



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.

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. <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](#); [Taylor Little](#)

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GLOBAL ENERGY

- [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

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- **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.

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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 and 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
 - **Questions?** 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 and 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 and 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 and 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 and 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 and 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 and 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 and 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 and Dennis.Simmons@trade.gov

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OCTOBER 2024 LEADS

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 Phone 302-656-7905 • www.wtcde.com

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.

- **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

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- **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 people mover. Please contact Felix at 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 \(CELEC\)](#)
- [LATIVA: Nolikums Regulation](#)
- [LATIVA: 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
 - Questions? Contact Benedicta.Nkwoh@trade.gov

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- **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
- **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://ecep.ebrd.com/delta/viewNotice.html?displayNoticeId=23623342>
 - Questions? Contact Chrystal.Denys@trade.gov and 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
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- **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
- **MOROCCO: EBRD-Financed Desalination Project**
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 - 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 and Dennis.Simmons@trade.gov

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SEPTEMBER 2024 LEADS

HEALTHCARE AND HEALTH TECHNOLOGY

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 - 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

- **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
- **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 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 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 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
- **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 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
- 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](#)

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AUGUST 2024 LEADS

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 people mover. Please contact Felix at Felix.Happe@trade.gov for more information.
- **[European Bank for Reconstruction and Development \(ERBD\): Locomotive Tender Invitation](#)**
 - ERBD has recently published an invitation to tender 80 electric main line locomotives for dual (AC/DC) supply voltage, including 25kV. The minimum operational speed for the locomotives needs to be 120 km/h. [Learn More](#)

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GLOBAL ENVIRONMENTAL TECHNOLOGY

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HEALTHCARE AND HEALTH TECHNOLOGY

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- **THAILAND: Inquiry: U.S. Suppliers of Exosomes, Whey Protein, and Anti-Aging Products and Technologies**
 - Company 1: Request for U.S. suppliers of exosomes. Company is a distributor of medicine (injections and tablets focusing on anti-aging, dermatology, and general medicine), medical equipment, supplements, and skincare products to hospitals, clinics, and pharmacies.
 - Company 2: Request for US suppliers of whey protein (for whey material as a raw material and not a finished product).
 - Company 3: A distributor of medicines, food supplements and medical devices is interested in US suppliers of anti-aging products such as medicines and food supplements for anti-aging (for skin, hair, eyes, ears, bone, etc.) along with anti-aging medical devices and technology such as gene therapy and innovative anti-aging technologies.
- **URUGUAY: Inquiry: U.S. Manufacturers of Medical Supplies and Equipment Needed**
 - Request from organization that supplies medicaments, medical supplies, and medical equipment to 22 hospitals. Interested in U.S. manufacturers of the following:
 - Medical Supplies: tape, bandages, needles, heating pad, mattress, stethoscope, syringe, thermometer, surgical tools, personal protective clothes, gloves, etc.
 - Medical Equipment (non-refurbished): beds, wheel chairs, oxygen concentrators, patient lift, monitors, dialysis machine, anesthesia machine, monitors, infusion pumps, ventilators, ultrasound, cardio defibrillators, electrocardiograph, etc.
- **PHILIPPINES: Request for U.S. Suppliers of Health Technologies: MRI Systems and Exclusive Distributorships**
 - A Philippine-based distributor of health technologies (medical equipment, devices, medicines, vaccines, procedures and systems developed to solve a health problem and improve quality of life) is interested in the following US suppliers of:
 - Patient MRI Systems
 - Veterinary MRI Systems

- Other Exclusive Distributorship of health technologies that can be offered in public and private hospitals

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

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ENVIRONMENT TECHNOLOGY

- **GEORGIA: EUR 20 Million EBRD-Financed Landfill Closure, Remediation, and Final Capping**
 - Following the Project Summary Document (PSD) released in June 2023, the European Bank for Reconstruction and Development (EBRD) has now released a General Procurement Notice (GPN). The project will finance the closure, remediation and final capping of the Didi Lilo landfill cells I, II, IIIA and IIIB and installation of a landfill gas collection, flaring and utilization system (landfill gas-to-energy conversion), as well as associated implementation support services. Tendering is expected to begin on June 7, 2024.
 - Link to GPN: <https://ecepp.ebrd.com/delta/viewNotice.html?displayNoticeId=31722002>
 - Link to PSD: <https://www.ebrd.com/work-with-us/projects/psd/54124.html>
 - Questions? Contact Chrystal.Denys@trade.gov and Dennis.Simmons@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 and Simmons@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, Water Trade Specialist, Francisco.Ceron@trade.gov

- **MOROCCO: 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 and Dennis.Simmons@trade.gov

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GLOBAL ENERGY

- **ISRAEL: Early Lead Israel Electric Corporation BESS Tender**
- **NIGERIA: Offshore Pipelay and Heavy Lift Installation Tender**
- **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](#)

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JULY 2024 LEADS

FAST-MOVING CONSUMER GOODS

- **WTC Pune: India Retail Distribution Opportunities**
 - Brring 2.0 provides direct distribution in the FMCG space to approximately 10,000 stores in 5 cities, in India, with a wide range of businesses, including brick-and-mortar stores, grocery outlets, convenience stores, airlines, e-commerce platforms, online grocery services and the hospitality industry. FMCG distribution items include gum, fruit, vegetables, toiletries, beverages, frozen foods, cosmetics, electronics, juices and many more. We kindly request your assistance in connecting us with partners and members within your WTCA network who are involved in the FMCG industry. We are seeking to establish relationships with key players in this sector to meet our business requirements. Contact: Niraj Khinvasara at niraj@wtc-pune.org.

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RENEWABLE ENERGY

- **WTC Santiago: Representation of home and industrial solar panels for Chile and South America**
 - We are looking for a representation of home and industrial solar panels for Chile and South America. In particular we are looking for solar panels that can be glued directly to roof and wall structures. Contact: Matias Perez at mperez@wtcs.cl.

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AUTOMOTIVE AND SMART MOBILITY

- **GERMAN: 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

people mover. Please contact Felix at Felix.Happe@trade.gov for more information.

- **European Bank for Reconstruction and Development (ERBD): Locomotive Tender Invitation**
 - ERBD has recently published an invitation to tender 80 electric main line locomotives for dual (AC/DC) supply voltage, including 25kV. The minimum operational speed for the locomotives needs to be 120 km/h. [Learn More](#)

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

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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.

- **THAILAND: Inquiry: U.S. Suppliers of Exosomes and Whey Protein Raw Material**
 - Company 1: Request for U.S. suppliers of exosomes. Company is a distributor of medicine (injections and tablets focusing on anti-aging, dermatology, and general medicine), medical equipment, supplements, and skincare products to hospitals, clinics, and pharmacies.
 - Company 2: Request for US suppliers of whey protein (for whey material as a raw material and not a finished product).
- **URUGUAY: Inquiry: U.S. Manufacturers of Medical Supplies and Equipment Needed**
 - Request from organization that supplies medicaments, medical supplies, and medical equipment to 22 hospitals. Interested in U.S. manufacturers of the following:
 - Medical Supplies: tape, bandages, needles, heating pad, mattress, stethoscope, syringe, thermometer, surgical tools, personal protective clothes, gloves, etc.
 - Medical Equipment (non-refurbished): beds, wheel chairs, oxygen concentrators, patient lift, monitors, dialysis machine, anesthesia machine, monitors, infusion pumps, ventilators, ultrasound, cardio defibrillators, electrocardiograph, etc.

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