



# 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 2020 Leads

### **GAMBIA: The Gambia Port of Banjul Redevelopment**

**Background:** The U.S. Embassy in Banjul wishes to inform U.S. companies that the Government of the Republic of The Gambia (GOTG) will soon be seeking competitive bids from third-party investors and contractors to support the redevelopment of the Port of Banjul. The GOTG, through the Ministry of Finance and Economic Affairs and the Gambia Public Procurement Authority, is interested in exploring potential public-private partnership opportunities with U.S. firms, including for port operations. For more information, U.S. firms should reach out to the U.S. Embassy in Banjul for the latest updates on this opportunity.

**Proposal Deadline:** The exact deadline for the release of a competitive tender is not yet known, but it is expected to be determined before the end of 2020.

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

U.S. Embassy Banjul  
Political and Economic Section  
Kairaba Avenue, Fajara, P.M.B. 19  
Banjul, The Gambia  
Email: [PolEconBanjul@state.gov](mailto:PolEconBanjul@state.gov)  
Tel: (220) 439-2856

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### **BULGARIA: Bulgargaz to Pursue Direct Negotiations with American Companies to Purchase LNG**

Bulgaria is looking for spot purchases of American LNG as early as this year. Keen to limit its dependency on Russian gas, Bulgaria has recently taken a 20 per cent share in the under-construction EU-backed LNG terminal in Alexandroupolis, Greece. After signing a commitment to take a 20% ownership stake in the Alexandroupolis Floating Storage Regasification Unit (FSRU) project, as well as, booking capacity for 5 300 000 MWh/year ( $\approx$ 500 m.c.m/year) of LNG at that terminal, the Bulgarian Government committed to diversify its gas supplies. Bulgargaz plans to start negotiations directly with U.S. LNG suppliers/exporters for deliveries via the interconnector Greece-Bulgaria. Bulgaria and Greece are building a new 182 km gas interconnector, called ICBG, with a capacity of 3 billion c. m. per year, which will further increase the possibilities of alternative supplies, as well as competition in the gas market. For more information, contact [Emily.Taneva@trade.gov](mailto:Emily.Taneva@trade.gov), U.S. Embassy Sofia.

- o [Bulgargaz drafted Market Analysis for supply of LNG at Alexandroupolis LNG Terminal 01062020.pdf](#)
- o [More information](#)

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### **LITHUANIA: Energy Efficiency project EUR 135 million Pre-tender**

Provision of a loan of up to EUR 135.0 million, of which EUR 67.5 million is expected to be syndicated, to the Lithuanian Public Investment Development Agency ("VIPA"), an agency of the Ministry of Finance of Lithuania, to finance demand side energy efficiency investments in residential apartment buildings. Project Objectives: The project supports an innovative approach to accelerate the pace of renovation of existing buildings through a combination of long term debt financing, incentives, technical assistance and support for low income households [click here for details](#) and [janelle.weyek@trade.gov](mailto:janelle.weyek@trade.gov) for additional information.

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### **BRAZIL: Petrobras To Contract Engineering Services to Revamp Its Monteiro Lobato Gas Treatment Unit**

Early warning: On October 29, 2020, Petrobras will open a tender in connection with its Monteiro Lobato Gas Treatment Unit (UTGCA). The scope of services are already described at the Petrobras/Petronect opportunity number [7003129194](#). It calls for "analytical consistency services of the basic engineering project, executive engineering project, construction and assembly, tests and commissioning, support to pre-operation, and others to adapt the UTGCA". The project contemplates the construction of natural gas processing unit and two gas treatment units, besides new auxiliary units, utilities, and interconnections. The deadline to submit bids is November 5, 2020. For more information, contact [Regina.Cunha@trade.gov](mailto:Regina.Cunha@trade.gov).

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**SOUTH AFRICA: ArcelorMittal Inviting IPPs to Participate in an RFI for the Supply and Management of its PV Power Plants**

**OVERVIEW** – A subsidiary of ArcelorMittal Holdings, which is a leader in the global steel industry, ArcelorMittal South Africa, is the largest steel producing company on the African continent. With its head office in Vanderbijlpark, the company has six operational sites: Vanderbijlpark, Newcastle, Vereeniging, Pretoria, Thabazimbi and Saldanha, now in care and maintenance.

**OBJECTIVE** – To substantially reduce the blended price of electricity, improve its control of input costs and ensure a stable and secure supply of electricity for its operations, ArcelorMittal South Africa intends to enter into a power purchase agreement (PPA) with an IPP to build, own and operate the planned PV power plants.

Further, the company has repeatedly stated that continued, unaffordable increases on regulated costs, including energy tariffs, are having a seriously negative impact on its financial performance.

[Click here for more info!](#)

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**NIGERIA: Advanced Energy Partners Seeking US Suppliers of LNG and LPG Transport Vessels for Projects at the Nigerian LNG Limited, Bonny Island, Rivers State**

[Click here for more info!](#)

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**PANAMA: 4th Transmission Line - U.S. Industry Input Requested**

The 4th Transmission Line in Panama, which is planned to run along Panama’s Atlantic coast, is a priority project for the U.S.-Panama Working Group under America Crece. The Department of Treasury is engaging Panama’s PPP Secretariat and would like to garner U.S. industry perspectives for the next transmission line tender.

For additional information, please contact [David.Wilbur@treasury.gov](mailto:David.Wilbur@treasury.gov).

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**INDONESIA: RFP Notice – Indonesia Asam Island LNG Project Feasibility Study**

**Close date:** August 24, 2020

The U.S. Trade and Development Agency is funding a feasibility study to support the Indonesia: Asam Island LNG Project (USTDA Activity No. 2020-31012A). Interested U.S. firms may access the Request for Proposals by visiting USTDA's website at: <https://ustda.gov/work/bid-on-an-overseas-project/>.

PT. Nusatama Properta Panbil 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 execute a feasibility study for the development of a liquefied natural gas ("LNG") bunkering and breakbulk terminal on Asam Island in the Malacca Strait (the "Project") in Indonesia.

#### Project Background

In 2015, Panbil received a request from the Government of Indonesia to support the development of Asam Island, located in Karimun District, Kepulauan Riau. The island is approximately 37 kilometers from the Port of Tanjung Pelepas, Malaysia, and 36 kilometers from port facilities on Jurong Island, Singapore. After evaluating multiple use options for the site, Panbil is now seeking to develop an LNG bunkering and breakbulk terminal on Asam Island. The subject feasibility study ("Study") will support Panbil in developing the commercial and design elements of the proposed LNG terminal and breakbulk facilities. Press release: <https://ustda.gov/ustda-and-indonesia-partner-to-develop-critical-gasinfrastructure/>.

