



**WORLD TRADE CENTER<sup>®</sup>**  
**DELAWARE**

These pages contain brief information on opportunities that could offer exciting possibilities for U.S. companies in a variety of industry sectors.

Further information on these partnership opportunities can be obtained by contacting Carla Stone at (302) 656-7905, or by email at [cstone@wtcde.com](mailto:cstone@wtcde.com).

## **July 2019 Leads**

### **ISRAEL: Bird Seed, Pet Food and Equestrian Supply**

An Israeli company is an importer of pet food for pets and birds, such as parrots, supplies and equipment for horses, mostly from Europe. They are looking for quality food for birds at good prices. They would also like to import equipment for horse riding from the US.

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### **ISRAEL: Men's Suits & Quality Tailor-Made Men's Fashions**

An Israeli firm is a team of fashion advocates who manufacture and market suits and mens clothing. They are a well-based company that is constantly innovating in mens fashion and is currently looking for more, new suppliers. They primarily import to Israel and market our mens fashion in the local marketplace. The company is looking for manufacturers of mens suits and quality tailor-made mens fashions.

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### **BRAZIL: Petrobras's Call for Expression of Interest (EOI) for Diverless Solutions**

National oil company Petrobras is seeking new technological solutions to reduce the use of divers in subsea activities. The Petrobras is specifically targeting diverless solutions in three

subsea categories, including: Flexible line inspections - 3 (PIDF-3)/Rigid Pipelines - 3 (PIDR-3); Class inspection and offshore jacket platforms; and Pull In/Pull Out Project and Operation. Once Petrobras identifies interested companies, it will follow up with an RFI and meeting requests. For more information, contact [Regina Cunha](#), U.S. Commercial Service Rio de Janeiro.

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### **TUNISIA: 5 MWp photovoltaic power at the Tozeur - Nafta Airport**

The Office of Civil Aviation and Airports in Tunisia is launching an international tender for Supply, installation and commissioning of a grid-connected photovoltaic power plant with a total capacity of 5 MWp at the Tozeur - Nafta airport. The tender mentioned that bidder must bid on all stages as well as for all items and services in each step. In the case of participation in a grouping, all members must be registered in the public online purchasing system. The deadline for receipt of technical and financial offers is Monday, September 02, 2019 at 10:00.

Bidders interested in the tender, who are registered in the TUNEPS online public purchase system and who comply with the conditions mentioned in the specifications can download the specifications free of charge through the website <http://www.tuneps.tn>. The technical and financial offers will be sent via the TUNEPS online public purchase system ([www.tuneps.tn](http://www.tuneps.tn)).

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### **TUNISIA: Construction of the High Tension HT air lines and the extensions of the conventional posts HT**

The Tunisian Company of Electricity and Gas (STEG) proposes to launch an international invitation to tender for: The equipment and the construction of the High Tension HT air lines and the extensions of the conventional posts HT for the connection photovoltaic power plants to be built under concessions at Metbassta, Mazzouna 2, Sagdoud, Touzeur 2 and the Sfax seawater desalination plant. The deadline for receipt of technical and financial offers is on Wednesday,

September 11, 2019 at 9am. Only tenderers may participate in this invitation to tender:-  
Registered on the TUNEPS system and having the electronic signature certificate  
([www.tuneps.tn](http://www.tuneps.tn))- Having the quality of manufacturer of airlines HT and justifying of technical  
and financial references sufficient and this by the supply in their offers of the parts required by  
the specifications. Bidders interested in the tender, who are registered in the TUNEPS online  
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### **CURACAO: Opportunity for a U.S. Company to Manage the Isla Refinery in Curacao**

RdK is the state owned company that owns the Isla Refinery. The Isla Refinery is a medium conversion petroleum refinery which has a nameplate capacity of 320,000 barrels per day. It is operated by a subsidiary of Venezuelan Oil Company, PDVSA, under a long-term lease agreement that expires December 31, 2019. Refineria di Korsou (RdK) wishes to elect a party, or joint venture, who will operate the oil refinery as of January 1, 2020. RdK aims to secure partners that will use, operate, maintain, and modernize the oil facilities and storage tanks. The refinery's mission is to refine crude and process feedstock and deliver products and services to customers in the Latin American and Caribbean market. The products obtained at the refinery are: liquefied petroleum gases, naphthas, gasolines, polymers, kerosine, diesel, turbo fuel, distillates, high and low sulphur fuel oil, lubricants and asphalt. An important by-product is sulphur, recovered In the refining processes. These products are mainly supplied to the Caribbean, Venezuela and Latin American market. The local market is also supplied via the government owned marketing company "Curoil". The company would have to setup a subsidiary registered in the country of Curacao. Deadline: 12/31/2019. [Click HERE](#) or contact Christian Olsen, U.S. State Department Curacao, at [OlsenCR@state.gov](mailto:OlsenCR@state.gov) for more information.

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## **INDIA: Large Private Sector Company Seeking Multiple Energy Products/Technologies**

**Bio-Fuels** – Primarily Ethanol, 2nd generation (2-G) technology of conversion of Biomass to Ethanol. They are also interested in the entire business connect to explore setting up a Bio-Ethanol plant in India. **Renewable Technologies** to meet their Renewable Purchase Obligation (RPO) mandate. Geo-Thermal is high a contender because of its perceived potential but other renewable technologies can also be looked at. **Conversion technologies for Waste plastics to fuels** – Goal is to identify and adapt technology with a focus to set up plant to convert waste plastics to fuels. Also if not fuels than any value added product out of waste plastic would also be an area of interest. **Cognitive approaches in Oil and Gas** – Technology companies that could assist in deploying AI, M/c learning, IoT etc. to address business in terms of predictive analysis for both plant reliability and reducing unplanned shutdowns and also in trading and procurement by offering additional market intelligence. **Block-Chain Technology in Oil and gas** – same as above for their product supply chain requirement of fuel retail business.

**Technology on moisture condensation to drinking water** – they plan to setup plants at various locations. **Electric Charger technologies for EVs** – To augment their retail fuel outlets (petrol pumps) with such options. Please contact Sanjay Arya, Energy Specialist, U.S. Embassy India, at [Sanjay.Arya@trade.gov](mailto:Sanjay.Arya@trade.gov) to learn more.

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## **URUGUAY: Renovation and Modernization of the Salto Grande Dam**

The binational hydroelectric plant of [Salto Grande](#) is a dam and hydroelectric power station located in the middle course of the Uruguay River, about 15 km north of the cities of Salto and Concordia. This plant supplies 43% of Uruguay's electric demand and 5% of Argentina's demand. This is a bi-national project between Argentina and Uruguay, to renovate Salto Grande's dam according to the new energy generation requirements and to digitize processes and machinery control. It will be developed in three stages, during the next 30 years. Today they launched stage 1 for the period 2019-2023. Total amount of the project: 80 million USD, which already has the financing from IDB. They will have 14 different requested products, including

infrastructure, machinery and consultancy services (see chart below). There will be 43 different tenders to be published from now onward. Please contact [Alicia Machado](#) at U.S. Embassy Montevideo for more information or click [here](#) and [here](#) - both documents in Spanish.

