



WORLD TRADE CENTER[®] DELAWARE

These pages contain brief information on opportunities that could offer exciting possibilities for U.S. companies in a variety of industry sectors.

Further information on these partnership opportunities can be obtained by contacting Carla Stone at (302) 656-7905, or by email at cstone@wtcde.com.

MARCH 2022 LEADS

ENVIRONMENTAL TECHNOLOGIES

- **KYRGYZ REPUBLIC: Mechanical biological treatment plant**
Seeking: construction of a **mechanical biological treatment plant** (Bishkek Solid Waste Project) funded via EUR 11 million loan from the EBRD. [Project Summary Document](#). [General Procurement Notice](#). **Contact:** [Janelle Weyek](#)
- **OMAN: Engineering, manufacturing, shipment, installation, commissioning and operational training of ETP/STP System of 1500 m3/day**
Seeking **engineering, manufacturing, shipment, installation, commissioning and operational training of ETP/STP System of 1500 m3/day** for a Factory located in Duqm in Sultanate of Oman. Open to proposals that are bundled with financing options through Export Credit Agencies or other Financial Institutions. **Contact:** [Raji Daniel](#)
- **OMAN: RO with pre-treatment (Capacity 850 m3/day) to treat water for utility and potable applications.**
Seeking as a partner an EPC company or a technology provider of RO project. **RO with pre-treatment (Capacity 850 m3/day) to treat water for utility and potable applications.** **Contact:** [Raji Daniel](#)
- **SERBIA: Design and build of sorting station, recycling yards and landfills along with the along with the needed equipment for collection and operation of the facilities.**
Seeking **design and build of sorting station, recycling yards and landfills along with the along with the needed equipment for collection and operation of the facilities.** Will also include the related design, project management and supervision services. [General Procurement Notice](#). **Contact:** [Janelle Weyek](#)

- **TUNISIA: Rehabilitation and upgrade of the sanitation network in 30 secondary cities**
Seeking **rehabilitation and upgrade of the sanitation network in 30 secondary cities** (less than 10,000 inhabitants). **Civil engineering and equipment works** of the wastewater plant, including supply, installation, and operation during observation period. [General Notice](#). Due: **April 12, 2022**. Contact: [Janelle Weyek](#)
- **UZBEKISTAN: Solid waste infrastructure modernization project**
Seeking **solid waste infrastructure modernization project** funded by a loan from the EBRD. To include: construction of new sanitary landfills, waste transfer stations, and civic amenity sites; purchase of the required equipment; consultancy services. [General Procurement Notice](#). Contact: [Janelle Weyek](#)

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DESIGN & CONSTRUCTION

- **COLOMBIA: Two infrastructure projects**
 - Trade opportunity for dredging contractor companies, engineering consultancy companies, hydraulic engineering companies and technology IT companies for two infrastructure projects. National Government will launch by the end of Q1 two major PPP water projects aimed to regain the navigability of the principal rivers in Colombia. The Magdalena PPP is a 15-year public-private partnership concession to improve the navigability of the river. The project encompasses works of dredging, construction of channeling structures, shore protection, repair of the western cutwater, and measurement of stations and moorings along 427 miles. The tender for this project will close April 22, 2022. The Dique Channel is a PPP Concession Contract project to restore the degraded ecosystems of the canal by controlling the water level from flooding 30 surrounding areas. The project involves the construction of canal locks and hydraulic valves over 72 miles along the existing channel. This tender will be announced in March 2022. Please contact stephanie.delgado@trade.gov for more details.
 - The railway project named Medellin Light Rail is a railway expansion in the second principal city of Colombia. The tender requires the selected company to finance the study, design, construct, operate, maintain as well as manage the social and environmental considerations of the project. The tender for this project will close March 31, 2022. Please contact stephanie.delgado@trade.gov for more details.
- **ECUADOR: Rehabilitate and repower Ecuador's railway system**
The Ministry of Transportation in Ecuador is in the process of structuring a public-private partnership to rehabilitate and repower Ecuador's railway system for the transport of tourists, people and cargo its railroad system – 965 kilometers total. Read more about the opportunity [HERE](#).
- **ETHIOPIA: Facility Development**

Construct a large, ten-story vaccine laboratory for the Ministry of Health. Project plans entail developing three basements and an air conditioning system to create clean zones. Read more about the opportunity [HERE](#).