#### About the Grantee

PT. Nusatama Properta Panbil is an Indonesian entity headquartered in Batam, Kepulauan Riau, with multiple portfolios in the energy, construction, and industrial real estate sectors. Panbil has been in business for more than two decades and has maintained its longest presence in Batam, where it operates the Panbil Industrial Estate ("Panbil"), comprised of 200 hectares of land, including an industrial area, residential villas, hotel, and residential apartment.

#### About the Study

The goal of the Study is to assess the market opportunity, analyze the economics, conduct preliminary environmental assessments, and develop preliminary design documentation for the Project. The Study will also support the Grantee in tracking regulatory requirements and initiating some legal and financial documentation needed to support the development of the LNG terminal. Up to this point, abundant site options assessment work has been completed by prior Offerors s evaluating the suitability island for terminal operations. This Study will focus on the commercial and design aspects of the LNG terminal based on the Asam Island site. The U.S. firm selected will be paid in U.S. dollars from a \$1,048,550 grant to the Grantee from the U.S. Trade and Development Agency.

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## **June 2020 Leads**

### **PALESTINIAN AUTHORITY: American Rice**

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

A Palestinian trading company is looking for American rice of any type for sale in the Palestinian Authority and elsewhere in the region.

Both bulk and consumer sized packaging is sought.

Any interested companies should contact our office at [info@wtcde.com](mailto:info@wtcde.com) with their complete company descriptions and contact details. We will then introduce the source to the companies listed above.

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### **IRAQ: Aesthetic & Related Beauty Applications**

Our office was approached by an established Iraqi company that is interested in finding the following projects to represent in the Iraqi market:

1. Botox vials and fillers used aesthetic and related beauty applications
2. Other related Aesthetic Beauty Supplies (including all related aesthetic applications or equipment)

Any interested companies should contact our office at [info@wtcde.com](mailto:info@wtcde.com) with their complete company descriptions and contact details. We will then introduce the sources to the companies listed above

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### **ROMANIA: SWIFT Buzau sub-project**

Tenders are expected soon for projects and sub-projects under the EBRD's EUR 20 million financing to the Buzau, Romania water operator. More details on the expansion of this water and wastewater infrastructure program can be found [HERE](#).

**Deadline:** TBD

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

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### **ISRAEL: PPP Tender**

The Government of Israel recently published a Pre-Qualification announcement regarding a PPP tender for the design, financing, construction, operation and maintenance of a biological treatment plant for contaminated groundwater. The estimated value of this project is \$150-160 million. For additional information: see the [official announcement](#)

**Deadline:** Deadline for PQ submissions - September 3, 2020.

**Contact:** [Naama.Altman@trade.gov](mailto:Naama.Altman@trade.gov)

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### **ISRAEL: Products for Gift Baskets for Newborn Babies**

An Israeli importer is looking for baby products to make gift boxes for Newborn Babies & Families. The idea is to create a line of gift boxes to be sent to new parents. The choice of boxes will be at different price levels, with different contents included accordingly. The emphasis is on a high-quality product.

The contents are diverse and can include any of the following: knitted blankets & soft towels from organic fabrics, bamboo diapers, organic and natural baby teething rings, pacifiers, knitted suits, hats, baby brush sets, organic toiletries, scented candles, etc.

The emphasis is on the quality of the products, such as natural ingredients, organic based and/or stylish.

In addition, the company is also looking for solutions for designed box, with an emphasis on the shopping experience - ribbons, branding and silk paper.

The products will be produced under private label for the Israeli company.

Any interested companies should contact our office at [info@wtcde.com](mailto:info@wtcde.com) with their complete company descriptions and contact details. We will then introduce the sources to the company listed above.

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### **ISRAEL: Worker Safety Products, Including for Clean Rooms and PPE**

A major Israeli importer of safety & security technologies to protect workers and facility infrastructures is looking for American manufacturers of these products, including PPE, Gas Detectors, filter-type respirators, gas masks, breathing apparatus, etc.

They are also interested in products for clean rooms and related products, such as: Gloves, Coveralls, Wipes, Sterilisation bags. Also interested in disposable products for research laboratories, clean rooms and anti-static products.

They would like to represent quality American manufacturers for these products.

Any interested companies should contact our office at [info@wtcde.com](mailto:info@wtcde.com) with their complete company descriptions and contact details. We will then introduce the sources to the company listed above.

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**INDIA: Coal India Limited - Supply, Installation and Commissioning of 6 Nos. 24M3/88R Electrical Walking Dragline**

Supply, Installation and Commissioning of 6 Nos. 24M3/88R Electrical Walking Dragline along with Consumable Spares and Consumables for 12 months of Warranty period from the date of commissioning of the Equipment and thereafter Spares and Consumables for a period of 120 months. Quantity Needed: 6.

**Deadline:** July 7, 2020. U.S. manufacturers only. [Tender Notice](#).

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**INDIA: The Northern Coalfields Limited Tender (a subsidiary of Coal India Limited)**

Northern Coalfields Limited (NCL), a subsidiary of Coal India Limited, is inviting manufacturers/agents to bid online on a gear shaft for 20/90 Dragline. NCL is an ISO 14001, ISO 9001 and OHSAS 18001 company with state-of-the-art technological infrastructure and facilities like Belt Pipe Conveyor (BPC) for coal transportation, GPS based Operator Independent Truck Dispatch System (OITDS) and modern CHP (Coal Handling Plants). Please [click here](#) for tender details and CS India contact [Anisha.Shashidharan@trade.gov](mailto:Anisha.Shashidharan@trade.gov).

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**ARMENIA: 200MW Utility-Scale Solar Photovoltaic Project**

The Armenian Government through its Renewable Resources and Energy Efficiency Fund (R2E2) has issued announcement on pre-qualification process for the 200MW utility-scale solar photovoltaic AYG-1 project in Armenia. Please find attached the announcement and the Request for qualification, as well as a web page: <https://r2e2.am/en/announcements/>. By the Republic of Armenia's Ministry of Territorial Administration and Infrastructures request, R2E2 is seeking private developers or consortia for a project to design, finance, build, own, and operate the grid-connected 200 MW solar PV power plant (the Project – AYG-1).

Prequalification applications must be electronically submitted in accordance with the requirements of this RFQ by 17:00 Armenia Time, July 1st, 2020. Prequalification Applications must be packaged, labelled, and submitted in accordance with the requirements of the RFQ by 15:30 Armenia Time, **July 24th, 2020**. Please [click here](#) and [here](#) for project details and contact [tananyant@state.gov](mailto:tananyant@state.gov) who would be happy to provide details and setup a conference call for interested parties.

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### **ARMENIA: Two KfW-financed Tenders for Caucasus Energy Network**

Find two lots (invitations for Pre- Qualifications) available at the Armenia's High Voltage Electric Networks website <http://www.hven.am/en/Announcements/>. The submission deadline is still open for June. (AMT-Armenian time). Questions: Contact Tigran Tananyan [tananyant@state.gov](mailto:tananyant@state.gov).

