



# 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 2021 LEADS

### Agribusiness

Contact [Alexandra.Natale@trade.gov](mailto:Alexandra.Natale@trade.gov) in Philadelphia or [Laurie.Kelleher@trade.gov](mailto:Laurie.Kelleher@trade.gov) in Pittsburgh.

- **EL SALVADOR:** regional company seeks private label manufacturers of red beans and tomato sauces.
- **SAUDI ARABIA:** Agricultural fertilizers, crop protection products
- **PERU:** 350 Liter Electric Skimmer or Milk Separator
- **PAKISTAN:** Pakistani maize processor looking for U.S. supplier of equipment to equip an ethanol fuel plant.

### Renewable Energy

- [\*\*PAKISTAN:\*\* Energy & Power Solutions Awarded Hydropower Projects - 20 MW Hanzel and 4 MW Chilas.](#)
- [\*\*ECUADOR:\*\* Upcoming Tender for a 200 MW Block of Non-conventional Renewable Generation](#)
- [\*\*SOUTH AFRICA:\*\* Develop New Generation Capacity of 2600 MW, including 1600 MW from Onshore Wind Energy and 1000 MW from Solar PV Power Plants](#)
- [\*\*TONGA:\*\* TPL issues Call for Expression of Interest for a renewable energy procurement for a minimum of 34GWh of annual generation capacity](#)
- [\*\*TRINIDAD & TOBAGO:\*\* Design, supply, installation, & commissioning of solar photovoltaic generation system at the Piarco International Airport](#)
- [\*\*JAMAICA:\*\* Electric Vehicle Charging Stations](#)

### Electricity Infrastructure/Smart Grid

- [\*\*THAILAND:\*\* Supply of 110 MVAR and 55 MVAR 500 kV Shunt Reactors](#)

- [INDIA: 1000 MWH of Grid-Scale Battery Storage Systems](#)
- [THAILAND: EGAT - supply & construction overhead ground wire with optical fiber](#)

## Fossil Energy

- [UAE: Inspection/Scanning Distillation Towers Using Gamma-Rays on Refineries](#)
- [UAE: Petrol Station Services Management](#)
- [PAKISTAN: E&P Opportunity: Magnetic/Gravity Data Acquisition, Processing and Interpretation; 2D & 3D niche Seismic Data Acquisition and Processing Services; Niche Drilling Svcs.](#)
- [BULGARIA: Bulgaria is Looking for Spot Purchases of American LNG](#)
- [BRAZIL: Petrobras' Divestment Program – onshore, offshore, and downstream assets](#)
- [BRAZIL: Oil Exploration Open Acreage Opportunities](#)

## Chemicals

- [KENYA: Polymers for Trading Company](#)
- [TURKEY: 10,000 tons of ethyl alcohol per year](#)

## Machinery

- [DJIBOUTI: Processing Equipment: Plastic Crusher Shredder Machine, Single Screw Extruder, Hydraulic Compression Molding Press, Press Molding, Associated Electrical Controls](#)

## Metals

- [ITALY: Scrap Brass](#)
- [S.KOREA: Petrochemical and Electronic Scrap Materials](#)

## Plastics

- [PORTUGAL: Recycled plastic resealable packaging bags](#)

## Other

**WTC Pune member SIL** is seeking to locate partners and customers in the US. The company manufactures laser equipment for used in the Defense, Aerospace, automotive, R & D, medical equipment, pharmaceuticals, and other industries where precision laser cutting, welding and other techniques are critical.

**To discuss about this opportunity, please contact:**

*Suseela Krishnan*

[suseela@wtc-pune.org](mailto:suseela@wtc-pune.org)

+91 98508 68555

*Niraj Khinvasara*

42 Reads Way, Suite B • New Castle, DE 19720  
Phone 302-656-7905 • [www.wtcde.com](http://www.wtcde.com)

[niraj@wtc-pune.org](mailto:niraj@wtc-pune.org)

+91 95450 50000

=====

## **FRANCE: WTC Brest (France) Seeking Potential Distributors for Radiology & Mammography Solutions on behalf of Medecom**

Medecom has been developing Software Solutions for Radiology & Mammography since 2000. We count more than 4500 solutions installed over 30 countries by a strong distributor network and OEM partnerships. Medecom is ISO 13485 certified, and our solutions are CE marked, and FDA approved for the diagnostic ones. All our software solutions are based on DICOM, HL7 & IHE standards to offer the best interoperability experience between any modalities of the environment where they are installed. To respond to the radiologists' challenges, Medecom offers to our distributors Webinars, training, updates and high technical support. Our range of solutions covers: 1/ Acquisition Solutions: Flat panels and acquisition software for easy upgrade of analog system to digital, for Human & Vet applications. 2/ Diagnosis Solutions: Mammography & radiology Workstations, stitching, tomosynthesis, MPR, CAD modules available. 3/ Archiving & Communication Solutions (Mini PACS): Secured web-based interface with remote access 24/7. 4/ Gateway for paper printing Our solutions are very powerful as they offer multimodality support, they are vendor neutral, stable & scalable, and fit challenging radiology environments. Lean on us, on our expertise and experience to provide the best solutions to the radiology centers, hospitals, private clinics... independently from any equipment manufacturers and with a minimum investment.