- **SLOVAKIA: Reconstruction of chemical water treatment for deionized water**
Public tender for the reconstruction of chemical water treatment for deionized water worth USD \$2,200,000 is excellent export opportunity for U.S. companies that specialize in chemical water treatment. For information about the tender please visit the [NOTICE](#) and [COMPETITION DOCUMENTS](#) or contact Marian.Volent@trade.gov.
- **BOSNIA AND HERZEGOVINA: Consultancy procurement**
Consultancy procurement for the preliminary/main design and development for preparatory works (access roads, water supply, electricity network) and tender documents in Bosnia and Herzegovina for PC Motorways of the Federation of Bosnia and Herzegovina. The funding comes from a part of the proceeds of a loan administered by the European Bank for Reconstruction and Development (EBRD). Tender link available [HERE](#) or contact Jonathan.Adams@trade.gov.
- **JAMAICA: U.S. hospital management firm**
 - Bioprist is looking for a U.S. hospital management firm that could partner with them to build and manage a 65-acre, \$365 million development that would include a 300-bed, U.S. accredited teaching hospital, a medical school, residential and commercial space, and a research facility. A project profile and trade lead form is attached with more information. The project summary can also be found at this [LINK](#). Please contact [Bernadette Stewart](mailto:Bernadette.Stewart) with any questions.
 - The major development arm of Jamaica, the UDC, seeks to divest the interest of the Hellshire Park Estate Commercial Complex by way of sale to facilitate redevelopment and expansion. For more information, click [HERE](#).
- **CYPRUS: Construction of a Cyprus museum**
Tender opportunity for US firms to bid for a \$115 million contract for the construction of a Cyprus museum. For more information contact CharalambidouEY@state.gov or [click here](#).
- **THAILAND: Development of a new warehouse**
Largest established conglomerate in Thailand plans to develop a new warehouse for its retail business. Seeking interested contractors or consultants to consider pitching into the projects. Further details can be obtained from the this [LINK](#). or contact Oraphan.Boonyalug@trade.gov for more details.
- **EL SALVADOR: Rail transport network**

The government of El Salvador is contracting consulting services through an international bidding process to conduct feasibility study for rail transport network at the national level, including 342 km of existing railways and the opening of 193 km of new sections. More information available [HERE](#) on El Salvador procurement platform “Comprasal”: **Code CP 017/2022**. Due by April 22, 2022. Companies interested in submitting proposals should register as provider at Comprasal. Foreign companies and individuals that do not have a Salvadoran tax identification number (NIT) can register with passport number [HERE](#).

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RENEWABLE ENERGY

- [BOTSWANA: Request For Pre-Qualification Of Prospective Ipps Bidders For A 200mw Csp Solar Project](#)
- [COLOMBIA: Ecopetrol Blue and Green Hydrogen Projects](#)
- [SOUTH AFRICA: Ipp Program For Embedded Generation](#)
- [AZERBAIJAN: 100 MW Wind Power Plant](#)
- [ECUADOR: Green Hydrogen Project](#)
- [ECUADOR: Design and Build Solar, Wind, Small Hydro and Biomass Projects](#)
- [JAMAICA: Hospital Energy Efficiency Retrofit](#)
- [JAMAICA : Deep Retrofit Of 19 Health, Education, Public Agency \(HEPA\) Facilities For Energy Efficiency \(EE\)](#)
- [LITHUANIA: Ignalina International Decommissioning Project](#)

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ELECTIRICTY INFRASTRUCTURE

- [TRINIDAD AND TOBAGO: 30,000 Polymeric Pin Type Insulators - 15k](#)
- [TRINIDAD AND TOBAGO: Conductor: All Aluminum Alloy: 1/0](#)
- [INDIA: Procurement Of Syngas To Methanol Pilot Plant](#)
- [ECUADOR: Transmission Line Connecting the Oil Wells to the National Grid System](#)
- [PAKISTAN: Smart Grid Technologies and Solutions](#)
- [TRINIDAD AND TOBAGO: Conductors, Transformers, Metal Utility Poles, Insulators](#)

