



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

## MARCH 2025 LEADS

### HEALTHCARE AND HEALTH TECH

Please note that only U.S. Companies with products and services that have at least 51% U.S. content are eligible for the U.S. Commercial Service's assistance with these trade leads.

#### **EL SALVADOR: Distributor Seeks U.S. Suppliers of Syringes, Catheters & Medical Disposables**

- A local distributor is seeking to connect with U.S. manufacturers of syringes, catheters, and disposable products for serum. They also need a manufacturer of both sterile and non-sterile polypropylene products, including gowns, caps, and shoe covers.

#### **EL SALVADOR: Medical Distributor Looking for U.S. Hospital Furniture & Waste Recycling Machines**

- A medical equipment and lab supply distributor is looking for U.S. medical-grade stainless steel hospital furniture, recycling machines for hospital and lab waste.

#### **GERMANY: Manufacturer Seeks U.S. Supplier of Calcium Sulfates for Dental Plaster Production**

- A German manufacturer is looking for a reliable and long-term U.S. supplier of alpha-hemihydrates and alpha half hydrates (calcium sulfates) that are suitable for the production of dental plaster.

#### **MEXICO: Distributor Looking for U.S. Suppliers of Vitamins & Supplements with GMP Certification**

- A Mexican distributor is looking for U.S. suppliers of vitamins and supplements in tablets, powders, drops, sachets, gummies, etc. Best prospects would have the Mexican certification for Best Practices in Manufacturing ('Certificación de Buenas Prácticas de Fabricación'), and reasonable minimum purchase requirements.

**THAILAND: Manufacturer Looking for Prune Juice Concentrate from the U.S.**

- A local manufacturer is looking for prune juice concentrate from the U.S.

To learn more about the trade leads above, please email to the U.S. Commercial Service trade leads team: [Taylor Little](#)

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**TRANSPORTATION & SMART MOBILITY**

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**SURINAME: U.S. Electric Vehicle Supply Opportunity**

U.S Commercial Service office in Suriname has received a local request for U.S. electric vehicles – passenger car, minivan, bus, etc. U.S. suppliers may contact [Chirstopher Valdes](#) for more information.

**UGANDA: Railway Rehabilitation Opportunity – Diesel Electric Locomotives & Training**

- The African Development Bank (AfDB) approved a loan to finance Uganda Railways Corporation's railway rehabilitation. There is a present need for ten diesel electric locomotives and maintenance training. For more information, please review [AfDB's procurement notice](#) and [Uganda Railways Corporation website](#).
- U.S. suppliers submitting a proposal may contact [Susan Hettleman](#) to inquire on potential [advocacy support from the U.S. government](#).

**EBRD (European Bank for Reconstruction and Development) Tenders: Opportunities in Ukraine, Tunisia, Montenegro, Kyrgyzstan & Kazakhstan**

The European Bank for Reconstruction and Development (EBRD) published the [following tenders](#)

- Ukraine – electric tricycles, closes on 3/7/25
- Tunisia – PP1 goods & trains, closes on 3/18/25
- Montenegro – machinery for maintenance of railway infrastructure, closes on 3/27/25
- Kyrgyzstan – rail tracks, closes on 4/7/25
- Kazakhstan – 25 energy-efficient trams, closes on 4/1/25

U.S. suppliers submitting a proposal may contact [Chrystal Denys](#) to inquire on [advocacy support from the U.S. government](#).

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**FEBRUARY 2025 LEADS**

## **ENVIRONMENTAL TECHNOLOGIES**

### **CHILE: Design, Construction & Maintenance of Desalination Plant**

- Bidding is open for a desalination plant in the Coquimbo Region of Chile. The initiative has a budget of approximately UF 8,195,000 (\$350 million) and is expected to receive bids by July 10, 2025. Construction is planned to begin in 2026, with operations starting in 2029. The plant will have a total production capacity of 1,200 liters per second (l/s), with an initial capacity of 800 l/s. Seawater will be extracted through an open, deep-water intake and processed into water suitable for human consumption and multipurpose use.
- **Overall Project Value:** \$350 million USD
- **Contact:** [Felipe.Bascunan@trade.gov](mailto:Felipe.Bascunan@trade.gov)

### **PAKISTAN: Smog Monitoring and Reduction**

- Private company in Pakistan is seeking to source and represent U.S. technologies in smog monitoring and reduction.
- **Contact:** [Tashfeen.Mehdi@trade.gov](mailto:Tashfeen.Mehdi@trade.gov)

### **TURKEY: Adiyaman Wastewater Network**

- Construction of 350km sewer network and 50km storm water network, including construction supervision services, in the city of Adiyaman.
- **Overall Project Value:** \$102.6 million USD
- **Website:** <https://www.ebrd.com/work-with-us/projects/psd/55646.html>
- **Contact:** [Chrystal.Denys@trade.gov](mailto:Chrystal.Denys@trade.gov) and [Dennis.Simmons@trade.gov](mailto:Dennis.Simmons@trade.gov)

### **TURKEY: Sewer Network and Wastewater Treatment Plant**

- Construction of a 370km sewer network and Ucgulluk Wastewater Treatment Plant, including construction supervision services and procurement of maintenance equipment, in the Arsuz district of the city of Hatay.
- **Overall Project Value:** \$108 million USD
- **Website:** <https://www.ebrd.com/work-with-us/projects/psd/55489.html>
- **Contact:** [Chrystal.Denys@trade.gov](mailto:Chrystal.Denys@trade.gov) and [Dennis.Simmons@trade.gov](mailto:Dennis.Simmons@trade.gov)

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## **HEALTHCARE & HEALTH TECH**

Please note that only U.S. Companies with products and services that have at least 51% U.S. content are eligible for the U.S. Commercial Service's assistance with these trade leads.