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### **MALAYSIA: Tender for 500 MW of Solar Projects in Peninsular Malaysia**

Malaysia's Minister of Energy, Science, Technology, Environment and Climate Change (MESTECC) has announced a tender for the project Large Scale Solar (LSS) 3 is the third round of the country's procurement program for large-scale PV. The project, comprising solar parks ranging in size from 1-100 MW and the tender process will be finalized by the end of 2019, while bids will have to be submitted by August this year. [More information.](#)

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### **BANGLADESH: Heavy Fuel Oil (HFO)**

[Tetrahedron, Inc.](#) is looking to buy Heavy Fuel Oil (HFO). Quantity can be as high as 500,000 tons/year. Specification of the product are: Parameters Test Method \*Limit Value Density, max, at 15 deg Centigrade ASTM D4052 991 kg/m<sup>3</sup> Viscosity, max, at 50 deg. centigrade ASTM D445 180 cSt Water, vol%, max. ASTM D95 0.50% Flash Point, min. ASTM D93 660 C Pour Point, max. ASTM D97 240 C Sulphur, mass %,max ASTM D4294 3.50% Total Sediment, mass %,max IP 375-11 0.10% Sodium, max IP 501-05 30 mg/kg Ash, mass%, max ASTM D482-13 0.10% Vanadium, max IP 501-05 200mg/kg Aluminium + Silicon IP 501-05 80 mg/kg Carbon Residue, mass%, max ASTM D5291-10 16% Ashphaltens, mass%, max 14% CCAI, max 860 Calcium, max 30 mg/kg LHV [Kj/Kg] min ASTM D240-14 39,000 Hydrogen Content ASTM D5291-10 Mass % Report 10.5 Zinc 15 mg/kg Phosphorus 15 mg/kg \*Above value are to measured as per applicable standard test method. 1. Specification of the product to match the required specification. 2. Price both FOB and CIF (Chittagong, Bangladesh) 3. Country of Origin. Deadline: July 31, 2019. For more information, contact [Danielle Caltabiano](#).

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**HEALTHCARE Leads:** International firms that are actively looking to purchase U.S. medical devices and equipment. Qualified sale(s) leads are presented below:

**United Nations Procurement Division (UNPD) is seeking US vendors who can supply a variety of medical training aid equipment.**

**For more information on specific opportunities contact:** [Carmela.Mammas@trade.gov](mailto:Carmela.Mammas@trade.gov).

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## **June 2019 Leads**

### **BARBADOS: Airport Airfield and Groundside Pavement Improvement and Rehabilitation Works – Barbados**

**OVERVIEW** – Grantley Adams International Airport (GAIA Inc., <http://www.gaia.bb>), a state-owned enterprise, is seeking bids from qualified companies to undertake repaving and other improvements to the airside and landside areas of Grantley Adams International Airport (GAIA), Barbados' only international airport.

**OBJECTIVE** – The government of Barbados, through GAIA Inc., has secured approximately \$40 million in financing from the Caribbean Development Bank (CDB) for repaving and upgrades to the main airside and landside areas of its international airport, a crucial gateway for the country's tourism industry and a hub for regional air services. Over 2 million passengers transited GAIA in 2018.

**GOALS** – GAIA's current terminal opened in 1979. GAIA Inc. is undertaking upgrades and repairs to the facility to support anticipated growth in air and cargo traffic and to modernize the facilities in accordance with international standards. In 2020, the government of Barbados plans to privatize GAIA, likely by selecting a concessionaire through a competitive process. The future private operator of GAIA will be expected to undertake additional upgrades, including

adding a second floor to the terminal building, installing air bridges, and upgrading the baggage handling system.

For additional information, including full scope of work, please contact

[Andrew.Billard@trade.gov](mailto:Andrew.Billard@trade.gov)

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### **INDIA: Development of the Jewar Greenfield International Airport Project**

The **Noida International Airport Limited (NIAL)** invited **global bids** from **players** for **development** of the **Jewar Greenfield International Airport Project** in Uttar Pradesh on a **public-private-partnership basis** on **May 30, 2019**. The last date for submission of bids is October 30, 2019. Thereafter, the financial bids are expected to be opened on November 29, 2019. The concession period for the airport is 40 years, which is extendable by another 30 years. With respect to the selection criteria, bidders are expected to have a minimum net worth of Rs 12.50 billion with prior experience in executing infrastructure projects in aviation, real estate and other sectors. The airport will be awarded on the basis of higher per passenger fee that will be offered to NIAL. It will be developed in four phases at an investment of Rs 157.54 billion. In Phase I, runway, parallel taxiway, parking bays for 25 aircraft, an air traffic control (ATC) building, and a cargo terminal building, among other works will be taken up. Once work on Phase I commences in 2020, it is expected to be completed by 2023. Thereafter, work on all the four phases is likely to complete by 2040 post which the airport will have two runways, two terminal buildings, parking bays for 102 aircraft with the capacity to handle 70 million passengers per annum

<https://www.globaltenders.com/free-global-tenders/027167-development-greenfield-noida-international-airport-tender-notice-jewar-india.pdf>

**CS Contact:** Nisha Wadhawan; [nisha.wadhawan@trade.gov](mailto:nisha.wadhawan@trade.gov)

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### **GHANA Grid Company - Supply of Ground/Station Service Transformers and Metallic Aerial Self-supporting Optical Fiber Cable and Accessories**

802 West Street • Wilmington, DE 19801  
Phone 302-656-7905 • Fax: 302-428-0511 • [www.wtcd.com](http://www.wtcd.com)

The Ghana Grid Company Limited invites sealed tenders for the supply of goods per the details [attached](#). Deadline: July 10. For more information, contact [Rita Adubra-Asante](#).

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**URUGUAY: U.S. Lithium-ion Battery Energy Storage System**

The U.S. Embassy in Montevideo, Uruguay received an inquiry from a firm that is interested establishing contact with U.S. lithium-ion battery energy storage system vendors to supply systems to the commercial & industrial (C&I) and residential energy storage to the Uruguayan market. For the specs and more information, contact [Victoria Gunderson](#).

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**IRAQ: Call for Expression of Interest (EOI) for Solar Energy Independent Power Producer Projects**

The Ministry of Electricity is pleased to invite local, regional and international Independent Power Producers (“IPP”) to submit Expressions of Interest (“EOI”) to embark into a proposed reverse auctioning round for seven (7) greenfield solar PV IPP projects (each a “Project”) with a potential combined capacity of 755 MWp. EOI Deadline: June 30, 2019. For more information, click [here](#) or contact [Fred Aziz](#), U.S. Embassy Jordan.

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[Millennium Development Authority \(MiDA\) Ghana Compacts](#)

- 4 Primary Substations Interconnecting Circuits (Phase 1) June 2019
- Bulk Supply Point at Kasoa June 2019
- 3 Primary Substations (Phase 2) September 2019
- 3 Primary Substations Interconnecting Circuits (Phase 2) October 2019
- ERP Implementation June 2019

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**HEALTHCARE Leads:** International firms that are actively looking to purchase U.S. medical devices and equipment. Qualified sale(s) leads are presented below:



**QATAR: A privately owned company in Doha is interested in connecting with U.S. manufacturers of disposable surgery, gynecology, and urology items.**

Contact your [local specialist](#) for more information.

## **May 2019 Leads**

### **SOUTH AFRICA: U.S. Police Style Vehicles**

Jaisvir Sewpaul, Auto & Smart Mobility Team Member of CS-Cape Town, South Africa, has been approached by the City of Johannesburg to obtain information on vendors of U.S. Police Style Vehicles. For more information contact: [Jaisvir.Sewpaul@trade.gov](mailto:Jaisvir.Sewpaul@trade.gov)

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### **SAUDI ARABIA: Driving School**

Anwar Shaqhan, Auto & Smart Mobility Team Member of CS-Jeddah, Saudi Arabia, is in communication with a prominent family-owned business in Jeddah, Saudi Arabia. This company is planning to build 15 driving schools around Saudi Arabia, and is looking for experienced American firms that are industry leaders in this field to be a joint venture partner. The driving schools will teach both male and female students, train students to drive cars, trucks, buses and motorcycles, as well as be capable of conducting defensive driving and emergency vehicle training programs. The driving schools would also offer simulators (including accident simulations) and online training. In addition, the schools would have smart testing yards. Vehicles would be monitored by a command center in a control tower to allow students to be alone in the cars with voice instructions from the control room.