### **For additional information:**

Sebastien CANN

Manager, World Trade Center Brest

Email: [sebastien.cann@bretagne-ouest.cci.bzh](mailto:sebastien.cann@bretagne-ouest.cci.bzh)

Telephone: +33 2 98 00 38 71

## **JUNE 2021 LEADS**

### **Renewable Energy**

- [\*\*PAKISTAN: Energy & Power Solutions Awarded Hydropower Projects - 20 MW Hanzel and 4 MW Chilas.\*\*](#)
- [\*\*INDIA: High Efficiency Solar PV Modules under the Production Linked Incentive Scheme\*\*](#)
- [\*\*ECUADOR: Upcoming Tender for a 200 MW Block of Non-conventional Renewable Generation\*\*](#)
- [\*\*SOUTH AFRICA: Develop New Generation Capacity of 2600 MW, including 1600 MW from Onshore Wind Energy and 1000 MW from Solar PV Power Plants\*\*](#)
- [\*\*JAMAICA: Electric Vehicle Charging Stations\*\*](#)

42 Reads Way, Suite B • New Castle, DE 19720

Phone 302-656-7905 • [www.wtcde.com](http://www.wtcde.com)

## Electricity Infrastructure/Smart Grid

- [THAILAND: Supply of 110 MVAR and 55 MVAR 500 kV Shunt Reactors](#)

## Fossil Energy

- [UAE: Inspection/Scanning Distillation Towers Using Gamma-Rays on Refineries](#)
- [UAE: Petrol Station Services Management](#)
- [PAKISTAN: E&P Opportunity: Magnetic/Gravity Data Acquisition, Processing and Interpretation; 2D & 3D niche Seismic Data Acquisition and Processing Services; Niche Drilling Svcs.](#)
- [BULGARIA: Bulgaria is Looking for Spot Purchases of American LNG](#)
- [BRAZIL: Petrobras' Divestment Program – onshore, offshore, and downstream assets](#)
- [BRAZIL: Oil Exploration Open Acreage Opportunities](#)

## Chemicals

- [KENYA: Polymers for Trading Company](#)
- [MEXICO: Polyols & TDI for Polyurethane Manufacturer](#)
- [TURKEY: 10,000 tons of ethyl alcohol per year](#)

## Machinery

- [DJIBOUTI: Processing Equipment](#): Plastic Crusher Shredder Machine, Single Screw Extruder, Hydraulic Compression Molding Press, Press Molding, Associated Electrical Controls
- [MEXICO: Rail Supplies and Services](#): Rail fixtures, Geotextile products, Supply and maintenance of rail and laying equipment/machinery, Other steel products for construction, Aluminothermic and electric welding equipment and solutions, On-site manufacturing of concrete sleepers, Dynamic press systems, Deadline June 7th to be included in directory.

## Metals

- [ITALY: Scrap Brass](#)
- [S.KOREA: Petrochemical and Electronic Scrap Materials](#)

## Plastics

- [PORTUGAL: Recycled plastic resealable packaging bags](#)
- [UNITED KINGDOM: Recycled Clear Rigid PVC Bales or Regrind](#)

## Other

- **JORDAN:** [Contact manufacturer](#) to produce aerosols, surface disinfectants/cleaners, and liquid lines (shampoos, liquid hand soaps, hand sanitizers, liquid surface disinfectants, etc.).
- **URUGAY:** Contract for **construction, operation and maintenance of a oleaginous residues blending plant**. The plant will produce blend from liquid and pasty oil residues to obtain, storage, transport, and present an alternative fuel to use in [ANCAP's cement plant](#). The company is looking for a permanent solution for oil residues generated by ANCAP, converting them into an alternative fuel. ANCAP could require the incorporation of other residues such as slurry, which is generated in refinery plants, or others. The location of the plant would be in La Teja, Montevideo, Uruguay. Also, the provider should construct facilities to receive, store and inject in press furnaces in Minas, Lavalleja, Uruguay.  
**Due Date:** 07/30/2021  
**Contact:** [Alicia.Machado@trade.gov](mailto:Alicia.Machado@trade.gov)

=====

## MAY 2021 LEADS

### **INDIA: Seeking to represent U.S. manufacturers of vacuum disc filters/filtration technologies**

Krofta Engineering is active in India's water and wastewater industry. They foresee opportunities for vacuum disc filtration to be used as a tertiary filtration method and are **seeking to represent U.S. manufacturers of vacuum disc filters/filtration technologies** in the market. Post is familiar with the company and reports they are registered as a technology vendor with many of India's large municipalities.

**Contact:** [Arup.Mitra@trade.gov](mailto:Arup.Mitra@trade.gov)

\*\*\*\*\*

### **INDIA: Approaches to address air pollution caused by agricultural (paddy stubble) burning.**

CS India is engaging with local government officials on **approaches to address air pollution caused by agricultural (paddy stubble) burning**. While we expect forthcoming trade leads, in the interim please reach out to us if you are a service or technology provider engaged in this sector.

**Contact:** [Ritu.Arora@trade.gov](mailto:Ritu.Arora@trade.gov)

\*\*\*\*\*

### **INDIA: Seeking solutions to two ongoing water challenges**

The Municipal Administration and Urban Development (MA&UD) Department, Govt. of  
Telangana is seeking solutions to two ongoing water challenges:

- **Lake water cleaning and restoration**

- **Comprehensive improvement of storm water drainage in the city of Hyderabad**

These projects are both in a pre-tender stage.

Contact: [Annette.Dsilva@trade.gov](mailto:Annette.Dsilva@trade.gov)

=====

#### **MOZAMBIQUE/SWAZILAND: Construction of bulk water transmission main**

Lomahasha Namaacha Cross Border Water Supply Project. The project entails the **construction of bulk water transmission main**, comprising among others DN400, DN350 and DN300 ductile iron pipelines, the construction of booster pumping stations, the construction of reinforced concrete reservoirs and the construction and extension of reticulation networks, and other.

