

Trade Leads

The U.S. Commercial Service has an international network of more than 80 offices outside the United States. Trade leads are reported through these international offices. Please find the most recent trade leads listed below.

[Brazil – VW Brazil looking for US suppliers of Automotive batteries \(Jul 2008\)](#)

[India – Automotive chemical/ lubricants/ maintenance \(Jul 2008\)](#)

[France – French company looking for various products \(Jul 2008\)](#)

[South-Africa – Request for US Automotive Agent \(Jul 2008\)](#)

[Peru- Company interested in importing used cars \(June 2008\)](#)

[Germany – Cylinder housing cast in gray graphite \(May 2008\)](#)

[Greece – Greek firm searching for US Auto Electric Parts \(May 2008\)](#)

[Poland – Used Cars \(May 2008\)](#)

[Azerbaijan – Various heavy machinery \(Apr 2008\)](#)

[Sweden – Injection Molding Manufacturers of Front Fenders for Scania Trucks \(Mar 2008\)](#)

[India – Amphibious vehicles \(Mar 2008\)](#)

[El Salvador - All Types Of Tire Repair Accessories/Supplies \(Mar 2008\)](#)

[Sri Lanka - Conversion to Electric Vehicles \(Jan 2008\)](#)

[Russia – New OEM & Aftermarket Truck Parts \(Jan 2008\)](#)

[Poland - Automotive paints, lacquers and car cosmetics \(Jan 2008\)](#)

[The Netherlands- Used passenger vehicles / particularly SUVs \(Jan 2008\)](#)

[Kuwait - Batteries \(Jan 2008\)](#)

[Ethiopia – Consultants \(Jan 2008\)](#)

[China - Car rental \(Jan 2008\)](#)

[Saudi Arabia – Joint venture for production of car fluids \(Dec 2007\)](#)

[Venezuela – Distributors of Nissan, Cummins and Caterpillar \(Nov 2007\)](#)

[El Salvador – Car batteries \(Oct 2007\)](#)

[Guatamala – Car rims \(Sep 2007\)](#)

Cameroun - Ford GMC Bucket Trucks (Sep 2007)

Brazil - VW Brazil looking for US. suppliers of Automotive batteries

July 2008

VW do Brasil requested contact information of U.S. suppliers of vehicle batteries (40 Ah to 60Ah). He would like to initiate contacts with companies that have experience supplying to OEMs.

Interested? Respond to

Teresa Wagner
U.S. Commercial Service
Rua Henri Dunant 700 - Chacara Santo Antonio
04709-110 Sao Paulo, S.P. Brazil
Phone: 55/11/5186-7177
e-mail: teresa.wagner@mail.doc.gov

India - Automotive chemical/lubricants/maintenance

July 2008

Foreign buyer is currently a distributor of WD-40 (<http://www.wd40.com>) and is scheduled to meet with Ohio company Automotive International (<http://www.autoint.com>) to discuss distribution terms. They are looking for U.S. suppliers of complimentary products in the field of automotive chemicals/lubricants & maintenance/care products.

Other details:

The foreign buyer from India intends to visit the U.S. in July. Although they will go to Ohio, they are willing to visit promising companies in other parts of the U.S. as well.

Interested? Respond to
Ali Asgar Motiwala
Commercial Specialist
US Commercial Service
American Center
4, New Marine Lines
Mumbai 400 020 - India
Phone: 91-22-22652511/12
Fax: 91-22-22623850
Mobile: 9821241399
Website: www.buyusa.gov/india

France - French company looking for various products

July 2008

French company looking for specific products for automotive applications.

1) Looking for suppliers of twinwall PP sheet in Akylux for conversion into surface protection. For the moment their supplier is Kaysersberg. See the link below for more information.

<http://www.kaysersberg-plastics.com/EN/Extruded/extrudedPlasticSheet.asp>

2) Looking for suppliers of nonwoven tufted materials/fabrics for automotive carpets. Their current supplier is Freudenberg (see link)
http://www.freudenberg-nw.de/ecomaXL/index.php?site=FNW_EN_Tuft

3) Looking for suppliers of Polyester fibers for automotive carpets.