For more information contact: [Anwar.Shaqhan@trade.gov](mailto:Anwar.Shaqhan@trade.gov)

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### **TIMOR-LESTE: Water treatment facilities, dam**

**Opportunity:** The Government of Timor-Leste has identified national road networks, national electrical networks, and urban and rural water, drainage, and sanitation as priorities for government investment. The government plans to build two new water treatment facilities,

refurbish another four existing facilities, construct a dam in Railaco to pipe fresh water to Dili, and refurbish the municipal water systems of Dili, Baucau, Viqueque, Los Palos, and Same at a total estimated cost of \$450 million.

**Contact:** U.S. Embassy Political-Economic Officer, Tye Sundlee ([SundleeTC@state.gov](mailto:SundleeTC@state.gov)).

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**HEALTHCARE Leads:** International firms that are actively looking to purchase U.S. medical devices and equipment. Qualified sale(s) leads are presented below:

**TANZANIA: Supply of pharmaceuticals and medical supplies to all 14 Southern African Development Community (SADC) Member states.**

Contact your [local specialist](#) for more information.

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### **LEBANON: Wind Power Project**

The following are links to various documents related to the environmental and social impact of this project. To open a document, click on a link. To save a copy of a document, right-click on a link and click "Save Target as..." . Note that because of the large size of some of these documents, it is recommended that you download and open them locally rather than attempt to open them online.

#### I. Initial Project Summary

- [Initial Project Summary](#) (83.80 KB)

#### II. Environmental and Social Impact Assessment (ESIA)

- [ESIA Report](#) (53.00 MB)
- [ESIA Appendices](#) (134.00 MB)
- [Environmental and Social Management Plan](#) (526.00 KB)

#### III. Stakeholder Engagement Plan

- [Stakeholder Engagement Plan](#) (6.45 MB)

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## **JAMAICA: Solar Photovoltaic System at Sangster International Airport in Montego Bay**

**OVERVIEW** – MBJ Airports Limited (MBJ), the operator of Sangster International Airport in Montego Bay, Jamaica, is inviting proposals for the procurement of a solar photovoltaic (PV) installation under an Engineering, Procurement and Construction (EPC) model at the Sangster International Airport. The preferred location for these installations is on the roof of the airport terminal, however, alternate locations have also been identified. The successful Proposer is expected to meet stringent safety, efficiency, environmental, and quality standards. The Proposer is also expected to employ management and operational personnel with experience and expertise in the provision of this service.

**OBJECTIVE** – MBJ's goal is to reduce its reliance on power purchased from the national energy grid reducing its operating costs and carbon footprint in a sustainable manner. The initial solar PV installation has a target capacity of One Megawatt Alternating Current (1 MWac) and should be capable of supporting future expansions as the airport continues to grow.

**SCOPE OF WORK** – Proposer will be required to submit technical and financial proposals for the supply and installation of the solar PV systems, including all parts and labor required for installation, as well as control components, installation costs, commissioning costs and costs to train MBJ personnel on the operation and maintenance of the solar PV systems.

### **Technical Requirements for Proposed Solar PV Systems**

- The supplied equipment shall be designed to operate for a minimum 20-year lifespan, and all components shall be of a robust, industrially proven design.
- The Contractor shall be responsible for all installation hardware, accessories, cable terminators, and conduits required to complete the installation.
- The Contractor shall be responsible for supplying and installing identification labels on all electrical equipment supplied by the contract and on all cable tray and cables installed in this contract, unless otherwise notified. Identification tag numbers are as per the approved drawings.
- The Contractor shall be responsible to secure and maintain safety for its working areas and for all openings the Contractor is creating to perform its works.
- The Contractor is responsible to provide as-built drawings.

- The installation of all equipment, be it supplied by the Contractor or Others, shall be performed in accordance with the Vendors' specifications and recommendations.
- The system shall comply with the requirements of International Electrotechnical Commission (IEC), the National Electric Safety Codes (NESC), and the Electric Utility Sector of Jamaica Generation Code (Generation Code).
- The Contractor shall review all the Vendor documents prior to installation and respect the instructions.
- When removing cable, no cable shall be cut unless the end can be seen from the cut location and the cable can be traced to the location of the cut. Contractor cable cutting procedure shall be reviewed with MBJ before cables are cut to ensure the correct cables are removed.
- All equipment shall be installed rigid and secure, plumb and level, and in true alignment with related and adjoining work.
- The Contractor shall install and connect the grounding cable for all equipment installed by the Contractor, and said grounding shall comply with the codes and standards of Jamaica and MBJ, or whichever is more rigorous.
- The system must be capable of responding to conditions outside of the norm, protecting itself and the utility distribution system. At minimum, the plant should incorporate the following protective functions namely anti-islanding, over/under voltage trip, over-current trip, over/under frequency trip.
- AC and DC Circuits are to be equipped with the appropriate Lightning Arrestors and grounded to the nearest point of earthing.
- The selected Company will be required to provide details in engineering drawings approved by Jamaica Public Service as part of the design and permitting process. Structural details should include, but are not limited to, the PV mounting fasteners, support structures, material specifications, grades and finishes, inverter pads, metering sections, monitoring and disconnect facilities and array layout drawings.
- The Contractor shall demonstrate that glare will not impact airspace safety and meets FAA glare analysis requirements (78 FR 63276).

**The tender outlines specifications for the following additional project areas:**

- PV Modules
- PV Mounting System
- Inverters
- Communications, Monitoring and Control
- Testing and Commissioning

**REQUIREMENTS** – Qualified bidders must have:

- Experience and success in the construction, implementation, and operation of a similar Project in terms of size and complexity;
- The financial capacity to successfully carry out the Scope of Work; and
- Demonstrated ability to provide excellent customer service, and to meet high environmental and quality standards at the best possible cost.

**SELECTION CRITERIA** – Proposals will be evaluated for the overall “best value” and MBJ will consider among other things:

- Company Profile
- Project Team and Experience
- Corporate and Financial References
- Programme of Works / Project Schedule
- Quality Assurance Plan
- Method Statement
- Pricing
- Delivery Timescale
- Safety Management Plan
- Any other criteria MBJ deems pertinent

**DEADLINE** – Sealed bids are due by 3:00 p.m. local time on June 14, 2019. Bids must be accompanied by a bid security of US \$1,000.00.

There will be a pre-bid meeting and site tour on May 21, 2019 at 10:00 a.m. at the Sangster International Airport. The meeting can be streamed online, but the site tour will be excluded.

**INSTRUCTIONS** – The U.S. Commercial Service and the Political/Economic Section of the U.S. Embassy in Jamaica would like to support eligible U.S. firms in bidding on this project. Please reach out to Aamir Alavi, [AlaviA@state.gov](mailto:AlaviA@state.gov), Catherine Carter, [CarterCO@state.gov](mailto:CarterCO@state.gov), and Andrew Billard [Andrew.Billard@trade.gov](mailto:Andrew.Billard@trade.gov) to receive:

- Bid invitation; and
- Additional information on how the U.S. Commercial Service can assist you in your sales efforts overseas.

