



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.

January 2020 Leads

URUGUAY/ARGENTINA: Salto Grande Dam Renovation Project

This is a call for expression to consulting firms and/or APCAs, with experience and prestige, internationally recognized in the elaboration of integral executive renovation projects of 500 kV plants.

Preparation of the executive project for the integral renovation of the four (4) 500 kV stations implies the following systems and equipment: maneuvering equipment, protection, control and command systems, measurement and communication, auxiliary systems and parameter monitoring, including the preparation of technical specifications of the bidding documents for contracting the supply, assembly and commissioning in service of the aforementioned interventions. The estimated budget for the consulting service to be hired will be US \$ 725,000. Due date by March 3rd, 2020

Contact: [Alicia Machado](#)

=====

CAPE VERDE: ROI Installation of Two Solar Power Plants, 5 MW

The Cape Verde government is requesting expressions of interest for Independent Power Producers to install two solar power plants of five megawatts each on the islands of Sal and São Vicente, according to an announcement from the National Directorate for Industry, Trade and Energy. The Procurement Notice for the Expression of Interest is available at: [Procurement Notice for Expressions of Interest](#). The deadline for submission of Expressions of Interest is January 31st, 2020. After the completion of the solar parks, Cape Verde will produce 68.6 megawatts of energy using solar photovoltaic and wind systems. For more information, visit <https://www.energiasrenovaveis.cv/>.

=====

ISRAEL: Gas Turbine Generator / Engine Generator of 1–10 MW

[EMS Mekorot](#) (a subsidiary of Mekorot, Israel’s state-owned water company) is looking for U.S. suppliers of Gas Turbine Generator / Engine Generator of 1–10 MW. In addition to direct procurement for their desalination facilities, EMS is looking to represent relevant U.S. suppliers in Israel. [Trade Lead Requests](#)

Contact: [Naama Altman](#)

=====

HAITI: Improving Electricity Access in Haiti

The general objective of this project is to increase reliable electricity access in Haiti that promotes economic development and the strengthening of the sector’s governance. The specific objectives are: (i) development of decentralized electrical minigrids with private sector participation; (ii) foster the supply of electricity with Renewable Energy (RE) in the Parc Industriel de Caracol (PIC); and (iii) strengthening sector regulatory and planning capabilities.

Contact: [Belen Gallegos](#), Commercial Liaison, Inter-American Development Bank, or [click here](#).

=====

PAKISTAN: Company Seeking to Import 200k – 300k MT of LPG and Gasoline Annually

Contact: [Mr. Ayan Ali Khan](#), U.S. Embassy Islamabad.

=====

BRAZIL: Petrobras’ Divestment Program – onshore, offshore, and downstream assets

National oil company Petrobras has announced additional teasers regarding its ongoing asset divestment program. Interested U.S. companies can view them at <https://www.investidorpetrobras.com.br/en/results-and-notice/teasers>.

Contact: [Regina Cunha](#), U.S. Commercial Service Rio de Janeiro.

=====

BRAZIL: Open Oil Acreage Opportunities

The Brazilian National Energy Policy Council (CNPE) has authorized Brazil's Oil and Gas Regulator (ANP) to keep oil blocks not awarded in previous oil leasing rounds on permanent offer to interested oil companies. They represent a total of 846 areas or blocks, in thirteen different basins, with a total area of 285,400 km². In July 2018, ANP published the contract notice and model for concession licenses from the permanent offer. More details on the Open Acreage opportunities can be seen at <http://rodadas.anp.gov.br/en/open-acreage>.

Contact: [Regina Cunha](#), U.S. Commercial Service Rio de Janeiro.

=====

TUNISIA: Looking for US Partners with The Know-How and Expertise in Industrial Waste Management

Opportunity: Tunisian company [AMAL](#) specializes in Environmental Services, Solid Control, Industrial and Petroleum Waste Management, Sites Depollution and CPF cleaning services. The company is expanding its activity in North Africa (a subsidiary in Algeria, a future subsidiary in Libya, spot projects in Mauritania) and is looking for US partners with the know-how and expertise in industrial waste management. This could be an interesting opportunity for US companies which want to participate in tenders in the region with the assistance of a local company expert in the field.

Contact: [Ms. Maha Ben Slimene](#)

=====

MOZAMBIQUE: Seeking US Suppliers in The Form of Financial Investors, Equipment Suppliers, and/or Civil Contractors

Opportunity: eleQtra is working on flood control and water (river) management in connection with construction of a hydropower plant in Mozambique. They are seeking US suppliers in the form of financial investors, equipment suppliers, and/or civil contractors. The Pavua Project entails the development of a reservoir and hydropower plant on the Pungwe River in Sofala Province. The Project will be engineered not only for power generation, but also for downstream regulation of the river (to alleviate flooding, ensure minimum flow to guarantee sufficient water for the city of Beira, and increase the overall climate resiliency in the region). It is anticipated that the project will comprise a 130m high dam and have an installed capacity of up to 168MWp (two-unit powerhouse of 2x 80 MWp with a third, smaller ecological flow turbine rated at 8 MWp to capture energy from required ecological flows when the main turbine units are not operational). eleQtra is particularly interested in finding a Water Developer and investor to assist with the implementation of the water regulation component of the project.

