



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.

JULY 2023 LEADS

ENVIRONMENTAL TECHNOLOGIES

- **GEORGIA: EBRD PRE-TENDER Announcement - Two Projects of Combined EUR 47 Million for Improved Solid Waste Management in Tbilisi**
 - The first project (EUR 25 million) will finance the enhancement of the final capping layers and the installation of a landfill gas collection and treatment system at the Tbilisi Didi Lilo landfill. The second project (EUR 22 million) will set up the first waste treatment plant in Tbilisi.
 - This project is in its pre-tender stage, so an excellent time for interested U.S. companies to review for potential interest and opportunity.
 - Website Links:
<https://www.ebrd.com/work-with-us/projects/psd/54124.html>
<https://www.ebrd.com/work-with-us/projects/psd/54125.html>
 - In addition to the financing above, the following Technical Cooperation support is envisaged:
 - Technical and Economic Due Diligence
 - Social and Environmental Due Diligence
 - Feasibility Study
 - Project Implementation Support
 - Skills Development Program
 - Stakeholder Participation Program and Awareness Raising

Borrower Contact Information:

David Bodokia dbodokia@gmail.com 995 32 2619050 www.tbsg.ge

Questions? Contact Chrystal.Denys@trade.gov

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42 Reads Way, Suite B • New Castle, DE 19720
Phone 302-656-7905 • www.wtcde.com

- **TAJIKISTAN: EBRD Consultancy Opportunity (\$300,000) Post Delivery Assessment of Water Sector Project Impacts**
 - Since 2003, the EBRD and Tajikistan’s State Secretariat for Economic Affairs have cooperated on multiple projects to improve the availability, resilience, and quality of water and wastewater services across Tajikistan. The EBRD is looking for a team of consultants to assess whether or not these projects have delivered effective and long-lasting capacity building to water facilities. The consultant's main objectives would be to:
 - Conduct a study to evaluate the effectiveness and impacts of the water and wastewater projects in Tajikistan
 - Suggest a more pragmatic approach to deliver a more systemic, impactful, and enduring basis of reforms that supports water infrastructure in Tajikistan
 - Understand the success of these projects, both the hard investments and their associated soft measures, to inform future projects

Start Date and Duration of the Assignment:

This project was listed by EBRD on June 26th, 2023 and will close on July 18th, 2023. The Assignment is expected to start at 3Q 2023 and has an estimated overall duration of 6 months.

Event Cost Estimate: USD 300,000

EBRD Contact Person: Isida Konomi, konomii@ebrd.com

Questions? Contact Chrystal.Denys@trade.gov

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AUTOMOTIVE & SMART MOBILITY

- **CHILE:** The Chilean Ministry of Transportation and Communications (MTT in Spanish) is launching an international tender to modernize its operational technology system (tender A) and the public transportation buses fleet (tender B). Please contact Claudia.Melkonian@trade.gov for more information.
- **HONDURAS:** The Honduran Integrated Transportation System Consortium (SITHSA in Spanish) is seeking U.S. suppliers of passenger buses (30 ft. or more) with video surveillance systems (cameras) and electronic collection systems (credit card). SITHSA is aiming for 500 new units, with an initial purchase of 100 units during (for reference, the total number of units in Tegucigalpa is about 1,400). Please contact Rossana.Lobo@trade.gov for more information.
- **GEORGIA:** [Wondernet Express](#) operates a fertilizer terminal in the Batumi Sea Port in Georgia along with Covalent, ADIA, and Trammo. Due to the war in Ukraine and difficulties moving products through Russia, Wondernet projects fertilizer storage and transportation demand to more than double in the Caucasus and Central Asia in the next

few years. Wondernet would like to use EXIM to finance the purchase of 50-100 Hopper Wagons and is planning to build additional dry storage facilities at the Port of Batumi. Please contact Garret.Mitchell@trade.gov for more information.

- **JORDAN:** Due to regulatory changes, the Jordanian Truck Owners Association is interested in updating its truck fleet with used American trucks and leverage on the US-Jordanian Free Trade Agreement for customs exemptions. Please contact Lubna.Abdelhadi@trade.gov for more information.
- **MOZAMBIQUE:** The Government of the Republic of Mozambique has asked the Millennium Challenge Corporation to develop a program focused on addressing road infrastructure and low freight transport market competitiveness. Starting in May, 2023, MCC plans to announce mobility related RFPs in the [United Nations Development Business website](#) and [DG Market website](#).

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2023 Cochran Fellowship Program – MSI (US)

Deadline: Jul 31, 2023

Donor: Foreign Agricultural Service

Grant Type: Fellowship

Grant Size: \$100,000 to \$500,000

Countries/Regions: United States

Area: Agriculture Food & Nutrition, Animals & Wildlife, Children, Community Development, Community Engagement, Education, Research, Science, Technology, Water Management

The U.S. Department of Agriculture, Foreign Agricultural Service (FAS), Fellowship Programs, announces this funding opportunity to support the Cochran Fellowship Program (CFP) by issuing new awards.

For more information, visit <https://www.grants.gov/web/grants/view-opportunity.html?oppId=348730>

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NOFO: Responsible State Behavior in Cyberspace Capacity Building (US)

42 Reads Way, Suite B • New Castle, DE 19720
Phone 302-656-7905 • www.wtcde.com

Deadline: Aug 04, 2023

Donor: Bureau of Cyberspace and Digital Policy

Grant Type: Grant

Grant Size: More than \$1 million

Countries/Regions: United States

Area: Capacity Building, Community Development, Cyber Security, Information Technology

The U.S. Department of State, Bureau of Cyberspace and Digital Policy (CDP) announces an open competition for organizations interested in submitting applications that seek to improve international stability in cyberspace.