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### **URUGUAY: Salto Grande Dam Modernization Project**

Improving Salto Grande's Kaplan Turbines: Expression of Interest (EOI) (RG-L1124) for consultancy services in order to study the remaining lifetime, usage, wear, risk analysis and improving options of Salto Grande's Kaplan turbines. Estimated cost of this tender is estimated in 1.8 million USD, financed by an International Development Bank (IDB) loan to be paid directly to the awarded company by the entity Comision Mixta de Salto Grande.

**Deadline:** July 4. New tenders for this project will be announced in June (Purchase of mobile cranes; Purchase of electric transformers) and July (Renovation of Portico cranes and Maintenance of dam gates). [Click here](#) for details and contact [Alicia.Machado@trade.gov](mailto:Alicia.Machado@trade.gov) for more information <https://uy.usembassy.gov>.

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### **THAILAND: Commercial Energy Opportunity on Community Power Plant Project**

The Energy Regulatory Commission (ERC) has disclosed a timeline for "quick win" community power plant project applications. ERC Chairman Mr. Samerjai Sookmek said that the invitation to bid can be announced after the revised Power Development Plan 2018 (PDP 2018 Rev.1) is approved by the Cabinet. He anticipates this to happen in June. Applicants can apply to sell power either to the Provincial Electricity Authority (PEA) or the Metropolitan Electricity Authority (MEA) by **July 31**. The Community Power Plant Power Purchase Management Committee, chaired by the Energy Permanent Secretary, will finalize their decisions by August 31 and the winners will be announced on September 2. Winners must then sign a contract with either the PEA or MEA by December 31 and COD will be 12 months after the contract date. The total target for "quick win" projects is 100 MW and please contact [Suttharud.Liangwonnarn@trade.gov](mailto:Suttharud.Liangwonnarn@trade.gov) for additional information.

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### **LITHUANIA: Energy Efficiency project EUR 135 million Pre-tender**



Provision of a loan of up to EUR 135.0 million, of which EUR 67.5 million is expected to be syndicated, to the Lithuanian Public Investment Development Agency ("VIPA"), an agency of the Ministry of Finance of Lithuania, to finance demand side energy efficiency investments in residential apartment buildings. Project Objectives: The project supports an innovative approach to accelerate the pace of renovation of existing buildings through a combination of long term debt financing, incentives, technical assistance and support for low income households [click here for details](#) and [janelle.weyek@trade.gov](mailto:janelle.weyek@trade.gov) for additional information.

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### **NIGERIA: Nigeria Electricity Transmission Project**

TCN is looking for a SCADA Consultant to supervise the implementation of the SCADA project under the title "Engineering Supervision and Site Management for the Rehabilitation of Transmission SCADA System." TCN is interested in U.S. firms knowing about this consultancy opportunity and bidding for the consultancy service. Opportunity: Consultancy for Engineering Supervision and Site Management of the Rehabilitation of Transmission SCADA Systems. Background: TCN is interested in U.S. firms knowing about this consultancy opportunity and bidding for the consultancy service. <https://tcnpsmu.ng/request-for-expressions-of-interest/>. Deadline: A deadline for the Expression of Interest has not been decided. Once a sufficient number of companies have expressed interest, a deadline will be announced. For more information: TOR is linked [here](#). Power Africa POC: Seun Amoda ([oamoda@powerafrica-npsp.org](mailto:oamoda@powerafrica-npsp.org), [oamoda@gmail.com](mailto:oamoda@gmail.com))

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### **NIGERIA: Port Notel Limited (PNL), major sponsor and promoter of Port Notel Ocean Terminal in Ibeno LGA of Akwa Ibom State.**

Overview:

- Offshore/ocean industrial port facility offering ecologically, friendly, safe and secure port channel/area
- Connected to land by a dual carriage 5-7 Kilometres bridge with Road, Rail and Pipeline networks to link the coast and hinterland area
- At full Operating Capacity (FOC), it will link circa 250 ports in 100 countries across 6 continents
- It will handle a total of 2 million TEU by 2045 and process 2.5 million transshipment containers annually
- Annual revenues of \$1 Billion from Marine/LNG fuel Bunkering, Ship Repairs/Maintenance/Scrap yard, Dry/Wet Bulk Cargos, Fishing/Ecotourism, Real Estate, Free Trade Zone operations, etc.

Target Dates: Completion of 1st phase is 2025, after obtaining all necessary regulatory licenses approvals.

For more information, **please contact:**

Benedicta Nkwoh, Senior Commercial Specialist, ([Benedicta.Nkwoh@trade.gov](mailto:Benedicta.Nkwoh@trade.gov))

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### **ALGERIA: Eurl Contraglobe, Actively Seeking U.S. Partner for Local Tenders**

The Algerian company, [Eurl Contraglobe](#), is actively looking for an engineering office with extensive oil and gas experience in engineering and construction of central production facilities, oil and gas pipelines, gathering stations and relevant buildings and infrastructures; as well as drilling and completion of development wells. The objective would be to bid jointly with Eurl Contraglobe to submit a proposal for a tender announced by one of Sonatrach groups (Algerian National Oil Company). Eurl Contraglobe shall also consider other future cooperation in the Algerian and other African markets. They are available to arrange conferences between Eurl Contraglobe and respective U.S. Companies. Please contact Sr. Commercial Specialist Kamel Achab, U.S. Embassy, Algiers, Algeria at [Kamal.Achab@trade.gov](mailto:Kamal.Achab@trade.gov) or Amr Abdelfattah - Founder and Managing Director at [amr@constraglobe.com](mailto:amr@constraglobe.com).

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### **NORTH MACEDONIA: Construction of a 100 MW Solar Park Project**

State owned company ESM – Power Plants of North Macedonia, issued February 11, 2020 an announcement for public procurement in accordance with country’s Law on Concessions and Public-Private-Partnership (PPP) for construction of a 100 MW solar park project worth an estimated \$87.2 million. The public opening of the tenders is scheduled for May 8, 2020 at 10:00 AM, Skopje local time, at ESM premises. The agreement will have a 35-year term, during which the private investor will pay an annual fee to ESM equal to 10% of the revenue from the sale of the solar park's electricity output at market prices. The project envisages the construction of two 50 MW solar parks at its redundant coal burning TPP of Oslomej, in the western part of the country. The announcement is available here. POC: Mr. Riste Stefanovski at [riste.stefanovski@elem.com.mk](mailto:riste.stefanovski@elem.com.mk) of ESM or Mr. Arben Gega at [gegaa@state.gov](mailto:gegaa@state.gov) of the U.S. Embassy Skopje, North Macedonia.

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### **May 2020 Leads**

#### **ARMENIA: Two KfW-financed Tenders for Caucasus Energy Network**

Find two lots (invitations for Pre- Qualifications) available at the Armenia's High Voltage Electric Networks website <http://www.hven.am/en/Loanprojectstenderannouncements/>. The submission deadline is June 3, 2020 at 12:00p.m. (AMT-Armenian time).

