



TRADE OPPORTUNITIES ALERT

GEORGIA DEPARTMENT OF ECONOMIC DEVELOPMENT

AUGUST 15-31, 2011

Following is information on international companies seeking to purchase or distribute Georgia products. These trade leads were developed by the Georgia Department of Economic Development (GDEcD) and its International Trade Offices. To take advantage of this and other services offered by GDEcD, please call 404-962-4122.

PRODUCTS / SERVICES SOUGHT IN THIS BULLETIN:

1. Refurbished railroad wagons and locomotives – *Uruguay*
2. Products / equipment used in logistics – *Uruguay*
3. Prefabricated Building Systems – *Uruguay*
4. New cellular phones and mobile internet modems – *Uruguay*
5. Cellular phones – *Uruguay*
6. Request for Proposals (RFP) for a media center development – *Brazil*
7. Bid request: Sustainable Transportation & Air Quality – *Brazil*
8. Bid request: Real estate survey – *Brazil*
9. Bid request: Integrated state highway management project – *Brazil*
10. New water technologies products / equipment - *Israel*



\$2.8

billion in exports in 2009

223

deals in 2009

722

Georgia companies assisted in 2009

Georgia companies interested in pursuing leads #1-9 should send a company profile and complete contact details (address, state, e-mail, etc.) to Mr. Jose Madeira, Managing Director, GDEcD's Brazil Office.

CONTACT

Mr. Jose Madeira
State of Georgia – Brazil Office
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PRODUCT 1: REFURBISHED RAILROAD WAGONS AND LOCOMOTIVES - URUGUAY

The state-owned oil company in Uruguay is in the process of renewing and increasing its stock of railroad wagons and is interested in receiving quotations for the following refurbished equipment:

- 30 fuel-tank wagons; bottom loading; self supporting; 45 cubic meters capacity per wagon; 18 tons per axle
- One or two locomotives for 22-wagon convoys
- 30 cement hopper cars; wagons for the transport of stone (rocks)
- Skid-mounted loading and unloading equipment
- Railway logistics - control and management technologies

PRODUCT 2: PRODUCTS / EQUIPMENT USED IN LOGISTICS – URUGUAY

A company in Uruguay is searching for a Georgia supplier of hydraulic dock levelers sectional doors with 40mm polyurethane (PUL) or expanded polystyrene (EPS) insulated panels; rolling doors loading dock shelters.

PRODUCT 3: PREFABRICATED BUILDING SYSTEMS – URUGUAY

A company in Uruguay is searching for Georgia manufacturers of prefabricated building systems.

PRODUCT 4: NEW CELLULAR PHONES AND MOBILE INTERNET MODEMS – URUGUAY

A company in Uruguay is searching for Georgia suppliers of the following:

- Three thousand (minimum) new cellular phones with accessories and manuals (preferably in Spanish); preference for NOKIA 5230, 5233, 5235, 1616, C&, C3, and N8; all other brands and models are also in consideration
- Mobile internet modems

PRODUCT 5: NEW CELLULAR PHONES AND MOBILE INTERNET MODEMS – URUGUAY

A company in Uruguay is searching for Georgia suppliers of cellular phones: Motorola, Samsung, HTC, 3G, Quatri-Band, Tactile, Sliders; all brands and models are acceptable.

PRODUCT 6: RFP FOR A MEDIA CENTER DEVELOPMENT– BRAZIL

Qualified Georgia companies are invited to submit proposals to develop technical assistance to design a complete roadmap and implementation plan for a new data center in the state of Rio de Janeiro, as well as provide recommendations and define necessary standards to assure all future IT systems adopted by state agencies are installed in a complementary and interoperable fashion.

The RFP-issuing organization is in charge of managing the State of Rio's IT networks. It provides data backup services for over 12 state agencies, develops technology policies and guidelines, and promotes and disseminates new information technologies within the state government in Rio de Janeiro.

The U.S. firm selected will be paid in U.S. dollars from a grant to the Grantee from the U.S. Trade and Development Agency (USTDA).