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**EL SALVADOR: Medical Distributor Looking for U.S. Hospital Furniture & Waste Recycling Machines**

- A medical equipment and lab supply distributor is looking for U.S. medical-grade stainless steel hospital furniture, recycling machines for hospital and lab waste.

**EL SALVADOR: Seeking U.S. Suppliers of X-Ray, MRI, CT Scan & Dental Imaging Equipment**

- A medical equipment distributor is interested in purchasing U.S. X-ray, MRI, CT scan, mammography system, and dental X-ray equipment for human and veterinary use.

**GERMANY: Manufacturer Seeks U.S. Supplier of Calcium Sulfates for Dental Plaster Production**

- A German manufacturer is looking for a reliable and long-term U.S. supplier of alpha-hemihydrates and alpha half hydrates (calcium sulfates) that are suitable for the production of dental plaster.

**MEXICO: Distributor Looking for U.S. Suppliers of Vitamins & Supplements with GMP Certification**

- A Mexican distributor is looking for U.S. suppliers of vitamins and supplements in tablets, powders, drops, sachets, gummies, etc. Best prospects would have the Mexican certification for Best Practices in Manufacturing ('Certificación de Buenas Prácticas de Fabricación'), and reasonable minimum purchase requirements.

To learn more about the trade leads above, please email: [Tony Michalski](#); [Taylor Little](#)

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## **JANUARY 2025 LEADS**

### **GLOBAL ENERGY**

- [OMAN: Low Carbon Fuel](#)
- [OMAN: Energy Concession](#)
- [EBRD Projects](#)
- [BANGLADESH: Energy Pac](#)
- [MONTENEGRO: Deponija](#)
- [CABO VERDE: Tender for Pump Hydro Energy Storage](#)
- [KOSOVO: Millenium Challenge Corporation seeking Battery Energy Storage Solutions](#)

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## **AIR FORCE**

Please note that only U.S. Companies with products and services that have at least 51% U.S. content are eligible for the U.S. Commercial Service's assistance with this trade lead.

### **MEXICO: The Mexican Air Force Seeking U.S. Suppliers for Training, Spare Parts, and Components**

**Description:** The Mexican Air Force is seeking U.S. suppliers for the following items and services.

- **Training courses for aviation pilots and specialists of Mexican Air Force**
  - Ranges from initial to recurring training for a wide range of aircraft (GULFSTREAM G-550, CHALLENGER 605, KING AIR 350 PROLINE FUSION, KING AIR 350I PROLINE 21, EMBRAER-145, CESSNA CITATION 501 E-II, CESSNA CITATION SOVEREIGN, CESSNA CITATION 501 SP E-II; HELI. BELL 412EP, B-737/300, CESSNA SOVEREIGN C-680, HELIS. MI-17, C-27J) as well as training on maintenance of ROLLS ROYSE EA 3007 engines, SIKORSKY S-70 troubleshooting, GULFSTREAM G550/450 SERIES advanced troubleshooting, materials management, firefighting, supervision, coordination of jet fuel management, etc. Only 6 of the trainings listed are required in Spanish.
- **Procurement and Services of components for AW-109SP Helicopters**
  - Includes 12-month inspection of engines and cells and overhaul of dampers.
- **Fuel cells for maritime surveillance aerial platform EMB-145MC RS-MP MAT. 4111**
  - Replacement of six fuel cells (fuel tank bladders) installed in the fuselage of the maritime surveillance EMB-145MC RS-MP MAT. 4111.
- **Spare parts for AW 109SP Helis**
  - Includes pins, bolts, O-rings, washers, seals, etc. for AW109SP helicopters
- **Spare parts for CESSNA Citation 501 SP EAGLE II**
  - Spare parts include fuel filters, oil filters, O-rings and seals for CESSNA Citation 501 SP EAGLE II aircraft

To submit company information: [Interest form](#), full details available for: [Download here](#). Direct questions to Diana Leon at [Diana.Leon@trade.gov](mailto:Diana.Leon@trade.gov).

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## **TRANSPORTATION & SMART MOBILITY**

Please note that only U.S. Companies with products and services that have at least 51% U.S. content are eligible for the U.S. Commercial Service's assistance with this trade lead.

### **SURINAME: Company in Suriname Seeks U.S Suppliers of Electric Vehicles**

**Description:** Family Transportation company in Suriname that offers transportation services in Suriname, Guyana and French Guyana is seeking U.S. suppliers of electric vehicles (passenger car, SUV, Minivan, bus, etc.).