For more information, visit <https://www.grants.gov/web/grants/view-opportunity.html?oppId=348759>

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JUNE 2023 LEADS

ENVIRONMENTAL TECHNOLOGIES

- **COLUMBIA: Water Treatment Plant**
 - The city of Bogota water, wastewater and sewage public utility is looking to contract under the private law concession modality all the activities necessary for financing, the preparation and delivery of studies and designs, and the execution of the execution units, as well as social and environmental management, start-up, stabilization, partial reversal, operation, maintenance and reversal of the **Canoas Wastewater Treatment Plant**.
 - Estimates value of the project: \$937 million
 - Website: [Contracting and Purchasing Portal](#)
 - Contact: Norcia.Ward-Marin@trade.gov

- **BAHRAIN: Sewage Treatment Plant**
 - The Bahrain Ministry of Works (MoW) is initiating a new \$160m Sewage Treatment Plant (STP). The location of the plant is at the scoping stage. The STP will feature, primary, secondary and tertiary treatment processes. Via a public tendering process, MoW is seeking a U.S. contractor to design, build, run and operate the STP. Phases 1 and 2 of the project are expected to have a treatment capacity of 40,000 and 60,000 cubed meters per day respectively. The annual OpEx is estimated at \$3.7m.

- EXIM financing to be considered for this project to support higher U.S. content
 - Website: <https://www.mow.gov.bh>
 - Contact [Imane Alalawat](mailto:Imane.Alalawat@trade.gov), Commercial Specialist, U.S. Embassy Manama
- **ANGOLA: Tender Construction of Septage Treatment Plants**
 - The **Ministry of Water & Energy of Angola**, through the **National Directorate of Water** opened prequalification contractors for construction works of **faecal sludge (septage) treatment plants** and transfer stations in **Benguela, Baia Farta, Lobito and Catumbela**.
 - [ADB Procurement Framework](#)
 - For additional information, contact Elsa Ramos, Director of National Water Directorate, Ministry of Energy and Water. proc@ctis.ao
 - Questions? Contact Robert.Scully@trade.gov
- **KAZAKHSTAN: EBRD General Procurement Notice - Wastewater Treatment Plant Project**
 - Karaganda Su, a water and wastewater company in the city of Karaganda, intends to use the proceeds of a loan from EBRD for the reconstruction of the existing or construction of a new Wastewater Treatment Plant (“WWTP”) with an average capacity of 100,000 m³/day and a maximum capacity of 160,000 m³/day in Karaganda and rehabilitation of the associated wastewater (“WW”) treatment infrastructure.
 - The project has an **estimated total value of 31,800,000 million EUR**.
 - The project was published on February 1, 2023, and the estimated **start date of procurement is February 10, 2023**.
 - **Link to Notice:** <https://ecepp.ebrd.com/delta/viewNotice.html?displayNoticeId=24721225>
 - Questions? Contact Chrystal.Denys@trade.gov
- **KAZAKHSTAN: EBRD General Procurement Notice - Wastewater Treatment Plant Modernization Project**
 - The Joint Stock Company Aqtobe Su Energy Group intends to use the proceeds of a loan and grant administered by EBRD for the modernization of a Wastewater Treatment Plant (“WWTP”) to restore its capacity to 100,000 m³/day, in addition to the modernization of associated infrastructure. The proposed wastewater treatment capacity shall be sufficient to serve 500,000 people and could be expanded in the future following expansion of the sewerage network.
 - The project has an **estimated total value of 39,900,000 million EUR**.
 - The project was published on February 7, 2023, and the estimated **start date of procurement is March 1, 2023**.
 - **Link to Notice:** <https://ecepp.ebrd.com/delta/viewNotice.html?displayNoticeId=24713061>
 - We urge interested U.S. companies to register in the EBRD ECEPP in order to access detailed information such as the project’s technical and financial requirements, expected outcome, qualification requirements, contract duration,

planned contract start date, and any other relevant information. Click [here](#) to register with the EBRD ECEPP. Questions? Contact Chyrstal.Denys@trade.gov

- **JORDAN: EBRD General Procurement Notice - \$12 Million Wastewater Pre-Treatment Facility Project**
 - EBRD is providing a loan of up to **\$12 million** to the Water Authority of Jordan to (i) support the upgrade and expansion of the pre-treatment facility at Ain Ghazal Pre-Treatment Plant from a peak capacity of 330,000 m³/d to 726,712 m³/d in order to accept and treat the expected incoming flows at AGTP until 2045, and (ii) the decommissioning of the redundant septic tank reception facility, which will be replaced by a new septic tank in Al Ghabawi. The project has an **estimated total project value of \$12,000,000**.
 - The project was published on February 23, 2023, and the estimated **start date of procurement is March 1, 2023**.
 - **Link to Notice:** <https://ecepp.ebrd.com/delta/viewNotice.html?displayNoticeId=25252976>
 - **Link to Project Summary Document:** <https://www.ebrd.com/work-with-us/projects/psd/51888.html>
 - We urge interested U.S. companies to register in the EBRD ECEPP in order to access detailed information such as the project's technical and financial requirements, expected outcome, qualification requirements, contract duration, planned contract start date, and any other relevant information. Click [here](#) to register with the EBRD ECEPP. Questions? Contact Chyrstal.Denys@trade.gov

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HEALTHCRE & HEALTH TECH

- **HONG KONG:** Seeking a U.S. company that can supply Minoxidil products, or equivalent products with similar ingredients.
- **TAIWAN:** Company seeking private label petroleum jelly; 13oz, order based on 20' container load quantity, 1-2 containers a year
- **EL SALVADOR:** Looking for companies that supply vaccines for animals (canine, feline, cattle, birds, pigs).
- **VIETNAM:** American manufacturers of intraocular lenses (ITL) products.

To learn more about the trade leads above, please email our trade leads team:
[Tony Michalski](#); [Taylor Little](#)

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RENEWABLE ENERGY

- **MALDIVES:** [Installation of 20 MWp Grid-tied Solar Photovoltaic Systems](#)

- **URUGUAY:** [Series of Offshore Green Hydrogen and Wind Tender Rounds Starting 2023](#)
- **BAHAMAS:** [Engineering, Procurement, Construction, Initial Operation, and Maintenance of the Rooftop Solar PV System at C.I Gibson High School on New Providence](#). Due date: June 22, 2023 cost U.S. PCB manufacturer. Details [HERE](#).