Tender documentation is available at [www.dbsa.org](http://www.dbsa.org). Deadline to submit intention May 18, 2021.

Contact: [Fiyona.Guitunga@trade.gov](mailto:Fiyona.Guitunga@trade.gov)

=====

#### **TURKEY: Milberry Copper Wire Scrap of 99.97-99.99% purity**

Turkish Ideal Power Auto company is seeking U.S. suppliers of **Milberry Copper Wire Scrap of 99.97-99.99% purity**. They are seeking supply of 5 MT/month.

Contact: [Naz.Demirdoven@trade.gov](mailto:Naz.Demirdoven@trade.gov)

=====

#### **UNITED KINGDOM: Recycled transparent rigid PVC**

UK producer of plant protective products is seeking a US distributor of recycled plastic.

Product: **Recycled transparent rigid PVC**, either regrind or bales, NOT as virgin pellets.

Quantity: Seeking more than 60 tons per month. To meet this demand, the buyer is willing to work with multiple suppliers.

Contact: [Kristina.Schaferova@trade.gov](mailto:Kristina.Schaferova@trade.gov)

=====

#### **Renewable Energy**

- [\*\*INDIA: Central Coalfields Limited, for Designing, Engineering, Manufacturing, Supply, Packing and Forwarding, Transportation, Unloading, Storage, Installation and Commissioning of grid connected 20MW Ground Mounted Solar PV Project in Jharkhand\*\*](#)

- [\*\*AUSTRALIA:\*\* Queensland Hydrogen Industry Development Fund - Round II Grant Applications Now Open](#)
- [\*\*ALBANIA:\*\* Upcoming Tender Opportunity – Wind Farm 30-75MW](#)
- [\*\*ECUADOR:\*\* Upcoming Tender for a 200 MW Block of Non-conventional Renewable Generation](#)
- [\*\*SOUTH AFRICA:\*\* Develop New Generation Capacity of 2600 MW, including 1600 MW from Onshore Wind Energy and 1000 MW from Solar PV Power Plants](#)

## **Electricity Infrastructure**

- [\*\*SOUTH AFRICA:\*\* Battery Energy Storage Systems \(BESS\) including 5 Years Plants Operation and Maintenance Services](#)
- [\*\*TUNISIA:\*\* Project for the Development of the Global Tele-transmission and Remote Control System of STEG Power Transmission Grid](#)
- [\*\*THAILAND:\*\* Supply of Shunt Capacity Bank under Bulk Power Supply for the Greater Bangkok and Vicinity Area Phase 3](#)
- [\*\*THAILAND:\*\* Supply of 110 MVAR and 55 MVAR 500 kV Shunt Reactors](#)
- [\*\*THAILAND:\*\* Supply of 333.33 MVA 500 kV Power Transformer](#)
- [\*\*ALBANIA:\*\* Potential Upcoming Tender for a Four-year Service Contract with the Albanian Power Exchange](#)
- [\*\*JORDAN:\*\* NEPCO - Transformers and Ancillary Equipment for Risha 132/33/400 kV Substation Switchgear and Ancillary Equipment for Risha 132/33/400 kV Substation](#)
- [\*\*MADAGASCAR:\*\* International Development Association \(IDA\) - World Bank to finance the Electricity Sector Governance and Operations Improvement Project](#)

## **Oil and Gas**

- [\*\*PAKISTAN:\*\* E&P Opportunity: Magnetic/Gravity Data Acquisition, Processing and Interpretation; 2D & 3D niche Seismic Data Acquisition and Processing Services; Niche Drilling Svcs.](#)
- [\*\*INDIA:\*\* LNG Storage Tanks](#)
- [\*\*SRI LANKA:\*\* RFP for Offshore LNG Regasification Unit and Pipeline](#)
- [\*\*NIGERIA:\*\* JV and US Equity Investor for E&P of Bitumen, and Tar Sand \(Bauxite\) and O&G Activities](#)
- [\*\*BULGARIA:\*\* Bulgaria is Looking for Spot Purchases of American LNG](#)
- [\*\*BRAZIL:\*\* Petrobras' Divestment Program – onshore, offshore, and downstream assets](#)
- [\*\*BRAZIL:\*\* Oil Exploration Open Acreage Opportunities](#)

=====

## **APRIL 2021 LEADS**

**FRANCE: WTC Brest (France) Seeking Potential Distributors for Radiology & Mammography Solutions on behalf of Medecom**

Medecom has been developing Software Solutions for Radiology & Mammography since 2000. We count more than 4500 solutions installed over 30 countries by a strong distributor network and OEM partnerships. Medecom is ISO 13485 certified, and our solutions are CE marked, and FDA approved for the diagnostic ones. All our software solutions are based on DICOM, HL7 & IHE standards to offer the best interoperability experience between any modalities of the environment where they are installed. To respond to the radiologists' challenges, Medecom offers to our distributors Webinars, training, updates and high technical support. Our range of solutions covers: 1/ Acquisition Solutions: Flat panels and acquisition software for easy upgrade of analog system to digital, for Human & Vet applications. 2/ Diagnosis Solutions: Mammography & radiology Workstations, stitching, tomosynthesis, MPR, CAD modules available. 3/ Archiving & Communication Solutions (Mini PACS): Secured web-based interface with remote access 24/7. 4/ Gateway for paper printing Our solutions are very powerful as they offer multimodality support, they are vendor neutral, stable & scalable, and fit challenging radiology environments. Lean on us, on our expertise and experience to provide the best solutions to the radiology centers, hospitals, private clinics... independently from any equipment manufacturers and with a minimum investment.

