



WORLD TRADE CENTER[®] 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.

NOVEMBER 2021 LEADS

TURKEY: Coated & Uncoated Paper

A Turkish company that produces labels and packages mostly for food and beverage is seeking a supply of four varieties of coated and uncoated papers. The company provided the following HS Codes and the amount they would like to import for their production. Please reach out to the Point of Contact to set up a meeting with buyer.

- HS Code: 480255 – 70 gsm woodfree uncoated paper, reel / 4*40 ft container
- HS Code: 481013 – 80 gsm one side coated paper, reel / 3*40 ft container
- HS Code: 481013 – 200 gsm double side coated paper, reel/ 4*40 ft container per month.
- HS Code: 481022 – 60 gsm one side coated paper, reel / 3*40 ft container per month

Trade Lead Point of Contact:

Naz Demirdoven
Commercial Specialist
U.S. Commercial Service, Izmir-Turkey
P: +90 232 441 2446, M: +90 532 405 7302
Naz.Demirdoven@trade.gov

If you are interested in this lead, please reach out to the trade lead POC and copy your local [U.S. Commercial Service \(USCS\) office specialist](#), who is also available to answer any of your export questions.

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KAZAKHSTAN: Industrial wastewater treatment

Seeking U.S. solutions providers for industrial wastewater treatment, specifically solutions that can address high concentrations of nitrogen, oil, and fat pollution and can promote water reuse. The solutions they are seeking would also have applicability for the petrochemical, food

processing, and gas processing industries.

Contact: [Alem Abubakirova](#)

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SAUDI ARABIA: Waste management & recycling solutions

Saudi Investment Recycling Company (SIRC) seeking joint venture U.S. partners with expertise in waste management and recycling solutions. Relevant for major players in the recycling & waste management sectors with sufficient financial capabilities and proven credentials in establishing, operating and running waste cluster operations such as: Municipal Solid Waste, Construction & Demolition Waste, Industrial Hazardous Waste, End-of-Life Vehicles, Waste of Electronics & Electrical Equipment, Sewage Sludge, Lubricants, Tires, Batteries, Used Cooking Oil, and Medical Hazardous Waste.

Contact: [Sabah Hersey](#)

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SOUTH KOREA: Consultancy Services

Consultancy services for Supply, Build and Installation of the Green Climate Fund Financial Management Suite.

Deadline: December 13, 2021

Contact: [Head of Procurement](#)

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PALESTINE: Water Security Development

World Bank- Water Security Development - Gaza Central Desalination Program – Associated Works Phase I Project

Deadline: February 6, 2022

Contact: Palestinian Water Authority

Zeyad Karraz Ramallah

zkarraz@pwa-gpmu.org

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OCTOBER 2021 LEADS

Automotive

- **MEXICO:** [Automotive Tube and Bracket Materials](#)
- **PHILIPPINES:** [Ball Valves for LPG and LNG](#)
- **TAIWAN:** [Electrical Actuators for Distribution](#)

Chemical

- **COLOMBIA:** [Supply of Ethylene Glycols](#)

