



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.

AUGUST 2023 LEADS

RENEWABLE ENERGY

- **NAMIBIA:** [NamPower seeks contractor for 70MW solar plant and other schemes](#)
- **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](#)

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FOSSIL ENERGY

- **MOROCCO:** [Morocco-Nigeria Gas Pipeline: National office of Hydrocarbons and Mines \(OMHYM\) Seeking Suppliers/Manufacturers of Equipment for the Pipeline](#)
- **BRAZIL:** [Petrobras' Divestment Program—onshore, offshore and downstream assets and Oil Exploration Open Acreage Opportunities](#)

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ENVIRONMENTAL TECHNOLOGIES

- **DOMINICAN REPUBLIC: Water & Wastewater Treatment Technologies Supplier Needed**
 - TECNOAGUA S.R.L., along with sister company, PROENERGETICOS S.R.L., design and development of projects in the fields of water treatment and purification for potable use and industrial applications, domestic and industrial wastewater treatment, solutions with bolted tanks for potable water storage, industrial water storage and fire protection systems.
 - TECNOAGUA S.R.L. are looking to identify a supplier that can supply them with water and wastewater treatment technologies, pyrolysis technologies, fractional distillation technologies, plasma torches, and plasma gasification technologies.
 - Questions? Contact Francesca.Fermin@trade.gov.

- **MEXICO: Wastewater Collection System Improvements for Ciudad Juarez, Chihuahua**
 - The purpose of the Project is to reduce the human health risks associated with waterborne diseases caused by exposure to untreated wastewater and eliminate potential surface and groundwater contamination by replacing deteriorated wastewater infrastructure prone to leaks and failure.
 - The Project is expected to generate environmental and human health benefits related to the following outcomes:
 - Improve wastewater collection services for approximately 73,690 existing residential wastewater connections located in the city's northwest area.
 - Reduce the risk of pipeline failures resulting in untreated or inadequately treated wastewater discharges to the Rio Grande River, which would prevent:
 - Approximately 1,000 liters per second (lps) or 22.8 million gallons per day (mgd) of wastewater discharges.
 - Transboundary wastewater flows to the U.S.
 - Interested parties looking for this and other procurement opportunities can visit www.nadb.org
 - Project Sponsor: Local water utility, Junta Municipal de Agua y Saneamiento de Ciudad Juárez (JMAS).
 - Estimated Construction Cost: USD 26,900,000.
 - Questions? Contact Francisco.Ceron@trade.gov

- **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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ADVANCED MANUFACTURING

- **INDIA: Aluminized polyimide and polyester film**
A Bengaluru based supply chain company is looked to source aluminized polyimide and polyester film. Antappa.Badigair@trade.gov
- **BRAZIL: Industrial blades**
A distributor in Brazil is looking to purchase industrial blades (used in fiberglass chopping). Moacir.Rodvalho@trade.gov
- **INDIA: Steel mill kraft paper**
An Indian trading company is looking to purchase steel mill kraft paper to be used as coverings for aluminum wires. Malarvizhi.Parimel@trade.gov
- **TURKEY: Scrap aluminum in bulk quantities**
A Turkish supplier of raw materials is looking to meet with U.S. providers of scrap aluminum in bulk quantities. Naz.Demirdoven@trade.gov
- **MEXICO: Polyester oil**
A Mexican lubricant distributor is looking to source polyester oil for applications in refrigeration. Mario.Vidana@trade.gov

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AUTOMOTIVE & SMART MOBILITY

- **COLOMBIA: Rail Equipment**
 - U.S. Commercial Service in Colombia (CS Colombia) has been notified the Bogota-Belencito corridor is in need of rail equipment, and therefore is accepting RFI proposals for upcoming RFP tenders. CS Colombia may assist U.S. companies (selling 51% U.S. content based equipment) interested in submitting a proposal. Please contact Stephanie.Delgado@trade.gov from CS Colombia for further information. The expected tender would include the following equipment:
 - C21 locomotives
 - GE U10B locomotives
 - GE U18 locomotives
 - Side discharge hoppers
 - Twist lock platforms
 - Ballast hoppers with bottom discharge
- **COLOMBIA: Freight Transportation**
 - CS Los Angeles and CS Colombia are seeking U.S. companies interested in attending a Freight Transportation Trade Show in Bucaramanga, Colombia on September 13-15 2023, during which CS Colombia will provide [Gold Key Services](#) to U.S. manufacturers of GPS fleet monitoring technology and transport temperature control systems for refrigerated containers. Please

contact Stephanie.Delgado@trade.gov from CS Colombia for further information.

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HEALTHCARE & 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.
- **URUGUAY:** Contrast Agent. Insulin manufacturers; neurosurgical equipment, devices, and supplies; peripheral vascular an
- **ETHIOPIA:** The Federal Democratic Republic of Ethiopia, Ministry of Health invites sealed bids from eligible GC-1/BC-1 and qualified bidders for the construction of the Comprehensive Emergency Hospital Building
- **COSTA RICA:** Hydrochlorothiazide 25mg pill tablets; Pressotherapy equipment for physical therapy; Vital Signs Monitors; Simulators for Surgery for Simulation Hospitals
- **PANAMA:** U.S. suppliers of colon cleansing and constipation relief products (Polyethylene glycol 3350)

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