[https://www.dropbox.com/s/5p3tmjwx9o56b8m/Presentation\\_Medecom\\_Distributor\\_EN.mp4?dl=1](https://www.dropbox.com/s/5p3tmjwx9o56b8m/Presentation_Medecom_Distributor_EN.mp4?dl=1)

**For additional information:**

Sebastien CANN  
Manager, World Trade Center Brest  
Email: [sebastien.cann@bretagne-ouest.cci.bzh](mailto:sebastien.cann@bretagne-ouest.cci.bzh)  
Telephone: +33 2 98 00 38 71

=====

**ALGIERS: Pistachio Production**

World Trade Center Algiers Seeking experienced company in the field of Pistachio production on behalf of one of their member companies.

**For additional information:**

Mahmoud Nedjai  
International Relations Manager, World Trade Center Algiers  
Email: [m.nedjai@wtcalgeria.net](mailto:m.nedjai@wtcalgeria.net)  
Telephone: +213 (0)555029295

=====

**CHEMICALS:**

**KENYA: [Polymers for Trading Company](#)**

42 Reads Way, Suite B • New Castle, DE 19720  
Phone 302-656-7905 • [www.wtcde.com](http://www.wtcde.com)



**MEXICO:** [Polyols & TDI for Polyurethane Manufacturer](#)

**TURKEY:** [10,000 tons of ethyl alcohol per year](#)

=====

**MACHINERY:**

**DJIBOUTI:** [Processing Equipment](#): Plastic Crusher Shredder Machine, Single Screw Extruder, Hydraulic Compression Molding Press, Press Molding, Associated Electrical Controls

=====

**MATERIAL HANDLING EQUIPMENT:**

**ISRAEL:** [Rail Guided Vehicles](#)

**MALAYSIA:** [Robotic Process Automation \(RPA\) and Intelligent Data Processing \(IDP\) for IR 4.0](#)

=====

**METALS:**

**ITALY:** [Scrap Brass](#)

**S.KOREA:** [Petrochemical and Electronic Scrap Materials](#)

=====

**PLASTICS:**

**PORTUGAL:** [Recycled plastic resealable packaging bags](#)

=====

**Location: Egypt**

The World Bank's Board of Executive Directors have approved a US\$200 million project to support Egypt's initiatives to reduce air and climate pollution from critical sectors and to increase resilience to air pollution in Greater Cairo. The project will focus on **reducing vehicle emissions, improving the management of solid waste, and strengthening the air and climate decision-making system**. Please find all related documents here:

<https://projects.worldbank.org/en/projects-operations/document-detail/P172548?type=projects>

**Contact:** [Khaled.ElZoughbi@trade.gov](mailto:Khaled.ElZoughbi@trade.gov)

=====

**Location: India**

Vadodara Municipal Corporation officials in Gujarat (VMC) seeking U.S. companies for procurement of **Emission Control products** specialized for petrochemicals, oil & gas and fertilizer industries. VMC has approved funding of USD 3.662 million and has submitted spec sheet with Gujarat State Pollution Control Board (GPCB) for release of tender.

**Contact:** [Sangeeta.Taneja@trade.gov](mailto:Sangeeta.Taneja@trade.gov) Or [Jigna.Mehta@trade.gov](mailto:Jigna.Mehta@trade.gov)

=====

**Country: Kyrgyz Republic**

EBRD Procurement notices for **water infrastructure projects**.

Contact: [Janelle.Weyek@trade.gov](mailto:Janelle.Weyek@trade.gov)

=====

**Location: Mexico**

CONAGUA (Mexico's National Water Commission) will publish in Q2 2021 a tender to upgrade the existing **desalination plant located in the City of Ensenada**, State of Baja California. There will be opportunities for secondary and tertiary suppliers for this project with the awarded firm (prime contractor(s)).

Contact: [Francisco.Ceron@trade.gov](mailto:Francisco.Ceron@trade.gov)

=====

**Location: Mexico**

CONAGUA (Mexico's National Water Commission) will publish in Q2 2021 a tender to build a **wastewater treatment plant** in the San Antonio de los Buenos borough of Tijuana in the State of Baja California. The tender will include the design, construction, equipment, operation, and maintenance of the plant for 20 years.

Contact: [Francisco.Ceron@trade.gov](mailto:Francisco.Ceron@trade.gov)

=====

**Location: Nigeria**

Seeking company with technical expertise in **Ground and Surface Water, Soil and Coastal Swamp Remediation** to partner with Everglade Environmental Services Limited to secure and execute projects with HYPREP, and/or other entities in hydro-carbon industry in Niger Delta region.

Contact: [Benedicta.Nkwoh@trade.gov](mailto:Benedicta.Nkwoh@trade.gov)

=====

**Location: Philippines**

Total Solutions is looking for **Subsea Pipeline Suppliers** who can give them an idea on their pipelaying, shipping time, efficiency, costs, technology etc.

Specifications for the subsea pipeline is as follows:

Pipe for water supply

Length: 30 km

Diameter: 1000-1200 mm

Maximum depth of seabed: 200km

Contact: [Bebe.Montesines@trade.gov](mailto:Bebe.Montesines@trade.gov)

=====

**Location: Saudi Arabia**

Tamkeen Water company is seeking U.S. Water Treatment manufacturers and **Water Treatment system components** (blowers, diffusers, valves, instrumentation, SCADA systems). **Contact:** [Shariq.Iqbal@trade.gov](mailto:Shariq.Iqbal@trade.gov)

=====

**Location: Singapore**

PUB (Singapore's National Water Agency) tenders are regularly updated and published at <https://www.pub.gov.sg/tenders/upcomingtenders/construction>. U.S. companies can bid on projects relevant to them.