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DESING & CONSTRUCTION

- **ROMANIA:** [Hydropower \(Hidroelectrica SA \) Business Opportunities – 16 Projects](#). Contact Mihaela.Dodo@trade.gov with any questions.
- **KENYA:** Kenyan client eager to source: Polypropylene, Polyethylene, Polystyrene, PVC Suspension Resin, EVA (Ethylene Vinyl Acetate), Plasticizers, and LAB (Linear Alkyl Benzene). Email Jasmine.Braswell@trade.gov for additional details.
- **COLOMBIA:** Railway Sector: The National Infrastructure Agency (ANI) opened a tender for 12 months for the project La Dorada- Chiriguana 5,222 miles cargo railway line. The project includes the operation, maintenance, conservation, and improvement of the railway corridor as well as interventions and design of vulnerable points. The project is valued at 16,188 USD. For further information about both tenders. Please contact Stephanie Delgado- Infrastructure Sector at the Foreign Commercial Service in Colombia - Stephanie.Delgado@trade.gov
- **TAIWAN:** Trade lead for Material Handling Equipment (MHE) in Hualien port, located in eastern Taiwan. Specifically, there are opportunities for U.S. suppliers of industrial forklifts weighing 15,000 lbs or more, as well as cranes of varying sizes. Contact Jasmine.Braswell@trade.gov for more information.
- **PERU:** Peru Shipyard SIMA is looking to sign a strategic partnership with U.S. companies to construct dry docks/shipyards (Panamax or Post-Panamax) in Peru. Contact Jorge.Prado@trade.gov for more details.
- **PANAMA:** Panama's state-owned airport operator Tocumen International Airport, S.A. (Tocumen) announced it will launch a tender for the concession of the Enrique A. Jimenez Airport in the province of Colon (Colon Airport). Tocumen will require bids by June 26. The concession will cover operation and maintenance, construction, and the provision of non-aeronautical services. Contact Jasmine.Braswell@trade.gov for more details.
- **DOMINICAN REPUBLIC:** The Office of Prime Minister is looking for eligible bidders to submit their proposals for the Engineering, Procurement and Construction (EPC) Services for the construction of the Guyana National Control Centre to support the

integration and dispatch of the new 300 Mwe CCGT Power Plant. Email leorg@state.gov for more details.

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ENERGY

- **PERU:** [The most important chain of supermarkets in Peru \(CENCOSUD\) is looking for a manufacturer of wood pellets for heating/bbq/grills use.](#)
- **SURINAME:** [design, supply and installation of 12 kV River Crossing Cable and distribution grids in the district Commewijne.](#)
- **TRINIDAD & TOBAGO:** [Electricity Commission wants to procure One 33Kv Metal Clad Switchgear with sixteen circuit breakers and 2500 Ampere Busbar rating](#)
- **JAMAICA:** [Expression of Interest for the supply of up to Net 100 MW of Electricity Generation. More Details.](#)

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FOSSIL ENERGY

- **BARBADOS:** [Twenty-two Available Oil and Gas Blocks Located in the Barbados Exclusive Economic Zone](#)
- **BRAZIL:** [Petrobras' Divestment Program—onshore, offshore and downstream assets and Oil Exploration Open Acreage Opportunities](#)
- **SURINAME:** [Staatsolie Hydrocarbon Institute \(SHI\), a wholly owned subsidiary of Staatsolie Maatschappij Suriname N.V., is pleased to announce the launch of a competitive bid round of six new blocks in the currently sparsely explored Demerara acreage of Suriname. The blocks are located east to the current offshore discoveries and have a water depth varying from 400 to 3500 meters.](#)

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ELECTRICITY INFRASTRUCTURE

- **TRINIDAD & TOBAGO:** [Tender for 75,000 Polymeric pin type insulators \(15kv\) and 75000 Glass Disc Type MFL Insulators.](#) Due date: June 22, 2023.
- **INDIA:** [REC Power Development and Consultancy Limited - selection of transmission service provider for sub-station metro depot](#)

- **INDIA:** [Global invitation for selection of transmission service provider to establish four inter-state transmission projects](#)
- **NEPAL:** [Procurement of Plant Design, Supply, Delivery, Installation, Testing and Commissioning of 3 Substation Lots](#)

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HEALTHCARE

- **COSTA RICA:** [provide medicines to the biggest and public healthcare provider in Costa Rica: Caja Costarricense de Seguro Social.](#)
- **MEXICO:** [TD&IS Company focused on health sciences seeks partnerships with U.S. suppliers to distribute multiple products in the healthcare sector.](#)
- **URUGUAY:** [The Uruguayan company, Quimica Cenit, is interested in purchasing Contrast Agent/Contrast Medium.](#)
- **URUGUAY:** [Bioxel, an importer and distributor of medical technologies and pharma, looking for: Manufacturers of hospital furniture; Labs manufacturers of generic drugs for: oncology, immunosuppressants, Parkinson's disease, etc.; and other products](#)
- **URUGUAY:** [Manufacturers of medical imaging equipment such as CT, MRI, RX & ULTRASOUND that do not have a representation in Uruguay yet, or that wish to change their representative.](#)
- **SURINAME:** [Medical supplies for chronic care start-up \(variety of medical supplies\)](#)

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CONSTRUCTION (AIRPORTS)

- **THE BAHAMAS:** [The Government of The Bahamas launched a Public Private Partnership \(PPP\) designed to engage experienced and qualified private sector concessionaires under a model to design, build, finance, operate and/or maintain fourteen \(14\) Family Island Airports. **Press Release**](#)
- **JAMAICA:** [Proposals for Project Management Services for the Master Plan Projects at the Sangster International Airport.](#)

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CONSTRUCTION (STEEL)

- **BRAZIL:** [The Civil Construction Cooperative of the State of Santa Catarina \(COOPERCON SC\)](#), is looking for suppliers of 20,000 tons of steel.