Questions: Contact Tigran Tananyan [tananyant@state.gov](mailto:tananyant@state.gov).

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#### **ALGERIA: Eurl Contraglobe, Actively Seeking U.S. Partner for Local Tenders**

The Algerian company, [Eurl Contraglobe](#), is actively looking for an engineering office with extensive oil and gas experience in engineering and construction of central production facilities, oil and gas pipelines, gathering stations and relevant buildings and infrastructures; as well as drilling and completion of development wells. The objective would be to bid jointly with Eurl Contraglobe to submit a proposal for a tender announced by one of Sonatrach groups (Algerian National Oil Company). Eurl Contraglobe shall also consider other future cooperation in the Algerian and other African markets. They are available to arrange conferences between Eurl Contraglobe and respective U.S. Companies. Please contact Sr. Commercial Specialist Kamel Achab, U.S. Embassy, Algiers, Algeria at [Kamal.Achab@trade.gov](mailto:Kamal.Achab@trade.gov) or Amr Abdelfattah - Founder and Managing Director at [amr@constraglobe.com](mailto:amr@constraglobe.com).

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#### **NIGERIA: Seeking US SME Engineering Firm for Chevron Nigeria Project**

Jimcol Resources Nigeria Limited is a 100% Nigerian enterprise currently based in Port-Harcourt, Rivers State, Nigeria. The company has interests in 5 major business areas:

- Inspection and Testing Services
- Drilling Support Services
- Engineering and Construction Services
- Hospitality and Industrial Catering Services
- Consultancy and Training Services

Please contact [Benedicta.Nkwoh@trade.gov](mailto:Benedicta.Nkwoh@trade.gov) in US Commercial Service's Lagos, Nigeria office.

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#### **NIGERIA: 6MW Power Plant Tender**

The Lagos State Government (LASG) has established a rice mill in the Imota Industrial Park in Lagos, Nigeria. The State government would like 6MW power solution (ideally scalable to 10MW and 16MW) constructed and operated by a private company to service the rice mill and

other ancillary projects in the Imota Industrial Park. LASG is seeking Expressions of Interest (EOI) for the development of a 6MW power plant on a Build, Operate and Transfer arrangement.

Please contact Julius Svoboda of POWER AFRICA [USAID.GOV/POWERAFRICA](https://www.usaid.gov/powerafrica) at [jsvoboda@usaid.gov](mailto:jsvoboda@usaid.gov).

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**NIGERIA: Income Electrix Limited Renewable Solar Power Project**

Income Electrix Limited is Africa's preferred provider of electrical engineering solutions and they are seeking U.S. companies who can supply components for Solar PV Panels (complete with mounting structures), AC String Inverters, AC Combiner Boxes, Step-Up Transformers, Breakers and Control Panels and more.

Please contact [sarah.kenu@incomeelectrix.com](mailto:sarah.kenu@incomeelectrix.com) for additional information or [Benedicta.Nkwoh@trade.gov](mailto:Benedicta.Nkwoh@trade.gov) of CS Lagos, Nigeria.

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**TURKEY: Eti Maden will Establish a Ferrobor Plant**

Turkish company [Eti Maden](#) will establish a Ferrobor plant and will soon conduct a tender for the turnkey supply of such a plant. They are seeking a U.S. partner which can supply the equipment and technology of a Ferrobor plant. Grain size distribution will be proposed by the bidder in accordance with the product standards in the market. They are requesting 2 alternative technical and budget proposals for 5.000 tons/year and 1.000 tons /year ferroboron production capacities.

Please contact [Serdar.Cetinkaya@trade.gov](mailto:Serdar.Cetinkaya@trade.gov) of CS Ankara, Turkey for additional information.

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**NORTH MACEDONIA: Construction of a 100 MW Solar Park Project**

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[riste.stefanovski@elem.com.mk](mailto:riste.stefanovski@elem.com.mk) of ESM or Mr. Arben Gega at [gegaa@state.gov](mailto:gegaa@state.gov) of the U.S. Embassy Skopje, North Macedonia.

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### **ALBANIA: Auction to Build a 140 MW Solar Farm in Karavasta**

The Government of Albania announced on January 20, the auction for a 140 MW solar farm in Karavasta. Major data on the project: Installed Capacity: 140 MW with 70 MW will be traded in the Free Market; 70 MW will be acquired by the Distribution System Operator DSO based on a 15 year Power Purchasing Agreement offering a fixed price (Price would be based on the results on the auction. The auction starts with 55 euro per MW. Interested parties should reach out to the following point of contact at the Ministry of Infrastructure and Energy to GOA POC: Mr. Antonio Bushati at [antonio.bushati@infrastruktura.gov.al](mailto:antonio.bushati@infrastruktura.gov.al) or Ms. Edi Jacallari at [JacellariE@state.gov](mailto:JacellariE@state.gov) of the U.S. Embassy Tirana, Albania.

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### **ISRAEL: Gas Turbine Generator / Engine Generator of 1–10 MW**

[EMS Mekorot](#) (a subsidiary of Israel's state-owned water company) is looking for U.S. suppliers of Gas Engine / Engine Generator ("GEG") of 1–10 MW. In addition to direct procurement for their desalination facilities, EMS is looking to represent relevant U.S. suppliers in Israel.

For additional information see Trade Lead form or contact [Naama.Altman@trade.gov](mailto:Naama.Altman@trade.gov).

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### **TUNISIA: Port Enfidha**

The public Port Enfidha Company (SPE) intends to launch a call for tenders for the studies relating to the provision of services at the containers' loading and unloading dock in the terminals of the first part of the deep-sea port of Enfidha, as well as studies relating to the management scheme of the logistics area next to it.

#### **Submission procedure**

May participate in this call for tenders, consultancy firms and / or joint ventures with other consultancy firms and / or with investment banks and / or with multidisciplinary design offices qualified in the field, having carried out missions of complexity and specificity similar to that of this study and which can satisfy the compliance conditions object of the call for tenders.

The bidder must be registered on the TUNEPS online public purchasing system and can download the specifications free of charge through the website [www.tuneps.tn](http://www.tuneps.tn).

A provisional bond or a bank guarantee, constituting a provisional bond in the amount of Forty-five thousand (45,000) Tunisian Dinars is required.