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CIVIL NUCLEAR

- [BRAZIL: International Tender DAI.A/LI-012/21 - Consulting/Supervision Services](#)

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FOSSIL ENERGY

- [ECUADOR: Unconventional Renewable Energy Block](#)
- [ECUADOR: Private Maritime Fuels](#)

- [NIGERIA: Proposed 60KBPD Refinery - Free Trade Zone, Rivers State, Nigeria](#)
- [NIGERIA: Man Lift Equipment, Blasting and Painting Equipment](#)
- [NIGERIA: Floating LNG and LNG Carriers](#)
- [INDIA: Technical/Business Collaboration for Manufacturing of Pressure Vessels, Heat Exchanger, Coke Drums](#)
- [UAE: Inspection/Scanning Distillation Towers Using Gamma-Rays on Refineries](#)
- [UAE: Petrol Station Services Management](#)
- [PAKISTAN: E&P Opportunity: Magnetic/Gravity Data Acquisition, Processing and Interpretation; 2D & 3D niche Seismic Data Acquisition and Processing Services; Niche Drilling Svcs.](#)
- [BRAZIL: Petrobras' Divestment Program – onshore, offshore, and downstream assets](#)
- [BRAZIL: Oil Exploration Open Acreage Opportunities](#)

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FEBRUARY 2022 LEADS

HEALTHCARE / HEALTH TECH:

- **BRAZIL:** new suppliers of Covid rapid tests
- **COSTA RICA:** looking for 21 radioactive and not radioactive Radiopharmaceuticals. [See list here.](#)
- **ITALY:** interested to import medical devices or fitness devices to sell to physical therapy centers, sport teams, and personal trainers.
- **MEXICO:** UNOPS procurement of medicines, medical supplies, and devices.
- **PHILLIPINES:** would like to connect and partner with direct manufacturers of finished dose formulations (from tablets, capsules, syrups/suspension, eye/ear drops, external preparations), drug products, innovative medical devices, food supplement and cosmetic products along with a range of vaccines.
- **SAUDI ARABIA:** looking for U.S. Healthcare provider in field of Clinical Operation & Facility Management to partner with them in the form of JV agreement to bid on SABIC's Behavioral Care Specialist Hospital Project which is currently in Expression of Interest (EOI) stage. The U.S. company should be a medium to large size company.
- **SAUDI ARABIA:** seeking to partner with U.S. brands with an interest to sell and showcase skin care products and health and wellness products products at Core Social Wellness Clubs' spas, changing rooms, and bathrooms.

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

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ENVIRONMENTAL TECHNOLOGIES

GEORGIA: Construction of a New Landfill (including buildings and structures).

The Government of Georgia and the Solid Waste Management Company of Georgia, financed in part by an EBRD loan, have issued a single-stage tender pre-qualification for the **Construction of a New Landfill (including buildings and structures)**. The invitation is available [HERE](#).

Contact: [Janelle Weyek](#)

UKRAINE: Rehabilitation and modernization of solid waste infrastructure

Invitation for tenders for the **rehabilitation and modernization of solid waste infrastructure** in the City of Khmelnytskyi, Ukraine funded via a EUR 25 million public loan from the EBRD. The invitation is [Here](#) and the project summary is [Here](#).

Contact: [Evan Schlosser](#)

KOSOVO: Post-industrial plastic materials (LLDPE/LDPE) for recycling/re-use.

Reks LCC seeking approximately **1,000 tons per month of post-industrial plastic materials (LLDPE/LDPE) for recycling/re-use**.

Contact: [Agnes Armour](#)

AUSTRALIA: Solutions to generate biomethane

LMS Energy is seeking U.S. technology providers with **solutions to generate biomethane** (Renewable Natural Gas) from landfill biogas.

Contact: [John Kanawati](#)

SAUDI ARABIA: Decontaminate uninjectable oilfield waste

Al Suwaiket Co. is seeking U.S. technology to **decontaminate uninjectable oilfield waste** materials.

