



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.

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://ecep.ebrd.com/delta/viewNotice.html?displayNoticeId=24740698>

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- 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 Chrystal.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 plant, 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: Lapsipedi-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](#)