PRODUCT 7: BID REQUEST: SUSTAINABLE TRANSPORTATION & AIR QUALITY – BRAZIL

Qualified Georgia companies are encouraged to take advantage of this opportunity:

Brazil's National Association of Public Transport (ANTP) has received a grant from the Global Environment Facility and the World Bank towards the implementation of the Sustainable Transport and Air Quality Project. ANTP intends to apply part of the resources from this donation for hiring consultancy services for the promotion of policies to reduce emissions of greenhouse gases and to encourage the use of cleaner and lower energy modes of transport.

Procurement of contracts financed by the World Bank will be conducted through the procedures as specified in the World Bank's Guidelines. Specialized consulting services will be hired for the Development of Comparative Study of Vehicle Technologies for Low and Medium Capacity Transport System in the Metropolitan Areas of São Paulo.

ANTP invites consulting firms in the industry to express their interest in performing those services.

PRODUCT 8: BID REQUEST: REAL ESTATE SURVEY – BRAZIL

Qualified Georgia companies are encouraged to take advantage of this opportunity:

The Government of the State of Rio de Janeiro has requested World Bank financing for the *Programa Pro-Gestão*, and intends to apply part of these resources in the hiring of services in the Patrimonial Area, aiming at the real estate survey in the State of Rio de Janeiro, including technical and patrimonial treatment and legal documentation of the property.

PRODUCT 9: BID REQUEST: INTEGRATED STATE HIGHWAY MANAGEMENT PROJECT – BRAZIL

Qualified Georgia companies are encouraged to take advantage of this opportunity:

The State of Bahia has received a loan from the International Bank for Reconstruction and Development to implement the Bahia Integrated State Highway Management Project, and intends to apply part of the loan proceeds toward eligible payments to contract specialized technical consultancy services to:

- Map the macro work-processes (administrative, bidding, financial, projects elaboration, roads construction, transportation's infrastructure maintenance, etc.)
- Draft an organizational structure and internal regulations based on processes model, with the intention to improve the management model
- Monitor the implementation and training in the new organizational structure.



Georgia companies interested in pursuing lead #10 should send a company profile and complete contact details (address, state, e-mail, etc.) to Mr. Ronen Kenan, Managing Director, GDEcD's Israel Office.



CONTACT

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PRODUCT 10: NEW WATER TECHNOLOGIES PRODUCTS – ISRAEL

An Israeli company is searching for qualified Georgia manufacturers / suppliers of the following:

Water Quality

- On line monitors of Micro Pollutants and pathogenic microorganisms
- On line monitors of multiple parameters
- A mathematical model to evaluate pollution spread in the water supply system

Engineering Services

- Development of algorithms to determine criteria for pumping equipment renewal
- Advanced technological solutions to transfer data from remote sites
- Cleaning and disinfection of reservoirs both open and closed
- Detection system for failure, in active pipelines
- Shut off valves in event of extreme operating conditions

Water Desalination

- Standardization of filtering methods
- Continuous, long term monitoring of desalinated water
- Development of technological and economical data base for operation and control
- Removal of Boron from desalinated water

Water Treatment and Improvement

- Fast detection of poisonous substances in the biological treatment system
- Optimal energy usage in waste purification systems
- Prevention of blockages in pipes due to biological and physical sedimentation
- Removal of natural radioactive material from saline water wells
- Development of a model to forecast failure in the biological process
- Prevention of manganese leaching in of the aquifer

Environmental Protection

- Prevention of manganese leaching in of the aquifer
- Development of technologies for fast and reliable detection of environmental hazards such as leakages and fuel or waste seepage
- “Green” technologies for the removal of pollutants from water sources and pumps
- Sanitization systems for environmental protection
- Air pollution prevention systems for water and waste treatment plants



Disclaimer -The names of these companies are given without prejudice or guarantee. To the best of our knowledge these leads are legitimate. However, the Georgia Department of Economic Development cannot guarantee a successful business transaction and normal business precautions should be observed.