For more information, please contact [Chirstopher Valdes](#), Economic Officer at the U.S. Embassy in Paramaribo, Suriname.

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## **ENVIRONMENTAL TECHNOLOGIES**

### **CHILE: Design, Construction & Maintenance of Desalination Plant**

- Bidding is open for a desalination plant in the Coquimbo Region of Chile. The initiative has a budget of approximately UF 8,195,000 (\$350 million) and is expected to receive bids by July 10, 2025. Construction is planned to begin in 2026, with operations starting in 2029. The plant will have a total production capacity of 1,200 liters per second (l/s), with an initial capacity of 800 l/s. Seawater will be extracted through an open, deep-water intake and processed into water suitable for human consumption and multipurpose use.
- **Overall Project Value:** \$350 million USD
- **Contact:** [Felipe.Bascunan@trade.gov](mailto:Felipe.Bascunan@trade.gov)

### **EL SALVADOR: Recycling for Hospital Waste**

- Private company in El Salvador is looking for U.S. technologies in recycling machines for hospital and pathology laboratory waste. Offering 50% advance payment, 50% before shipment.
- **Deadline:** No specific deadline.
- **Contact:** [Daniela.Portillo@trade.gov](mailto:Daniela.Portillo@trade.gov)

### **KAZAKHSTAN: Wastewater Treatment Plant**

- The European Bank for Reconstruction and Development (EBRD) intends to finance the construction of a wastewater treatment plant to improve water treatment and sludge management in Taraz.
- **Overall Project Value:** \$95,000,000.00
- **Website:** <https://www.ebrd.com/work-with-us/projects/psd/54059.html>
- **Questions?** [Chrystal.Denys@trade.gov](mailto:Chrystal.Denys@trade.gov) and [Dennis.Simmons@trade.gov](mailto:Dennis.Simmons@trade.gov)

### **KYRGYZ REPUBLIC: Water Infrastructure Efficiency**

- The European Bank for Reconstruction and Development (EBRD) intends to finance the rehabilitation of main irrigation canals and introduction of automated control system in northern Kyrgyz Republic.
- **Overall Project Value:** \$25,790,000.00
- **Website:** <https://www.ebrd.com/work-with-us/projects/psd/55372.html>
- **Questions?** [Chrystal.Denys@trade.gov](mailto:Chrystal.Denys@trade.gov) and [Dennis.Simmons@trade.gov](mailto:Dennis.Simmons@trade.gov)

### **PAKISTAN: Smog Monitoring and Reduction**

- Private company in Pakistan is seeking to source and represent U.S. technologies in smog monitoring and reduction.
- **Contact:** [Tashfeen.Mehdi@trade.gov](mailto:Tashfeen.Mehdi@trade.gov)

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## **DECEMBER 2024 LEADS**

### **PROFESSIONAL SERVICES**

#### **USA: Request for Proposals: Business Professional Services for FDR Park Vendors**

**Description:** The City of Philadelphia is seeking proposals from vendors to provide accounting services and business case management to support vendors at FDR Park. Proposals should address business registration, tax filing, bookkeeping, and licensure. Applicants may submit proposals for either accounting services or case management or apply as a team. For more information, contact Ting Wang, Director of Business Advocacy at [ting.wang@phila.gov](mailto:ting.wang@phila.gov). <https://pidcphila.com/contracts/business-services-fdr-park/>

**Deadline:** December 23, 2024

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### **HEALTHCARE AND HEALTH TECHNOLOGY**

Please note that only U.S. Companies with products and services that have at least 51% U.S. content are eligible for the U.S. Commercial Service's assistance with these trade leads.

- **MEXICO: Mexican Distributor Seeks U.S. Suppliers for Vitamins & Supplements with GMP Certification**
  - A Mexican distributor is looking for U.S. suppliers of vitamins and supplements in tablets, powders, drops, sachets, gummies, etc. Best prospects would have the Mexican certification for Best Practices in Manufacturing ('Certificación de Buenas Prácticas de Fabricación'), and reasonable minimum purchase requirements
- **EL SALVADOR: A Medical Equipment Distributer Seeking U.S. Medical Care Products**
  - A medical equipment distributor is interested in purchasing X-ray, MRI, CT scan, mammography system, and dental X-ray equipment for human and veterinary use.

To learn more about the trade leads above, please email : [Tony Michalski](mailto:Tony.Michalski); [Taylor Little](mailto:Taylor.Little)

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### **GLOBAL ENERGY**

42 Reads Way, Suite B • New Castle, DE 19720  
Phone 302-656-7905 • [www.wtcde.com](http://www.wtcde.com)

- [OMAN: Low Carbon Fuel](#)
- [OMAN: Energy Concession](#)
- [EBRD Projects](#)
- [LITHUANIA: Wind Farm Tender](#)
- [BANGLADESH: Energy Pac](#)
- [MONTENEGRO: Deponija](#)
- [CABO VERDE: Tender for Pump Hydro Energy Storage](#)

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## NOVEMBER 2024 LEADS

### HEALTHCARE AND HEALTH TECHNOLOGY

Please note that only U.S. Companies with products and services that have at least 51% U.S. content are eligible for the U.S. Commercial Service's assistance with these trade leads.