=====

**INDIA:** [Selection of Solar Power Developers for Setting up of 1785 MW Grid-Connected Solar PV Power Projects](#)

**INDIA:** [LNG Storage Tanks](#)

=====

**SRI LANKA:** [RFP for Offshore LNG Regasification Unit and Pipeline](#)

=====

**THAILAND:** [Supply of Shunt Capacity Bank under Bulk Power Supply for the Greater Bangkok and Vicinity Area Phase 3](#)

**THAILAND:** [Supply of 110 MVAR and 55 MVAR 500 kV Shunt Reactors](#)

**THAILAND:** [Supply of 333.33 MVA 500 kV Power Transformer](#)

=====

**MARCH 2021 LEADS**

**MOROCCO:**

The EBRD is providing a loan of EUR 65 million for these projects:

- [Installation of Submerged Electropump Groups](#) (thru 3/24)
- [Rehabilitation of wellfield production installation](#) (thru 3/30)

**Contact:** [Janelle.Weyek@trade.gov](mailto:Janelle.Weyek@trade.gov)

=====

**GEORGIA:**

Green Cities Framework 2 (GrCF2) project. The EBRD is providing a loan of up to EUR 10 million for municipal acquisitions to include solid waste management, for the benefit of Tbilservice Group Ltd. <https://www.ebrd.com/work-with-us/projects/psd/52577.html>

**Contact:** [Janelle.Weyek@trade.gov](mailto:Janelle.Weyek@trade.gov)

=====

**MEXICO:**

Two opportunities for secondary and tertiary supplies for construction of a desalination plant in Los Cabos and one in La Paz. Seeking: pumps, valves, aerators, odor control equipment, biological media, screens, bipolar ionization technology, data collection software and hardware, aeration and biological thermometers, test equipment, calibrators, digital pressure gauges, actuators, pipe and fittings, on site supervision engineering services and others.

**Contact:** [Francisco.Ceron@trade.gov](mailto:Francisco.Ceron@trade.gov)

=====

**SAUDI ARABIA:**

Tamkeen Water company is seeking U.S. Water Treatment manufacturers and Water Treatment system components (blowers, diffusers, valves, instrumentation, SCADA systems).

**Contact:** [Shariq.Iqbal@trade.gov](mailto:Shariq.Iqbal@trade.gov)

Environmental Horizons Company is seeking U.S. solution providers in the recycling and reuse of industrial waste.

**Contact:** [Shariq.Iqbal@trade.gov](mailto:Shariq.Iqbal@trade.gov)

=====

**Renewable Energy**

- **INDIA:** [Selection of Solar Power Developers for Setting up of 1785 MW Grid-Connected Solar PV Power Projects](#)
- **ALBANIA:** [Upcoming Tender Opportunity – Wind Farm 30-75MW](#)
- **ECUADOR:** [Upcoming Tender for a 200 MW Block of Non-conventional Renewable Generation](#)

**Electricity Infrastructure**

- **ALBANIA:** [Potential Upcoming Tender for a Four-year Service Contract with the Albanian Power Exchange](#)
- **JORDAN:** [JEPCO Tender Early Alert – Supply and Installation of Smart Metering Technology](#)

- **JORDAN:** [NEPCO Tender Early Alert – Substation, Overhead Transmission Line, In-Out Connection](#)

## Oil and Gas

- **SRI LANKA:** [RFP for Offshore LNG Regasification Unit and Pipeline](#)
- **NIGERIA:** [JV and US Equity Investor for E&P of Bitumen, and Tar Sand \(Bauxite\) and O&G Activities](#)
- **BULGARIA:** [Bulgaria is Looking for Spot Purchases of American LNG](#)
- **BRAZIL:** [Petrobras' Divestment Program – onshore, offshore, and downstream assets](#)
- **BRAZIL:** [Oil Exploration Open Acreage Opportunities](#)

=====

## PORTUGAL: Light Show Drones

Engirisco Lda (<http://www.engirisco.pt/>) is a public services management company, covering services ranging from logistics, construction, civil maintenance, and events. Engirisco is looking for, supply of equipment, and necessary services to perform shows of light drones for diverse events. The supply will have to be complete including software, hardware, and necessary training. If possible, they can also function as a representation platform for Europe. Initial purchase is for 500 drones. For additional information, please contact Pedro Ferreira, Senior Commercial Advisor, U.S. Commercial Service, [pedro.ferreira@trade.gov](mailto:pedro.ferreira@trade.gov)

=====

**INDIA:** Adani Logistics Limited (ALL) an end-to-end logistics service provider in India, having presence across all the major regions in India, has expressed interest in connecting with U.S. companies in the below verticals. ALL is working with the Inland Waterways Authority of India to execute the National Inland Waterways Project (NW1).