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MANUFACTURING

- **MEXICO:** [Mexican distributor Seeking Polyolester Oil ISO 68 and 32](#)
- **MEXICO:** [World's largest electronics manufacturer is seeking Hot Dipped Galvanized \(steel sheet, zinc coated\)](#)

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SAFETY & SECURITY

- **COLOMBIA:** [Barranquilla Port in Colombia is looking for trucks and cargo container screening system.](#)

To learn more about the trade leads above, please email Trade.Americas@trade.gov.

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MAY 2023 LEADS

ADVANCED MANUFACTURING

- **BRAZIL: Foam and Rubber**
A Brazilian manufacturer is looking to source cross-linked polyethylene foam and extruded polymer laminated materials. Details [HERE](#).
- **EGYPT: Steel Drum Manufacturing**
Assemble a full or complete production line for manufacturing conical and cylindrical steel drums. The lines should handle a capacity of 100 and 250 drums per hour (DPH). U.S. Companies please click [HERE](#) to register your interest and for further details.
- **UNITED KINGDOM: Low-Cost Printed Circuit Boards**
A British Printed Circuit Board (PCB) manufacturer and supplier is looking to partner with a high volume/lower cost U.S. PCB manufacturer. Details [HERE](#).

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AUTOMOTIVE & SMART MOBILITY

- **CHILE: an International Tender to Modernize its Operational Technology System (Tender A) and the Public Transportation Buses Fleet (Tender B)**

The Chilean Ministry of Transportation and Communications (MTT in Spanish) is launching an international tender to modernize its operational technology system (tender A) and the public transportation buses fleet (tender B).

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- **HONDURAS: Seeking U.S. Suppliers of Passenger Buses (30 ft. or more) With Video Surveillance Systems (Cameras) and Electronic Collection Systems (Credit Card)**

The Honduran Integrated Transportation System Consortium (SITHSA in Spanish) is seeking U.S. suppliers of passenger buses (30 ft. or more) with video surveillance systems (cameras) and electronic collection systems (credit card). SITHSA is aiming for 500 new units, with an initial purchase of 100 units during (for reference, the total number of units in Tegucigalpa is about 1,400).

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- **JORDAN: Updating Its Truck Fleet with Used American Trucks**

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- **MOZAMBIQUE: Develop a Program Focused on Addressing Road Infrastructure and Low Freight Transport Market Competitiveness.**

The Government of the Republic of Mozambique has asked the Millennium Challenge Corporation to develop a program focused on addressing road infrastructure and low freight transport market competitiveness. Starting in May, 2023, MCC plans to announce mobility related RFPs in the [United Nations Development Business website](#) and [DG Market website](#).

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DESIGN & CONSTRUCTION

- **KENYA: Kenyan Client Eager to Source**

Polypropylene, Polyethylene, Polystyrene, PVC Suspension Resin, EVA (Ethylene Vinyl Acetate), Plasticizers, and LAB (Linear Alkyl Benzene).

Email Jasmine.Brazwell@trade.gov for additional details

- **COLOMBIA: Railway Sector**

The National Infrastructure Agency (ANI) opened a tender for 12 months for the project La Dorada- Chiriguana 5,222 miles cargo railway line. The project includes the operation, maintenance, conservation, and improvement of the railway corridor as well as interventions and design of vulnerable points. The project is valued at 16,188 USD. For further information about both tenders Please contact Stephanie Delgado- Infrastructure Sector at the Foreign Commercial Service in Colombia - stephanie.delgado@trade.gov

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Trade lead for Material Handling Equipment (MHE) in Hualien port, located in eastern Taiwan. Specifically, there are opportunities for U.S. suppliers of industrial forklifts weighing 15,000 lbs. or more, as well as cranes of varying sizes.
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- **PERU: Peru Shipyard SIMA is Looking to Sign a Strategic Partnership**
Peru Shipyard SIMA is looking to sign a strategic partnership with U.S. companies to construct dry docks/shipyards (Panamax or Post-Panamax) in Peru.
Contact jorge.prado@trade.gov for more details.
- **PANAMA: a Tender for The Concession of The Enrique A**
Panama's state-owned airport operator Tocumen International Airport, S.A. (Tocumen) announced it will launch a tender for the concession of the Enrique A. Jimenez Airport in the province of Colon (Colon Airport). Tocumen will require bids by June 26. The concession will cover operation and maintenance, construction, and the provision of non-aeronautical services.
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- **DOMINICAN REPUBLIC: Looking for Eligible Bidders to Submit Their Proposals for the Engineering**
The Office of Prime Minister is looking for eligible bidders to submit their proposals for the Engineering, Procurement and Construction (EPC) Services for the construction of the Guyana National Control Centre to support the integration and dispatch of the new 300 Mwe CCGT Power Plant.
Email leorg@state.gov for more details.

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RENEWABLE ENERGY

- **BAHAMAS:** [Engineering, Procurement, Construction, Initial Operation, and Maintenance of the Rooftop Solar PV System at C.I Gibson High School on New Providence](#)
- **BAHAMAS:** [Engineering, Procurement, Construction, Initial Operation, and Maintenance of the Rooftop Solar PV System at The University of The Bahamas](#)

- **TUNISIA:** [3 calls for tenders for the development of solar and wind projects over 2023-2025 with a total capacity of up to 1.7 GW](#)
- **URUGUAY:** [Series of Offshore Green Hydrogen and Wind Tender Rounds Starting 2023](#)
- **ITALY:** [Giva Srl – Representation of U.S. manufacturers of Solar Panels in Italy](#)

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ELECTRICITY INFRASTRUCTURE

- **ETHIOPIA:** [Tender for the supply of 15kv and 33kv lightning arrestors](#)
- **TRINIDAD&TOBAGO:** [Tender for 75,000 Polymeric pin type insulators \(15kv\) and 75000 Glass Disc Type MFL Insulators](#)
- **SOUTH AFRICA:** [513 MW RFQ and RFP for Battery Energy Storage Capacity of the IPP Procurement Programme](#)
- **KAZAKHSTAN:** [Modernization of street lighting system in the city of Ust-Kamenogors](#)

