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.

APRIL 2021 LEADS

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

Medecom has been developing Software Solutions for Radiology & Mammography since 2000. We count more than 4500 solutions installed over 30 countries by a strong distributor network and OEM partnerships. Medecom is ISO 13485 certified, and our solutions are CE marked, and FDA approved for the diagnostic ones. All our software solutions are based on DICOM, HL7 & IHE standards to offer the best interoperability experience between any modalities of the environment where they are installed. To respond to the radiologists' challenges, Medecom offers to our distributors Webinars, training, updates and high technical support. Our range of solutions covers: 1/ Acquisition Solutions: Flat panels and acquisition software for easy upgrade of analog system to digital, for Human & Vet applications. 2/ Diagnosis Solutions: Mammography & radiology Workstations, stitching, tomosynthesis, MPR, CAD modules available. 3/ Archiving & Communication Solutions (Mini PACS): Secured web-based interface with remote access 24/7. 4/ Gateway for paper printing Our solutions are very powerful as they offer multimodality support, they are vendor neutral, stable & scalable, and fit challenging radiology environments. Lean on us, on our expertise and experience to provide the best solutions to the radiology centers, hospitals, private clinics… independently from any equipment manufacturers and with a minimum investment.
https://www.dropbox.com/s/5p3tmjwx9o56b8m/Presentation_Medecom_Distributor_EN.mp4?dl=1

For additional information:
Sebastien CANN
Manager, World Trade Center Brest
Email: sebastien.cann@bretagne-ouest.cci.bzh
Telephone: +33 2 98 00 38 71

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ALGIERS: Pistachio Production

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

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

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CHEMICALS:
KENYA: Polymers for Trading Company
MEXICO: Polyols & TDI for Polyurethane Manufacturer
TURKEY: 10,000 tons of ethyl alcohol per year

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MACHINERY:
DJIBOUTI: Processing Equipment: Plastic Crusher Shredder Machine, Single Screw Extruder, Hydraulic Compression Molding Press, Press Molding, Associated Electrical Controls

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MATERIAL HANDLING EQUIPMENT:
ISRAEL: Rail Guided Vehicles
MALAYSIA: Robotic Process Automation (RPA) and Intelligent Data Processing (IDP) for IR 4.0

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METALS:
ITALY: Scrap Brass
S.KOREA: Petrochemical and Electronic Scrap Materials

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PLASTICS:
PORTUGAL: Recycled plastic resealable packaging bags

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Location: **Egypt**
The World Bank's Board of Executive Directors have approved a US$200 million project to support Egypt's initiatives to reduce air and climate pollution from critical sectors and to increase resilience to air pollution in Greater Cairo. The project will focus on **reducing vehicle emissions, improving the management of solid waste, and strengthening the air and climate decision-making system**. Please find all related documents here: https://projects.worldbank.org/en/projects-operations/document-detail/P172548?type=projects
Contact: Khaled.ElZoughbi@trade.gov

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Location: India
Vadodara Municipal Corporation officials in Gujarat (VMC) seeking U.S. companies for procurement of **Emission Control products** specialized for petrochemicals, oil & gas and fertilizer industries. VMC has approved funding of USD 3.662 million and has submitted spec sheet with Gujarat State Pollution Control Board (GPCB) for release of tender.
Contact: Sangeeta.Taneja@trade.gov Or Jigna.Mehta@trade.gov

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Country: Kyrgyz Republic
EBRD Procurement notices for **water infrastructure projects**.
Contact: Janelle.Weyek@trade.gov

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

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

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Location: Nigeria
Seeking company with technical expertise in **Ground and Surface Water, Soil and Coastal**

Swamp Remediation to partner with Everglade Environmental Services Limited to secure and execute projects with HYPREP, and/or other entities in hydro-carbon industry in Niger Delta region.
Contact: Benedicta.Nkwoh@trade.gov

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

Specifications for the subsea pipeline is as follows:
Pipe for water supply
Length: 30 km
Diameter: 1000-1200 mm
Maximum depth of seabed: 200km
Contact: Bebe.Montesines@trade.gov

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

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

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INDIA: Selection of Solar Power Developers for Setting up of 1785 MW Grid-Connected Solar PV Power Projects

INDIA: LNG Storage Tanks

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SRI LANKA: RFP for Offshore LNG Regasification Unit and Pipeline

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THAILAND: Supply of Shunt Capacity Bank under Bulk Power Supply for the Greater Bangkok and Vicinity Area Phase 3

THAILAND: Supply of 110 MVAR and 55 MVAR 500 kV Shunt Reactors

THAILAND: Supply of 333.33 MVA 500 kV Power Transformer

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MARCH 2021 LEADS

MOROCCO:
The EBRD is providing a loan of EUR 65 million for these projects:
- Installation of Submerged Electropump Groups (thru 3/24)
- Rehabilitation of wellfield production installation (thru 3/30)

Contact: Janelle.Weyek@trade.gov

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

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

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

Environmental Horizons Company is seeking U.S. solution providers in the recycling and reuse of industrial waste.
Contact: Shariq.Iqbal@trade.gov

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Renewable Energy

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

Electricity Infrastructure

- **ALBANIA:** Potential Upcoming Tender for a Four-year Service Contract with the Albanian Power Exchange
- **JORDAN:** JEPCO Tender Early Alert – Supply and Installation of Smart Metering Technology
- **JORDAN:** NEPCO Tender Early Alert – Substation, Overhead Transmission Line, In-Out Connection

Oil and Gas

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

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PORTUGAL: Light Show Drones

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

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INDIA: Adani Logistics Limited (ALL) an end-to-end logistics service provider in India, having presence across all the major regions in India, has expressed interest in connecting with U.S.

companies in the below verticals. ALL is working with the Inland Waterways Authority of India to execute the National Inland Waterways Project (NW1).