Contact: [Sabah Hersey](#)

THAILAND: Solar panel and lithium ion battery recycling solutions

Electricity Generating Authority of Thailand (EGAT) is seeking strategic partners and/or technology providers to offer **solar panel and lithium ion battery recycling solutions** for a contract to be awarded in March 2022.

Contact: [Suttharud Liangwonnoporn](#)

PAKISTAN: Wastewater treatment plants and waste treatment/waste-to-energy solutions

The Ravi Urban Development Authority (RUDA) are developing a multi-phase project requiring development of **wastewater treatment plants and waste treatment/waste-to-energy solutions**, and are seeking U.S. technology providers interested in participating in the project development.

Contact: [Hassan Raza](#)

MOROCCO: Pumping station or water treatment plant equipment

The National Office for Electricity and Drinking Water (ONEE) has issued a tender opportunity for a water supply project, specifically seeking **pumping station or water treatment plant equipment**. Tender documents can be downloaded [HERE](#) and the procurement

notice is available [HERE](#).

Contact: [Halima Berrami](#)

MOROCCO: Development of a wastewater treatment plant and a facility to recycle industrial waste

The Industrial Zone of Tanger, Morocco is seeking U.S. expertise and technologies to support its development of a wastewater treatment plant and a facility to recycle industrial waste.

Fuller details and project plans are available for interested U.S. companies.

Contact: [Halima Berrami](#)

MOROCCO: Two tanks for storage, regulation and decantation of irrigation water

Invitation for tenders for two tanks for storage, regulation and decantation of irrigation

water in Morocco via a state loan from the European Bank for Reconstruction and Development.

Link to invitation [HERE](#) and to project summary [HERE](#).

Contact: [Evan Schlosser](#)

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CLIMATE & CLEAN TECH

ECUADOR: The Ministry of Energy and Non-renewable Natural Resources announced procurement requests to **design and build solar, wind, small hydro and biomass projects**. The timeline remains undetermined. Contact: [Sofia Zarate](#)

INDIA: Selection of project developer for **setting up of 8 MW grid-connected waste to energy project** in Kanpur. Contact: [Anisha Shashidharan](#)

INDIA: Opportunities for U.S. biodegradable and compostable resin manufacturers. The Government of India's recent policy restricting the use of single use plastics to curb pollution, offers immense opportunities for the U.S. resin suppliers. Industry experts estimate the sector will experience a compounded annual growth rate of 23%, touching \$750 million by 2025. Contact: [Raman Ahuja](#); [Sanjay Arva](#); [Geoffrey Parish](#)

KAZAKHSTAN: Seeking U.S. solutions providers for **industrial wastewater treatment**, specifically solutions that can address high concentrations of nitrogen, oil, and fat pollution and can promote water reuse. The solutions they are seeking would also have applicability for the petrochemical, food processing, and gas processing industries. Contact: [Alem Abubakirova](#)

KOSOVO: REKS LLC seeking **LLDPE and LDPE, post industrial plastic. Approximately 1000 tons per month.** Company combines full cycle of plastic recycling from plastic waste collection to separation, washing and recycling into LDPE re-granulate, sale of re-granulate, and supporting clients in offering closed loop possibilities. Contact: [Agnes Armour](#)

MALAYSIA: A Malaysian firm is seeking a **U.S. environmental consultancy firm** to guide state government/industries to formulate Total Maximum Daily Load (TMDL) plans (water quality), including allocations of waste load. **Contact:** [Siau Wei Pung](#)

SAUDI ARABIA: Saudi Investment Recycling Company seeking joint venture U.S. partners with **expertise in waste management and recycling solutions**. Relevant for major players in the recycling & waste management sectors with sufficient financial capabilities and proven credentials in establishing, operating and running waste cluster operations. **Contact:** [Sabah Hersey](#)

SURINAME: Ministry of Public Works intends is seeking expressions of interest to participate in a **PPP model to set up a modern waste management facility**. **Contact:** [Javier Suarez](#)