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FOSSIL ENERGY

- **POLAND:** [Warter Fuels Seeking Raw Material for Production of Aviation, Rally, and Alkylate Gasolines](#)
- **MOROCCO:** [Morocco-Nigeria Gas Pipeline: National office of Hydrocarbons and Mines \(OMHYM\) Seeking Suppliers/Manufacturers of Equipment for the Pipeline](#)
- **NIGERIA:** [Stelog Ltd. Seeking U.S. OEMs and EPC Companies for JV partnership](#)
- **NIGERIA:** [Partnership w/OEMs for LPG process equipment, fiberglass LPG cylinders, and steel](#)
- **BRAZIL:** [Petrobras' Divestment Program—onshore, offshore and downstream assets and Oil Exploration Open Acreage Opportunities](#)

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HEALTHCARE & HEALTH TECH

- **SURINAME:** Purchase of clinical equipment for the upgrading of 4 Chronic Care Models centers

- **ETHIOPIA:** The Ministry of Education invites sealed Bids from eligible Bidders for Bio-medical tools and equipment for Universities and Colleges
- **EI SALVADOR:** Looking for companies that supply vaccines for animals (canine, feline, cattle, birds, pigs)
- **VIETNAM:** American manufacturers of intraocular lenses (ITL) products

To learn more about the trade leads above, please email Tony.Michalski@trade.gov; Taylor.Little@trade.gov.

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APRIL 2023 LEADS

ENVIRONMENTAL TECHNOLOGIES

- **COLOMBIA: Water Treatment Plant**
 - The city of Bogota water, wastewater and sewage public utility is looking to contract under the private law concession modality all the activities necessary for financing, the preparation and delivery of studies and designs, and the execution of the execution units, as well as social and environmental management, start-up, stabilization, partial reversal, operation, maintenance and reversal of the **Canoas Wastewater Treatment Plant**. Estimates value of the project: \$937 million.
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 - Website: <https://www.mow.gov.bh/>
 - Questions? Contact Imane Alalaiwat(AlalaiwatIA@state.gov), Commercial Specialist, U.S. Embassy Manama
- **URUGUAY: Water Infrastructure Public Tender**

- The Neptuno Project entails the development of a new water intake to supply Montevideo, part of Canelones and San José. It will demand the construction of a water treatment plant with a daily capacity of 200 million cubic meters and a 50-mile-long of ductile iron pipeline to transport water to the metropolitan area. This project was presented as a private initiative by a local consortium and has an estimated value of \$258 million. The scope of the project includes design, construction and maintenance of the work, while the state-owned company OSE will be in charge of its operation. Due date: May 4, 2023, at 2:00 PM (EDT).
- [Uruguay Water Infrastructure Market Intelligence](#)

For additional information, contact Alicia.Machado@trade.gov

- **ANGOLA: Tender Construction of Septage Treatment Plants**
 - The **Ministry of Water & Energy of Angola**, through the **National Directorate of Water** opened prequalification contractors for construction works of **faecal sludge (septage) treatment plants** and transfer stations in **Benguela, Baia Farta, Lobito and Catumbela**.
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 - Questions? Contact Robert.Scully@trade.gov
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 - Questions? Contact Chyrstal.Denys@trade.gov
- **JORDAN: EBRD General Procurement Notice - \$12 Million Wastewater Pre-Treatment Facility Project**
 - Please see below for information about a **wastewater pre-treatment facility project in Jordan**. EBRD is providing a loan of up to **\$12 million** to the Water Authority of Jordan to (i) support the upgrade and expansion of the pre-treatment facility at Ain Ghazal Pre-Treatment Plant from a peak capacity of 330,000 m³/d to 726,712 m³/d in order to accept and treat the expected incoming flows at AGTP until 2045, and (ii) the decommissioning of the redundant septic tank reception facility, which will be replaced by a new septic tank in Al Ghabawi. The project has an **estimated total project value of \$12,000,000**.
 - The project was published on February 23, 2023, and the estimated **start date of procurement is March 1, 2023**.
 - **Link to Notice:**
<https://ecepp.ebrd.com/delta/viewNotice.html?displayNoticeId=25252976>
 - **Link to Project Summary Document:** <https://www.ebrd.com/work-with-us/projects/psd/51888.html>
 - We urge interested U.S. companies to register in the EBRD ECEPP in order to access detailed information such as the project’s technical and financial requirements, expected outcome, qualification requirements, contract duration, planned contract start date, and any other relevant information. Click [here](#) to register with the EBRD ECEPP.
 - Questions? Contact Chyrstal.Denys@trade.gov

- **UZBEKISTAN: EBRD Invitation for Tenders - EUR 60 Million Wastewater Treatment Plants Project**
 - EBRD approved a loan of up to \$60 million to the Republic of Uzbekistan, to finance water utility Xorazm Suv Ta'minoti LLC's Priority Investment Program. The Priority Investment Program includes investments in water and wastewater infrastructure such as the construction of new water intakes and renewal of pumping stations, water and wastewater treatment facilities, and the installation of household and bulk meters. At this stage of the project, the project implementing entity JSC Uzsuvtaminot has requested:
 - Design and construction of wastewater treatment plants (WWTPs) in Khiva and Pitnak, including an incoming collector to the Pitnak WWTP.
 - **Invitation for Tenders:**
<https://ecepp.ebrd.com/delta/viewNotice.html?displayNoticeId=24087755>
 - **Project Summary Document:** <https://www.ebrd.com/work-with-us/projects/psd/horezm-water-project.html>
 - EBRD published this invitation for tenders on February 20th, 2023, and it **closes on April 21st, 2023.**
 - We urge interested U.S. companies to register in the EBRD ECEPP in order to access detailed information such as the project's technical and financial requirements, expected outcome, qualification requirements, contract duration, planned contract start date, and any other relevant information. Click [here](#) to register with the EBRD ECEPP.
 - Questions? Contact Chyrstal.Denys@trade.gov