1. Vessel Designing Firms.
2. Barrage Technology Solutions to Ensure Depth and Flow of River Water Systems is Maintained.
3. Dredging Equipment for Shallow Depth Dredging and Procuring Customized Dredging Equipment.
4. River Navigational Aids
5. Smart Gates

**Questions:** [Sham.Shamsudeen@trade.gov](mailto:Sham.Shamsudeen@trade.gov)

=====

## **FEBRUARY 2021 LEADS**

### **Renewable Energy**

- **MACEDONIA:** [Construction of a 2x40 MW \(max. 2x50 MW\) Photovoltaic Power Plant Project](#)
- **INDIA:** [Design, Engineering, Supply, Construction, Erection, Testing & Commissioning of 50 MW \(AC\) I Solar PV Project](#)
- **COLOMBIA:** [Battery Storage Project in Atlantico](#)
- **BULGARIA:** [Refuse Derived Fuel \(RDF\)](#)
- **ALBANIA:** [Upcoming Tender Opportunity – Wind Farm 30-75MW](#)
- **TUNISIA:** [Six Solar Photovoltaic \(PV\) Projects of 10 MW Each](#)
- **ECUADOR:** [Upcoming Tender for a 200 MW Block of Non-conventional Renewable Generation](#)

### **Electricity Infrastructure**

- **GUATEMALA:** [Network Construction and Electrical Distribution 338.10kV](#)
- **JORDAN:** [JEPCO Tender Early Alert – Supply and Installation of Smart Metering Technology](#)
- **JORDAN:** [NEPCO Tender Early Alert – Substation, Overhead Transmission Line, In-Out Connection](#)

### **Oil and Gas**

- **NIGERIA:** [JV and US Equity Investor for E&P of Bitumen, and Tar Sand \(Bauxite\) and O&G Activities](#)
- **MEXICO:** [USTDA Approved Funding for the Feasibility Study to Support Mexican firm Enestas' Efforts to Build Four Micro-scale LNG Plants](#)
- **BULGARIA:** [Bulgaria is Looking for Spot Purchases of American LNG](#)
- **BRAZIL:** [Petrobras' Divestment Program – onshore, offshore, and downstream assets](#)

=====

### **Metals**

- **ITALY:** [Scrap Brass](#)
- **MEXICO:** [Forgings, iron and steel](#)

=====

## Plastics

- **BOSNIA:** [PVC Powder – PVC 39041000](#)
- **PORTUGAL:** [Recycled plastic resealable packaging bags](#)

=====

## **EGYPT: FEASIBILITY STUDY: AMREYA REFINERY MODERNIZATION**

[Egyt: Feasibility Study: Amreya Refinery Modernization – USTDA](#)

**Submission Deadline:** 5:00 PM LOCAL TIME (UTC+2), Egyptian Standard Time March 18, 2021

**Submission Place:** FOR HARD COPY, FLASH DRIVE, AND CD-ROM SUBMISSIONS

The Amreya Petroleum Refining Company (APRC)  
Amerya, Mergham, Km 17 Alexandria / Cairo Desert Road  
ATTN: Chairman Ali Fouad Badr  
PHONE: 002- 03-3420080 / 002-03-3420060

The U.S. Trade and Development Agency (USTDA) has provided a grant in the amount of US\$705,924 to the Amreya Petroleum Refining Company (“APRC” or the “Grantee”) in accordance with a grant agreement dated December 17, 2020 (the “Grant Agreement”) for a feasibility study (“Feasibility Study”) to assist the Grantee in developing a phased implementation plan for the modernization of the APRC refinery (the “Project”). The goal of the Project is to improve overall efficiency, increase cost savings and productivity, and to reduce the environmental footprint of the APRC refinery (the “APRC Refinery”), which is located in the Amreya region of Egypt (the “Host Country”), west of Alexandria City on the Mediterranean Sea. This modernization would include three specific areas of focus: (1) overall efficiency including energy management systems, (2) process configuration to improve operating performance, and (3) increasing the level of automation.

=====

## **JANUARY 2021 LEADS**

### **DJIBOUTI: Seeking machinery**

Local Coca Cola bottler is seeking machinery able to produce inputs for cement blocks out of PET recycled bottles:

- Plastic Crusher Shredder Machine
- Single Screw Extruder
- Hydraulic Compression Moulding Press
- Press Moulding
- Associated Electrical Controls

42 Reads Way, Suite B • New Castle, DE 19720  
Phone 302-656-7905 • [www.wtcde.com](http://www.wtcde.com)

**Contact:** Christopher Canellakis at [CanellakisCE@state.gov](mailto:CanellakisCE@state.gov)

=====

**MOLDOVA: Solid waste project**

Solid waste project approved as part of EBRD Green Cities initiative. Here are links to the [Project Summary Document](#) and a recent [press release](#).

**Contact:** Janelle Weyek at [Janelle.Weyek@trade.gov](mailto:Janelle.Weyek@trade.gov)

=====

**PORTUGAL: Seeking for manufacturer of sustainable packages**

A Portuguese company is searching for manufacturers of sustainable packages:

- seal pouches with zipper and easy opening
- barrier film with one-year shelf life for toothbrushes made from sustainable materials.

**Contact:** Ana Vila at [Ana.Vila@trade.gov](mailto:Ana.Vila@trade.gov).

=====

**INDIA: Development of a greenfield deep-sea port at Tajpur**

The government of West Bengal, India issued a tender inviting Expressions of Interest (EOI) from private players for the development of a greenfield deep-sea port at Tajpur on a Public Private Partnership (PPP) basis. Interested U.S. companies must specialize in port terminal development and operations and have the bandwidth to Design, Build, Finance, Operate, and Transfer. **The due date for the EOI is February 19, 2021.** The selected private player would be responsible for the design, construction, finance, operation, and maintenance (DBFOT basis) of the proposed port under a long-term PPP concession of 30 years which can be extendable by a maximum of 20 years based on mutual agreement.

**For Eligibility Criteria of Bidders:** [Click Here](#)

**For More Details:** [Click Here](#)

=====

**DECEMBER 2020 LEADS**



**INDIA:** For more information and tender details on the below trade leads, contact [Anisha.Shashidharan@trade.gov](mailto:Anisha.Shashidharan@trade.gov), U.S. Embassy New Delhi.