**Deadline for submission**

July 3, 2020 at 10:00 AM GMT

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**April 2020 Leads**

**ALGERIA: Seeking a U.S. Partner for local tenders**

The Algerian company, Eurl Constraglobe [learn more](#), is actively looking for an Engineering office with extensive Oil and Gas experience in engineering and construction of central production facilities, oil and gas pipelines, gathering stations and relevant buildings and infrastructures; as well as drilling and completion of development wells. The objective would be to **bid jointly** with Eurl Constraglobe to submit a proposal for a **tender** announced by one of **Sonatrach groups** (Algerian National Oil Company). Eurl Constraglobe shall also consider other future cooperation in the Algerian and other African markets. They are available to arrange conferences between Eurl Constraglobe and respective U.S. Companies. Please contact Sr. Commercial Specialist Kamel Achab, U.S. Embassy, Algiers, Algeria at [Kamal.Achab@trade.gov](mailto:Kamal.Achab@trade.gov) or Amr Abdelfattah - Founder and Managing Director at [amr@constraglobe.com](mailto:amr@constraglobe.com).

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**GHANA: Anaerobic Digester**

Biogas anaerobic digester to handle 5000 hogs affluence and other farm waste from produce gas; electricity and organic fertilizer.

**Contact:** Victoria Agbai at [victoria.agbai@trade.gov](mailto:victoria.agbai@trade.gov)

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**ISRAEL: PPP Tender**

The Government of Israel recently published a Pre-Qualification announcement regarding a PPP tender for the design, financing, construction, operation and maintenance of a biological treatment plant for contaminated groundwater. The estimated value of this project is \$150-160 million. For additional information: see the official announcement,

**Deadline:** Deadline for PQ submissions - September 3, 2020.

**Contact:** [Naama.Altman@trade.gov](mailto:Naama.Altman@trade.gov)

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### **NIGERIA: Water Implementation for Agriculture**

Opportunity: To assist USAID implement water for agriculture in Adamawa, Borno and Yobe (BAY-WAFA), awardee, Catholic Relief Service will undertake to rehabilitate/construct water points (earth dams, weirs, diversion –gravity systems, boreholes and basin irrigation systems) in 7 Local Government Areas.

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

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### **March 2020 Leads**

#### **ISRAEL: Israel JV Opportunity**

An Israeli company has registered a patent for a new concept of Endotracheal Tube Holder.

They are looking for a suitable US manufacturer capable and interested and connect them with the management of GMC for the negotiation on the feasibility to cooperate.

This medical device serves patients in intensive care units (ICU) who are usually ventilated with Endotracheal Tube (ETT) that goes through the mouth into the trachea. The ETT must be anchored fast and unable to move. Slippage and movement of the ETT can cause destabilization in the patient's condition and can be disastrous.

The limitations of existing solutions include:

1. Combining other treatments that are needed for the patients such as oral care 3 times a day to prevent Ventilator Associated Pneumonia (VAP).
2. Not saving the diameter of the ETT and sometimes even full blocking of the ETT.
3. Causing limitation of the patient's head movements.
4. Causing risks of secondary injury to the patient (such as irritation of facial skin, pressure ulcers).
5. Not possible to use on different kinds of patients (men with facial hair, people with sensitive skin, etc.).
6. Changing the patient's position or oral care require opening and re-fixation.
7. Instability of the device during attachment.
8. No combination with gastric tube fixation.

The invention consists of an ETT holder characterized by the following features:

- Protects facial hair and sensitive skin.
- Combines with a part that prevents the patient from biting the ETT.
- Combines with gastric tube fixation.

This new approach represents a new concept in the fixation of the breathing tube, which is now at a distance from the patient's mouth. Not only is this method safe, as opposed to the former method, but it has also neutralized the possibility of infection by removing the fixation from the patient's mouth.

The contact seeks to locate the most suitable manufacturer, sign an NDA and connect them with the management to review the feasibility of cooperation.

For more information, please contact our office at [info@wtcde.com](mailto:info@wtcde.com).

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#### **PAKISTAN: USA Medical Insurance Companies**

RFP by local provincial government for USA medical insurance companies to partner with.

**Contact:** [tashfeen.mehdi@trade.gov](mailto:tashfeen.mehdi@trade.gov)

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#### **SAUDI ARABIA: Hospital Operator**

Large Saudi government entity looking for hospital operator to manage and operate its secondary 50-60 bed hospital with several clinics.

**Contact:** [anwar.shaqhan@trade.gov](mailto:anwar.shaqhan@trade.gov)

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#### **ISRAEL: BOT Project including finance, design, construction, operation, maintenance and transfer of a sea-water desalination facility**

The Israeli Government issued on January 22nd a Pre-Qualification Announcement for a BOT Project estimated at \$750 million. The project includes finance, design, construction, operation, maintenance and transfer of a sea-water desalination facility at the Western Galilee, with production capabilities of at least 100 million m<sup>3</sup> /year. The Israeli Government is inviting



interested international companies or consortia of entities (joint ventures) with relevant experience to participate.

**Deadline:** April 30, 2020

**Contact:** [Naama.Altman@trade.gov](mailto:Naama.Altman@trade.gov)

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### **JORDAN: Tendering a National Water Carrier project**

The Hashemite Kingdom of Jordan's Ministry of Water is tendering a National Water Carrier project tentatively dubbed the Aqaba-Amman Conveyance (AAC). The AAC is conceived as a \$1.5 Build-operate-transfer (BOT) anchored by a \$1.2B desalination facility in Aqaba and featuring a 350-mile pipeline to connect water projects south to those in the central and northern regions.

**Deadline:** May 31, 2020

**Contact:** [Fred.Aziz@trade.gov](mailto:Fred.Aziz@trade.gov)

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### **JORDAN: Non-Revenue Water (NRW) reduction activities**

Jordan Water Company (Miyahuna), the water utility of Amman, Jordan, is issuing a Request For Proposal (RFP) to the international or local Jordanian firms to conduct (fixed fees plus incentive based) Non-Revenue Water (NRW) reduction activities within Miyahuna's service area. <https://miyahuna.com.jo/en/tenders>

**Deadline:** April 5, 2020

**Contact:** [Fred.Aziz@trade.gov](mailto:Fred.Aziz@trade.gov); [Suzan.Barbour@trade.gov](mailto:Suzan.Barbour@trade.gov)

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### **SLOVAKIA: Solar Facilities with Installed Capacity from 100KW to 2MW**

In 2018, Slovakia adopted a new clean energy and co-generation support scheme – introduced by an amendment to the Act on Support of Renewable Energy Sources and High Efficiency Combined Heat and Power (Act No. 309/2009 Coll). On February 4<sup>th</sup> 2020, the Slovak Economy Ministry launched the first auction soliciting bids for new producers of renewable energy (RES). Successful bidders will receive feed-in premium payments on top of the wholesale electricity price under 15-year power purchase agreements. The deadline for submitting bids is April 30. All the necessary

information (in Slovak) is posted here: <https://www.economy.gov.sk/energetika/vyzva-na-predkladanie-ponuk-na-zariadenia-s-pravom-na-podporu>.

