.	Royal Dutch Shell and Esso will invest in the Netherlands over next ten years in return for a gov't agreement not to take a larger share of their profits (government presently takes 85 percent of companies' gross earnings)		
Est. 2 bn. plus	U.S. from Italy	Aeritalia (state-owned) will produce parts for the Boeing 767 widebody commercial airliner, in which it has a minority interest	Eight Italian banks led by Banco di Roman will tend \$180 mn. to finance machine tools and related equipment	
350 mn	Spain from Iran	Spain has signed two new contracts. These will increase Iranian oil shipments to Spain from 42,000 bpd to 69,000 bpd. Of this 27,000 bpd increase, Petromed will take 17,000 and Rio Tinto 10,000		
300 mn	Kuwait, Iraq, Jordan, and Bahrein	Arab Iron and Steel Company (AISC) (Kuwait, Iraq, and Jordan) will build an iron pelletizing plant in Bahrein		Bids for turnkey contract due Sept. 1
233 mn	Italy from U.K.	British Nuclear Fuels will reprocess spent nuclear fuel from the Magnox nuclear station at Latina for ENEL, the Italian State-owned electricity company		10-year contract awarded
At least 100 mn	Mexico from U.K.	Various oil industry and general industrial projects in Mexico, for which Britain will supply equipment. Among these will be the supply of "knocked-down" Massey-Ferguson tractors to Agromak (part of the Mexican Grupo Industrial Alfa of Monterrey)	ECGD (U.K. Eximbank), London Bank International, European Banking Corporation and others	
100 mn	Mexico from U.S.	IT&T will supply about 75 percent of Mexico's digital telephone switching equipment requirements for next five years		Winning contract awarded
92.5 to 138.8 mn	Australia/Japan	Kobe Steel Ltd., Mitsubishi Chemical Industries Ltd., and Nisho-Iwai Co. will establish a joint company in Australia for construction of a test coal liquefaction plant		