**ELIGIBILITY** – Firms must meet U.S. Commercial Service export content requirements. Please reach out to the aforementioned contacts for additional details.

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**Expression of Interest - Project "Design, Financing, Construction, Operation, Maintenance and Transfer of the Airports of San Pedro Sula, Roatán and La Ceiba"**

Three airports in Honduras’s North and Caribbean Zone will be put to international tender for their respective concession for 30 years and the investor or winning consortium must ensure investments for one hundred million dollars (US \$ 100,000,000.00). The project seeks, through a

public-private partnership, to select a private operator investor that meets the requirements for the design, financing, construction, operation and transfer of the Integral Customs Inspection System Non-intrusive to the State of Honduras, once the term of the project concession ends and the investment is recovered.

**Expressions of interest must contain:**

- a) Signed letter of expression of interest
- b) Profile of the company, highlighting the experience in similar investment projects and indicating the administrative structure
- c) Documents that certify the legal constitution of the entity
- d) Financial documents

The terms of reference for the concession will be available by **May 20th, 2019**. Expressions of interest must be presented in physical form with a digital copy in Spanish and signed by the legal representative, in Colonia Altos de Miramontes, diagonal Barro and Poseidón Casa 2801, Calle Principal, Tegucigalpa, Municipio del Distrito Central, at 9:00 am at 5:00 p.m. from Monday to Friday. **The deadline is June 25th, 2019 by 5:00 p.m., official time of the Republic of Honduras.**

The project was launched by the Commission for the Promotion of the Public - Private Partnership (Comisión para la Promoción de la Alianza Público-Privada - Coalianza) in coordination with the Secretary of Infrastructure and Public Services (Secretaría de Infraestructura y Servicios Públicos - INSPEP).

**For more information:**

Contact: Zonía Morales – Comisionada Presidente

Phone number: (+504) 2232-4667

E-mail: [proyectoappaeropuertohn@gmail.com](mailto:proyectoappaeropuertohn@gmail.com).

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## **MOZAMBIQUE: Expression of Interest (EOI) for Capacity Building Consultant for Major Projects Interface Coordination at Hidroelectrica de Cahora Bassa**

Hidroelectrica de Cahora Bassa (HCB) owns and operates the Cahora Bassa hydroelectric power station located on the Zambezi River near Songo in Mozambique. HCB wishes to rehabilitate the five Generator Units with the following specifications 480 MVA, '16 kV and 107.1 RPM (REABSUL II Project) and continue with the replacement of key equipment at the Songo converter station (the "REABSUB - Brownfield 3 Project") in order to improve its reliability,

availability and maintainability. HCB intends to embark on the contracting process for the Consulting Services for the Capacity Building Interface Coordinating for the two major projects. For more information, contact [Daniel Donato](#), U.S. Embassy Maputo. [EOI Document](#).

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### **UGANDA: Second Round of Competitive Bidding for Petroleum Exploration Licenses**

The Government of Uganda is expected to announce the second round of competitive bidding for petroleum exploration licenses. The Ministry of Energy and Mineral Development will auction five blocks: Block 1 (Avivi) - Obongi, Adjumani, Amuru, and part of Arua districts (1026 square kilometers); Block 2 (Omuka) - Nebbi, Nwoya, and Buliisa districts (750 square kilometers); Block 3 (Kasuruban) - Buliisa, Hoima, and Masindi districts (1285 square kilometers); Block 4 (Turaco) - Ntoroko district (637 square kilometers); and Block 5 (Ngaji) - Kanungu, Rubiriizi and Rukungiri districts (1230 square kilometers). The Government of Uganda expects to publish a call for Expressions of Interest (EOI) by end of May 2019 and anticipates awarding the exploration licenses and signing Production Sharing Agreements in December 2020. The EOI will be published in the national newspapers, the Petroleum Authority website (<https://www.pau.go.ug/tenders>), and the Ministry of Energy and Mineral Development website (<http://www.energyandminerals.go.ug>). In case of any questions, please email [Seth Miller](#), Commercial Officer at the U.S. Embassy in Kampala.

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### **April 2019 Leads**

#### **TURKEY: Turcas Petrol, Inc**

[Turcas Petrol](#), with a history stretching back 88 years, is an oil/energy-focused investment company having subsidiaries with leading companies in their sectors. Turcas' subsidiary in fuel distribution and lubricants market, Shell & Turcas Petroleum, thanks to its network of 1,011 Shell-branded gas stations nationwide, oil storage terminals, lubricants production and marketing activities, reached to a turnover of 19.6 billion TL in 2017. With this turnover, it is not only a leader of the energy sector, but also among the top 10 largest companies in the Turkish economy. Turcas is seeking for a potential U.S. partner, which would first supply methanol by ships to its



Atas facility near the city of Mersin at the Mediterranean Coast of Turkey. After establishing such cooperation, Turcas plans to establish a methanol facility in the same place with this potential partner to keep supplying methanol to the Turkish market. Once established, this facility will be able to use U.S. LNG. For more information, contact [Serdar Cetinkaya](#), U.S. Embassy Ankara.

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### **NIGERIA: Manufacturers of ESP (Electrical Submersible Pump Systems for Oil Production)**

Mustang Offshore Limited, an indigenous Nigerian oil and gas company owned and fully staffed by well trained and highly experienced team of Engineers is one of CS Nigeria's vetted clients. Mustang Offshore Nigeria is seeking Partnership with oil field electric submersible pump manufacturers and technologies of artificial lift systems to design and manufacture equipment to enable mustang fulfill service contracts in upstream of Nigeria oil industry. The desired OEM and equipment/service supplier should have acquired satisfactory performance documentation/contract references, experience in similar oil field services/other activities. For more information, please contact [Ngozi Nkwoh, U.S. Embassy Lagos](#).

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### **BENIN: "Strengthening and Rehabilitation of the Regional Electricity Distribution Network and Cotonou - Lines"**

The contract includes the following four lots:

- lot A, representing the *design and construction of 33 kV lines at the regional level* (lines concerning Natitingou, Bérincigou, Djougou and Parakou);
- lot B, representing the *design and construction of 63 and 15 kV lines in Cotonou* (concerns lines between Vèdoko, Gbedjromèdo, Red Cross, Cim Benin and Akpakpa);
- lot C, representing the *design and construction of the 63 and 15 kV lines at Cotonou* (concerns lines between Vèdoko, Airport, Fidjrossè, Ancien Pont and Akpakpa);
- lot D, representing the *design and construction of 63 kV lines around Cotonou* (concerns lines between Cim Benin, Sèmè and Tanzoun).

**Deadline:** June 18, 2019 | For more information: See MCA-Benin website [here](#).

Power Africa Point of Contact: [info-benin@charleskendall.com](mailto:info-benin@charleskendall.com).

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### **MALAYSIA: Tender for 500 MW of Solar Projects in Peninsular Malaysia**

Malaysia's Minister of Energy, Science, Technology, Environment and Climate Change

(MESTECC) has announced a tender for the project Large Scale Solar (LSS) 3 is the third round of the country's procurement program for large-scale PV. The project, comprising solar parks ranging in size from 1-100 MW and the tender process will be finalized by the end of 2019, while bids will have to be submitted by August this year. [More information](#).