TRINIDAD AND TOBAGO: The Trinidad and Tobago Electric Commission is seeking 1) Two light detection and ranging (LIDAR) **wind measuring equipment** for wind renewable energy studies; 2) 10,000 Clamps: Dead End: Clevis Type MFL70KN: 1/0 - 199 AWG Conductor. The commission is the sole retailer of electricity in Trinidad and Tobago and is responsible for the country's electrical transmission and distribution network. **Contact:** [Marissa Nicholas](#)

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Chemicals

- **COLOMBIA:** [Supply of Ethylene Glycols](#)
- **MEXICO:** [Mexican Company Seeking Distributor of Chemical Specialties](#)

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Plastics

- **ITALY:** [Metal-detectable silicone rubber sheets](#)

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Other

- **DJIBOUTI:** [Electrical Construction](#)
- **TURKEY:** [Coated and Uncoated paper](#)

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JANUARY 2022 LEADS

INDIA: Railway Car Needs

Indian railways planning to replace ICF coaches with LHB as the base design. One of WTC Pune partner is looking for collaboration for manufacturing LBH coach interiors and seating.

SCOPE:

- Stainless steel car body with LHB as the base design replacing the ICF coaches

- The train set will be tested at speeds of 180 kmph
- Train 18 will have continuous windows
- Fully air-conditioned train set will have comfortable seats and the interiors will boast of diffused lighting
- Onboard WiFi and infotainment
- GPS-based passenger information system
- These trains will be equipped with automatic doors and the facility of a sliding footstep that will open once the train arrives at the platform
- Train 18 will have automatic interconnecting doors and the connecting areas will be spacious for easy movement
- A halogen-free rubber-on-rubber flooring, concealed roller blinds for improved aesthetics and better view from the window and continuous energy-efficient LED lighting
- Zero discharge bio-vacuum toilets with touch-free bathroom fittings
- Spacious luggage racks

Contemporary seating shall require all new technology driven production of European standard seats with BOM encompassing Foam, Upholstery, metallic snack table, metallic back seat with feature of rotation of 180d, world class aesthetic & comfort, with bunch of wow factors as this would be the first touch point to offer the experience and overall approach to T18.

Interested partners for this whole project should contact Suseela Krishnan at suseela@wtc-pune.org or +91 98508 68555 for more information.

- EN standard meeting Foam and Upholstery
- Aluminum die cast or any other metal snack trays and back rest meeting EN standard
- Features like - Rotation mechanism, USB charging facility, Arm rest with metallic top meeting EN requirements
- Most of above material grade is HL2
- Contemporary, state of art aesthetically appealing contours and upholstery
- Base with Aluminum frame

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CONSTRUCTION:

BRAZIL: Silicon steel, in coils, sheets, scrap

Trade opportunity for U.S. suppliers of **silicon steel, in coils, sheets, scrap or new** for Sao Paulo-based firm active in the silicon steel (grain-oriented) sector (cutting, distribution): They supply silicon steel sheets and blades to transformers producers in Brazil. Please contact Patrick.Levy@trade.gov for more details.

DJIBOUTI: Electrical Equipment, Construction Equipment

The largest construction firm in Djibouti, [Al Gamil](#), is interested in purchasing and reselling US brand products in **Electrical Equipment, Construction Equipment** (e.g., power tools or hand tools), **Locksmithing Equipment, and Safety Equipment** (boots, clothing, gloves,

etc.). The U.S. Embassy in Djibouti would like to facilitate connections between Al-Gamil and interested US companies. Please contact djibouticommerce@state.gov for more details.

MEXICO: Copper sheet rolls

A leading construction firms in Mexico is interested in identifying potential U.S. suppliers of **copper sheet rolls**, to be used in a water dam project that the company is building in the state of Sinaloa. Please contact Diana.Leon@trade.gov for more details.

SAUDI ARABIA: Museum fit-out design and manufacturing

[Samaya Investment](#) which is involved in one of Saudi's megaprojects is seeking American companies specialized in the following fields: **conceives and designs narrative architecture and spaces** for brands, exhibitions, trade fairs, and museums and **museum fit-out design and manufacturing**. Please contact Anwar.Shaqhan@trade.gov for an introduction, or more details.

