



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 2022 LEADS

DESIGN & CONSTRUCTION

- **ISRAEL**

- **Railroad Rails for LRT Project:** [Shapir](#) is one of Israel's leading infrastructure companies. For a Light Rail Transit (LRT) project in Jerusalem, Shapir requires railroad rails, according to the following specifications and quantities: 54G2 R260 - 740pcs; 54G2 R340 - 675pcs; 50E4 R260 - 160pcs; 50E4 R340 - 50pcs. The length of each piece - 18 meters. Deadline: Shapir requires the rails urgently for a project that is already underway and is looking to sign an agreement with relevant manufacturers by **July 25, 2022**. Contact Naama.Altman@trade.gov with interest. Manufacturers should meet the following criteria:
 - ISO9001:2015 certificate
 - Proof of constructing the rails according to EN14811 for groove and EN13674-1 for vignole, or US equivalent standards
 - Signed letter of compliance to chapter 16.1 specifications of tracks by the supplier
 - Technical data sheets and tests of produced rails

- **TURKEY**

- The Turkish Embassy announced plans for a **Konya Air Base runway restoration project** for competitive bidding from qualified companies from all NATO countries worth 22 million Euros. (Konya is a military airfield near Istanbul which is also used for civilian air traffic.) contact Jasmine.Braswell@trade.gov for more information
- A new consultancy tender to support a project in **Turkey**. The European Bank for Reconstruction and Development (EBRD) is supporting the Turkish Ministry of Industry and Technology to develop a Low Carbon Pathway (LCP) **for the cement industry**. The total estimate for the consultancy project is **EUR 175,000.00**. This project was published by EBRD on July 12th, and **closes on August 5th, 2022**. Link to the tender: <https://eu.smart.gep.com/publicrfx/ebrd?oloc=215#/> , scroll down to #007096

- **KAZAKHSTAN**

- A consultancy tender to support a sustainable road maintenance and management project in Kazakhstan. The objective of the project is to develop a viable business case for the application and implementation of smart technology for ongoing road operations in Kazakhstan. This project was published by EBRD on June 12th, 2022, and **closes on August 5th, 2022**. The project is expected to **start in Q4 2022 and last for 11 months**. For more **information** visit <https://eu.smart.gep.com/publicrfx/ebrd?oloc=215#/> , and scroll down to PR #003997

- **MACEDONIA**

- A **General Procurement Notice** for the **construction of a 10 km long subsection of the TEN-T Route 6 motorway in North Macedonia**. The Public Enterprise for State Roads (PESR) will use proceeds from a **EUR 167 Million** Loan from The European Bank for Reconstruction and Development (EBRD) to cover the costs of the project. The Project also envisions hiring **8 consultants over the course of the project** for ESG assignments, project implementation, due diligence, and related assignments. Financing for Technical Cooperation will be provided by a grant package from the Western Balkans Investment Framework (WBIF) of **EUR 8.8 million**. The notice was published on July 7th, with an estimated start date of procurement on October 17th, 2022. General Procurement Notice: <https://ecepp.ebrd.com/delta/viewNotice.html?displayNoticeId=22221045>

- **JORDAN**

- In May 2019, Jordan Phosphate Mines Company has launched a public tender (no. T2019-19SH) for an investment opportunity to upgrade A1 and A3 stockpiled ores resources at Eshidiya Mine on a Build-Own-Operate-Transfer basis for 20 years. The Project involves the construction of an upgradation plant with a nominal design capacity of at least 2.0 million tons per annum in addition to the operation and production of ore concentrate with the confirmed specification required by JPMC for a period of 15 years with the option to extend the term of the BOOT Contract for an additional five years. Seeking: **U.S. companies that can supply equipment and machinery for Phosphate beneficiation plant** which is a project with an estimate value of 35-40 Million USD. Contact Suzan.Barbour@trade.gov for more information about the request.