**Deadline:** April 30, 2020

**Contact:** Marián Volent, Head of U.S. Commercial Section, U.S. Embassy - Bratislava, Slovakia, Tel: (O)+421-2-5922-3510, [marian.volent@trade.gov](mailto:marian.volent@trade.gov)

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### **NORTH MACEDONIA: Construction of a 100 MW Solar Park Project**

State owned company ESM – Power Plants of North Macedonia, issued February 11, 2020 an announcement for public procurement in accordance with country's Law on Concessions and Public-Private-Partnership (PPP) for construction of a 100 MW solar park project worth an estimated \$87.2 million. The public opening of the tenders is scheduled for May 8, 2020 at 10:00 AM, Skopje local time, at ESM premises. The agreement will have a 35-year term, during which the private investor will pay an annual fee to ESM equal to 10% of the revenue from the sale of the solar park's electricity output at market prices. The project envisages the construction of two 50 MW solar parks at its redundant coal burning TPP of Oslomej, in the western part of the country. The announcement is available [here](#).

**Contact:** Mr. Riste Stefanovski at [riste.stefanovski@elem.com.mk](mailto:riste.stefanovski@elem.com.mk) of ESM or Mr. Arben Gega at [gega@state.gov](mailto:gega@state.gov) of the U.S. Embassy Skopje, North Macedonia

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### **NIGERIA: 6MW Power Plant Tender**

The Lagos State Government (LASG) has established a rice mill in the Imota Industrial Park in Lagos, Nigeria. The State government would like 6MW power solution (ideally scalable to 10MW and 16MW) constructed and operated by a private company to service the rice mill and other ancillary projects in the Imota Industrial Park. LASG is seeking Expressions of Interest (EOI) for the development of a 6MW power plant on a Build, Operate and Transfer arrangement.

**Contact:** Julius Svoboda of POWER AFRICA [USAID.GOV/POWERAFRICA](http://USAID.GOV/POWERAFRICA) at [jsvoboda@usaid.gov](mailto:jsvoboda@usaid.gov).

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### **KENYA: RFP for CSEM and MT Survey at Lamu Basin**

The Ministry of Petroleum and Mining - State Department for Petroleum (MOPM-SDP) invites sealed proposals for eligible firms to conduct a pre-licensing round multi-client 3D controlled

source electromagnetic (CSEM) and Magneto telluric (MT) survey processing inversion and integration of the newly acquired data with the 3D seismic data in the shallow offshore area of the Lamu Basin.

**Contact:** Mary M. Masyuko of the U.S. Commercial Service, Nairobi, Kenya at [Mary.Masyuko@trade.gov](mailto:Mary.Masyuko@trade.gov) for details. [Tender details](#)

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### **ALBANIA: Auction to Build a 140 MW Solar Farm in Karavasta**

The Government of Albania announced on January 20, the auction for a 140 MW solar farm in Karavasta. Major data on the project: Installed Capacity: 140 MW with 70 MW will be traded in the Free Market; 70 MW will be acquired by the Distribution System Operator DSO based on a 15 year Power Purchasing Agreement offering a fixed price (Price would be based on the results on the auction. The auction starts with 55 euro per MW. Interested parties should reach out to the following point of contact at the Ministry of Infrastructure and Energy to GOA.

**Contact:** Mr. Antonio Bushati at [antonio.bushati@infrastruktura.gov.al](mailto:antonio.bushati@infrastruktura.gov.al) or Ms. Edi Jacallari at [JacellariE@state.gov](mailto:JacellariE@state.gov) of the U.S. Embassy Tirana, Albania.

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### **NEPAL: Transmission Lines and Substations Construction Opportunity**

Millennium Challenge Account-Nepal (MCA-Nepal) has announced opportunities to construct 300 km of 400 kV transmission lines and three (3) substations in central Nepal. The contracts are funded through a \$500M US Government Millennium Challenge Corporation grant to Nepal. Invitation for Bids will be announced by mid-February for transmission lines and substations works. Click [here](#) to access MCA-Nepal's procurement site.

**Contact:** Molly Rivera-Olds, U.S. State Department Kathmandu at [Rivera-OldsM@state.gov](mailto:Rivera-OldsM@state.gov) or Abhishek Basnyat, U.S. State Department Kathmandu at [basnyatAP@state.gov](mailto:basnyatAP@state.gov) for more information.

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### **NIGERIA: Income Electrix Limited Renewable Solar Power Project**

[Income Electrix Limited](#) is Africa's preferred provider of electrical engineering solutions and they are seeking U.S. companies who can supply components for Solar PV Panels (*complete with mounting structures*), AC String Inverters, AC Combiner Boxes, Step-Up Transformers, Breakers and Control Panels and more.

**Contact:** [sarah.kenu@incomelectrix.com](mailto:sarah.kenu@incomelectrix.com) for additional information or [Benedicta.Nkwoh@trade.gov](mailto:Benedicta.Nkwoh@trade.gov) of CS Lagos, Nigeria.

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**TURKEY: Eti Maden will Establish a Ferrobor Plant**

Turkish company [Eti Maden](#) will establish a Ferrobor plant and will soon conduct a tender for the turnkey supply of such a plant. They are seeking a U.S. partner which can supply the equipment and technology of a Ferrobor plant. Grain size distribution will be proposed by the bidder in accordance with the product standards in the market. They are requesting 2 alternative technical and budget proposals for 5.000 tons/year and 1.000 tons /year ferroboron production capacities.

**Contact:** [Serdar.Cetinkaya@trade.gov](mailto:Serdar.Cetinkaya@trade.gov) of CS Ankara, Turkey.

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**CYPRUS: The Natural Gas Public Company (DEFA) is finalizing an Owner's Engineer Tender**

The Natural Gas Public Company (DEFA) is finalizing an Owner's Engineer tender [Press release](#) to release before the end of the year and plans to award the contract within two months of bid submissions. DEFA is required to put a target price in the procurement documents, which will likely be a percentage of the LNG infrastructure development tender project that DEFA just signed a contract award for, worth €290 million (or approximately US\$324 million). The tender will be available online through the government's e-procurement website: [Tender details](#).

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**ISRAEL: Gas Turbine Generator / Engine Generator of 1–10 MW**

[EMS Mekorot](#) (a subsidiary of Israel's state-owned water company) is looking for U.S. suppliers of Gas Engine / Engine Generator ("GEG") of 1–10 MW. In addition to direct procurement for their desalination facilities, EMS is looking to represent relevant U.S. suppliers in Israel. For additional information see Trade Lead form or contact Naama Altman.

**Contact:** [Naama.Altman@trade.gov](mailto:Naama.Altman@trade.gov).

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**ISRAEL: PQ for Solar PV Power Plant Project with Energy Storage, 300 MW**

The Israeli Government issued on January 22<sup>nd</sup> a Pre-Qualification announcement for a BOT Project of a Solar PV Power Plant (approximately 300 MW), near the city of Dimona. This will be

the largest solar project in Israel, as well as the first to require energy storage capabilities. The PQ submission date is May 26, 2020. For the full PQ notification see the following [click here for link](#).

