



## 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](mailto:cstone@wtcde.com).

### NOVEMBER 2022 LEADS

#### HEALTHCARE & HEALTH TECH

- **PHILIPPINES: MRI-Compatible Anesthesia Machines**  
McGC Meditel Corporation is a long-time client of CS Philippines. They are currently looking for U.S.-based companies that supply MRI-compatible anesthesia machines.
- **ISRAEL: Looking for a Factory that Manufactures Lidocaine**  
MegaDent Ltd. is looking for a factory that manufactures Lidocaine for dental use and has no distribution in Israel.
- **ISRAEL: Looking for Ready to Use, Ready to Administer Premixes as a Final Products for Home Care Patients**  
Remedix-Care is a leading supplier of IV nutrition product, compounding preparations to home care patients and all hospitals throughout Israel. They are looking for ready to use, ready to administer premixes as a final product for home care patients.
- **PHILIPPINES: Surgical Pendants, Ceiling Supply Units, Thoracic Suction Machines, Manual Biphasic Defibrillators and Pneumatic Tourniquet**  
Zenith Medical is looking for surgical pendants, ceiling supply units, thoracic suction machines, manual biphasic defibrillators and pneumatic tourniquets.
- **PALESTINE: Hospital Beds**  
An American manufacturer of hospital beds that is ready to potentially license the technology to build sturdy beds.
- **ETHIOPIA: Integrated Diagnostic Center (IDC) PPP project**  
Integrated Diagnostic Center: The PPP Directorate General under Ministry of Finance has announced Request for Prequalification (RFQ) for Integrated Diagnostic Center (IDC) PPP project, which envisions the development of integrated diagnostic center to provide quality and uninterrupted laboratory, pathology, and imaging services in Addis Ababa.
- **NIGERIA: Equipment Operators for Cancer Diagnostics and Treatment Equipment**

State Governor in Nigeria is seeking equipment operators for cancer diagnostics and treatment equipment.

To learn more about the trade leads above, please email [Tony.Michalski@trade.gov](mailto:Tony.Michalski@trade.gov); [Margaret.Gotlieb@trade.gov](mailto:Margaret.Gotlieb@trade.gov); [Nathalie.Jeudy@trade.gov](mailto:Nathalie.Jeudy@trade.gov) .

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## **ENVIRONMENTAL TECHNOLOGIES**

- **BAHRAIN: New Sewage Treatment Plant**  
Supply technological solutions and provide expertise for the primary, biological, and tertiary treatment processes of a sewage treatment plant (STP). The facility aims to treat 40 thousand cubic meters per day. [U.S. Businesses: Respond Now](#)
- **ALGERIA: Waste Recovery Technology**  
Supply recycling solutions for spent industrial catalysts; automotive catalytic converters; ferrous metal; and sulfur waste from hydrocarbon production. The buyer seeks offers from suppliers of turnkey solutions or potential long-term partners. [U.S. Businesses: Respond Now](#)
- **ALGERIA: Industrial Wastewater Processing Equipment**  
Supply equipment and technologies for industrial wastewater and oily wastewater treatment. The buyer seeks offers from suppliers with turnkey solutions or potential long-term partners. [U.S. Businesses: Respond Now](#)
- **ALGERIA: Waste Incineration Solution**  
Supply an incineration solution/equipment for asbestos and for Askarel/PCB oil. The buyer seeks offers from suppliers with turnkey solutions or long-term partners. [U.S. Businesses: Respond Now](#)
- **ALGERIA: Laboratory Equipment**  
Supply laboratory equipment for water, soil, and air analysis. The buyer seeks equipment manufacturers or a long-term laboratory partnership. [U.S. Businesses: Respond Now](#)
- **ALGERIA: Water Pump**  
Manufacture a submersible water pump, Franklin Electric or equivalent. The buyer seeks to use the equipment for its own uses and for broader Algeria distribution. [U.S. Businesses: Respond Now](#)
- **MOZAMBIQUE: Various Surveys Needed**  
Consult on the development of a major new roadway. The Millennium Challenge Corporation seeks consulting services for a range of deliverables for the N1 Chimuarra – Nicoadala road project. Examples of work sought including an economic appraisal, traffic studies, a social assessment, resettlement policy frameworks, and a cost study for secondary improvements, etc. [U.S. Businesses: Respond Now](#)