- **EL SALVADOR: Cardiology Center Seeking U.S. Manufacturers of Electrodes for ECGs**
  - A center for cardiological care is interested in U.S. manufacturers of electrodes used for electrocardiograms.
- **EL SALVADOR: A Medical equipment distributor Seeking U.S. Medical Care Products**
  - A medical equipment distributor is interested in purchasing X-ray, MRI, CT scan, mammography system, and dental X-ray equipment for human and veterinary use.

To learn more about the trade leads above, please email : [Tony Michalski](#); [Taylor Little](#)

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### GLOBAL ENERGY

- [OMAN: Low Carbon Fuel](#)
- [OMAN: Energy Concession](#)
- [OMAN: Sohar Port & Freezone](#)
- [OMAN: RFI for Flare Gas Purchase Proposal-South Cluster](#)
- [ECUADOR: Ecuadorian Electric Corporation \(CELEC\)](#)
- [LATIVA: Nolikums Regulation](#)
- [LATIVA: Procurement for Latvenegro](#)
- [EBRD Projects](#)
- [LITHUANIA: Wind Farm Tender](#)



- [BANGLADESH: Energy Pac](#)
- [MONTENEGRO: Deponija](#)

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## **ENVIRONMENTAL TECHNOLOGY**

- **ESTONIA: Biomethane Production Plant**
  - The European Bank for Reconstruction and Development (EBRD) intends to finance the development, construction, and operation of a new biomethane production plant.
  - **Overall Project Value:** \$34,100,000
  - **Website:** <https://www.ebrd.com/work-with-us/projects/psd/55584.html>
  - **Questions?** [Chrystal.Denys@trade.gov](mailto:Chrystal.Denys@trade.gov) and [Dennis.Simmons@trade.gov](mailto:Dennis.Simmons@trade.gov)
- **JORDAN: Yarmouk Water Utility Management Contract**
  - The Government of Jordan is seeking a qualified international contractor to manage the operations of the Yarmouk Water Company. The contractor will oversee water supply management, infrastructure maintenance, customer service, and regulatory compliance. A strong track record in water utility management and the ability to improve operational efficiency are essential.
  - **Expected Close Date:** November 20, 2024
  - **Funding Source:** Partially funded by USAID
  - **Website:** [https://wpgs.mwi.gov.jo/mc\\_ywc/index.php](https://wpgs.mwi.gov.jo/mc_ywc/index.php)
  - **Questions?** [Lubna.Abdelhadi@trade.gov](mailto:Lubna.Abdelhadi@trade.gov)
- **KAZAKHSTAN: Concreting of Water Canals & Pump Reconstruction**
  - The European Bank for Reconstruction and Development (EBRD) intends to finance the concreting of existing water canals, and reconstruction of a watermain and pumping station.
  - **Overall Project Value:** \$180,000,000.00
  - **Website:** <https://ecepp.ebrd.com/delta/viewNotice.html?displayNoticeId=34395701>
  - **Questions?** [Chrystal.Denys@trade.gov](mailto:Chrystal.Denys@trade.gov) and [Dennis.Simmons@trade.gov](mailto:Dennis.Simmons@trade.gov)
- **KAZAKHSTAN: Wastewater Treatment Plant**

- The European Bank for Reconstruction and Development (EBRD) intends to finance the construction of wastewater treatment plant to improve water treatment and sludge management in Taraz.
- **Overall Project Value:** \$95,000,000.00
- **Website:** <https://www.ebrd.com/work-with-us/projects/psd/54059.html>
- **Questions?** [Chrystal.Denys@trade.gov](mailto:Chrystal.Denys@trade.gov) and [Dennis.Simmons@trade.gov](mailto:Dennis.Simmons@trade.gov)
- **KOSOVO: Energy Efficiency in 400 Public Buildings**
  - The European Bank for Reconstruction and Development (EBRD) intends to finance the implementation of energy efficient measures in up to 400 varied-purpose public buildings in Kosovo.
  - **Overall Project Value:** \$79,000,000.00
  - **Website:** <https://www.ebrd.com/work-with-us/projects/psd/55125.html>
  - **Questions?** [Chrystal.Denys@trade.gov](mailto:Chrystal.Denys@trade.gov) and [Dennis.Simmons@trade.gov](mailto:Dennis.Simmons@trade.gov)
- **KOSOVO: Wastewater Treatment Plant**
  - The European Bank for Reconstruction and Development (EBRD) intends to finance the extension of wastewater collection network and construction of wastewater treatment plant.
  - **Overall Project Value:** \$45,000,000.00
  - **Website:** <https://www.ebrd.com/work-with-us/projects/psd/55122.html>
  - **Questions?** [Chrystal.Denys@trade.gov](mailto:Chrystal.Denys@trade.gov) and [Dennis.Simmons@trade.gov](mailto:Dennis.Simmons@trade.gov)
- **KYRGYZ REPUBLIC: Water Infrastructure Efficiency**
  - The European Bank for Reconstruction and Development (EBRD) intends to finance the rehabilitation of main irrigation canals and introduction of automated control system in northern Kyrgyz Republic.
  - **Overall Project Value:** \$25,790,000.00
  - **Website:** <https://www.ebrd.com/work-with-us/projects/psd/55372.html>
  - **Questions?** [Chrystal.Denys@trade.gov](mailto:Chrystal.Denys@trade.gov) and [Dennis.Simmons@trade.gov](mailto:Dennis.Simmons@trade.gov)
- **MOROCCO: EBRD-Financed Desalination Project**
  - The European Bank for Reconstruction and Development (EBRD) intends to finance a desalination project in Morocco. Bank financing will be directed towards OCP SA, a joint-stock company which primarily produces fertilizer

products. While the project's primary focus is to meet the client's industrial needs, additional project coverage will supply two nearby towns with drinking water.

