

# Business Opportunities & Trade Leads for Environmental Exports

## UNITED STATES-ASIA ENVIRONMENTAL PARTNERSHIP

---

The United States-Asia Environmental Partnership (US-AEP) is an interagency and public-private partnership program led by the United States Agency for International Development (USAID). Visit us on the web at [www.usaep.org](http://www.usaep.org), and sign up to receive THE UPDATE, a monthly newsletter.

## GLOBAL TECHNOLOGY NETWORK

---

Registering with the [Global Trade & Technology Network \(GTN\)](#) has never been easier! Simply send your:

- company name
- company contact person and email address
- company web URL
- short description of your company

And WE will register YOUR COMPANY onto GTN! That's right -- we will take care of it! Send this information to GTN Midwest Director Gregg R. Baker at [gbaker@usgtn.net](mailto:gbaker@usgtn.net), and do it today!

As always, GTN registration is free of charge!

## THE WORLD BANK

---

How to use the world bank website for commercial opportunities

The Commercial Service has created a fifteen-minute tutorial on "How to Navigate the World Bank Website" to evaluate commercial opportunities and contacts for project and Bank-financed procurement opportunities that U.S. firms can participate in. The navigating tool uses step-by step instructions to help US firms locate Project Information Documents (PIDs), bidding documents and the Monthly Operational Summary (MOS), a listing of all recently approved projects and the amount of their funding. This navigating tool can be accessed my e-mailing Eric Henderson with the Commercial Service World Bank at [ehenderson@worldbank.org](mailto:ehenderson@worldbank.org). The World Bank (WB) lends \$15 - 25 billion annually to developing country governments to fund projects for economic development and poverty reduction. This funding generates some 40,000 contracts each year for private companies to supply a wide range of goods and equipment, services and civil works. Contracts range from several hundred million to a few thousand dollars, representing significant export opportunities for companies large and small.

## QUICK INFORMATION ABOUT EBRD PROJECTS

---

The CS-EBRD is now working closely with multiplier organizations to ensure prompt

dissemination of EBRD project leads and notices to the widest possible audience. To help US exporters learn about bank's projects we are working with The Business Information Service for the Newly Independent States (BISNIS) and Central and Eastern Europe Business Information Center (CEEBC). In addition, CS-EBRD has its own database system whereby the leads/tenders are e-mailed directly to targeted clients. If you wish to be registered in CS-EBRD client database, please contact Ms Ayse Ozcan at [ozcana@ebrd.com](mailto:ozcana@ebrd.com) or visit CS-EBRD web site at [http://www.buyusa.gov/uk/en/cs\\_european\\_bank.html](http://www.buyusa.gov/uk/en/cs_european_bank.html).

## IDB PROCURMENT OPPORTUNITIES

---

Any firm interested in doing business in Latin America and the Caribbean through IDB funded projects should visit the Inter-American Development Bank website. There are especially an abundance of opportunities in the environment (water and waste water) transportation, IT, management consulting, and training sector. For further information on the IDB and its activities, please visit: <http://www.iadb.org>



## MAILING LIST

---

If you'd like to be connected to international export news via the USEAC, simply call the center nearest you!

Or contact Sara Coulter at 313.226.4496 or [Sara.Coulter@mail.doc.gov](mailto:Sara.Coulter@mail.doc.gov).

## OVERSEAS PRIVATE INVESTMENT CORPORATION

---

The Overseas Private Investment Corporation (OPIC) is a self-sustaining U.S. government agency whose mission is to:

- Foster economic development in new and emerging markets;
- Support U.S. foreign policy;
- Create U.S. jobs by helping U.S. businesses to invest overseas; and
- Complement the private sector by:
  - Managing risk with [political risk insurance](#)
  - Providing financing through [direct loans and loan guaranties](#), and
  - Working with private capital through [OPIC-supported funds](#).

As part of its overall mission, OPIC advocates on behalf of U.S. business clients that have made long-term investments in emerging markets and developing nations. OPIC also works with host country governments to help create economic climates that attract U.S. investment, facilitating the entry of hundreds of U.S. businesses into new markets abroad.

Did You Know . . . OPIC seeks to facilitate communication with interested and affected parties of non-business confidential information regarding the environmental impacts of major projects under consideration for

OPIC insurance, finance, or investment by OPIC-supported funds.

As part of this effort, interested members of the public can subscribe to OPIC's environmental list server by submitting on their website. Subscriber's are automatically informed when applications for projects requiring environmental impact assessments are submitted to OPIC.