[Al-Nafie Steels Company](#), a subsidiary of one of the Saudi conglomerate companies, who provides services in metal forming and steel mechanical works and manufactures steel rebar, commercial steel and special steel for the Gulf market is interested to meeting U.S. steel manufacturers that are targeting the steel production/products within the Saudi market. Please contact Anwar.Shaqhan@trade.gov for an introduction, or more details.

[Um Al-Qura Development Company](#), the developer of Saudi's mega "Masar project" is seeking American companies with Smart City technologies. Masar is located in the Holy City of Mecca which will feature 100,000 residential units; 28,000 hotel rooms; commercial and recreational areas; and a mosque. The project comprises over 1.2 million square meters of new development articulated by a central pedestrian boulevard leading to Al Haram Mosque. Masar is 3,650 meters long and 320 meters wide. Please contact Anwar.Shaqhan@trade.gov for an introduction, or more details.

[Al Osais International Holding Company](#), one of Saudi large construction companies, is targeting around US\$2 Billion projects for the coming 5 years in Saudi oil related projects as well as the gigaprojects (Neom, Red Sea, and Diriah Gate). Currently, the company is in urgent need of U.S. construction companies specialized in piling works for an upcoming project. Please contact Anwar.Shaqhan@trade.gov for an introduction, or more details.

CYPRUS: Construction of a Cyprus museum

Tender opportunity for US firms to bid for a \$115 million contract for the construction of a Cyprus museum. Find more information, [click here](#).

European Bank for Reconstruction and Development Loan Projects:

- Tenders for **two tanks for storage, regulation and decantation of irrigation water** in Morocco via a state loan [Invitation for tenders notice](#) and [project summary document](#)

- Tenders for **components of electricity transmission infrastructure** in North Macedonia funded via a public loan. [Invitation for tenders notice](#) and [project summary document](#)
- Tenders for the **rehabilitation and modernization of solid waste infrastructure** in the City of Khmelnytskyi, Ukraine funded via a EUR 25 million public loan. [Invitation for tenders notice](#) and [project summary document](#)
- 4 invitations for tenders for **drain outlet infrastructure rehabilitation** in Egypt via a EUR 69 million state loan. [Project summary document](#) and invitations for tenders. See tenders [\(1\)](#) [\(2\)](#) [\(3\)](#) [\(4\)](#).

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CHEMICALS:

COLOMBIA: [Supply of Ethylene Glycols](#)

MEXICO: [Mexican Company Seeking Distributor of Chemical Specialties](#)

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RENEWABLE ENERGY:

AZERBAIJAN: [100 MW Wind Power Plant Built by Independent Power Producers \(IPPs\) Based on Build-Own-Operate \(BOO\) Model](#)

ECUADOR: [Design and Build Solar, Wind, Small Hydro and Biomass Projects](#)

INDIA: [Project Developer Selection for 8MW Grid-Connected Waste to Energy Project in Kanpur](#)

AUSTRALIA: [New South Wales Hydrogen Hub - project expression of interest](#)

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ELECTRICITY INFRASTRUCTURE:

ECUADOR: [Transmission Line Connecting the Oil Wells to the National Grid System](#)

PAKISTAN: [Smart Grid Technologies and Solutions](#)

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FOSSIL ENERGY:

ECUADOR: [Unconventional Renewable Energy Block](#)

ECUADOR: [Private Maritime Fuels](#)

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ENVIRONMENTAL TECHNOLOGIES:

MALAYSIA: Seeking a U.S. environmental consultancy firm

Malaysian firm seeking a U.S. environmental consultancy firm to guide state Government/industries to formulate Total Maximum Daily Load (TMDL) plans (water quality), including allocations of waste load.

Contact: [Siau Wei Pung](#)

KOSOVO: Seeking LLDPE and LDPE, postindustrial plastic

Approximately 1000 tons per month. Company combines full cycle of plastic recycling from plastic waste collection to separation, washing and recycling into LDPE re-granulate, sale of re-granulate, and supporting clients in offering closed loop possibilities. Company's needs due to rapid growth plans.