- **Project Objectives:** The project will lead to the construction of two desalination facilities. Each facility will require water distribution pipelines to connect to each locale's central water reserves. More detailed procurement information will be available when the project passes review.
- **EBRD Finance Contribution:** EUR 200 Million
- **Website:** <https://www.ebrd.com/work-with-us/projects/psd/54662.html>
- **Questions?** [Chrystal.Denys@trade.gov](mailto:Chrystal.Denys@trade.gov) and [Dennis.Simmons@trade.gov](mailto:Dennis.Simmons@trade.gov)
- **SERBIA: Construction of Energy Efficient Logistics Center**
  - The European Bank for Reconstruction and Development (EBRD) intends to finance the construction of energy-efficient logistics center on the outskirts of Belgrade/ Acquisition of warehousing equipment.
  - **Overall Project Value:** \$21,100,000.00
  - **Website:** <https://www.ebrd.com/work-with-us/projects/psd/55300.html>
  - **Questions?** [Chrystal.Denys@trade.gov](mailto:Chrystal.Denys@trade.gov) and [Dennis.Simmons@trade.gov](mailto:Dennis.Simmons@trade.gov)
- **TUNISIA: Construction of Water Transfer Network**
  - The European Bank for Reconstruction and Development (EBRD) intends to finance the construction of a wastewater and treated water transmission network.
  - **Overall Project Value:** \$38,000,000.00
  - **Website:** <https://www.ebrd.com/work-with-us/projects/psd/55459.html>
  - **Questions?** [Chrystal.Denys@trade.gov](mailto:Chrystal.Denys@trade.gov) and [Dennis.Simmons@trade.gov](mailto:Dennis.Simmons@trade.gov)

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## OCTOBER 2024 LEADS

### HEALTHCARE AND HEALTH TECHNOLOGY

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- **BRAZIL: Opportunity for U.S. Manufacturers of Supplements & Medical Care Products**

- **An importer is interested in U.S. manufacturers of supplements and medical care products.** Supplements: L-Lysine, Beta-Alanine, Arginine, Anhydrous Caffeine, Whey Protein, and Taurine. Medical care products: wound care dressings and bandages, dressings, bandage rolls, compress, and colostomy bags.
- **EL SALVADOR: Government Agency Seeking U.S. Manufacturers of Drones for Blood Sample Delivery**
  - A government agency is interested in U.S. manufacturers of drones that can deliver blood samples between hospitals and clinics
- **EL SALVADOR: Cardiology Center Seeking U.S. Manufacturers of Electrodes for ECGs**
  - A center for cardiological care is interested in U.S. manufacturers of electrodes used for electrocardiograms.
- **EL SALVADOR: A Medical equipment distributor Seeking U.S. Medical Care Products**
  - A medical equipment distributor is interested in purchasing X-ray, MRI, CT scan, mammography system, and dental X-ray equipment for human and veterinary use.
- **GHANA: Medical Center Seeking U.S. Manufacturers of ULV Cold Fogger Devices**
  - A medical center is interested in U.S. manufacturers of ULV cold fogger devices.
- **PAKISTAN: Charity Seeking U.S. Manufacturers of Lightweight, Durable Artificial Limbs/Prostheses**
  - A charity is interested in U.S. manufacturers of lightweight and durable artificial limbs/prostheses. The charity will be purchasing from U.S. manufacturers.
- **THAILAND: Architectural Design Firm Seeking Partnerships with U.S. Companies in Healthcare, Senior Living, and Nursing Home Services**
  - An architectural design firm is seeking partnerships with U.S. companies involved in healthcare, senior living, and nursing home services.

To learn more about the trade leads above, please email : [Tony Michalski](#); [Taylor Little](#)

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### **AUTOMOTIVE AND SMART MOBILITY**

- **GERMANY: Demand for U.S. E-Coating Supplier**
  - United States Commercial Service Specialist at the Consulate in Munich, Germany, Felix Happe, was contacted by a German manufacturer looking for a U.S. job coater (E-coating or alternative) for vehicle bodies/chassis that can provide corrosion protection coating for a large-bodied fully autonomous, electric

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Phone 302-656-7905 • [www.wtcde.com](http://www.wtcde.com)

people mover. Please contact Felix at [Felix.Happe@trade.gov](mailto:Felix.Happe@trade.gov) for more information.

[Reach out to the U.S. Commercial Team](#) to learn about other trade leads, global business opportunities and international RFPs in multiple markets.