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**HAITI: Improving Electricity Access in Haiti**

The general objective of this project is to increase reliable electricity access in Haiti that promotes economic development and the strengthening of the sector's governance. The specific objectives are: (i) development of decentralized electrical minigrids with private sector participation; (ii) foster the supply of electricity with Renewable Energy (RE) in the *Parc Industriel de Caracol* (PIC); and (iii) strengthening sector regulatory and planning capabilities.

**Contact:** [Belen Gallegos](#), Commercial Liaison, Inter-American Development Bank, or [click here](#).

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**PAKISTAN: ACT Wind (Pvt) LTD seeks U.S. suppliers for Wind Farm**

ACT Wind is a 30MW Wind Farm operating since 2016 outside of Karachi and supplies electricity to the National Grid. ACT Wind sister Company (AVS) is one of the oldest trading companies in Pakistan. ACT is seeking U.S. suppliers of Battery Storage, Condition Monitoring, Solar Invertors, Electrical Switchgear, Electric vehicles, Wind Power Plant O&M Services.

**Contact:** CS Tashfeen Mehdi of Karachi, Pakistan at [Tashfeen.Mehdi@trade.gov](mailto:Tashfeen.Mehdi@trade.gov). [Tender details](#)

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**PAKISTAN: Islamabad Company Seeking to Import 200k – 300k MT of LPG and Gasoline Annually.**

**Contact:** [AyanAli.Khan@trade.gov](mailto:AyanAli.Khan@trade.gov), U.S. Embassy Islamabad.

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**BRAZIL: Petrobras' Divestment Program – onshore, offshore, and downstream assets**

National oil company Petrobras has announced additional teasers regarding its ongoing asset divestment program. Interested U.S. companies can view them [here](#).

**Contact:** [Regina.Cunha@trade.gov](mailto:Regina.Cunha@trade.gov)

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## **BRAZIL: Open Oil Acreage Opportunities**

The Brazilian National Energy Policy Council (CNPE) has authorized Brazil's Oil and Gas Regulator (ANP) to keep oil blocks not awarded in previous oil leasing rounds on permanent offer to interested oil companies. They represent a total of 846 areas or blocks, in thirteen different basins, with a total area of 285,400 km<sup>2</sup>. In July 2018, ANP published the contract notice and model for concession licenses from the permanent offer. More details on the Open Acreage opportunities can be seen [here](#).

Contact: [Regina.Cunha@trade.gov](mailto:Regina.Cunha@trade.gov).

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## **February 2020 Leads**

### **JORDAN/ QATAR**

#### **1. Wound Care Dressings, Syringes & Related Single Use Products**

The company is looking for a manufacturer of medical sundry / consumable products (e.g. 3M or Cardinal Health) with a large line from wound care dressings, syringes, catheters, gauze, single use and related products, etc.

#### **2. Single Use Trays for Operating Rooms & Other Procedures**

The company is looking for a manufacturer or exporter that specializes in single use trays. This is a growing market due to concerns surrounding infection prevention, the cost of reusable instruments and maintenance. The target firm can manufacture the items or outsource for the instruments and assemble the trays. The simplicity of combining a few basic instruments used in OBGYN, emergency room, dental or anesthesia is the angle the company wishes to approach.

For more info: Email us at [info@wtcde.com](mailto:info@wtcde.com).

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**Contact:** [sarah.kenu@incomeelectrix.com](mailto:sarah.kenu@incomeelectrix.com) or [Benedicta.Nkwoh@trade.gov](mailto:Benedicta.Nkwoh@trade.gov) of CS Lagos, Nigeria.

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### **PAKISTAN: Karachi Water and Sewer Board (KWSB)**

KWSB has numerous projects in the pipeline to include some with World Bank financing up to \$1.6 Billion USD and USAID funding as well. Please reach out to Tashfeen Mehdi at [Tashfeen.Mehdi@trade.gov](mailto:Tashfeen.Mehdi@trade.gov). Please note EOI for Consultants is required by Feb 17th.

Few examples: Pumping station of 4 x 65 MGD Pumps plus 2 standbys, Pumping station of 4 x 25 MGD Pumps and 1 standby, 50 MW Powergen, New Water Pipelines, New Sewage Lines and more.

**Contact:** [Tashfeen.Mehdi@trade.gov](mailto:Tashfeen.Mehdi@trade.gov)

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### **Open Call for System Change Grants**

Co impact, a fiscally sponsored project of New Venture Fund., invites Proposals for Systems-Change Grants to bring about significant and enduring improvements for millions of women and men in the Global South. up to \$25 million Focused on the Global South. Grants can range between \$10 million to \$25 million for a period of five years. Targeted areas include:

health, education, and economic opportunity, and to address gender equity and inclusion in meaningful ways. It also invests in strengthening program partners so that they can develop critical capabilities needed to effectively advance systems change.

**Contact:** <https://www.co-impact.org/wp-content/uploads/2020/01/CO021-Round-3-OpenCall-English.pdf>



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### **EURASIA: U.S.-Russia Peer-to-Peer Dialogue Program (P2P)**

Eurasia Foundation, with the support of the U.S. Embassy in Moscow, welcomes applications from nonprofit organizations and institutions for innovative projects designed to promote peer-to-peer collaboration and long-term engagement between Russians and Americans on topics of mutual interest. Projects proposing U.S.-Russia partnerships between previously unaffiliated organizations will be given priority consideration. Applicants may request up to \$55,000 for projects aimed at fostering or expanding U.S.-Russian ties. All project activities and deliverables should be completed within twelve months and end before August 31, 2021.

**Contact:** <https://www.usrussiap2p.org/request-for-applications>

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### **ALBANIA: Tirana Orbital Forest - Technical, Economic, Financial, Environmental and Social Due Diligence**

The EBRD seeking a consultant (the "Consultant") with a team of national and international Consultants) to prepare a comprehensive technical, financial, environmental and social analysis of the a loan facility of up to EUR 7 million to the City of Tirana , Albania to finance an orbital forest around the City (the "Project"). The Bank's facility will be co-financed by an investment grant of up to EUR 1.75 million by the Green Climate Fund ("GCF"). The Project Consultant will assess its feasibility and determine the most effective means of its installation and management.

**Contact:** <https://www.ebrd.com/work-with-us/procurement/pn-82188.html>

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### **BOSNIA and HERZEGOVINA: Large Multiyear Construction, Project in Bosnia and Herzegovina**

The European Bank for Reconstruction and Development has announced an Invitation for Tenders for the Bosnia and Herzegovina / Republic of Srpska Corridor Vc through Republic of Srpska: Doboj Bypass. This is an Invitation for First Stage Proposals for the Design and Construction of Doboj Bypass: section Bridge Rudanka (including the Bridge)-tunnel Putnikovo Brdo 2 including road, tunnels, bridge and viaduct.