Contact: [Agnes Armour](#)

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HEALTHCARE / HEALTH TECH:

HUNGARY: Neuro-traumatology implants and medical supplies (medical fixtures, screws, plates for neck, back, spine, hips)

URUGUAY: Analytical instruments, consumables and reagents for applied organic and inorganic chemistry testing laboratories

SAUDI ARABIA: Common/children vaccines and broader medical management (equivalent to Glucophage) or hypertension. Additionally, manufacturers of leading OTC's such as paracetamol and other products. Seeking technical partner with patents and established brands in the United States to share know-how with a technical agreement.

PHILLIPPINES: Finished dose formulations of tablets, capsules, syrups/suspensions, and external preparations of drug products and vaccines.

MEXICO: Upcoming UNOPS Tender: The United Nations Office for Project Services (UNOPS) signed an agreement with the Mexican Institute of Health for Wellbeing (INSABI) for the procurement of medicines and medical aid supplies for 2021-2024.

ITALY: Medical devices and fitness devices to sell to physiotherapy centers, sports teams/clubs, and personal trainers

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

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DECEMBER 2021 LEADS

Distributor/Representative for Canadian automated pill counters and pill crushers

Tracking ID: Winnipeg-21-12-01-BSC-001-017

A pharmacy equipment provider is seeking distributors/representatives for their automated pill counter and automated pill crushers to be sold to pharmacies and healthcare providers. Product information for automated pill counter can be found at www.countpills.com and product information for automated pill crusher can be found at www.powdercrush.com.

For additional information, please contact Andrew Shymanski, WTC Winnipeg at ashymanski@wtcwinnipeg.com.

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Chemicals

- **MEXICO:** [Mexican Company Seeking Distributor of Chemical Specialties](#)
- **SENEGAL:** [Millennium Challenge Corporation Procurement Opportunities in Senegal for U.S. Companies](#)

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Healthcare / Health Tech

- **URUGAY:** analytical instruments, consumables and reagents for applied organic and inorganic chemistry testing laboratories
- **SAUDI ARABIA:** suppliers of pharmaceutical and OTC products; AI for early detection and monitoring of chronic diseases
- **THAILAND:** women's healthcare, blood banking, cell technology, and immunotherapy; U.S. surgical robots

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

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Environmental

- **MALAYSIA:** Malaysian firm seeking a U.S. environmental consultancy firm to guide state government/industries to formulate Total Maximum Daily Load (TMDL) plans (water quality), including allocations of waste load.
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- **KOSOVO:** REKS LLC seeking LLDPE and LDPE, postindustrial plastic. Approximately 1000 tons per month. Company combines full cycle of plastic recycling from plastic waste collection to separation, washing and recycling into LDPE re-granulate, sale of re-granulate, and supporting clients in offering closed loop possibilities. Company's needs due to rapid growth plans.

Contact: [Agnes Armour](#)

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Civil Nuclear

- **BRAZIL:** [Eletronuclear \(ETN\) Tender - Total Scope Simulator for the Angra 3 Nuclear Power Plant and Replacement of the Current Computational Models of the Angra 2 Simulator](#)

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Renewable Energy

- **SURINAME:** [Procurement of Turnkey Delivery of Solar Plants](#)

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Electricity Infrastructure

- **DOMINICAN REPUBLIC:** [Energy Storage Regulatory Roadmap](#)
- **TRINIDAD AND TOBAGO:** [Conductors, Transformers, Metal Utility Poles, Insulators](#)

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Fossil Energy

- **NIGERIA:** [Proposed 60KBPD Refinery - Free Trade Zone, Rivers State, Nigeria](#)
- **INDIA:** [Technical/Business Collaboration for Manufacturing of Pressure Vessels, Heat Exchanger, Coke Drums](#)
- **UAE:** [Inspection/Scanning Distillation Towers Using Gamma-Rays on Refineries](#)
- **UAE:** [Petrol Station Services Management](#)
- **PAKISTAN:** [E&P Opportunity: Magnetic/Gravity Data Acquisition, Processing and Interpretation; 2D & 3D niche Seismic Data Acquisition and Processing Services; Niche Drilling Svcs.](#)
- **BRAZIL:** [Petrobras' Divestment Program – onshore, offshore, and downstream assets](#)
- **BRAZIL:** [Oil Exploration Open Acreage Opportunities](#)