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### **GHANA: Chase Petroleum Wants to Engage with US Partners of Refined Petroleum Products**

Chase Petroleum wants to engage partners (suppliers, refineries or brokers) of refined petroleum products from the United States who have the capacity to deliver products (Gasoline and Gasoil, but not limited to these) to meet the Ghanaian market specifications. Chase Petroleum has the capacity to procure 40,000MT or more of combined products (gasoil and gatender for 500 MW of solar projects in Peninsular Malaysiasoline) on monthly basis at competitive prices. As part of the Chase Holding (CH) Group of companies, the Group has the largest and most efficient privately-owned tank farm with a 120,000 cubic meters capacity: Gasoil – 70,000 cubic meters. Gasoline – 50,000 cubic meters. Chase Petroleum Ghana Limited also wants to engage a financing partner (Bank, investment house, etc.) to finance the transactions between the US supply partner and Chase. This will be in the form of structured trade finance, Letter of Credit facility among other options. Company Profile [HERE](#). For more information, contact [Hannah.Kamenetsky@trade.gov](mailto:Hannah.Kamenetsky@trade.gov), Senior Commercial Officer, U.S. Embassy Ghana.

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### **BANGLADESH: Heavy Fuel Oil (HFO)**

[Tetrahedron, Inc.](#) is looking to buy Heavy Fuel Oil (HFO). Quantity can be as high as 500,000 tons/year. Specification of the product are: Parameters Test Method \*Limit Value Density, max, at 15 deg Centigrade ASTM D4052 991 kg/m<sup>3</sup> Viscosity, max, at 50 deg. centigrade ASTM D445 180 cSt Water, vol%, max. ASTM D95 0.50% Flash Point, min. ASTM D93 660 C Pour Point, max. ASTM D97 240 C Sulphur, mass %,max ASTM D4294 3.50% Total Sediment, mass %,max IP 375-11 0.10% Sodium, max IP 501-05 30 mg/kg Ash, mass%, max ASTM D482-13 0.10% Vanadium, max IP 501-05 200mg/kg Aluminium + Silicon IP 501-05 80 mg/kg Carbon Residue, mass%, max ASTM D5291-10 16% Ashphaltens, mass%, max 14% CCAI, max 860 Calcium, max 30 mg/kg LHV [Kj/Kg] min ASTM D240-14 39,000 Hydrogen Content ASTM D5291-10 Mass % Report 10.5 Zinc 15 mg/kg Phosphorus 15 mg/kg \*Above value are to measured as per applicable standard test method. 1. Specification of the product to match the required specification. 2. Price both FOB and CIF (Chittagong, Bangladesh) 3. Country of Origin. Deadline: July 31, 2019. For more information, contact [Danielle Caltabiano](#).

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### **VIETNAM: DEVELOPMENT OF A 60 MW SOLAR PLANT PROJECT IN KAMPONG CHHNANG PROVINCE, CAMBODIA**

[Invitation for Bid](#) Deadline: May 17, 2019. For more information, contact [Suttharud Liangwonnarnorn](#).

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CHINA: Import LNG by ISO Containers

[Information on Trade Lead](#) | [CERG Company Profile](#)

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### **EGYPT: Detergent Additives**

Certification(s)

- Quality Management Systems - ISO 9001- 2008
- Environment Management Systems - ISO 14001- 2004
- The occupational health and safety Management system OHSAS 18001 - 2007
- Testing Laboratory ISO 17025 - 2005

Detailed Product Description

- Acrylic /Maleic Copolymer
- Acrylic Homo Polymer
- Thickeners
- Speckles
- Others.

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### **UNITED KINGDOM: Sensing technologies, autonomy, Artificial Intelligence and non-lethal effectors**

The Defence and Security Accelerator aims to address the increasing UAS threat to the defense and security of the UK both at home and abroad. They are focusing on two key areas: next generation counter-UAS (C-UAS) and the future threats from UAS such as swarms, autonomy and congested air space.

**Deadline:** Competition expected to open in April 2019

**Contact:** PJ Menner ([PJ.Menner@trade.gov](mailto:PJ.Menner@trade.gov))

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### **KOREA**

iMarketKorea, is preparing an open bid of DAPA (Defense Acquisition Program Administration, under the South Korean MOD) for commercial items. They are looking to identify US manufacturers/suppliers of spare parts related to Helicopters such as 500MD, AH-1S, CH-47, etc. If interested, please contact [Melissa.Grosso@trade.gov](mailto:Melissa.Grosso@trade.gov).

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#### **UAE: Drone Inspection Services for telecom towers**

The largest telecom provider in Abu Dhabi is seeking drone inspection services for their towers. Similar services and technology:

<https://industrialskyworks.com/drone-inspections-services/>

<https://www.airoboticsdrones.com/#!/solution>

Deadline: ASAP

Contact: George Messiha ([George.messiha@trade.gov](mailto:George.messiha@trade.gov))

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#### **MALAYSIA: Airport Planning Consultancy Services Tender**

Malaysia Airports Holding is seeking to appoint an airport planning consultant to develop the airport master plan and associated services at selected MASB airports. See tender:

<https://vms.malaysiaairports.com.my/File/Advertisement/mahb-masb-rfp-07-2019.pdf>

**Deadline:** Noon on May 13

**Contact:** Randall Liew ([Randall.liew@trade.gov](mailto:Randall.liew@trade.gov))

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#### **MALAYSIA: Consultant for Development of Airport Master Plan Tender**

Malaysia Airports Holding is seeking to appoint an airport planning consultant to develop the airport master plan for Sulatan Abdul Aziz Shah Airport in Subang, Malaysia. See tender:

<https://vms.malaysiaairports.com.my/File/Advertisement/mahb-masb-rfp-06-2019.pdf>

**Deadline:** Noon on May 13

**Contact:** Randall Liew ([Randall.liew@trade.gov](mailto:Randall.liew@trade.gov))

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**HEALTHCARE Leads:** International firms that are actively looking to purchase U.S. medical devices and equipment. Qualified sales leads are presented below:

- **EL SALVADOR:** Pharmaceutical Laboratory that would like to purchase equipment/machinery to produce soft gel pharmaceutical products.
- **KENYA:** In need of 1.8 litre red and yellow peddle bins for medical waste disposal.

Contact your [local specialist](#) for more information.

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### **Environmental and Social Oversight Consultant (ESOC) Services for the Skills for Employability and Productivity Project (Skills)**

The United States of America, acting through the Millennium Challenge Corporation (“MCC”) and the Government of Cote d’Ivoire (the “Government” or “GoCI”) have entered into a Millennium Challenge Compact for Millennium Challenge Account assistance to help facilitate poverty reduction through economic growth in Cote d’Ivoire (the “Compact”) in the amount of approximately US\$ 524.7 million (“MCC Funding”). The Government, acting through MCA-Cote d’Ivoire (the “MCA Entity”), intends to apply a portion of the MCC Funding to eligible payments under a contract for which this Request for Proposals (“RFP”) is issued. Any payments made by the MCA Entity under the proposed contract will be subject, in all respects, to the terms and conditions of the Compact and related documents, including restrictions on the use and distribution of MCC Funding. The Compact and its related documents can be found on the MCC website ([www.mcc.gov](http://www.mcc.gov)) and on the CNPC website ([www.cnpc-mcc.ci](http://www.cnpc-mcc.ci)).

The Compact program includes two (2) projects:

1. **The Skills for Employability and Productivity Project** (Skills Project) which aims to increase the number of years of education received and improve the acquisition of quality, in-demand basic skills, including reading, math, and soft skills, for lower secondary students; and (ii) to improve the acquisition of quality, in-demand technical skills and increase job placement rates among graduates of Compact-supported technical and vocational education and training (“TVET”) centers;
2. **The Abidjan Transport Project** (ATP) which aims to reduce vehicle operating costs and travel times along targeted road segments, while improving overall pedestrian and vehicle mobility and safety. The Transport Project will include infrastructure and institutional strengthening investments designed to improve traffic fluidity and decongest a central corridor of the city linking the Port of Abidjan to points north, west and east.