- **KYRGYZ REPUBLIC: EBRD Invitation for Tenders - EUR 4 Million Water Supply Infrastructure Modernization Project**
 - EBRD approved a loan of up to **EUR 1.6 million** to the Kyrgyz Republic for the benefit of the municipal water company in the city of Isfana. This loan will support the modernization of the Isfana water supply infrastructure and will be co-financed by a **EUR 2.4 million** investment grant from the EU Investment Facility for Central Asia. The project will focus on the rehabilitation of water systems, the introduction of household metering, and the modernization of operational and maintenance equipment. At this stage of the project, the Municipal Enterprise "ISFANA TAZA SUU" has requested:
 - Construction works to support water abstraction, water storage, water treatment, and water supply networks.
 - **Invitation for Tenders:**
<https://ecepp.ebrd.com/delta/viewNotice.html?displayNoticeId=25289825>
 - **Project Summary Document:** <https://www.ebrd.com/work-with-us/projects/psd/49274.html>
 - EBRD published this invitation for tenders on March 6th, 2023, and it **closes on April 20th, 2023.**

- We urge interested U.S. companies to register in the EBRD ECEPP in order to access detailed information such as the project's technical and financial requirements, expected outcome, qualification requirements, contract duration, planned contract start date, and any other relevant information. Click [here](#) to register with the EBRD ECEPP.
 - Questions? Contact Chyrstal.Denys@trade.gov
- **KYRGYZ REPUBLIC: EBRD Invitation for Tenders - EUR 5.3 Million Wastewater Networks Project**
 - EBRD approved a loan of up to **EUR 1.0 million** to the Kyrgyz Republic, to be transferred to the city of Kara-Suu for the benefit of the Kara-Suu Water Company for the improvement of water supply and selected wastewater services. The EU Investment Facility for Central Asia (IFCA) will provide a grant in the amount of **EUR 3.3 million** to co-finance the implementation of this project. Additional co-financing in the amount of **EUR 1.0 million** is expected from an IFI. The overall objectives of this project are to rehabilitate the water supply, selected wastewater improvements, and improve financial and operational management. At this stage of the project, the Kara-Suu Water Company has requested: Construction works for wastewater networks.
 - **Invitation for Tenders:**
<https://ecepp.ebrd.com/delta/viewNotice.html?displayNoticeId=25003958>
 - **Project Summary Document:** <https://www.ebrd.com/work-with-us/projects/psd/karasuu-water-subproject.html>
 - EBRD published this invitation for tenders on March 10th, 2023, and **it closes on April 24th, 2023.**
 - We urge interested U.S. companies to register in the EBRD ECEPP in order to access detailed information such as the project's technical and financial requirements, expected outcome, qualification requirements, contract duration, planned contract start date, and any other relevant information. Click [here](#) to register with the EBRD ECEPP.
 - Questions? Contact Chyrstal.Denys@trade.gov

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HEALTHCARE & HEALTH TECH

- **PHILIPPINES: National Insurance Systems**
A network of hospitals across Philippines are studying to partner with a U.S. company that has experience in working on national insurance systems.

To learn more about the trade leads above, please email Tony.Michalski@trade.gov; Taylor.Little@trade.gov.

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RENEWABLE ENERGY

- **ISRAEL:** [Pre-Qualification for 300MW Photovoltaic Plant in Israel](#)

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ELECTRICITY INFRASTRUCTURE

- **SOUTH AFRICA:** [513 MW RFQ and RFP for Battery Energy Storage Capacity of the IPP Procurement Programme](#)

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FOSSIL ENERGY

- **OMAN:** [EPC Partnership to Explore and Produce Oil from a Well in the Sultanate of Oman](#)
- **NIGERIA:** [Flare Gas to Liquid Technology \(GTL\), HVAC OEMs, Automated NDT Inspection, Automated Surface Preparation for Pipeline and Pressure Vessels](#)
- **BARBADOS:** [Twenty-two Available Oil and Gas Blocks Located in the Barbados Exclusive Economic Zone](#)

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MARCH 2023 LEADS

ADVANCED MANUFACTURING

- **BRAZIL: Foam and Rubber**
A Brazilian manufacturer is looking to source cross-linked polyethylene foam and extruded polymer laminated materials. Details [HERE](#).
- **EGYPT: Steel Drum Manufacturing**
Assemble a full or complete production line for manufacturing conical and cylindrical steel drums. The lines should handle a capacity of 100 and 250 drums per hour (DPH). U.S. Companies please click [HERE](#) to register your interest and for further details.
- **UNITED KINGDOM: Low-Cost Printed Circuit Boards**

A British Printed Circuit Board (PCB) manufacturer and supplier is looking to partner with a high volume/lower cost U.S. PCB manufacturer. Details [HERE](#).

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AUTOMOTIVE & SMART MOBILITY

- **ARMENIA: Automatic System for Weighing and Detecting Heavy-Duty Vehicles (HDV)**

The Republic of Armenia intends to implement an automatic system for weighing and detecting heavy-duty vehicles(HDV), and is seeking tenders for the following:

Development of a digital information system coupled with the measuring stations to be installed. The system should possess functional capabilities to collection, store, process, analyze and transfer data to the operator in real time through specialized software. The information system should be synchronized with relevant digital platforms of the government, ensuring data exchange and interoperability.

Installation of devices for weighing, video-recording, determining dimensions of HDVs as well as traffic intensity and speed measurement. Ensuring collection and transfer of relevant data to the centralized automatic information system.

Contacts: Office.Yerevan@trade.gov & yerevanbusiness@state.gov.

- **SAUDI ARABIA: Advance Technology for Logistics Management of School Bus Fleet**

Rafed Transportation Services (company that works with Saudi Ministry of Education) is seeking a U.S. company that can provide advance technology for logistics management of school bus fleet.

Contact: Saad.Ahmed@trade.gov

- **UKRAINE: Ukraine Public Transportation Framework Project**

European Bank of Reconstruction and Development is seeking tenders for its project with Ukraine Public Transportation Framework, which includes a €2.75 million investment grant from the EU NIP and a €1.7 million investment grant from the EBRD Crisis Response Special Fund benefiting from the US government contribution. [Learn More](#)

Contact: Chrystal.Denys@trade.gov

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HEALTHCARE & HEALTH TECH

- **THAILAND: U.S. Soap Products**

Company is seeking U.S.-based wholesalers that can supply varieties of U.S. soap products.