- [Central Coalfields Limited - Planning, Design, Engineering, Construction, Fabrication, Erection, Supply, Installation, Testing, Trial Run and Commissioning of Coal Handling Plant \(5.0 Mtpa\) for KONAR OCP](#)
- [Eastern Coalfields Limited - Design, Engineering, Supply, Construction, Erection, Commissioning, Trial Run & Testing and Maintenance for 5 \(five\) Years Under Defect Liability Period of Coal Handling Plant on Turn Key Basis at Kumardihi B UG \(1.02 Mtpa\)](#)
- [Planning, Design, Engineering, Construction, Fabrication, Supply, Erection, Installation, Trial Run, Testing and Commissioning of Coal Handling Plant \(3 Mtpa\) for HURA C OCP](#)
- [Coal to Methanol Project on Build Own Operate Basis](#)

**THAILAND:** To receive the invitation to bid document and more information on the below trade leads, please contact [Suttharud.Liangwonnarn@trade.gov](mailto:Suttharud.Liangwonnarn@trade.gov), U.S. Embassy Bangkok.

- [333.33 MVA 500 kV Power Transformer](#)

=====

**BRAZIL: Seeking U.S. suppliers of flocculant powder polymers**

A Brazilian firm [Waterflows](#) is seeking U.S. suppliers of **flocculant powder polymers** for application in the mining industry.

**Contact:** Teresa Wagner at [teresa.wagner@trade.gov](mailto:teresa.wagner@trade.gov)

=====

**NIGERIA: Seeking suppliers of oil spill cleanup and environmental remediation services**

Nigerian firm ICREN Services Limited is seeking suppliers of oil spill clean up and environmental remediation services, specifically containment booms, absorbent pads, absorbent booms, absorbent pillows, and river booms for an ongoing clean up project.

**Contact:** Ngozi Nkwoh at [benedicta.nkwoh@trade.gov](mailto:benedicta.nkwoh@trade.gov)

=====

**MOROCCO: Tenders for construction of dams**

The Moroccan government launched six tenders for construction of dams, including one large new dam and five smaller dams requiring expansion and new construction. The tenders are published on the Ministry's website [HERE](#) (but note they are available in French only).

**Contact:** Halima Berrami at [Halima.Berrami@trade.gov](mailto:Halima.Berrami@trade.gov).

=====

**TUNISIA: Drinking water treatment plant project**

The European Investment Bank is funding two projects including a \$28.3 million drinking water treatment plant project in the city of Tunis and a \$16.6 million project to provide drinking water for an innovative Tunis Financial Harbor Project.

**Contact:** Matthew Jamrisko at [jamriskoms@state.gov](mailto:jamriskoms@state.gov) and Maha Ben Slimene at [benslimenem@state.gov](mailto:benslimenem@state.gov).

=====

**GHANA: Looking for either a pre-owned Learjet 60 or a pre-owned Hawker 800**

Accra-based airline Gianair, established 2009, plans to purchase a used aircraft, built in the year 2000 or later, to expand its medical evacuation business. It is looking for either a pre-owned Learjet 60 or a pre-owned Hawker 800 for about \$2 million. It would like the price to include installation of medical kits, including intensive care equipment, for medical evacuations. Gianair mentioned it would engage US ExIm Bank to discuss financing.

**Deadline:** NA

**Contact:** Rita Adubra-Asante; [Rita.Adubra-Asante@trade.gov](mailto:Rita.Adubra-Asante@trade.gov)

=====

**ITALY: Opportunities for long-term maintenance contracts for aircraft, helicopters, and possibly wheeled and tracked vehicles.**

The Office of the Defense Cooperation (ODC) at Embassy Rome has informed CS Rome of the interest of the Italian Army and National Armaments Directorate (NAD) in identifying U.S. companies with expertise in logistics and maintenance. **There are potential opportunities for long-term maintenance contracts for aircraft, helicopters (in particular, UH-1s or Hueys) and possibly wheeled and tracked vehicles.** This involves Italian bases and hinges on the contractor ability to hire local staff. The Army and NAD are expecting that COVID relief funds will be available in addition to funding already allocated. Provide all company details including contacts, overviews and company presentations if available. The ODC stands ready to set up virtual meetings with their counterparts.

**Deadline:** NA

**Contact:** Maria Calabria; [maria.calabria@trade.gov](mailto:maria.calabria@trade.gov)

=====

**FINLAND: Medical Helicopter Tender**

FinnHEMS, a government-owned nonprofit company managing Finland's nationwide medical helicopter system, is expected to announce a public tender to acquire its own fleet of medical helicopters. The move is part of a Government of Finland decision to allow FinnHEMS to shift from hiring outside helicopter companies to developing its own independent aviation operations to provide air medical services, including acquiring its own air operator's certificate, equipment, and crew. As a run-up to setting the scope and specifications for the procurement and announcing the official tender FinnHems intends to hold consultations with industry representatives. CS Finland is in close contact with FinnHEMS and will provide more details on the project processes and time line as information becomes available.