MCA-Côte d’Ivoire, serving as the client, will hire a consulting firm (the “Consultant”) as the Environmental and Social Oversight Consultant (“ESOC”) for the Skills Project. The ESOC shall participate in the preparation and implementation of the MCA-Cote d’Ivoire Environmental and Social Management System (“ESMS”). The ESOC shall also provide support, expertise, and general program management concerning: stakeholder engagement, preparation of CGES and

RPF, as well as global environmental, social, resettlement, health and safety overseeing, in compliance with MCC Environmental Guidelines and IFC Performance Standards.

In order to perform services under this contract, the Consultant will also have to work in close consultation with other Consultants hired by the MCA-Côte d'Ivoire Skills as well as certain GoCI ministries and agencies referred to as the Implementing Entities ("IEs") that will collaborate with MCA-Côte d'Ivoire in furtherance of the Compact program. Each of the Implementing Entities will sign an Implementing Entity Agreement ("IEA") with MCA-Côte d'Ivoire.

A Consultant will be selected under the **Quality and Cost Based Selection (QCBS) method**, the evaluation procedure for which is described in sections of the RFP in accordance with "MCC Program Procurement Guidelines" which are provided on the MCC website [www.mcc.gov](http://www.mcc.gov).

The complete RFP can be downloaded through the following link

<https://www.dropbox.com/sh/iybh07lmqyfg2yu/AADeet9MRSxlrPJujFfLrafa?dl=0>.

Consultants interested in submitting a Proposal, should submit a completed registration form (found at the link provided above) by e-mail with the reference and subject of the RFP to the **Procurement Agent** at [MCACotedIvoirePA@cardno.com](mailto:MCACotedIvoirePA@cardno.com). This will ensure that the Consultants receive updates, clarifications and/or addendums as well as the link for the electronic submission of the Proposals regarding this RFP.

Proposals must be delivered in the manner specified in the Section I ITC 18, no later than **May 3rd, 2019 at 2.00 pm Abidjan - Côte d'Ivoire Time**. Late proposals will be rejected.

Contact Information:

Address Immeuble Tropique III, Angle Rue 148 Jesse Owens, et Blvd de la République (Face Hôtel Tiama), 3ième étage, Apt. D32, Abidjan-Plateau, Côte d'Ivoire

ATTN: Procurement Agent, MCA-Cote d'Ivoire

Tel: +225 20 21 57 24

[MCACotedIvoirePA@cardno.com](mailto:MCACotedIvoirePA@cardno.com)

<http://www.cnpc-mcc.ci>

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### **MALAWI: Expression of Interest – EPC for Malawi Golomoti Solar Power Project**

**Background:** Golomoti JCM Solar Corporation Limited (JCM), a subsidiary of JCM Power, is planning on a two-step Engineering Procurement Construction (EPC) bidding process for this project. This project supports the construction of a 20-megawatt (MW) solar power plant with

the option of an energy storage system in Malawi. JCM is working with the U.S. firm Power Engineers on this project.

The goal of the project is to help the Government of Malawi expand energy access across the country and achieve 30 percent access by 2030, and 60 percent by 2040. This project also represents one of the first to be developed by an independent power producer (IPP) under recent energy sector reforms in Malawi. Through Malawi's first competitive bidding process for solar generation, this project was developed with assistance from USTDA, Power Africa, and the Millennium Challenge Corporation (MCC).

**Link for more information:** <http://www.infracoafrica.com/working-together/#tender>

**Expression of Interest Deadline:** May 6, 2019

**Point of Contact:**

Mike Long

Power Engineers

2041 South Cobalt Point Way

Meridian, ID 83642 USA

Email: [mike.long@powereng.com](mailto:mike.long@powereng.com)

Tel: (208) 788-0344

Mobil: (208) 863-5632

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**MALAYSIA: Development of Airport Master Plans**

Background: Malaysia Airports Holdings Berhad ("Malaysia Airports") is inviting qualified local and foreign consultant companies with relevant experience to participate in two Requests for Proposals ("RFPs") related to airport master planning in Malaysia. The two RFPs are:

1. Airport planning consultancy services for development of airport master plan and associated services at selected Malaysia Airports Sdn. Bhd. ("MASB") airports; and
2. Consultant for the development of an airport master plan for Sultan Abdul Aziz Shah Airport in Subang, Malaysia.

Malaysia Airports is one of the largest airport operator groups in the world—in terms of number of passengers handled—managing 39 airports across Malaysia (with five international airports, 16 domestic and 18 STOLports) as well as one international airport in Turkey.

Link for more information:

	RFP NO.	NAME	LINK FOR MORE INFORMATION
1	MAHB- MASB/RFP/07/2019	Appointment of Airport Planning Consultancy Services for Development of Airport Master Plan and Associated Services at Selected MASB Airports, Malaysia	<a href="https://vms.malaysiaairports.com.my/File/Advertisement/mahb-masb-rfp-07-2019.pdf">https://vms.malaysiaairports.com.my/File/Advertisement/mahb-masb-rfp-07-2019.pdf</a>
2	MAHB- MASB/RFP/06/2019	Appointment of Consultant for Development of Airport Master Plan for Sultan Abdul Aziz	<a href="https://vms.malaysiaairports.com.my/File/Advertisement/mahb-masb-rfp-06-2019.pdf">https://vms.malaysiaairports.com.my/File/Advertisement/mahb-masb-rfp-06-2019.pdf</a>



	RFP NO.	NAME	LINK FOR MORE INFORMATION
		Shah Airport, Subang, Malaysia	

**Proposal Deadline:**

For both tenders listed above: The full sets of RFP Documents, duly completed and signed by the Consultant Company no later than 12:00 PM (local time) on 13 May 2019, shall be enclosed in a sealed envelope and deposited into the Tender Box at:

Procurement & Contract Division, Level 1, Block B,

Malaysia Airports Holdings Berhad,

Malaysia Airports Corporate Office,

Persiaran Korporat KLIA, 64000 KLIA, Sepang, Selangor, Malaysia

**Point of Contact:**

Any Queries/clarification for this RFP (eTender), please email to [procurementtender@malaysiaairports.com.my](mailto:procurementtender@malaysiaairports.com.my)

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**ISRAEL: Looking for Assorted Types of Mushrooms in Glass Jars**

A major Israeli supermarket chain would like to find a source for various types of mushroom (listed below).

All mushrooms should be in a 580 ml. glass jars, weighing 530 ml, with a net drained weight of 310 grams.

The mushrooms sought are as follows:

- Nameko mushrooms marinated
- Shitake mushroom marinated
- Silius mushrooms marinated
- Marinated assorted (mix) mushroom
- Salted Nameko mushrooms
- Salted Shitake mushrooms
- Salted assorted (mix) mushroom
- Salted Silius mushrooms

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**PANAMA: Bidding process by best value of the Operation and Maintenance of the new cruise terminal**

Deadline: TBD

Date of Event: May 30th 9-10:30

Products: Operation and Maintenance

Contact person: Jeane A. Zuniga at [Jeane.Zuniga@trade.gov](mailto:Jeane.Zuniga@trade.gov) (ITA contact) [info@dgcp.gob.pa](mailto:info@dgcp.gob.pa) (PanamaCompra contact)

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**PANAMA: Bidding process by best value of the Technical Assistance, management and supervision of the operation of the Panama Cruise Terminal**

Deadline: TBD

Date of Event: May 31st 9-10:30

Products: Technical assistance, management and supervision

Contact person: Jeane A. Zuniga at [Jeane.Zuniga@trade.gov](mailto:Jeane.Zuniga@trade.gov) (ITA contact) [info@dgcp.gob.pa](mailto:info@dgcp.gob.pa) (PanamaCompra contact)

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## **MARCH 2019 Leads**

### **COLOMBIA: Environmental and Social Impact Assessment for the Touchstone Gold "El Pescado" Project**

Overseas Private Investment Corporation (OPIC), the U.S. Government's development finance institution, has a new major project under consideration for OPIC insurance, finance, or investment by OPIC-supported funds for which an Environmental Impact Assessment (EIA) or Audit will be required.