- **HONG KONG: Manufacturers to develop effervescent tablets**

Company is looking for a contract manufacturer to help develop effervescent tablets.

- **URUGUAY: Manufacturers of Medical Equipment**

Company is interested in developing relationships with manufacturers of medical imaging equipment such as CT, MRI, RX & ULTRASOUND. The company is not looking for refurbished equipment or small companies.

To learn more about the trade leads above, please email Tony.Michalski@trade.gov; Taylor.Little@trade.gov.

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ENVIRONMENTAL TECHNOLOGIES

- **UZBEKISTAN: EBRD General Procurement Notice: \$30 Million Water Improvement Project**

- Please see below for information about a water improvement project in Tashkent. The Republic of Uzbekistan intends to use part of the proceeds of a loan from/grant administered by EBRD towards the cost of this project. The project has an estimated total value of \$30,000,000. The project was published on January 17, 2023, and the estimated start date of procurement is January 20, 2023.
- Link to Notice: <https://ecepp.ebrd.com/delta/viewNotice.html?displayNoticeId=24740698>
- Link to Project Summary Document: <https://www.ebrd.com/work-with-us/projects/psd/tashkent-water-improvement-project.html>
- We urge interested U.S. companies to register in the EBRD ECEPP in order to access detailed information such as the project's technical and financial requirements, expected outcome, qualification requirements, contract duration, planned contract start date, and any other relevant information. Click [here](#) to register with the EBRD ECEPP. Contact Chrystal.Denys@trade.gov with [questions](#).

- **AZERBAIJAN: USAID Direct Purchase of Water Pumps**

USAID is planning to co-finance the purchase and installation of two submersible pumps for agriculture and residential water supply. This project is for Azerbaijan. The cost of direct purchase will be covered by USAID Mission and the Azerbaijani Government on 50/50 percentage basis. It will be a direct purchase. No outside financing is required. Contact Evan.Johnson@trade.gov or Garret.Mitchell@trade.gov with questions.

- **GEORGIA: EBRD Invitation for Tenders: \$19 Million Mobile Landfill Equipment**

- EBRD approved a loan of \$19 million to Georgia Sovereign (borrower) to implement Phase II of the Adjara Solid Waste Management Project. This

financing will support the acquisition of solid waste management equipment that will enable Adjara Waste Management Company Ltd. (beneficiary) to start new landfill operations. At this stage of their project, the Adjara Waste Management Company Ltd. has requested: Mobile landfill equipment.

- Invitation for Tenders:
<https://ecepp.ebrd.com/delta/viewNotice.html?displayNoticeId=25215315>
 - Project Summary Document:
<https://www.ebrd.com/work-with-us/projects/psd/52887.html>
 - EBRD published this invitation for tenders on February 20th, 2023, and it closes on March 22nd, 2023.
 - We urge interested U.S. companies to register in the EBRD ECEPP in order to access detailed information such as the project's technical and financial requirements, expected outcome, qualification requirements, contract duration, planned contract start date, and any other relevant information. Click [here](#) to register with the EBRD ECEPP. Contact Chrystal.Denys@trade.gov with questions.
- **KAZAKHSTAN: EBRD Wastewater Treatment Plant Modernization Consultancy Opportunity**
The European Bank for Reconstruction and Development is funding a consultancy opportunity to support the Taraz, Kazakhstan authorities to support a wastewater treatment plant construction project. This project was listed by EBRD on January 25th and closes on March 10th. The Assignment is expected to start March 2023 and has an estimated overall duration of 45 weeks.
For more information, contact Chrystal.Denys@trade.gov
 - **AZERBAIJAN: EBRD Solid Waste Management Improvement Project**
The European Bank for Reconstruction and Development is funding a consultancy opportunity to support the Azerbaijan authorities. This project was listed by EBRD on February 22nd and closes on March 17th. The Assignment is expected to start Q2 2023 and has an estimated overall duration of 30 months.
For more information, contact Chrystal.Denys@trade.gov
 - **UKRAINE: EBRD Invitation for Tenders: Leachate Treatment System**
 - EBRD approved a loan of EUR 28.5 million to Communal Enterprise “Spetskomuntrans” to finance the rehabilitation and modernization of solid waste infrastructure in the City of Khmelnytskyi. “Spetskomuntrans” is a municipal company wholly owned by the City of Khmelnytskyi, responsible for the collection, treatment and disposal of municipal solid waste. At this stage of their project, “Spetskomuntrans” has requested a new leachate treatment system.
 - Invitation for Tenders:
<https://ecepp.ebrd.com/delta/viewNotice.html?displayNoticeId=12724683>
 - Project Summary Document:

- <https://www.ebrd.com/work-with-us/projects/psd/50729.html>
 - EBRD published this invitation for tenders on January 18th, 2023, and it closes on March 27th, 2023.
 - We urge interested U.S. companies to register in the EBRD ECEPP in order to access detailed information such as the project's technical and financial requirements, expected outcome, qualification requirements, contract duration, planned contract start date, and any other relevant information. Click [here](#) to register with the EBRD ECEPP. Contact Chyrstal.Denys@trade.gov with questions.
- **KYRGYZ REPUBLIC: EBRD Invitation for Tenders: 4million EUR for New Wastewater Treatment Plant**
 - EBRD approved a loan of EUR 4 million to the City of Jalal-Abad to finance critical water and wastewater investments including the rehabilitation of water and wastewater networks, metering, construction of a new wastewater treatment plan, and the procurement of laboratory equipment. At this stage of their project, the City has requested construction of a new wastewater treatment plant and repair of the old wastewater treatment plant.
 - Invitation for Tenders: <https://ecepp.ebrd.com/delta/viewNotice.html?displayNoticeId=12493197>
 - Project Summary Document:
 - <https://www.ebrd.com/work-with-us/projects/psd/kr-water-frameworkjalalabad-water-ii-subproject.html>
 - EBRD published this invitation for tenders on February 13th, 2023, and it closes on April 4th, 2023.
 - We urge interested U.S. companies to register in the EBRD ECEPP in order to access detailed information such as the project's technical and financial requirements, expected outcome, qualification requirements, contract duration, planned contract start date, and any other relevant information. Click [here](#) to register with the EBRD ECEPP. Contact Chyrstal.Denys@trade.gov with questions.