Interested? Respond to

Stéphanie Pencolé
US Commercial Service
American Embassy
2, Avenue Gabriel
75382 Paris Cedex 08
France
Tel: (33-1) 43 12 71 38
Fax: (33-1) 43 12 70 50
Email: Stephanie.Pencole@Mail.Doc.Gov
Website: <http://www.buyusa.gov/france>

South Africa - Request for US Agent (Automotive)

July 2008

Thundersport, an active importer of U.S. performance car parts is seeking a U.S. agent. They have been importing U.S. goods for a considerable time but has been let down several times by his current agent.

They basically need someone in the motor trade dealing mainly in restoration parts, performance parts for V8 engines. They would prefer someone on the East coast because of the shipping cost east vs west coast.

An exporter who represents most of the manufacturers in the USA who can supply on a weekly basis. They have an air freight shipment every week and Thundersport and two other American Car parts dealers could import one to two tons of air freight every week. The type of exporter they are looking for should have access to WD or export prices and then charge them a commission for buying & sending the parts off to them. "

<http://www.thundersport.co.za>

Interested? Respond to

Jaisvir R. Sewpaul
U.S. Commercial Service
U.S. Consulate - Cape Town
South Africa
Tel: 27 21 702 7379
Fax: 27 21 702 7402
Jaisvir.Sewpaul@mail.doc.gov
website: ussatrade.co.za

Peru - Company interested in importing used cars

June 2008

Peruvian contact, is interested in importing used damaged cars. The Peruvian law allows the import of used cars with a 30% of sinister (maximum). There exist a lot of companies bringing cars in this status from the states now.

This contact has been importing used heavy equipment and they are willing to increase their product lines with this type of cars and SUV's.

I know that there are American insurance companies, which sell this type of products. Do you know whom should I contact to get the required information? Is there somebody from the automotive team that could help me with this information requirement?

Thank you in advance for your help and support.

Interested? Respond to,

Gustavo Romero
Department of Commerce
U.S. Embassy, Lima
Phone/Fax: (511) 434-3040 / 434-3041

Germany - Cylinder housings cast in gray graphite

May 2008

German company looking for a supplier of cylinder housing made in gray graphite.

Interested? Respond to

Paul R. Warren-Smith
The Commercial Service in Frankfurt, Germany
Paul Warren-Smith/GERMANY/USFCS/USDOC@USDOC
Tel: +49-69-7535-3153

Fax: +49-69-7535-3171

Greece - Greek firm searching for US Auto Electric Parts

May 2008

Greek firm looking for:

- a) Steering Column Combination Switches for Lights, Wipers
- b) Windows Switches - Console Switches
- c) Ignition Switches

Interested? Respond to

Maria Georgousi
Maria.Georgousi@mail.doc.gov
Department of Commerce
U.S. Embassy, Athens
Ph: 30/210/720-2303
Fax: 30/210/721-8660

Poland - Used Cars

May 2008

Company looking for used cars.

Interested? Respond to

Joanna Chomicka
Commercial Specialist
Joanna.Chomicka@mail.doc.gov
Ph: (48 22) 625-4374 / Fax: (48 22) 621-6327

Azerbaijan – Various heavy machinery

April 2008

This is an unusual trade lead for high-ranking delegation from the Azerbaijani Ministry of Emergency Situations (MES). MES is planning a buyer delegation to the U.S., currently proposed for late May and passed along a 'shopping list'. State Department is in the process of setting up an some kind of Forum for the Azerbaijani to spend their money.

- Crawler-mounted excavator CX 210
- Crawler-mounted excavator CX 240
- Tire-mounted excavator WX – 210
- Skid steers 400 – 430
- Telescopic loading (?) mechanism TX 170 – 45
- Reverse blade (?) loading mechanism 580 SR
- Bulldozer 1850 K

Interested? Respond to:

Natasha Keylard
U.S. Commercial Service
Embassy of the United States of America
Lange Voorhout 102
2514 EJ The Hague
The Netherlands
Tel: +31-(0)70-3102279
Fax: +31-(0)70-3632985
<http://www.BuyUSA.nl>
<http://www.USAutoTeam.org>

Sweden – Injection Molding Manufacturers of Front Fenders for Scania Trucks

March 2008

Scania is seeking U.S. injection molding companies, preferably already in the truck or automotive business, that can manufacture front fenders for Scania trucks. The required parts should have a wall thickness of 3.5 mm and the total weight should be 3190 grams/part. The material should be General Electric PC/PBT, Xenoy CL100. The amount of parts on request are either 2 x 35000 or 2 x 65000. Tools exist already - Scania will provide two separate molds with one cavity each. The size of machine needed should have a clamping force of 2600 to 3000 tons. Deliveries can take place either to Europe or Brazil. Scania will provide further information to interested injection molding companies.