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### **GLOBAL ENERGY**

- **NIGERIA: Government of Nigeria Launches the 2024 Oil Licensing Bid Round**
- **BULGARIA: 3 GWh Energy Storage Tenders**
- **ECUADOR: Energy Crisis - Immediate and Medium-Term Needs**
- **KOSOVO: Pipeline of Renewable Energy Investments 2023-2025**
- **SOUTH AFRICA: Jet Fuel, Grade Jet A1 and Ultra-Low Sulfur Diesel (ULSD) 10ppm**
- **SIERRA LEONE: Emergency Power Generation Capacity Between 100-120 MW Under a PPA**
- **OMAN: Low Carbon Fuel**
- **OMAN: Energy Concession**
- **OMAN: Sohar Port & Freezone**
- **OMAN: RFI for Flare Gas Purchase Proposal-South Cluster**
- **HONDURAS: The Government of Honduras' Short-Term Priority Energy Projects**
- **ECUADOR: Ecuadorian Electric Corporation (CELEC)**
- **LATVIA: Nolikums Regulation**
- **LATVIA: Procurement for Latvenegro**
- **European Bank Reconstruction and Development Projects**

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### **ENVIRONMENTAL TECHNOLOGY**

- **CAMEROON: Urban Waste Against Electricity Project**
  - Afrika Energy Group-SA seeks to find a U.S. company with innovative technology to create two factories in the cities of Douala and Yaoundé capable of transforming into electricity (at least 32 megawatts per site) at least 2000 tons of waste per day. The factories will run 24 hours a day, 365 days a year.
  - Link to Website: [www.aeg-sa.com](http://www.aeg-sa.com)
  - Questions? Contact [Benedicta.Nkwoh@trade.gov](mailto:Benedicta.Nkwoh@trade.gov)
- **FIJI: Purchase of Biogas Digesters**
  - The Government of Fiji is inviting tenders from eligible bidders for the purchase of biogas digesters, which will be distributed as govt assistance to pig and dairy farmers in Fiji.

- This program is being managed by the Animal Health & Production Division of the Fiji Ministry of Agriculture.
- Link to Tender Notice & Portal: <http://portal.tenderlink.com/financefiji>
- Deadline: October 9 2024 2:30 PM NZST.
- Questions? Contact [Losana.Mavaeao@trade.gov](mailto:Losana.Mavaeao@trade.gov)
- **GEORGIA: EBRD-Financed Kvemo Kartli Solid Waste Project**
  - The project aims to introduce a modern solid waste management system covering the collection and EU-compliant disposal of municipal solid waste and is expected to provide major environmental and social benefits for approximately 300,000 people in the Kvemo Kartli region.
  - Based on updated scope, the EBRD financing is provided in two tranches: EUR 4.3 million from the original loan provided in 2015 and EUR 6 million from the loan increase provided in 2024.
  - Link to Project Details: <https://www.ebrd.com/work-with-us/projects/psd/kvemo-kartli-solid-waste-project.html>
  - Link to General Procurement Notice: <https://ecepp.ebrd.com/delta/viewNotice.html?displayNoticeId=23623342>
  - Questions? Contact [Chrystal.Denys@trade.gov](mailto:Chrystal.Denys@trade.gov) and [Dennis.Simmons@trade.gov](mailto:Dennis.Simmons@trade.gov)
- **JORDAN: Yarmouk Water Utility Management Contract**
  - The Government of Jordan is seeking a qualified international contractor to manage the operations of the Yarmouk Water Company. The contractor will oversee water supply management, infrastructure maintenance, customer service, and regulatory compliance. A strong track record in water utility management and the ability to improve operational efficiency are essential.
  - Expected Close Date: November 20, 2024
  - Funding Source: Partially funded by USAID
  - Website: [https://wpgs.mwi.gov.jo/mc\\_ywc/index.php](https://wpgs.mwi.gov.jo/mc_ywc/index.php)
  - Questions? Contact [Lubna.Abdelhadi@trade.gov](mailto:Lubna.Abdelhadi@trade.gov)
- **MEXICO: Water and Wastewater Industry Status and Business Opportunities**
  - Opportunities for U.S. water companies have been identified in the following areas: Engineering services, Design, and construction services, Feasibility studies

- Equipment for potable, municipal, and industrial wastewater treatment such as CAD software, water filtration, pumps, leak detection software and instruments, belt filter pressers, vacuum filters, arsenic, uranium and radium removal systems, automatic strainers, UV water purification systems, water testing products, water softeners, ultrapure water systems, aeration blowers, compressors, mechanical and digital scanners, volumetric feeders, filters, chemical metering pumps, pumping systems, reverse osmosis systems, remote monitoring, coolers and deionized treatment systems, purification equipment, carbon filters, etc.
- U.S. Commercial Service Mexico City is interested in communicating the above project opportunity to qualified U.S. companies to offer their equipment and services to the potential winners of the desalination plant and other water and wastewater projects.
- Questions? Contact [Francisco.Ceron@trade.gov](mailto:Francisco.Ceron@trade.gov)
- **MOROCCO: EBRD-Financed Desalination Project**
  - The European Bank for Reconstruction and Development (EBRD) intends to finance a desalination project in Morocco. Bank financing will be directed towards OCP SA, a joint-stock company which primarily produces fertilizer products. While the project's primary focus is to meet the client's industrial needs, additional project coverage will supply two nearby towns with drinking water.
  - Overall Project Cost: EUR 200 Million
  - EBRD Finance Contribution: EUR 200 Million
  - Project Objectives: The project will lead to the construction of two desalination facilities. Each facility will require water distribution pipelines to connect to each locale's central water reserves. More detailed procurement information will be available when the project passes review.
  - Link to PSD: <https://www.ebrd.com/work-with-us/projects/psd/54662.html>
  - Questions? Contact [Chrystal.Denys@trade.gov](mailto:Chrystal.Denys@trade.gov) and [Dennis.Simmons@trade.gov](mailto:Dennis.Simmons@trade.gov)