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RENEWABLE ENERGY

- **PAKISTAN:** [600 MW Solar Project on Build, Own, Operate and Transfer \(BOOT\)](#)
- **NIGERIA:** [RFQ - Concession of the 700MW Zungeru Hydropower Dam](#)
- **TUNISIA:** [3 calls for tenders for the development of solar and wind projects over 2023-2025 with a total capacity of up to 1.7 GW](#)

- **URUGUAY:** [Series of Offshore Green Hydrogen and Wind Tender Rounds Starting 2023](#)
- **ITALY:** [Giva Srl – Representation of U.S. manufacturers of Solar Panels in Italy](#)

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ELECTRICITY INFRASTRUCTURE

- **TRINIDAD&TOBAGO:** [Tender for One 33Kv Metal Clad Switchgear with Sixteen Circuit Breakers and 2500 Ampere Busbar Rating](#)
- **NEPAL:** [Procurement of Plant Design, Supply, Delivery, Installation, Testing and Commissioning of: Lot 1: Lapsiphedi-Ratmate-New Hetauda 400kV D/C Transmission Line | Lot 2: Ratmate-New Damauli 400kV D/C Transmission Line | Lot 3: New Damauli-New Butwal 400kV D/C Transmission Line \(Base\) And New Butwal - Nepal/India Border 400kV D/C Transmission Line \(Option\)](#)
- **KAZAKHSTAN:** [Modernization of street lighting system in the city of Ust-Kamenogors](#)

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FOSSIL ENERGY

- **POLAND:** [Warter Fuels Seeking Raw Material for Production of Aviation, Rally, and Alkylate Gasolines](#)
- **NIGERIA:** [Stelog Ltd. Seeking U.S. OEMs and EPC Companies for JV partnership](#)
- **NIGERIA:** [Partnership w/OEMs for LPG process equipment, fiberglass LPG cylinders, and steel](#)
- **BRAZIL:** [Petrobras' Divestment Program—onshore, offshore and downstream assets and Oil Exploration Open Acreage Opportunities](#)

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FEBRUARY 2023 LEADS

MARINE TECHNOLOGY

- **CAMEROON: Open Call for Tenders for Port Authority of Douala Expansion**
Within the framework of the modernization of current infrastructure of the Port of Douala-Bonaberi and its extension to the deep-sea site of Manoka Island, the Port Authority of Douala (PAD) is seeking and encouraging foreign and national investors to bid on projects for the construction of port and urban infrastructure. Expires March 31, 2023. Contact: joseph.nguenentepe@pad.cm

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FOSSIL ENERGY

- **NIGERIA:** [Flare Gas to Liquid Technology \(GTL\), HVAC OEMs, Automated NDT Inspection, Automated Surface Preparation for Pipeline and Pressure Vessels](#)
- **BARBADOS:** [Twenty-two Available Oil and Gas Blocks Located in the Barbados Exclusive Economic Zone](#)

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ENVIRONMENTAL TECHNOLOGIES

- **ALGERIA: Copper and Aluminum Waste Recycling and Processing Furnace RFQ**
Summary: Supply a copper and aluminum waste recycling and processing furnace. The buyer, Algeria's largest cable manufacturer, seeks a furnace with a transformation capacity of 30,000 tons per day. The buyer will attend DistribuTECH in San Diego in February 2023. [Respond Now](#)

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AUTOMOTIVE & SMART MOBILITY

- **LITHUANIA:** ERBD Green Cities pre-tender – up to \$48.25 million Vilnius purchase of battery/electricity powered trolleybuses.
Borrower contact information: <http://www.vilniausviesasistransportas.lt>
Rymvydas Totoraitis rimvydas.totoraitis@vilniausvt.lt +370 85 2394 783
UAB "Vilniaus viesasis transportas" Zolyno g. 15, 10209 Vilnius
Project Summary: <https://www.ebrd.com/work-with-us/projects/psd/54153.html>
Contacts: Chrystal.Denys@trade.gov and Janelle.Weyek@trade.gov
- **MALTA:** Electric Vehicles for General Use Purposes within the Maltese Public Service -
Tender Opening date: 02/28/2023.
Lot 1 - Supply of 194 passenger vehicles (5 passengers)
Lot 2 – Supply of 30 passenger vehicles (8 passengers)

Lot 3 – Supply of 16 commercial small vehicles

Lot 4 – Supply of 10 Commercial large vehicles

Tender:

<https://www.etenders.gov.mt/epps/cft/prepareViewCfTWS.do?resourceId=9522394>

Contact: Suzanne.Rothman@trade.gov

- **MEXICO:** Daimler Trucks Mexico (DTM) is a manufacturer of trailer trucks since 2007. The brand has one manufacturing plant in Estado de Mexico for their Freightliner and Sterling Class vehicles. Their second plant is in Saltillo, Coahuila for the production of tractor trucks Freightliner Class 8.

<https://www.daimler.com.mx/view/index>

DTM is interested in U.S. suppliers of rubber seals, molded rubber parts, blow molding, plastic injection molding (spot welding) and back-up alarms.

Contact: Monica.Martinez@trade.gov

- **U.A.E:** Dubai Roads & Transportation Authority (RTA) in Dubai is seeking a supply of electric buses for public transportation.

Contact: Nasereddine.gouami@trade.gov.

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ENVIRONMENTAL AND SOCIAL IMPACT ASSESTMENT

- **MOZAMBIQUE:** [Environmental and Social Impact Assessment for the Syrah Balama Graphite Mine Project](#)