OPIC seeks to facilitate communication with interested and affected parties of non-business-confidential information regarding the environmental impacts of major projects under its consideration.

**Further information:** Environmental and Social Impact Assessment for the [Touchstone Gold "El Pescado" Project](#)

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### **GHANA: Chase Petroleum Wants to Engage with US Partners of Refined Petroleum Products**

Chase Petroleum wants to engage partners (suppliers, refineries or brokers) of refined petroleum products from the United States who have the capacity to deliver products (Gasoline and Gasoil, but not limited to these) to meet the Ghanaian market specifications. Chase Petroleum has the capacity to procure 40,000MT or more of combined products (gasoil and gasoline) on monthly basis at competitive prices. As part of the Chase Holding (CH) Group of companies, the Group has the largest and most efficient privately-owned tank farm with a 120,000 cubic meters capacity: Gasoil – 70,000 cubic meters. Gasoline – 50,000 cubic meters. Chase Petroleum Ghana Limited also wants to engage a financing partner (Bank, investment house, etc.) to finance the transactions between the US supply partner and Chase. This will be in the form of structured trade finance, Letter of Credit facility among other options.

Company Profile [HERE](#).

**For more information**, contact [Hannah.Kamenetsky@trade.gov](mailto:Hannah.Kamenetsky@trade.gov), Senior Commercial Officer, U.S. Embassy Ghana.

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### **MAURITIUS: Design, Manufacture, Supply, Installation, Testing and Commissioning of 14MW Battery Energy Storage Systems for the Republic of Mauritius (Central Electricity Board)**

[Bid Documents Invitation for Bid](#)

**Bid deadline:** April, 09 2019 at 13.30 hrs local time (Refer to Addendum 2 for notice of extension of the deadline). Please [CLICK HERE](#) for an addendum/corrigendum/clarifications.

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**MAURITIUS: Design, Manufacture, Supply, Installation, Testing and Commissioning of 1.5MW Battery Energy Storage Systems for Rodrigues Island (Central Electricity Board)**

[Bid Documents Invitation to Bid](#)

**Bid deadline:** April, 10 2019 at 13.30 hrs local time

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**CAMBODIA: Development of a 60 MW Solar Plant Project in Kampong Chhnang Province**

[Invitation for Bid](#)

**Deadline:** May 17, 2019. For more information, contact [Suttharud.Liangwonnarn@trade.gov](mailto:Suttharud.Liangwonnarn@trade.gov)

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**CHINA: Import LNG by ISO Containers**

[Information on Trade Lead](#) | [CERG Company Profile](#)

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**EL SALVADOR**

**Opportunity:** MCC funded \$9.4 million opportunity for U.S. companies to support the development of irrigation systems in El Salvador, in the municipality of El Paisnal, San Salvador. The buyer is Fomilenio II (MCA-El Salvador)

**Additional details:**

[https://www.dgmarket.com/tender/26691036?utm\\_source=alert&utm\\_medium=email](https://www.dgmarket.com/tender/26691036?utm_source=alert&utm_medium=email)

**Contact:** [Maria.Rivera@trade.gov](mailto:Maria.Rivera@trade.gov)

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**HEALTHCARE Leads:** International firms that are actively looking to purchase U.S. medical devices and equipment. Qualified sales leads are presented below:

1. **BRAZIL:** In search of suppliers for medicines for rare diseases.

2. **CROATIA:** U.S. manufacturers of Botulinum toxin type A, and brain stent - coil retriever - Carotid artery stenosis.
3. **ETHIOPIA:** Seeking supplier(s) of over 240 pharmaceuticals.
4. **IRELAND:** Seeking manufacturer/supplier of patient lifters, gag covers, tympanostomy tubes, and suction fine ends.

Contact your [local specialist](#) for more information.

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### **Bank of Mauritius IT Transformation Project Phase I**

**Background:** The Bank of Mauritius (“Bank”) issued a request for an Expression of Interest (EOI) from parties interested in assisting the institution with Phase I of an IT system transformation. Requested services include, but are not limited to, supply, setup, configuration, installation and commissioning of all required hardware, software, network devices and other required components for an end to end solution at three of the Bank’s locations.

Firms that submit an Expression of Interest (EOI) by mail will be shortlisted based on whether they satisfy the eligibility criteria laid out by the Bank in the attached document. The Bank will send the Request for Proposals together with the detailed workflow of its core banking software to the shortlisted firms only. Prospective bidders will have one or two months to respond to the bid.

**Link for more information:** <https://ustda.gov/sites/default/files/Bank%20of%20Mauritius%20-%20IT%20Transformation%20Project%20Phase%201%20EOI.pdf>

**Proposal Deadline:** March 29, 2019, 16:00 (Mauritius Time)

#### **Point of Contact:**

The Chairperson – Tender Committee

Bank of Mauritius

Sir William Newton Street

Port Louis 11328

Mauritius

Email: [tender.committee@bom.mu](mailto:tender.committee@bom.mu)

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## **FEBRUARY 2019 Leads**

### **Expression of Interest (EOI) for Design, Supply, Installation and Commissioning of 10MW Scalable Solar Photovoltaic Power, Auxiliary Equipment and Associated Works at Nanjoka in Salima, Malawi**

**Goal of the Project:** The main goal of the project is to increase power supply in Malawi by designing, supplying, installing and commissioning a 10MW Solar PV Power Plant, Auxiliary Equipment and Associated Works at Nanjoka in Salima. EGENCO plans to install the solar PV plant close to a growing load center (Salima) to maximize benefits to the national grid and satisfy the afternoon peak demand. EGENCO has already secured enough land for future scaling up of the plant by another 10MW.

**Background:** The Electricity Generation Company (Malawi) Ltd (EGENCO) is a company wholly owned by the Government of Malawi. EGENCO was incorporated on September 9, 2016 as a public company under the Companies Act (Cap 46:03) and commenced its full operations on January 1, 2017. EGENCO is mandated to generate electricity.

The Integrated Resource Plan (IRP) for Malawi published in May 2017 shows the expected demand for 2020 exceeding 567 MW, while EGENCO's installed generation capacity is currently at 411.6 MW (including diesel generators). Although the liberalized electricity market allowed new power producers to enter the market, the grid still has a capacity deficit. The deficit has been compounded by a combination of climate change and environmental degradation, causing a substantial reduction in the water levels of Lake Malawi, reducing flows in the Shire River, and ultimately reducing EGENCO's hydro generation capacity for about four months during the dry seasons. This trend signals the urgent need to explore quick non-hydro energy supply options to bolster electricity supply in Malawi. Given these conditions, EGENCO plans to implement a 10 MW solar photovoltaic (PV) electricity generation at Nanjoka in Salima.

This EOI represents a potential opportunity for U.S. engineering firms with experience implementing utility scale solar projects in Sub-Saharan Africa.