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## SEPTEMBER 2024 LEADS

### HEALTHCARE AND HEALTH TECHNOLOGY

Please note that only U.S. Companies with products and services that have at least 51% U.S. content are eligible for the U.S. Commercial Service's assistance with these trade leads.

- **BRAZIL: Opportunity for U.S. Manufacturers of Supplements & Medical Care Products**

- **An importer is interested in U.S. manufacturers of supplements and medical care products.** Supplements: L-Lysine, Beta-Alanine, Arginine, Anhydrous Caffeine, Whey Protein, and Taurine. Medical care products: wound care dressings and bandages, dressings, bandage rolls, compress, and colostomy bags.
- **EL SALVADOR: Government Agency Seeking U.S. Manufacturers of Drones for Blood Sample Delivery**
  - A government agency is interested in U.S. manufacturers of drones that can deliver blood samples between hospitals and clinics
- **EL SALVADOR: Cardiology Center Seeking U.S. Manufacturers of Electrodes for ECGs**
  - A center for cardiological care is interested in U.S. manufacturers of electrodes used for electrocardiograms.
- **GHANA: Medical Center Seeking U.S. Manufacturers of ULV Cold Fogger Devices**
  - A medical center is interested in U.S. manufacturers of ULV cold fogger devices.
- **PAKISTAN: Charity Seeking U.S. Manufacturers of Lightweight, Durable Artificial Limbs/Prostheses**
  - A charity is interested in U.S. manufacturers of lightweight and durable artificial limbs/prostheses. The charity will be purchasing from U.S. manufacturers.
- **PHILIPPINES: Distributor Seeking U.S. Manufacturers of Patient and Veterinary MRI Systems**
  - A distributor is interested in patient and veterinary MRI systems.
- **THAILAND: Architectural Design Firm Seeking Partnerships with U.S. Companies in Healthcare, Senior Living, and Nursing Home Services**
  - An architectural design firm is seeking partnerships with U.S. companies involved in healthcare, senior living, and nursing home services.
- **THAILAND: Importer/Distributor Seeking U.S. Manufacturers of Anti-Aging Products in Medicine, Supplements, Medical Devices, and Technology**
  - An importer/distributor is interested U.S. manufacturers of anti-aging products in the areas of medicine, food supplements, medical devices and technology.

To learn more about the trade leads above, please email : [Tony Michalski](#); [Taylor Little](#)

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## **DESIGN AND CONSTRUCTION**

42 Reads Way, Suite B • New Castle, DE 19720  
Phone 302-656-7905 • [www.wtcde.com](http://www.wtcde.com)



- **ALBANIA: Construction of a new integrated commercial port in Porto Romano**
  - The deadline to submit the request to participate in this restricted tender procedure is September 16, 2024. Interested parties can access all tender documents in English in this link <https://app.gov.al/contract-notice/> by using as tender reference number: REF-14506-07-26-2024.
  - Closing date for receipt of requests to participate: September 16, 2024 Time : 11:00.
  - You can email Edi Jacellari with questions [JacellariE@state.gov](mailto:JacellariE@state.gov)
- **SAUDI: Trade Lead Saudi Merchant family is looking for a U.S. Home Improvement Co.**
  - [Al-Rashed Group](#), one of the largest conglomerates in Saudi Arabia, looking for a U.S. home improvement company to partner with in the Saudi market. Al-Rashed Group is seeking a U.S. brand that is willing to contribute management expertise with a well-known brand while Al-Rashed can provide all necessary facilities such as warehouses, a sales team, market knowledge and capital investment.
  - A franchisor-franchisee relationship is also an option, provided the American company is willing to assist with management.
  - Contact [Anwar.Shaqhan@trade.gov](mailto:Anwar.Shaqhan@trade.gov) with questions.
- **THAILAND: Architecture firm seeks senior living facility design partners**
  - A Thai leading architectural design firm, [Design Worldwide Partnership \(dwp\)](#), is on various healthcare projects such as [hospitals and nursing homes](#). One major project is Bumrungrad Hospital in Phuket. dwp is seeking partnerships in healthcare, senior living, and nursing home services. Ideal partners are architectural design firms specializing in hospitals and senior living facilities or operators of senior living projects that offer consulting services.
  - Contact [Kornluck.Tantisaeree@trade.gov](mailto:Kornluck.Tantisaeree@trade.gov) with questions or interest.
- **DUBAI: Contract and Procurement for Hospitality Project with Specialty Water Features**
  - EXIM Bank will be financing the completion of a hospitality project in Dubai using US sourced materials and contractors. It is a hospitality project with specialty water features that make the construction unique and particular to a few contractors globally. U.S. Commercial Service is seeking to identify contractor + procurement firms from the United States to participate in the project in order to meet the EXIM funding requirement and connect them with the finance broker firm financing the project with EXIM. The estimated total contract value including materials is approximately \$60M USD.
  - Contact [Hadeel.Hassan@trade.gov](mailto:Hadeel.Hassan@trade.gov) with questions.

