



# 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).

## November 2020 Leads

### Electricity Infrastructure

- **ISRAEL:** [Pre-Qualification Announcement - Sale of East Hagit Gas-Powered Generation Site](#)
- **JORDAN:** [JEPCO 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](#)

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## 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)

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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](#)

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### **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).

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### **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).

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**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).

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**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](#)

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## September 2020 Leads

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

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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### **COSTA RICA: Ministry of Education Broadband Expansion**

Fundacion Omar Dengo invites eligible bidders to submit proposals to provide Internet connectivity and perimeter security and intelligence to the 2,139 Ministry of Education sites (schools, high schools, and administration centers) throughout Costa Rica. Installation is scheduled to be relatively quick, with full project completion specified at 224 working days, at a stated rate of 200 sites per month.

Companies or consortiums that choose to bid on the project must meet all specifications, including a \$240,000 participation guarantee, with the determination of the winner based on price. You can find more information here: <http://fod.ac.cr/licitaciones/>

**Bid Number:** 2020PPI-000001-PROV-FOD

**Proposal Deadline:** October 16, 2020, 9:00 GMT-6

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

U.S. Embassy San Jose

Calle 98 Vía 104, Pavas

San José, Costa Rica

Email: [SanJosePolEcon@state.gov](mailto:SanJosePolEcon@state.gov)

[Ricardo.Cardona@trade.gov](mailto:Ricardo.Cardona@trade.gov)

Tel: +506 2519-2000

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### **PANAMA: Panama Canal Water Management System**

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

The Panama Canal Authority is seeking potential offerors for the engineering, design and construction of a new water management system to guarantee an adequate water supply for canal operations and local consumption over the next 50 years.

The Panama Canal has published a Request for Qualifications and plans to shortlist the most-qualified firms by the end of 2020. Selected bidders will then be invited to submit proposals for a portfolio of water management projects. Interested bidders should submit their Statement of Qualification through the official Panama Canal Online Tender System by selecting tender number 186071 here: <https://apps.pancanal.com/sli/>.

**Proposal Deadline:** November 12, 2020 at 13:00GMT-5.

**Point of Contact:**

Kerube Del Carmen De Sinclair

Email: [kodubersinclair@pancanal.com](mailto:kodubersinclair@pancanal.com)

Tel: +507-276-2603

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**SOUTH AFRICA: RFP for New Power Generation Capacity**

The South African Department of Mineral Resources and Energy seeks to procure 2,000 MW of new generation and supply capacity from a range of energy technologies. This Request for Proposals for new generation capacity falls under the “Risk Mitigation Independent Power Producer Procurement Programme” (RMIPPPP).

The RFP is based on the following criteria:

- It will be technology agnostic
- It will be based on the plant-performance needs of the electricity system operator
- It will procure dispatchable flexible generation that should be able to provide energy, capacity and ancillary services
- It should be able to operate between 5:00 am to 9:30 pm SAST
- It must have an automatic generation control load following ability and flexible capacity factor; it must also be “scalable” with changing capacity requirements
- Must be able to connect power to the grid by June 2022

The contracted capacity of an awarded project shall be between 50 and 450 MW, subject to availability and transmission evacuation capacity at the connection point. The project can comprise of a single facility using a single technology solution on a single project site, as well as more than

one facility using different technology solutions on single or multiple project sites. The RMIPPPP will provide for long-term power purchase agreements up to 20 years, and bidders are expected to commit to job creation, socio-economic development, supplier and enterprise development, and skills development. Stringent local content thresholds and targets are included to provide impetus to the local construction and manufacturing sectors.

Note that the RFP will be released to prospective bidders that completed an electronic registration form and paid a nonrefundable fee of ZAR 25,000 for each prospective project. Additionally, there will be a virtual bidders conference at a date TBA before the bid submission deadline.

**Link for more information:**

Information on the RMIPPPP RFP and associated processes can be accessed online at [www.ipp-rm.co.za](http://www.ipp-rm.co.za).

**Proposal Deadline:**

Due to the emergency nature of the RMIPPPP, the objective is to procure energy from projects that are near ready. The timelines are short to ensure that electricity can be connected to the grid as soon as possible.

- RFP release in the market: August 23, 2020
- Bid Registration and Notification Open: August 24, 2020
- Bid Registration & Notifications Close: October 30, 2020
- Bid Submission: November 24, 2020
- Preferred Bidder announcement (Estimated): December 15, 2020
- Anticipated Financial Close: April 30, 2021

**Point of Contact:**

Enquiries should be directed to the Project Officer by way of email addressed to: [query@ipp-rm.co.za](mailto:query@ipp-rm.co.za).