Healthcare

- **COSTA RICA:** suppliers of powdered plants, powdered fruits, nutraceutical products, hard capsules, packaging, vitamins, minerals, labels and any other ingredient for the production and assembly of supplements or nutraceuticals
- **EL SALVADOR:** cotton and gauze products
- **INDIA:** oxygen concentrators, ice-lined refrigerators for vaccines, ultra-low temperature freezer, 6-Ply Special Masks, Covid-19 Self-Test Kits, airbars for sterilizing rooms and cabins, PAPRs for frontline workers, Virus Guard, Breathonix diagnostic machines, dental Implants
- **MEXICO:** Upcoming UNOPS Tender: The United Nations Office for Project Services (UNOPS) signed an agreement with the Mexican Institute of Health for Wellbeing (INSABI) for the procurement of medicines and medical aid supplies for 2021-2024.
- **SAUDI ARABIA:** AI for early detection and monitoring of chronic diseases
- **SLOVAKIA:** PPE category hearing protectors, protective drapes and respirators, protective masks, goggles, protective shields and helmets, etc.
- **VIETNAM:** High-function ventilators, non-invasive ventilators, medical mobile ventilators with air compressors, ECMO systems, mobile X-ray scanners, oxygen and blood measure Monitor (able to measure electrolytes, lactat, hematocrit), patient multi-parameter patients (≥ 5 index) and (≥ 2 index (SpO2 and pulse), electric Syringe pumps, infusion machines, CRRT system, air purifiers and sanitizers, color Doppler ultrasound machines with ≥ 3 universal transducer connectors, oxygen system (can be replaced by oxygen cylinder or liquid oxygen), laboratory system
- **THAILAND:** Cosmetic surgery clinic in Bangkok, is looking for a medical tattoo machine and stretchmark tattoo machine.

Please contact: Tony.Michalski@trade.gov and Bernadette.Stewart@trade.gov for more information on these healthcare leads.

SEPTEMBER 2021 LEADS

Machinery

- **AUSTRALIA:** [Machinery designed to produce Neoprene \(a synthetic rubber\) sheets.](#)
- **MEXICO:** [3D Printers for Automotive Parts](#)
- **MOZAMBIQUE:** [Metal Fabricating Equipment](#)

Plastics

- **ITALY:** [Metal-detectable silicone rubber sheets](#)
- **MEXICO:** [Medical Grade Polypropylene Pellets](#)

Other

- **INDIA:** [300 MT of Steel Mill Kraft \(Dry\) Wastepaper \(monthly\) from U.S. steel mills](#)
- **INDONESIA:** [U.S. Consultant for Gantry Crane Manufacturing](#)
- **FRANCE:** [Railcar Component Materials](#)

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Renewable Energy

- [ECUADOR: Renewable Energy Block](#)
- [ECUADOR: Upcoming Tender for a 200 MW Block of Non-conventional Renewable Generation](#)
- [TRINIDAD & TOBAGO: Design, supply, installation, & commissioning of solar photovoltaic generation system at the Piarco International Airport](#)

Electricity Infrastructure

- [ISRAEL: Distribution Network Cast Resin Power Transformers](#)

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.](#)
- [BRAZIL: Petrobras' Divestment Program – onshore, offshore, and downstream assets](#)
- [BRAZIL: Oil Exploration Open Acreage Opportunities](#)

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ANGOLA: Port of Lobito

The second largest port in Angola, Lobito Port, is open for International Public Tender for the Management and Operation. This port is interconnected to the Benguela railway network with plans to eventually extend into neighboring countries of Zambia and the Democratic Republic of Congo. It has also recently benefitted from Chinese-funded construction, renovation and installation of heavy equipment.

Deadline: September 30, 2021 5:00 pm (Angola time)

For more information: [Manuel Cafala, CS Luanda](#)

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HONG KONG: Twenty-two Passenger Ferries

Sun Ferry Services Company Limited ("Sun Ferry") and Hong Kong & Kowloon Ferry Limited ("HKK") invite Tenders for the design and construction of twenty-two (22) passenger ferries

with carrying capacities between 300 and 1000 passengers for the operations of the six major outlying islands ferry routes in Hong Kong.

Deadline: December 30, 2021 12:00 noon (Hong Kong Time)

For more information: Jeff.Fong@trade.gov

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TRINIDAD & TOBAGO: Potential Partnership Project for Port Authority of Trinidad and Tobago

The Port Authority of Trinidad & Tobago (PATT), invites investors with experience in port investments, development and operations, shipping, logistics and cruise operations to propose business ideas that will support participation in a PPP Landlord model project with the PATT, in any or all of the following areas:

- The Cargo operations at Port of Port Of Spain
- The Cargo and Cruise operations at the POSCA
- Regional Cargo activities at CARICOM wharves
- Cruise shipping operations at PATT 2021

For more information: [Marissa Nicholas](#), US Embassy Port Spain, T&T

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BRAZIL: A Brazilian financial institution is seeking U.S. solid waste processing equipment on behalf of a client.

