



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.

MAY 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](#).

=====

AUTOMOTIVE & SMART MOBILITY

- **CHILE: an International Tender to Modernize its Operational Technology System (Tender A) and the Public Transportation Buses Fleet (Tender B)**
The Chilean Ministry of Transportation and Communications (MTT in Spanish) is launching an international tender to modernize its operational technology system (tender A) and the public transportation buses fleet (tender B).
Please contact Claudia.Melkonian@trade.gov for more information.
- **HONDURAS: Seeking U.S. Suppliers of Passenger Buses (30 ft. or more) With Video Surveillance Systems (Cameras) and Electronic Collection Systems (Credit Card)**
The Honduran Integrated Transportation System Consortium (SITHSA in Spanish) is seeking U.S. suppliers of passenger buses (30 ft. or more) with video surveillance systems (cameras) and electronic collection systems (credit card). SITHSA is aiming

for 500 new units, with an initial purchase of 100 units during (for reference, the total number of units in Tegucigalpa is about 1,400).

Please contact Rossana.Lobo@trade.gov for more information.

- **JORDAN: Updating Its Truck Fleet with Used American Trucks**

Due to regulatory changes, the Jordanian Truck Owners Association is interested in updating its truck fleet with used American trucks and leverage on the US-Jordanian Free Trade Agreement for customs exemptions.

Please contact Lubna.Abdelhadi@trade.gov for more information.

- **MOZAMBIQUE: Develop a Program Focused on Addressing Road Infrastructure and Low Freight Transport Market Competitiveness.**

The Government of the Republic of Mozambique has asked the Millennium Challenge Corporation to develop a program focused on addressing road infrastructure and low freight transport market competitiveness. Starting in May, 2023, MCC plans to announce mobility related RFPs in the [United Nations Development Business website](#) and [DG Market website](#).

=====

DESIGN & CONSTRUCTION

- **KENYA: Kenyan Client Eager to Source**

Polypropylene, Polyethylene, Polystyrene, PVC Suspension Resin, EVA (Ethylene Vinyl Acetate), Plasticizers, and LAB (Linear Alkyl Benzene).

Email Jasmine.Brazwell@trade.gov for additional details

- **COLOMBIA: Railway Sector**

The National Infrastructure Agency (ANI) opened a tender for 12 months for the project La Dorada- Chiriguana 5,222 miles cargo railway line. The project includes the operation, maintenance, conservation, and improvement of the railway corridor as well as interventions and design of vulnerable points. The project is valued at 16,188 USD.

For further information about both tenders Please contact Stephanie Delgado- Infrastructure Sector at the Foreign Commercial Service in Colombia - stephanie.delgado@trade.gov

- **TAIWAN: Material Handling Equipment (MHE) in Hualien Port**

Trade lead for Material Handling Equipment (MHE) in Hualien port, located in eastern Taiwan. Specifically, there are opportunities for U.S. suppliers of industrial forklifts weighing 15,000 lbs. or more, as well as cranes of varying sizes.

Contact Jasmine.Braswell@trade.gov for more information.

- **PERU: Peru Shipyard SIMA is Looking to Sign a Strategic Partnership**

Peru Shipyard SIMA is looking to sign a strategic partnership with U.S. companies to construct dry docks/shipyards (Panamax or Post-Panamax) in Peru.

Contact jorge.prado@trade.gov for more details.

- **PANAMA: a Tender for The Concession of The Enrique A**
Panama's state-owned airport operator Tocumen International Airport, S.A. (Tocumen) announced it will launch a tender for the concession of the Enrique A. Jimenez Airport in the province of Colon (Colon Airport). Tocumen will require bids by June 26. The concession will cover operation and maintenance, construction, and the provision of non-aeronautical services.
Contact Jasmine.Braswell@trade.gov for more details.
- **DOMINICAN REPUBLIC: Looking for Eligible Bidders to Submit Their Proposals for the Engineering**
The Office of Prime Minister is looking for eligible bidders to submit their proposals for the Engineering, Procurement and Construction (EPC) Services for the construction of the Guyana National Control Centre to support the integration and dispatch of the new 300 Mwe CCGT Power Plant.
Email leorg@state.gov for more details.

=====

RENEWABLE ENERGY

- **BAHAMAS:** [Engineering, Procurement, Construction, Initial Operation, and Maintenance of the Rooftop Solar PV System at C.I Gibson High School on New Providence](#)
- **BAHAMAS:** [Engineering, Procurement, Construction, Initial Operation, and Maintenance of the Rooftop Solar PV System at The University of The Bahamas](#)
- **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](#)

=====

ELECTRICITY INFRASTRUCTURE

- **ETHIOPIA:** [Tender for the supply of 15kv and 33kv lightning arrestors](#)
- **TRINIDAD&TOBAGO:** [Tender for 75,000 Polymeric pin type insulators \(15kv\) and 75000 Glass Disc Type MFL Insulators](#)

- **SOUTH AFRICA:** [513 MW RFQ and RFP for Battery Energy Storage Capacity of the IPP Procurement Programme](#)
- **KAZAKHSTAN:** [Modernization of street lighting system in the city of Ust-Kamenogors](#)

=====

FOSSIL ENERGY

- **POLAND:** [Warter Fuels Seeking Raw Material for Production of Aviation, Rally, and Alkylate Gasolines](#)
- **MOROCCO:** [Morocco-Nigeria Gas Pipeline: National office of Hydrocarbons and Mines \(OMHYM\) Seeking Suppliers/Manufacturers of Equipment for the Pipeline](#)
- **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](#)

=====

HEALTHCARE & HEALTH TECH

- **SURINAME:** Purchase of clinical equipment for the upgrading of 4 Chronic Care Models centers
- **ETHIOPIA:** The Ministry of Education invites sealed Bids from eligible Bidders for Bio-medical tools and equipment for Universities and Colleges
- **EI SALVADOR:** Looking for companies that supply vaccines for animals (canine, feline, cattle, birds, pigs)
- **VIETNAM:** American manufacturers of intraocular lenses (ITL) products

To learn more about the trade leads above, please email Tony.Michalski@trade.gov; Taylor.Little@trade.gov.