- **UZBEKISTAN**

- The European Bank for Reconstruction and Development (EBRD) is supporting **environmental and social assessments for Khorezm Regional Roads**, a critical road network that was constructed in the 1960s and has since depreciated and is currently in poor condition due to lack of maintenance. The total estimate for the consultancy project is EUR 275,000.00. Link to the tender: <https://eu.smart.gep.com/publicrfx/ebrd?oloc=215#/> , scroll down to #006940

HEALTHCARE & HEALTH TECH

- **MEXICO: ATSA Seeks Targeted Medical Devices**
 - Pre-heparinized syringe for arterial gas collection = 300,000 pieces per year.
 - Body cooling equipment = 20 pieces per year.
 - Invasive pressure transducers = 90 thousand pieces per year.
 - 3- and 4-way stopcocks = 1.5 million pieces per year.

- **PHILIPPINES: Active ingredients / raw materials**
 - Ashwaganda – raw material
 - Quercetin – raw material
 - B complex with added content formulation (Folic acid, magnesium and others) – finished product
 - Melatonin + magnesium oral supplement – finished product
 - Adult multivitamin for total wellbeing (Centrum Silver, Enervon Max, etc.) – finished product

- **ISRAEL:** Ready to use/administer premixes of IV nutrition products and compounding preparations for home care patients and hospitals.

- **SAUDI ARABIA:** U.S. suppliers of disposable respiratory and anesthesia products

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

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RENEWABLE ENERGY

- **AZERBAIJAN:** [100 MW Wind Power Plant](#)
- **COLOMBIA:** [Ecopetrol Blue and Green Hydrogen Projects](#)
- **ECUADOR:** [Green Hydrogen Project](#)
- **LITHUANIA:** [Ignalina International Decommissioning Project](#)

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ELECTRICITY INFRASTRUCTURE

- **PAPUA NEW GUINEA:** [Design, Supply, Installation and Commissioning of Transmission Line and Substation Works](#)
- **PAKISTAN:** [Fresh Water River Rehabilitation and Construction Project](#)

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FOSSIL ENERGY

- **ISRAEL:** [Tender for a 600-900 MW Combined Cycle Power Plant](#)

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

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ENVIRONMENTAL TECHNOLOGIES

- **KENYA: U.S. suppliers of water metering and billing technology**

A local firm is seeking U.S. suppliers of water metering and billing technology for a confirmed project managed by a municipal water authority. Funding for this has been identified. **Contact:** [Mary Masyuko](#)

- **HONG KONG: food composters able to handle food waste**

One of Hong Kong's largest property developers is seeking food composters able to handle food waste for use at shopping malls. **Contact:** [Kitty Leung](#)

- **HONG KONG: Seeking additional manufacturers of centrifugal and screw centrifugal pumps**

Local water and wastewater contractor and distributor, Enviro Process Engineering (HK) Co. Ltd. is seeking additional manufacturers of centrifugal and screw centrifugal pumps for several projects they received from the Drainage Service Department in Hong Kong. **Contact:** [Kitty Leung](#)

- **KYRGYZSTAN: Two consultancy tenders to support a water project in Kyrgyzstan.**

Financing for both contracts will be provided by the Japan-EBRD Cooperation Fund through the Nookat Water Company.

- 1) Consultant to support the implementation of a Nookat Water sub-project, by providing PIU Support and Construction supervision.
- 2) Consultant to implement the Corporate Development Program and Stakeholder Participation Program. Tender [Notice](#).

Due Date: August 10, 2022 **Contact:** [Janelle Weyek](#)

- **UKRAINE: Seeking a remote consultant to develop tariff guidelines for landfilling and solid waste setting**

As part of an on-going project to modernize solid waste infrastructure in the Ukrainian city of Khmelnytskyi, the EBRD is co-financing the consultant with EU NIIP. This

assignment can be completed remotely.

[Announcement.](#)

Due Date: July 29, 2022

Contact: [Janelle Weyek](#)

- **UZBEKISTAN: water and wastewater infrastructure networks and pumping stations.**

Water project via a US 60 Million loan to the JSC Uzsuvtaminot (Uzbekistan's Project Implementation Agency). The loan is financing Uzbekistan's Priority Investment Program which seeks 7 water and wastewater infrastructure networks and pumping stations.

Invitation for tenders [notice.](#)

Project Summary [Document.](#)

Due Date: August 11, 2022

Contact: [Janelle Weyek](#)