**Contact:** [Mr. Davor Vuckovic](#), Eng. for Motorway Construction

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### **TURKEY: Municipal and Environmental Infrastructure, Transport**

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

Consultant wanted to provide technical, economic and environmental; social assessment of the investment for Ankara Bus Project - Technical, Financial, Environmental and Social Due Diligence

**More Info:** [Click here.](#)

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### **TAJIKISTAN: Nurek Water and Wastewater Project**

For the supply of personal computers, printers, telecommunications equipment and other associated IT equipment and its installation including arrangement of local network in the administration building of the Purchaser. The contract should be completed within 4 months.

**More Info:** [Click here.](#)

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### **January 2020 Leads**

#### **URUGUAY/ARGENTINA: Salto Grande Dam Renovation Project**

This is a call for expression to consulting firms and/or APCAs, with experience and prestige, internationally recognized in the elaboration of integral executive renovation projects of 500 kV plants.

Preparation of the executive project for the integral renovation of the four (4) 500 kV stations implies the following systems and equipment: maneuvering equipment, protection, control and command systems, measurement and communication, auxiliary systems and parameter monitoring, including the preparation of technical specifications of the bidding documents for contracting the supply, assembly and commissioning in service of the aforementioned interventions. The estimated budget for the consulting service to be hired will be US \$ 725,000. Due date by March 3rd, 2020

**Contact:** [Alicia Machado](#)

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#### **CAPE VERDE: ROI Installation of Two Solar Power Plants, 5 MW**

The Cape Verde government is requesting expressions of interest for Independent Power Producers to install two solar power plants of five megawatts each on the islands of Sal and São Vicente, according to an announcement from the National Directorate for Industry, Trade and Energy. The Procurement Notice for the Expression of Interest is available at: [Procurement](#)

[Notice for Expressions of Interest](#). The deadline for submission of Expressions of Interest is January 31st, 2020. After the completion of the solar parks, Cape Verde will produce 68.6 megawatts of energy using solar photovoltaic and wind systems. For more information, visit <https://www.energiasrenovaveis.cv/>.

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### **ISRAEL: Gas Turbine Generator / Engine Generator of 1–10 MW**

[EMS Mekorot](#) (a subsidiary of Mekorot, Israel’s state-owned water company) is looking for U.S. suppliers of Gas Turbine Generator / Engine Generator of 1–10 MW. In addition to direct procurement for their desalination facilities, EMS is looking to represent relevant U.S. suppliers in Israel. [Trade Lead Requests](#)

**Contact:** [Naama Altman](#)

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The general objective of this project is to increase reliable electricity access in Haiti that promotes economic development and the strengthening of the sector’s governance. The specific objectives are: (i) development of decentralized electrical minigrids with private sector participation; (ii) foster the supply of electricity with Renewable Energy (RE) in the Parc Industriel de Caracol (PIC); and (iii) strengthening sector regulatory and planning capabilities.

**Contact:** [Belen Gallegos](#), Commercial Liaison, Inter-American Development Bank, or [click here](#).

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### **PAKISTAN: Company Seeking to Import 200k – 300k MT of LPG and Gasoline Annually**

**Contact:** [Mr. Ayan Ali Khan](#), U.S. Embassy Islamabad.

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### **BRAZIL: Petrobras’ Divestment Program – onshore, offshore, and downstream assets**

National oil company Petrobras has announced additional teasers regarding its ongoing asset divestment program. Interested U.S. companies can view them at <https://www.investidorpetrobras.com.br/en/results-and-notice/teasers>.

**Contact:** [Regina Cunha](#), U.S. Commercial Service Rio de Janeiro.

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### **BRAZIL: Open Oil Acreage Opportunities**

The Brazilian National Energy Policy Council (CNPE) has authorized Brazil's Oil and Gas Regulator (ANP) to keep oil blocks not awarded in previous oil leasing rounds on permanent offer to interested oil companies. They represent a total of 846 areas or blocks, in thirteen different basins, with a total area of 285,400 km<sup>2</sup>. In July 2018, ANP published the contract notice and model for concession licenses from the permanent offer. More details on the Open Acreage opportunities can be seen at <http://rodadas.anp.gov.br/en/open-acreage>.

**Contact:** [Regina Cunha](#), U.S. Commercial Service Rio de Janeiro.

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### **TUNISIA: Looking for US Partners with The Know-How and Expertise in Industrial Waste Management**

**Opportunity:** Tunisian company [AMAL](#) specializes in Environmental Services, Solid Control, Industrial and Petroleum Waste Management, Sites Depollution and CPF cleaning services. The company is expanding its activity in North Africa (a subsidiary in Algeria, a future subsidiary in Libya, spot projects in Mauritania) and is looking for US partners with the know-how and expertise in industrial waste management. This could be an interesting opportunity for US companies which want to participate in tenders in the region with the assistance of a local company expert in the field.

**Contact:** [Ms. Maha Ben Slimene](#)

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### **MOZAMBIQUE: Seeking US Suppliers in The Form of Financial Investors, Equipment Suppliers, and/or Civil Contractors**

**Opportunity:** eleQtra is working on flood control and water (river) management in connection with construction of a hydropower plant in Mozambique. They are seeking US suppliers in the form of financial investors, equipment suppliers, and/or civil contractors. The Pavua Project entails the development of a reservoir and hydropower plant on the Pungwe River in Sofala Province. The Project will be engineered not only for power generation, but also for downstream regulation of the river (to alleviate flooding, ensure minimum flow to guarantee sufficient water for the city of Beira, and increase the overall climate resiliency in the region). It is anticipated that the project will comprise a 130m high dam and have an installed capacity of up to 168MWp (two-unit powerhouse of 2x 80 MWp with a third, smaller ecological flow turbine rated at 8 MWp to capture energy from required ecological flows when the main turbine units are not operational). eleQtra is particularly interested in finding a Water Developer and investor to assist

with the implementation of the water regulation component of the project.

Contact: [Lauren.Thomas@eleQtra.com](mailto:Lauren.Thomas@eleQtra.com)

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**ISRAEL: Looking for Suppliers of On-Site Hypochlorite Generation Systems and UAV's for Joint R&D**

**Opportunity:** [EMS Mekorot](#) (a subsidiary of Mekorot, Israel's state-owned water company) is looking for:

- Suppliers of **On-Site Hypochlorite Generation Systems** operated by electrolyzing a brine solution (both for direct procurement + to serve as representative of relevant U.S. suppliers in the Israeli market).
- Suppliers and operators of UAV's for joint R&D, in view of employing **UAV's for cloud seeding and rain enhancement activity**. Some UAV companies are already conducting pilot studies in this field.

Contact: [Mr. Boaz Kiper](#) and [Ms. Naama Altman](#)