**Deadline:** NA

**Contact:** Mia Mäki at [mia.maki@trade.gov](mailto:mia.maki@trade.gov).

### **ITALY: Aluminum Producers**

The Italian firm A.F. Trading Srl based in Varese is currently seeking U.S. aluminum producers for applications in the Aero and other markets. Of fundamental importance is that the manufacturer not have any conflicts of interest/be in competition with the production of nickel, cobalt and titanium alloys, since the local firm is currently representing 2 manufacturers of these materials. A.F. Trading's website for more information:

[www.af-trading.it](http://www.af-trading.it). Digital brochure can be downloaded here: [\*\*DOWNLOAD OUR BROCHURE\*\*](#)

The ideal aluminum producer should have the following characteristics:

- able to serve customers who require primary formats for their production of forgings and rolled rings. Of potential future interest are producers that are also competitive on processed products i.e. bars, plates, sheets, tubes, etc.,
- has a production range that includes aluminum alloys mainly used in the Space, Aero and Defense sectors, and markets that use aeroderivative components and technology;
- possesses an adequate quality standard and specific approvals and standards certifications for the above sectors (both from third party entities and from the various OEMs);
- do not compete/pose conflicts of interest with the production of nickel, cobalt and titanium alloys;
- interested in brokering an exclusive agreement for the entire Italian territory, possibly extendible to other EU countries and/or non-EU countries in which A.F. Trading operates with other existing contracts (Italy, France, Spain, Switzerland)

**Deadline:** NA

**Contact:** Maria Calabria; [maria.calabria@trade.gov](mailto:maria.calabria@trade.gov)

=====

### **NOVEMBER 2020 Leads**

42 Reads Way, Suite B • New Castle, DE 19720  
Phone 302-656-7905 • [www.wtcde.com](http://www.wtcde.com)

## Electricity Infrastructure

- **ISRAEL:** [Pre-Qualification Announcement - Sale of East Hagit Gas-Powered Generation Site](#)
- **JORDAN:** [JEPSCO Tender Early Alert – Supply and Installation of Smart Metering Technology](#)
- **JORDAN:** [NEPCO Tender Early Alert – Substation, Overhead Transmission Line, In-Out Connection](#)
- **SURINAME:** [Supply of Connection Materials for Public Lighting](#)

## Oil and Gas

- **PAKISTAN:** [Ministry of Energy \(Petroleum Division\) Offering/Auctioning 20 blocks for Grant of Exploration Rights to E&P Companies](#)
- **MEXICO:** [USTDA Approved Funding for the Feasibility Study to Support Mexican firm Enestas' Efforts to Build Four Micro-scale LNG Plants](#)
- **PAKISTAN:** [Procurement of 4 LNG Compatible ASD Tugs Capable of Handling LNG cargoes/FSRU](#)
- **BULGARIA:** [Bulgaria is Looking for Spot Purchases of American LNG](#)
- **NIGERIA:** [Oil Spill Response and Clean-up Materials](#)
- **ISRAEL:** [API Inspection Services](#)

## Renewable Energy

- **NORTH MACEDONIA:** [Invitation for Prequalification—Public-Private Partnership for the Construction and 60 Year Management Concession of the Cebren Hydro Power Plant](#)
- **TUNISIA:** [Six Solar Photovoltaic \(PV\) Projects of 10 MW Each](#)
- **ECUADOR:** [Upcoming Tender for a 200 MW Block of Non-conventional Renewable Generation](#)

## Coal

- **INDIA:** [Coal to Methanol Project on Build Own Operate Basis](#)

=====

## October 2020 Leads

**INDIA: A tender for procurement of 58 Continuous Ambient Air Quality Monitoring Stations (CAAQMS)**

In early October, West Bengal Pollution Control Board will announce a tender for procurement of 58 Continuous Ambient Air Quality Monitoring Stations (CAAQMS). Estimated value of the tender is \$11 million. Tender announcement will be available at <http://web.wbpcb.gov.in/>.

**Contact:** Arup Mitra at [arup.mitra@trade.gov](mailto:arup.mitra@trade.gov)

\*\*\*\*\*

For more information and tender details on the below trade leads, contact [Anisha.Shashidharan@trade.gov](mailto:Anisha.Shashidharan@trade.gov), U.S. Embassy New Delhi.

- [Coal to Methanol Project on Build Own Operate Basis](#)
- [Setting-up Coal to Synthetic Natural Gas \(SNG\) Plant on Build Own Operate Basis](#)

=====

**PHILIPPINES: Treat foam in wastewater seawater discharge**

Avestronics (<https://www.avestronics.com/>) is seeking a product that can remove or treat foam in wastewater seawater discharge to distribute in the Philippines.

**Contact:** Bebe Montesines at [bebe.montesines@trade.gov](mailto:bebe.montesines@trade.gov).

=====

**PANAMA: A new water management system**

The Panama Canal Authority published Tender No. 186071 for the pre-qualification of potential bidders for the engineering, design and construction of a new water management system that will guarantee and adequate water supply for both Canal operations and local consumption for the next 50 years. The project is estimated at USD\$ 1.7 billion.

**Contact:** Jeane Zuniga at [jeane.zuniga@trade.gov](mailto:jeane.zuniga@trade.gov).

=====

**BRAZIL: Sewage treatment plant equipment**

A Brazilian engineering and sanitation company has won a concession in Sao Paulo to build and operate two sewage treatment plants and is currently seeking U.S. suppliers for the following equipment: **Low energy consumption sludge dryers, MBBR or Biofilm, and Disc filters** that reduce the size of densifiers.

**Contact:** Teresa Wagner at [teresa.wagner@trade.gov](mailto:teresa.wagner@trade.gov).

=====

**THAILAND:** To receive the invitation to bid document and more information on the below trade leads, please contact [Suttharud.Liangwonnarn@trade.gov](mailto:Suttharud.Liangwonnarn@trade.gov).

- [Electricity Generating Authority of Thailand \(EGAT\) -Supply of Non-conventional Instrument Transformer Under Transmission System Expansion Project No. 12.](#)
- [Supply of station post insulator and suspension insulator under transmission system improvement project](#)
- [Supply of Current Transformer and Coupling Capacitor Voltage Transformer](#)