Interested? Respond to:

Hakan Vidal
US Commercial Service
American Embassy
Dag Hammarskjolds Vag 31
115 89 Stockholm
Sweden
Email: hakan.vidal@mail.doc.gov
Tel: (46) 8 783 53 49, Fax: (46) 8 660 91 81
www.export.gov

India - amphibious vehicles

March 2008

Details: An Indian firm's interest in importing amphibious vehicles similar to DC Ducks (used for a tour of the Potomac River). See the website for detailed information <http://www.dcducks.com>.

Interested? Respond to:

Ali Asgar Motiwala
Commercial Specialist
US Commercial Service
American Center
4, New Marine Lines
Mumbai 400 020 - India
Phone: 91-22-22652511/12
Fax: 91-22-22623850
Mobile: 9821241399
Website: www.buyusa.gov/india

El Salvador - All Types of Tire Repair Accessories/Supplies

March 2008

End user: Owners of all type of vehicles, who need to repair tires and shops that repair tires.

Details: A company needs to purchase all types of tire repair accessories / supplies patches, strings, valves, glues, tube repairs for radial and bias, universal round repairs, universal square repairs, cord reinforced repairs, patch plugs radial, cements, kits and tools. End-user is interested in finding a manufacturer or distributor of all necessary products for tire repair.

Interested? Respond to:

Leandro Solórzano
International Trade Specialist
U.S. Department of Commerce
601 Walnut Street - Suite 580 W
Philadelphia, PA 19106
Tel: 215-597-6105
Fax: 215-597-6123
Email: Leandro.Solorzano@mail.doc.gov
<http://www.buyusa.gov/philadelphia>

Sri Lanka - Conversion to Electric Vehicles

January 2008

A Sri Lankan company is looking for US suppliers of conversion kits and technology for buses.

Interested? Respond to:

Adrian Mendis
Commercial Specialist
US Embassy, Colombo
Phone 94-11-2448007
Fax 94-11-2437345
E-mail: MendisA@state.gov or adrian.mendis@mail.doc.gov

Russia - New OEM & Aftermarket Truck Parts

January 2008

A Russian company is interested only in new OEM and aftermarket parts from the U.S.

Interested? Respond to:

Vladislav Borodulin
Commercial Specialist
U.S. Commercial Service Moscow
Ph: 7 495 737-5036
Fax: 7 495 737-5033
E-mail: Vladislav.Borodulin@mail.doc.gov

Poland - Automotive paints, lacquers and car cosmetics

January 2008

A Polish company interested in automotive paints, lacquers and car cosmetics - full container loads.

Interested? Respond to:

Joanna Chomicka
Commercial Specialist
U.S. Commercial Service
IPC Building
Poznanska 2/4
00-680 Warsaw, Poland
Tel: +48-22-625-4374
Fax: +48-22-621-6327
E-mail: Joanna.Chomicka@mail.doc.gov
Visit us at: www.BuyUSA.gov/Poland

The Netherlands- Used passenger vehicles (particularly SUVs)

January 2008

Dutch importer needs help identifying experienced exporters of used passenger vehicles. Preference is for SUVs manufactured between 1999-2004. Make: Infinity, Range Rover, Touareg, etc.

Interested? Respond to:

Natasha Keylard
U.S. Commercial Service
Embassy of the United States of America
Lange Voorhout 102
2514 EJ The Hague
The Netherlands
Tel: +31-(0)70-3102279
Fax: +31-(0)70-3632985
Email: Natasha.keylard@mail.doc.gov
<http://www.BuyUSA.nl>
<http://www.USAutoTeam.org>

Kuwait- Batteries

January 2008

Importer and distributor of Honda vehicles, motorcycles and spare parts, is seeking to represent an American brand battery that are used start up automobile and motorcycles.