**Link for more information:** <http://www.egenco.mw/tender.php?slug=installation-and-commissioning-of-10mw-scalable-solar-photovoltaic>

**Proposal Deadline:** March 7, 2019

#### **Point of Contact:**

The Chief Executive Officer,  
Electricity Generation Company (Malawi) Limited (EGENCO)  
No. 7 Victoria Avenue  
Chayamba Building  
P.O. Box 1567

Blantyre, Malawi

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### **POLAND: LNG Terminal Expansion**

On December 19, Polskie LNG officially announced the public tender for the Swinoujscie expansion of the terminal that will include the addition of a third tank, additional process systems increasing the regasification capacity and the railway loading. The procedure calls for a 'design and build' formula, in which the EPC contractor for the construction of the third tank, additional process systems for increasing the regasification capacity and railway siding, will be selected.

[More information.](#)

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### **PALAU: \$80 Million Solar Energy Project**

The Palau Public Utilities Corporation (PPUC) requests competitive proposals from commercially-proven providers for the supply of electrical energy from utility-scale photovoltaic (PV) generation facilities, which should also include energy storage and provisions for grid stabilization.

**Deadline for submission: March 15 | [More information](#)**

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### **THAILAND: Rapid Tuberculosis breath test**

**JAPAN: Biotechnology** open innovation research project covering multiple disciplines such as chronic pain, identification of novel drug indication, and more).

Contact [your local specialist](#) for more information.

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### **USTDA Announces Call for Energy Project Proposals in Latin America and the Caribbean**

The U.S. Trade and Development Agency announced a call for initial proposals from project sponsors in Latin America and the Caribbean or U.S. companies working with project sponsors in the region to develop energy infrastructure. These entities are invited to submit an initial concept paper (not to exceed five pages) to USTDA for funding consideration of feasibility studies, and/or technical assistance activities in: 1) traditional and renewable energy; 2) electricity transmission and distribution; and 3) energy efficient technologies and solutions for various infrastructure applications, including airports, ports, and electric and/or water utilities.

The proposal should include a brief description of the project's size and status, including project location, economic fundamentals, equipment and technology requirements, legal and regulatory considerations, and the purpose and amount of USTDA funding requested. The proposal should also outline the sponsor's experience, potential options for financing the project, project implementation risks, and estimated potential for U.S. content in the project's implementation.

Prospective offerors may pose questions to USTDA at the following address: [LACEnergy@ustda.gov](mailto:LACEnergy@ustda.gov)

**Deadline:** Friday, April 26, 2019 at 12:00pm Eastern Time.

**More info:** <https://ustda.gov/news/press-releases/2019/ustda-announces-call-energy-project-proposals-latin-america-and-caribbean>

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## **JANUARY 2019 Leads**

### **MEXICO: Valle de Bravo Water Quality Improvement Project Technical Assistance**

**Background:** Mexico's national water utility, the Comisión Nacional del Agua (CONAGUA), invites submission of qualifications and proposal data (collectively referred to as the "Proposal") from interested U.S. firms that are qualified on the basis of experience and capability to develop the CONAGUA Water Quality Improvement Project Technical Assistance.

The Grantee is for seeking technical support for preliminary field studies and related assessments for implementing superoxygenation technology at the Valle de Bravo water reservoir ("Reservoir") outside of Mexico City, Mexico. The Reservoir is one of seven reservoirs that comprise the Cutzamala System ("System"), the largest single source of water for the greater Mexico City Metropolitan Area, providing approximately 24 percent of the potable water to city's 21.3 million inhabitants.

The Reservoir's functionality is currently hindered by high concentrations of nutrients, such as nitrates, phosphates, iron, and silica. This high nutrient concentration has prompted a damaging eutrophication process at the Reservoir, resulting in the development of large quantities of algae and plant life that diminish oxygen in the water and hinder the Reservoir's function as a source of drinking water for local residents in the Mexico City Metropolitan Area. As a direct consequence, water originating from the Reservoir has put additional technological and cost strains on the System's water treatment processes.

The objective of the Valle de Bravo Water Quality Improvement Project Technical Assistance is to provide early-stage support in deploying superoxygenation units at two sites located in the Reservoir. The U.S. firm selected will be paid in U.S. dollars from a \$530,756 grant to the Grantee from the U.S. Trade and Development Agency.



**Link for more information:** <https://ustda.gov/business-opportunities>

**Proposal Deadline:** The deadline for submission of proposals to the Grantee at the above address is 2:00 PM (local time in Mexico City, Mexico) on February 22, 2019.

Interested U.S. firms should submit an original copy (in English and Spanish), and electronic copy (in English and Spanish, PDF file preferred).

**Point of Contact:**

Ing. Guillermo Álvaro Hernández Viveros  
Director de Agua Potable, Drenaje y Saneamiento  
Organismo de Cuenca Aguas del Valle de México (OCAVAM)  
Comisión Nacional del Agua (CONAGUA)  
Río Churubusco No. 650 Planta Baja, Esq. Tezontle  
Colonia Carlos Zapata Vela, Del. Iztacalco, C.P. 08040  
Ciudad de México, MÉXICO  
Email: [guillermo.hernandezv@conagua.gob.mx](mailto:guillermo.hernandezv@conagua.gob.mx)  
Phone: +52 (55) 5664-7440 or  
+52 (55) 5804-4300 Ext. 3278

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**SOUTH AFRICA: Landfill Gas Electricity Generation Equipment**

The City of Cape Town's Solid Waste Management is requesting tenders for the design and build of landfill gas driven electricity generation equipment at the Coastal Park Landfill Site, Muizenberg.

Interested bidders must be registered on the City of Cape Town's Suppliers Database as described in the tender conditions. Bidders who are not registered on the Suppliers Database are not precluded from submitting tenders, but must be registered upon being requested to do so in writing and within the period contained in such a request.

It is estimated that bidders should have a Construction Industry Development Board (CIDB) contractor grading designation of 7ME or higher. Preferences will be given to bidders who tender in accordance with the Preferential Procurement Regulations, 2017.

Link for more information: <https://www.esi-africa.com/cape-town-seeks-to-acquire-landfill-gas-elect...>

Proposal Deadline: The deadline for this tender is on Friday, February 12, 2019.

The physical address for collection of tender documents is:

Tender Distribution Office  
2nd Floor (Concourse Level) Civic Centre  
12 Hertzog Boulevard, Cape Town

Documents have been made available from November 16, 2018 and may be collected during working hours from 08:30am to 15:00pm SAST. A non-refundable fee of R300 (approximately US \$22) payable by crossed check made out in favour of the City of Cape Town, is required on collection of the tender documents.

Point of Contact:

Queries related to this tender may be addressed to Mr. Andries de Klerk.

Tel: 021 914 2264

Fax: 021 914 2260

Email: [andries@nweng.co.za](mailto:andries@nweng.co.za)

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### **UZBEKISTAN: Reconstruction of water supply facility in Samarkand**

UNDP Uzbekistan invites all interested companies to submit their offers for reconstruction of water supply facility in Payarik district of Samarkand, Uzbekistan. Your offers must be submitted before 18.00 (GMT +5) on 6 February 2019 by email to [bids.uz@undp.org](mailto:bids.uz@undp.org) or by mail courier to 4, Taras Shevchenko street, Tashkent 100029, Uzbekistan.

Questions should be addressed in writing to [pu.uz@undp.org](mailto:pu.uz@undp.org) before the bids submission deadline.

Offers submitted to the different email or mail addresses will not be accepted and considered.

[For more details you may refer to the bidding document uploaded hereto](#)