NOVEMBER 2021 LEADS

TURKEY: Coated & Uncoated Paper

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

- HS Code: 480255 – 70 gsm woodfree uncoated paper, reel / 4*40 ft container
- HS Code: 481013 – 80 gsm one side coated paper, reel / 3*40 ft container

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

Trade Lead Point of Contact:

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

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

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KAZAKHSTAN: Industrial wastewater treatment

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

Contact: [Alem Abubakirova](#)

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SAUDI ARABIA: Waste management & recycling solutions

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

Contact: [Sabah Hersey](#)

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SOUTH KOREA: Consultancy Services

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

Deadline: December 13, 2021

Contact: [Head of Procurement](#)

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PALESTINE: Water Security Development

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

Deadline: February 6, 2022

Contact: Palestinian Water Authority

Zeyad Karraz Ramallah

zkarraz@pwa-gpmu.org

OCTOBER 2021 LEADS

Automotive

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

Chemical

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

Healthcare

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

pumps, infusion machines, CRRT system, air purifiers and sanitizers, color Doppler ultrasound machines with ≥ 3 universal transducer connectors, oxygen system (can be replaced by oxygen cylinder or liquid oxygen), laboratory system

- **THAILAND:** Cosmetic surgery clinic in Bangkok, is looking for a medical tattoo machine and stretchmark tattoo machine.

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

SEPTEMBER 2021 LEADS

Machinery

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

Plastics

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

Other

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

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Renewable Energy

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

Electricity Infrastructure

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

Fossil Energy

- **UAE:** [Inspection/Scanning Distillation Towers Using Gamma-Rays on Refineries](#)
- **UAE:** [Petrol Station Services Management](#)

- [PAKISTAN: E&P Opportunity: Magnetic/Gravity Data Acquisition, Processing and Interpretation; 2D & 3D niche Seismic Data Acquisition and Processing Services; Niche Drilling Svcs.](#)
- [BRAZIL: Petrobras' Divestment Program – onshore, offshore, and downstream assets](#)
- [BRAZIL: Oil Exploration Open Acreage Opportunities](#)

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ANGOLA: Port of Lobito

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

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

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

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HONG KONG: Twenty-two Passenger Ferries

Sun Ferry Services Company Limited ("Sun Ferry") and Hong Kong & Kowloon Ferry Limited ("HKK") invite Tenders for the design and construction of twenty-two (22) passenger ferries with carrying capacities between 300 and 1000 passengers for the operations of the six major outlying islands ferry routes in Hong Kong.

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

For more information: Jeff.Fong@trade.gov

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

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

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

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

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

The list of equipment requested:

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

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

Contact: [Thales Demarchi](#)

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

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

Contact: [Khaled Elzoughbi](#)

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

For technical specifications, please reach out.

Contact: [Khaled Elzoughbi](#)

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ISRAEL: Waste-to-Fuel facility

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

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

Deadline: November 2021

Contact: [Naama Altman](#)

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AUGUST 2021 LEADS

MEXICO: Upcoming UNOPS Tender

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

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

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THAILAND: Medical Tattoo Machine & Stretchmark Tattoo Machine

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

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

JULY 2021 LEADS

Agribusiness

Contact Alexandra.Natale@trade.gov in Philadelphia or Laurie.Kelleher@trade.gov in Pittsburgh.

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

Renewable Energy

- [PAKISTAN: Energy & Power Solutions Awarded Hydropower Projects - 20 MW Hanzel and 4 MW Chilas.](#)

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

Electricity Infrastructure/Smart Grid

- [**THAILAND:** Supply of 110 MVAR and 55 MVAR 500 kV Shunt Reactors](#)
- [**INDIA:** 1000 MWh of Grid-Scale Battery Storage Systems](#)
- [**THAILAND:** EGAT - supply & construction overhead ground wire with optical fiber](#)

Fossil Energy

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

Chemicals

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

Machinery

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

Metals

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

Plastics

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

Other

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

To discuss about this opportunity, please contact:

Suseela Krishnan

suseela@wtc-pune.org

+91 98508 68555

Niraj Khinvasara

niraj@wtc-pune.org

+91 95450 50000

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

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

For additional information:

Sebastien CANN

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