Contact: Lauren.Thomas@eleQtra.com

=====

ISRAEL: Looking for Suppliers of On-Site Hypochlorite Generation Systems and UAV's for Joint R&D

Opportunity: [EMS Mekorot](#) (a subsidiary of Mekorot, Israel's state-owned water company) is looking for:

- Suppliers of **On-Site Hypochlorite Generation Systems** operated by electrolyzing a brine solution (both for direct procurement + to serve as representative of relevant U.S. suppliers in the Israeli market).
- Suppliers and operators of **UAV's** for joint R&D, in view of employing **UAV's for cloud seeding and rain enhancement activity**. Some UAV companies are already conducting pilot studies in this field.

Contact: [Mr. Boaz Kiper](#) and [Ms. Naama Altman](#)

=====

December 2019 Leads

BRAZIL: Supply and installation of an Automatic Dependent Surveillance – Broadcast (ADS-B) system

The Chief of the Brazilian Aeronautical Commission in Washington D.C. (“BACW”) has announced a \$10 million tender for the supply and installation of an Automatic Dependent Surveillance – Broadcast system. Bidding information is available on the BACW website:

<http://www2.fab.mil.br/cabw/index.php/en/ultimas-noticias/277-191489-ads-b-republishing-of-ifb>

Please contact the commission via e-mail at con@cabw.org if there are any problems with this link. An open session for the receipt of the Qualification Documents and Price Proposals shall be held on **January 7th, 2020 at 9:00 a.m. EST** at the BACW offices, located at 1701 22nd Street, NW, Washington, D.C. 20008. Additional information regarding this Bidding Process may be obtained from the BACW Bidding Department in Washington D.C. from Monday to Friday between 08:30 am and 03:00 pm (EST).

=====

CHINA: Looking for solutions to address the VOC emission problems

Opportunity: Fujian Shoe Industry Association, which has 5000 members of shoe enterprises producing 4 billion pairs of shoes a year need to meet emission standards set by the government.

Specifically, the manufacturers are looking for solutions to address the VOC emission problems, particularly monitoring.

Contact: Linda Lu at linda.lu@trade.gov

=====

SOUTHEAST ASIA: Calls for Aviation Project Proposals

The U.S. Trade and Development Agency (USTDA) announced a call for initial civil aviation proposals from project sponsors in Southeast Asia, including U.S. companies working with Southeast Asian project sponsors. USTDA accepts proposals to support infrastructure project development in the following Southeast Asian countries: Indonesia, Laos, Malaysia, the Philippines, Thailand, Timor-Leste and Vietnam

Deadline for initial proposal: January 13, 2020

<https://www.ustda.gov/news/press-releases/2019/ustda-calls-aviation-project-proposals-southeast-asia>

For more information: seaacp@ustda.gov

=====

BAHRAIN: Bahrain Petroleum Company (Bapco) - Civil Works on Storage Tanks

The main scope of work is to carry out civil works on above ground storage tanks in the Company's operating areas for 5 years including, but not limited to: tank foundation, bund-walls, tank berm, suction and drain pits, pipe supports and pump base foundation

Initial Bond: BD 5000 | Validity Of Initial bond: 6 Months | Tender Fees: BD 100 | Publish Date: Sunday, 01 December 2019 | **Closing Date: Wednesday, 08 January 2020** | Opening Date: Thursday, 09 January 2020. For more information, contact [Tareq Ghazal](#), U.S. Consulate, Dhahran.

=====

HAITI: Improving Electricity Access in Haiti

The general objective of this project is to increase reliable electricity access in Haiti that promotes economic development and the strengthening of the sector's governance. The specific objectives are: (i) development of decentralized electrical minigrids with private sector participation; (ii) foster the supply of electricity with Renewable Energy (RE) in the Parc Industriel de Caracol (PIC); and (iii) strengthening sector regulatory and planning capabilities. To learn more, contact [Belen Gallegos](#), Commercial Liaison, Inter-American Development Bank, or [click here](#).

=====

TUNISIA: Development of a Pilot Program for Advanced Power Management Systems

Notice of Funding Opportunity (NOFO) to support Tunisia’s state power utility company through the development of a pilot program for advanced power management systems.

Deadline: January 14th, 2020. To learn more, [click here](#).

=====

PAKISTAN: Company Seeking to Import 200k – 300k MT of LPG and Gasoline Annually

For more information, contact [Mr. Ayan Ali Khan](#), U.S. Embassy Islamabad.

=====

BRAZIL: Petrobras’ Divestment Program – onshore, offshore, and downstream assets

National oil company Petrobras has announced additional teasers regarding its ongoing asset divestment program. Interested U.S. companies can view them at

<https://www.investidorpetrobras.com.br/en/results-and-notice/teasers>.

For more information, contact [Regina Cunha](#), U.S. Commercial Service Rio de Janeiro.

=====

BRAZIL: Open Oil Acreage Opportunities

The Brazilian National Energy Policy Council (CNPE) has authorized Brazil’s Oil and Gas Regulator (ANP) to keep oil blocks not awarded in previous oil leasing rounds on permanent offer to interested oil companies. They represent a total of 846 areas or blocks, in thirteen different basins, with a total area of 285,400 km². In July 2018, ANP published the contract notice and model for concession licenses from the permanent offer. More details on the Open Acreage opportunities can be seen at <http://rodadas.anp.gov.br/en/open-acreage>.

For more information, contact [Regina Cunha](#), U.S. Commercial Service Rio de Janeiro.