To learn more about OPIC's visit <http://www.opic.gov>

## MEXICO LEADS . . .

---

A Tijuana's recycling company is requesting information on U.S. Suppliers of:

### CAR CRUSHER

Specs:

- Over 300 tons of crushing force
- Remote control to be used by the loader operator

### SORTING LINE

Specs:

- Medium volume/Curbside
- Variable speed controls
- Capacity: 181 glass tons, 211 plastic tons, monthly
- To be operated by 6 to 8 persons

Addition:

- Screen
- Mill

## OPEN END HORIZONTAL BALER

Specs:

- To process recycling material from 1 to 12 tons per hour
- Reversible and replaceable shear blade
- Capacity: 181 glass tons, 211 news paper tons, 181 cardboard tons, 211 plastic tons, 18 aluminum tins tons, 163 plated tins tons, 605 paper tons monthly.

## HI/LOW HYDRAULIC LIFT DUMP TRAILER

Specs:

- Lift and haul material
- Capacity: 2.5 tons

## BRAZIL LEADS . . .

---

Electrical Transmission Maintenance Services - Brazil

We have an excellent opportunity in Brazil for services of maintenance of electrical transmission lines, according to the description below.

There is a considerable interest from Brazilian electrical transmission and distribution companies in hiring firms to render services such as mapping, detection of invasions - trees undesirable growth, emergency situations warning, spotting of potential dangerous or economically harming situation for prevention and finally, live maintenance of transmission lines using Robots dropped on the lines.

Ideally, these services should be rendered from helicopters as platforms and have a powerful

data integration and action triggering software fed by data got from the usage of image and/or infra red cameras, laser beams, Corona effect detectors, etc.

The robots are usually capable of running along the lines, checking broken markers, mechanical flaws, making isolators cleansing, trimming dangerous trees branches growth, etc. Additionally, there is at least one Brazilian company working in the area of maintenance that could be interested in a joint venture with a potential

technology and know how supplier ( probably an electricity transmission lines service renderer in US), specially if this company wants also to be part of a new venture company.

CTEEP and CEMIG showed interest in acquiring the services and the latter could even become a shareholder in a services rendering company. If you are such a candidate, there may be a very interesting opportunity in Brazil, for a start and, subsequently in the rest of South America. For more information contact Regina Cunha at [Regina.Cunha@mail.doc.gov](mailto:Regina.Cunha@mail.doc.gov) and Mauricio Vasconcelos at [Mauricio.Vasconcelos@mail.doc.gov](mailto:Mauricio.Vasconcelos@mail.doc.gov), U.S. Commercial Service, Brazil, or Tel.: (55) 31 - 3213-1573

#### **CZECK LEAD . . .**

---

Apitos, a Czech company which is working on renewable energy projects, is interested in putting together a project for the use of waste heat from the power stations or chemical factories. Apitos is looking for partners who have experience with these

type of projects, and is planning to use an Ecolinks ([www.ecolinks.org](http://www.ecolinks.org)) travel grant to visit 3 - 4 partners or sites in the USA. Contact Veronika Lukesova, Ecolinks Tech Rep, US Embassy Czeck Republic at [Veronika.Lukesova@mail.doc.gov](mailto:Veronika.Lukesova@mail.doc.gov) for more information.

#### **POLAND LEAD . . .**

---

Polish Ministry Interested In Contacts With American Producers Of Air Control Technology

Our office was approached by the Polish Ministry of Agriculture with a request for contacts to American firms offering the following technologies:

1. ammonia air discharge reduction technologies
2. measuring equipment for monitoring of ammonia discharges into air.

For more information contact Joanna Chomicka at [Joanna.Chomicka@mail.doc.gov](mailto:Joanna.Chomicka@mail.doc.gov), US Commercial Service, Poland.

#### **AUSTRALIA LEADS . . .**

---

An Australian firm is interested in working with a U.S. company able to provide engineering and design for fume control solutions for large industrial plants. The Australian firm is a manufacturer and installer of dust control and noise pollution equipment. The firm has stated that, due to the exchange rate, it would need to perform the fabrication in Australia.

An Australian environmental consultancy is interested in receiving information from U.S. companies that market innovative processes in:

- potable water treatment,
- wastewater treatment,
- sludge treatment,
- desalination/reverse osmosis technology, and
- thermal processes for the treatment of municipal solid waste.

In addition to providing consultancy services, the firm has also developed and commercialized water and wastewater treatment processes.

A small environmental consultancy has expressed a general interest in receiving inquiries from U.S. companies seeking representation. The WA-based firm provides environmental, geotechnical and water resource services.

For more information in doing business in Australia, and to obtain a copy of their latest newsletter, visit <http://www.buyusa.gov/australia/en/page93.html>

For questions, comments, or more information contact: Sara Coulter, International Trade Specialist, U.S. Commercial Service, Detroit, Michigan, at 313.226.4496 or [Sara.Coulter@mail.doc.gov](mailto:Sara.Coulter@mail.doc.gov)