- **EBRD: Consultancy Services on Corporate Climate Governance (CCG)**  
The European Bank for Reconstruction and Development (EBRD) seeks to identify firms, consortium of firms or individual experts who will provide CCG Advisory Services, policy advice and capacity building activities to the EBRD and its clients. For more information please visit:  
<https://eu.smart.gep.com/publicrfx/ebrd?oloc=215#/> (scroll to Regional: Corporate Climate Governance Client Support Facility - Component 3 - Register of Experts) or contact: [MounseyC@ebrd.com](mailto:MounseyC@ebrd.com)

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### **RENEWABLE ENERGY**

- **URUGAY:** [Series of Offshore Green Hydrogen and Wind Tender Rounds Starting 2023](#)
- **ECUADOR:** [Green Hydrogen Project](#)

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### **ELECTRICITY INFRASTRUCTURE**

- **UNITED ARAB EMIRATES:** [Electric Vehicle Fast Charging Infrastructure for Self-Driving Taxi Pilot Project for Public Transport Agency](#)

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### **FOSSIL ENERGY**

- **KAZAKHSTAN:** [Modernization of the Combined Heat and Power Plant 2 \(CHP-2\) In Almaty with Conversion from Coal to Gas](#)
- **NIGERIA:** [Nigerian Gas Flare Commercialization Program \(NGFCP\)](#)
- **BARBADOS:** [Twenty-two Available Oil and Gas Blocks Located in the Barbados Exclusive Economic Zone](#)
- **NIGERIA:** [3 Units of 1.6MW Natural Gas Fire Generators](#)
- **NIGERIA:** [Contract for Underwater Inspection of Offshore Facilities \(Structures & Risers\) Services](#)
- **BRAZIL:** [Oil Exploration Open Acreage Opportunities](#)
- **INDIA:** [Technical/Business Collaboration for Manufacturing of Pressure Vessels, Heat Exchanger, Coke Drums](#)

- **NIGERIA:** [Supply of Underwater ROV Inspection Equipment, Lease of Diving Support Vessel for Contract with Chevron](#)

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## **DESIGN & CONSTRUCTION**

- **TAIWAN: Looking to Partner with U.S. suppliers of Reverse Osmosis Membranes for the Upcoming Public Tenders**  
Nedtex looking to partner with U.S. suppliers of reverse osmosis membranes for the upcoming public tenders for Taiwan's desalination plants, please see below. For more information, email [Joyce.Tang@trade.gov](mailto:Joyce.Tang@trade.gov).
- **TURKEY:** [EBRD pre-tender of EUR 125 million to be used for the construction of Dikimevi - Nato yolu metro line.](#)
- **BULGARIA:** [Construction and commissioning of a compressor station with all the auxiliary equipment to ensure a reliable and continuous operation for natural gas injection and withdrawal and a new gas metering station. One of three open public procurements announced by Bulgartransgaz EAD.](#)
- **BULGARIA:** [Design, construction and commissioning of underground facilities - ten new exploitation and three observation wells, as well as new gatherings that connect each exploitation well to the new compressor station. One of three open public procurements announced by Bulgartransgaz EAD.](#)
- **BULGARIA:** [Design, construction and commissioning of a gas pipeline with a length of about 41 km and a diameter of DN 700 mm, optic cable line and two gas pipeline pigging facilities. One of three open public procurements announced by Bulgartransgaz EAD.](#)

Reach out to [jasmine.braswell@trade.gov](mailto:jasmine.braswell@trade.gov) for more information about the trade leads listed above, or to learn about several additional trade leads in a variety of industries and markets.