- **PORTUGAL: Construction of 1,000 to 1,500 Housing Units**
  - A Portuguese company is seeking contacting real estate developers and/or construction companies to enable residential projects in 4 different cities for data centers, for the construction of 1,000 to 1,500 housing units. The company would like to connect with U.S. real estate developers and/or construction companies to partner and define a framework for the project.
  - For more information and to express interest, please contact [Paulo.Mattos@trade.gov](mailto:Paulo.Mattos@trade.gov)
- **GUYANA: Geotechnical and Architectural Expertise Sought on the construction of a luxury eco-lodge**
  - Our Office in Guyana is shared information on the construction of a luxury eco-lodge at Kaieteur Falls, Guyana, South America. We are interested in identifying firms with expertise in geotechnical studies and architectural design.
  - Please contact [Tocoma.Alexis@trade.gov](mailto:Tocoma.Alexis@trade.gov) for more information.

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## **SPACE AND TELECOMMUNICATIONS**

- **NIGERIA: NIGCOMSAT – 2A and 2B Satellites**
  - Background: Nigerian Communications Satellite (NIGCOMSAT) Ltd, in compliance with the provision of Nigeria’s public procurement Act 2007, intends to increase its fleet of satellites to address a broad array of Nigeria’s communication needs in the areas of broadcasting, broadband and internet services by procuring the manufacture and launching of a high-throughput satellite (HTS). To this end, qualified satellite manufacturers, contractors and service providers are invited to bid for the implementation of the project for the design, manufacture, launch, in-orbit test and commissioning of a HTS.
  - The NIGCOMSAT-2 satellite network aims to enhance global communications by providing high-speed data, voice, and video transmission services in the Fixed Satellite Services (FSS) using L-band, C-band, Ku-band and Ka-band frequencies. The NIGCOMSAT-3 satellite network aims to enhance global communications by providing high-speed data, voice, and video transmission services in the FSS using Ku-band and Ka-band frequencies. This Request for Information is intended to attract interested bidders that can demonstrate requisite technical know-how, skills and experience in the design, manufacturing, launch and operations of HTS, and have the capacity to offer financing options and ability to facilitate the commercial deployment of the satellite applications.
  - Proposal Deadline: The deadline for submission has been extended to Tuesday, Sept 17, 2024, at 11:00 AM West Africa Standard Time
  - Point of Contact: [N2RFIsubmission@nigcomsat.gov.ng](mailto:N2RFIsubmission@nigcomsat.gov.ng)

- For more information, view the [Request for Information package](#).

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### **X-RAY SHIELDING MATERIALS**

- **USA: Radiation Shielding Materials**
  - Manufacturer of X-ray shielding including clear acrylic lead and radiation protection sheet lead shielding. Clear acrylic lead is available in 0.3 to 3 mm lead equivalency 8 to 35 mm thickness and radiation protection sheet lead is available in 0.01 to 2 in. standard thickness.
  - Capabilities include MIG, TIG and stick welding, shearing, rolling, forming, bending, punching, drilling, waterjet, laser and plasma cutting, sandblasting and galvanizing. Designing and on-site consulting services are also provided. Meets DFARS standards. CSA N299.3-16 approved. Made in the USA.
  - Contact: [Marshield](#)
- **USA: Radiation Shielding Materials**
  - Manufacturer of radiation shielding lead. Products include flexible fabric shielding, adhesive sheeting, radiation protection sheets, and other products designed to prevent radiation exposure.
  - Contact: [X-Ray Curtains Industrial Radiation Shielding Materials](#)

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### **CUSTOM WIRE AND TEST**

- **USA: Custom Wire**
  - Custom manufacturer of wire leads for the aerospace, automotive, communication, consumer goods, electrical, electronic, maritime, military, and optical industries. Suitable for motors, power tools, engines, gauges, batteries, and printed circuit boards. Low to high volume production runs are available. Kanban and lean manufacturing capable. REACH and RoHS complaint. UL listed.
  - Contact: [Genco Industries](#)
- **USA: Precision Interconnect Wire Test**
  - Manufacturer of standard and custom precision interconnect wire test leads with Lexan® handles and beryllium copper or brass banana plugs.
  - Available in 48 in. size wires. Features include flame retardant, deformation and cracking resistance, finger grip grooves, guard washers and removable tips.
  - Lean manufacturing capable. RoHS and REACH compliant. On-time delivery. Made in the USA.
  - Contact: [Abbatron](#), [Test Leads](#)