The list of equipment requested:

- 03 (three) units of an Fertilizer Granulator Organic Waste Shredding Machine, with capacity to process 5 to 50 tons/hour.
- 01 unit of a Waste Sorting Machine to separate plastic bottles from metal residues and other materials. Production capacity of 5 to 60 tons/hour.
- 01 unit of a Medical Waste Incinerator with a processing capacity of 99%.
- 01 unit of a Solid Waste Incinerator with processing capacity of 99%.
- 01 Waste-to-Energy System with gas output of 1500 cubic meters per hour. Material feeding consumption: 750kg per hour. Voltage: 380-420V, 50-60Hz (tailored). Energy production: 500KW-1MW. Caloric gas value: 1000-1200kcal / cubic meter. Gasification efficiency: >75%. Output: 380V.

Note: the bank will purchase the equipment in the United States

Contact: [Thales Demarchi](#)

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EGYPT: The Sovereign Fund of Egypt (SFE) is seeking private-sector partners to build and run 17 new desalination plants at an aggregate cost of about USD 2.5 bn.

Plants will produce a combined 2.8 mn cubic meters of water per day by 2025 — part of a plan to add capacity of 6.4 mn cubic meters a day by 2050. EBRD and the IFC will give technical support and advise on the bidding.

Contact: [Khaled Elzoughbi](#)

EGYPT: Seeking U.S. Design, Supply, Installation and Startup of a mechanical line for municipal solid waste sorting, recycling and compost treatment.

For technical specifications, please reach out.

Contact: [Khaled Elzoughbi](#)

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ISRAEL: Waste-to-Fuel facility

Ralco Group is developing the first Waste-to-Fuel facility in Israel, that will convert post sorted Municipal Solid Waste into clean fuels (hydrogen, clean diesel, SAF, etc.) employing clean gasification technology. The project is at advanced development stage, having obtained relevant government approvals, secured the project site, and signed preliminary feedstock and off-taker agreements.

Seeking: (1) U.S. gasifier technology providers / GTL / Fisher Tropsch providers, preferably with SAF expertise; (2) U.S. Design, Engineering, or EPC companies with Waste-to-Fuel experience.

Deadline: November 2021

Contact: [Naama Altman](#)

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AUGUST 2021 LEADS

MEXICO: Upcoming UNOPS Tender

The United Nations Office for Project Services (UNOPS) signed an agreement with the Mexican Institute of Health for Wellbeing (INSABI) for the procurement of medicines and medical aid supplies for 2021-2024. UNOPS seeks to encourage effective competition, equal participation, and transparency through the modality of international tender bidding, all while ensuring the best price and quality conditions.

For more information, contact Marixell Garcia Marixell.Garcia@trade.gov.

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THAILAND: Medical Tattoo Machine & Stretchmark Tattoo Machine

Thai company M.P.by Dr. Maprang, a cosmetic surgery clinic in Bangkok, is looking for a medical tattoo machine and stretchmark tattoo machine.

Please contact Kornluck (Fame) Tantisaree, Kornluck.Tantisaree@trade.gov, CS Bangkok, with details on any leads you may have, as she can make introductions to the Thai company.

JULY 2021 LEADS

Agribusiness

Contact Alexandra.Natale@trade.gov in Philadelphia or 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

+91 98508 68555

Niraj Khinvasara

niraj@wtc-pune.org

+91 95450 50000

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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

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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

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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](#)

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

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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

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

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

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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. Deadline to submit intention May 18, 2021.
Contact: Fiyona.Guitunga@trade.gov

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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

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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

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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](#)