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

Questions: Sham.Shamsudeen@trade.gov

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FEBRUARY 2021 LEADS

Renewable Energy

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

Electricity Infrastructure

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

Oil and Gas

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

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Metals

- **ITALY:** Scrap Brass
- **MEXICO:** Forgings, iron and steel

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Plastics

- **BOSNIA:** PVC Powder – PVC 39041000
- **PORTUGAL:** Recycled plastic resealable packaging bags

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EGYPT: FEASIBILITY STUDY: AMREYA REFINERY MODERNIZATION
Egypt: Feasibility Study: Amreya Refinery Modernization – USTDA

Submission Deadline: 5:00 PM LOCAL TIME (UTC+2), Egyptian Standard Time March 18, 2021
Submission Place: FOR HARD COPY, FLASH DRIVE, AND CD-ROM SUBMISSIONS

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

The U.S. Trade and Development Agency (USTDA) has provided a grant in the amount of US$705,924 to the Amreya Petroleum Refining Company ("APRC" or the "Grantee") in accordance with a grant agreement dated December 17, 2020 (the "Grant Agreement") for a feasibility study ("Feasibility Study") to assist the Grantee in developing a phased implementation plan for the modernization of the APRC refinery (the "Project"). The goal of the Project is to improve overall efficiency, increase cost savings and productivity, and to reduce the environmental footprint of the APRC refinery (the "APRC Refinery"), which is located in the Amreya region of Egypt (the "Host Country"), west of Alexandria City on the Mediterranean

Sea. This modernization would include three specific areas of focus: (1) overall efficiency including energy management systems, (2) process configuration to improve operating performance, and (3) increasing the level of automation.

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JANUARY 2021 LEADS

DJIBOUTI: Seeking machinery

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

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

Contact: Christopher Canellakis at CanellakisCE@state.gov

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MOLDOVA: Solid waste project

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

Contact: Janelle Weyek at Janelle.Weyek@trade.gov

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PORTUGAL: Seeking for manufacturer of sustainable packages

A Portuguese company is searching for manufacturers of sustainable packages:

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

Contact: Ana Vila at Ana.Vila@trade.gov.

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

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

For Eligibility Criteria of Bidders: Click Here

For More Details: Click Here

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DECEMBER 2020 LEADS

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

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

THAILAND: To receive the invitation to bid document and more information on the below trade leads, please contact Suttharud.Liangwonnaporn@trade.gov, U.S. Embassy Bangkok.

- 333.33 MVA 500 kV Power Transformer

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

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

Contact: Teresa Wagner at teresa.wagner@trade.gov

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

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

Contact: Ngozi Nkwoh at benedicta.nkwoh@trade.gov

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MOROCCO: Tenders for construction of dams

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

Contact: Halima Berrami at Halima.Berrami@trade.gov.

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TUNISIA: Drinking water treatment plant project

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

Contact: Matthew Jamrisko at jamriskoms@state.gov and Maha Ben Slimene at benslimenem@state.gov.

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

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

Deadline: NA

Contact: Rita Adubra-Asante; Rita.Adubra-Asante@trade.gov

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

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

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FINLAND: Medical Helicopter Tender

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

ITALY: Aluminum Producers

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

www.af-trading.it. Digital brochure can be downloaded here: ***DOWNLOAD OUR BROCHURE***

The ideal aluminum producer should have the following characteristics:

- able to serve customers who require primary formats for their production of forgings and rolled rings. Of potential future interest are producers that are also competitive on processed products i.e. bars, plates, sheets, tubes, etc.,

- has a production range that includes aluminum alloys mainly used in the Space, Aero and Defense sectors, and markets that use aeroderivative components and technology;
- possesses an adequate quality standard and specific approvals and standards certifications for the above sectors (both from third party entities and from the various OEMs);
- do not compete/pose conflicts of interest with the production of nickel, cobalt and titanium alloys;
- interested in brokering an exclusive agreement for the entire Italian territory, possibly extendible to other EU countries and/or non-EU countries in which A.F. Trading operates with other existing contracts (Italy, France, Spain, Switzerland)

Deadline: NA
Contact: Maria Calabria; maria.calabria@trade.gov

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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

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For more information and tender details on the below trade leads, contact 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.

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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.
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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.

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THAILAND: To receive the invitation to bid document and more information on the below trade leads, please contact Suttharud.Liangwonnaporn@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