The required battery numbers are:

OME No:

34-60	DIN N70	80D26L
34-70	DIN N100	55D23R
58-70	NS 60L (S)	55D23L
58-50	NS 60R (S)	70D23R
650-60	N50R	70D23L
75-70	N50L	N70R
78-70	NS70R	N70L
78-50	NS70L	NS 40ZL
DIN N60	80D26R	

Interested? Respond to:

Xavier Muthu
Commercial Specialist US Commercial Service
American Embassy, Kuwait
Direct Tel: (965) 259-1456
Mob: (965) 985-0173
Fax: (965) 259-1271
E-mail: Xavier.Muthu@mail.doc.gov
<http://www.buyusa.gov/kuwait> (for information on our services)

China - Car rental

January 2008

An auto company in China is interested in engaging a U.S. car rental company to discuss collaboration to start a car rental service here in China.

Interested? Respond to:

Yasue Pai
Principal Commercial Officer
American Consulate General Shenyang
52 Shi Si Wei Road
Heping District
Shenyang, Liaoning 110003
Email: Yasue.Pai@mail.doc.gov
Tel: (86-24) 2322 1198 Ext. 8142
Fax: (86-24) 2322 2206

Ethiopia – Consultants

January 2008

Ethiopia is looking for consultants that can conduct feasibility studies and detailed design of a light rail transit system for the city of Addis Ababa.

Interested? Respond to:

Fassil Yilma
Commercial Specialist
Political/Economic Section
US Embassy Addis Ababa
Tel: 251-11-517-44-50/51
Fax: 251-11-124-24-31
Email: yilmaf@state.gov

Saudi Arabia – Joint venture for production of car fluids

December 2007

A prospect in Saudi Arabia is seeking a joint venture to produce automotive engine coolants, automotive brake fluids, automotive chemicals, and automotive transmission fluids.

Interested? Respond to:

Mr. Ahmad Malas
Senior Commercial Specialist
Commercial Service Dhahran
Ph: 966/3/330-3200 Ext 3065
Fax: 966/3/330-2190
Email: ahmad.malas@mail.doc.gov

Venezuela – Distributors of Nissan, Cummins and Caterpillar

November 2007

A Venezuelan importer seeks U.S. Distributors of Nissan, Cummins and Caterpillar

Interested? Respond to:

Luis Mulet
Commercial Specialist
Embassy of the United States of America
U.S. Commercial Service
Urb. Colinas de Valle Arriba
Calle "F" con calle Suapure
Caracas 1061. Venezuela
Tel: (58-212) 907-8099 / 975-6411
Fax: (58-212) 907-8237 / 975-9643
E-mail: luis.mulet@mail.doc.gov
Web Sites: <http://www.buyusa.gov/venezuela>
Commercial News: <http://www.thinkglobal.us>

El Salvador – Car batteries

October 2007

There is an immediate need to purchase car batteries.

Interested? Respond to:

Cecilia Avila
Commercial Assistant
U.S. Commercial Service
U.S. Embassy El Salvador
E-mail: Cecilia.Avila@mail.doc.gov
Tel.: (503) 2501-3227
Fax: (503) 2501-3067

Guatamala – Car rims

September 2007

A Guatamalan company looking for looking for U.S. manufacturers/distributors of Car Rims.

Interested? Respond to:

Leandro Solórzano
International Trade Specialist
U.S. Department of Commerce
601 Walnut Street - Suite 580 W
Philadelphia, PA 19106
Tel: 215-597-6105
Fax: 215-597-6123
Email: Leandro.Solorzano@mail.doc.gov
<http://www.buyusa.gov/philadelphia>

Cameroun - Ford GMC Bucket Trucks

September 2007

A company needs four (4) bucket trucks. Specific description is provided below:

1. 1995 to 2000 Ford F-series Super Duty

7.3 power stroke diesel

automatic transmission 225 hp

Versalift V032PI boom

42" working height

1 man bucket

Price: USD 15,000

2. 1995 to 2000 GMC C 7500

3116 Cat turbo diesel 215 hp

automatic transmission

60 ' working height

2 man bucket

Price: USD 25,000

3. 1995 to 2000 Ford F-Series

Upper over center articulated

70' working height

2 man bucket

Price: USD 25,000

1995 to 2000 Ford F-800

Lower over center

Cummins diesel- automatic transmission

60' working height

2 man bucket

Price: USD 20,000

Interested? Respond to:

Mrs. Youhanidou Wane Ba

Commercial Specialist

U.S. Embassy Dakar

Tel: 221-823-42-96 Ext. 3201

Fax: 221-842-98-21

Email: Youhanidou.WaneBa@mail.doc.gov