



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.

DECEMBER 2020 LEADS

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

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

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

- [333.33 MVA 500 kV Power Transformer](#)

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

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

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

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

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

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

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MOROCCO: Tenders for construction of dams

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

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

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TUNISIA: Drinking water treatment plant project

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

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

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

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

Deadline: NA

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

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

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

Deadline: NA

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

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FINLAND: Medical Helicopter Tender

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

Deadline: NA

Contact: Mia Mäki at mia.maki@trade.gov.

ITALY: Aluminum Producers

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

www.af-trading.it. Digital brochure can be downloaded here: **[PDF DOWNLOAD OUR BROCHURE](#)**

The ideal aluminum producer should have the following characteristics:

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

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

Deadline: NA

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