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**PAKISTAN: Copper Wire Scrap and Copper Pipes**

A Pakistani firm is seeking suppliers of Grade A copper wire scrap and copper pipes. They are seeking 1,000 tons/month from U.S. suppliers only (no re-sellers or commission agents).

Contact: Tashfeen Mehdi at [tashfeen.mehdi@trade.gov](mailto:tashfeen.mehdi@trade.gov).

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## Electricity Infrastructure

- **SURINAME:** [Development of Renewable Energy, Energy Efficiency and Electrification](#)
- **THAILAND:** [Supply and deliver Power Transformer for transmission project](#)
- **MOZAMBIQUE:** [EPC for Substation refurbishment](#)
- **SOUTH AFRICA:** [RFP for 2,000 MW under South Africa Risk Mitigation Procurement Programme](#)

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## August 2020 Leads

### **BRAZIL: Low energy consumption sludge dryers, MBBR or Biofilm, and Disc filters**

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)

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### **SERBIA: Domestic glass recycling and glass bottle production project**

The Serbian Chamber of Commerce is seeking to begin a domestic glass recycling and glass bottle production project. There are opportunities for equipment suppliers, operators, and an EPC for facility construction, with industrial and government support. EXIM Bank and the DFC are also supporting projects in the country.

**Contact:** Suzanne Platt at [Suzanne.Platt@trade.gov](mailto:Suzanne.Platt@trade.gov).

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### **TURKEY: Water treatment, odor management, industrial biocleaning, and reducing sludge production in water treatment plants**

Envirotek, an environmental products distributor company, is seeking to represent U.S. companies with the following technologies: Environmentally friendly and non-toxic water treatment, odor management, industrial biocleaning, and reducing sludge production in water treatment plants.

**Contact:** Yaprak Cakilcioglu at [Yaprak.Cakilcioglu@trade.gov](mailto:Yaprak.Cakilcioglu@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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### **SINGAPORE: Call for Proposals**

Temasek Foundation published the Ecosperity Innovations Call for Proposals to fund and support ideas and innovations for actual application through commercialization and enterprise, to bring about impactful improvements to the livability of the Singapore community and beyond.

**Deadline:** September 30, 2020

**Contact:** Sherry Ng at [Sherry.Ng@trade.gov](mailto:Sherry.Ng@trade.gov).

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### **Coal**

- **INDIA:** [Central Coalfields Limited Seeks Development and Operationalization of Kotre Basantpur Pachmo OCP for 25 Years in MDO Mode](#)

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### **Electricity Infrastructure**

- **ETHIOPIA:** [Ethiopia Electric Utility \(EEU\) Procurement of Design, Manufacturing, Supply, Installation, and Commissioning of Advanced Metering Infrastructure \(GPRS Meters and Associated Facilities\) System](#)
- **MOZAMBIQUE/MALAWI:** [Design, Supply, Installation, Commissioning & Handing Over of a new 400 kV Overhead Transmission Line](#)



- **MOZAMBIQUE/MALAWI:** [Design, Supply & Installation, Commission and Handover of Multiple Substations](#)
- **NIGERIA:** [Engineering Supervision and Site Management for the Rehabilitation of Transmission SCADA System](#)
- **THAILAND:** [Electricity Generating Authority of Thailand \(EGAT\) : Invitation to Bid - Supply of Current Transformer and Coupling Capacity Voltage Transformer](#)

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## Oil and Gas

- **BRAZIL:** [Construction of Natural Gas Processing Unit and Two Gas Treatment Units Project](#)
- **BULGARIA:** [Bulgaria is Looking for Spot Purchases of American LNG](#)
- **NIGERIA:** [U.S. Partners Sought to Participate in Ongoing Marginal Fields Bid Round](#)

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## Renewable Energy

- **LITHUANIA:** [Energy Efficiency Project EUR 135 Million Pre-tender](#)
- **SOUTH AFRICA:** [Sasol Invites Bidders for the Development of TWO 10 MW Solar Photovoltaic \(PV\) Facilities at its South Africa Operations](#)

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## 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

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

Political and Economic Section  
Kairaba Avenue, Fajara, P.M.B. 19  
Banjul, The Gambia  
Email: 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**

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**

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

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://tcnpmu.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 Ibenu 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 [gega@state.gov](mailto:gega@state.gov) of the U.S. Embassy Skopje, North Macedonia.