

Trade Review by Mark Sonnenblick

Cost	Principals	Project/Nature of Deal	Comment
NEW DEALS			
	France/Japan	Mitterrand govt. has promoted a Japanese-French robot to revitalize French industry with Japanese high-tech. Yaskawa Electric will provide Cie. Electro-Mecanique (CEM) will large assembly-carrier robots (6 axis, electronic articulation type) for sale to French industry. Plans are to sell 20 in 1983 and 100 in 1984. Yaskawa will sell 200 CEM-built small assembly robots to Japanese auto and appliance assemblers per year.	Yaskawa will help CEM (100% owned by Switzerland's Brown Boveri) build large robots in France and fulfill its official French govt. designation as "specialized robot builder."
	Japan from U.S.A.	Budweiser will be brewed in Japan starting 1984 with production technology and yeast from Anheuser Busch. Suntory Ltd. brewery expects to sell 3 mn. cases per yr.; it sold 1 mn. cases of imported Bud last yr.	A case of U.S. transfer of high technology to Japan?
\$4 mn.	U.S.A. from Japan	Faced with growing protectionism on auto exports to U.S.A. and Europe, Nissan Motor Co. is diversifying its exports into 35-435 hp. industrial engines, with \$4 mn. in sales in fiscal 1983.	Plans to set up 150 dealerships in U.S.A. by April and break into Europe by summer.
	Philippines from U.S.A./Japan	Joint venture between General Motors and Isuzu will assemble and sell Isuzu's 800 cc cars in Philippines.	GM is pressing Isuzu to buy into GM's Australian, Brazilian, and African subsidiaries.
\$1.24 mn.	Jamaica/U.S.A.	Jamaica has signed counter-trade deal with Chrysler for bartering 50,000 tons of alumina for vehicles. Similar deals were arranged with GM and cooking with British Leyland.	It's the only way you can sell cars or alumina these days, despite IMF prohibitions against barter.
\$80 mn.	Brazil from Spain	Tecnicas Reunidas will help build a phosphate complex for Brazil's Sotave at Belem at mouth of Amazon. Output will 300,000 tpy diammonium and monoammonium phosphate; 300,000 tpy super and triple superphosphate; 200,000 tpy granulated potassium chloride. The Spanish firm will provide design, engineering, and start-up services.	Partially financed by World Bank; will help Brazil achieve self-sufficiency in phosphates when on stream in 1984.
UPDATE			
\$400 mn.	Iran from Japan	Iran is only <i>negotiating</i> with Chiyoda and Mitsui for rebuilding 70,000-100,000 bpd refinery capacity devastated by Iraqi bombing raids on Abadan. The Japanese are reluctant to invest more effort into Iran as long as it continues to make war on Iraq.	<i>EIR</i> apologizes for having conveyed an erroneous <i>Wall Street Journal</i> report that deal had been completed.
\$100-\$200 mn.	Argentina from Spain	Spanish contractor Dragados y Construcciones will receive 1-2% of work on the \$10 bn. Yacreta Dam to be built on Argentine-Paraguayan border "in recognition of Spain's position during the Malvinas War," promised Argentine Public Services minister Conrado Bauer. Dragados lost in bidding on civil construction to France's Dumez and Italy's Impreglio.	Allis-Chalmers of Wisconsin has its anticipated contract for dam powerhouse prejudiced by Kissinger-Haig-U.S. Senate betrayal of Monroe Doctrine.
\$200 mn.	U.S.S.R. from France/Japan	Nigata Engineering and Entrepouse International are negotiating export credit terms on sale of \$200 mn. equipment for secondary recover of crude oil. Talks began 2 yrs. ago.	Would help disprove CIA assessment that Soviets are running out of oil.