

## **US Embassies All Over the World Help Entrepreneurs**

**Here are companies that went to Addis Ababa Ethiopia in the Spring. They were connected to people who could help them with distribution in Ethiopia.**

### ***Key Trade Mission Facts***

**Location:** Addis Ababa, Ethiopia

**Industries:** pharmaceuticals, medical equipment, cosmetics, construction, agribusiness, manufacturing

**Partnering opportunities:** import, sales, distribution, production, research and development

### **Company roster**

#### **1. Ability Engineering Technology**

(<http://www.abilityengineering.com/>) Ability Engineering Technology manufactures and engineers process and cryogenic equipment such as pressure & vacuum vessels, oil, gas, and water piping skids, cryostats, dewars, vacuum jacketed piping, gas purifiers, cold boxes, refrigerators, calciners, rollers, thermal shields, and other equipment fabricated to ASME code and other international pressure vessel and piping code standards.

The company is interested to have agents in Ethiopia working on Materials sales (pipe, plate, forgings); balance of plant equipment such as motors, generators, turbines, pumps, electrical equipment & instrumentation equipment other prefabricated metal equipment. The company would like also to contact Ethiopian businesses and/or individuals that sell products or work in industrial sectors such as: Oil & Gas, Petrochemicals, Mining, Water Treatment, Locomotives, Industrial Gases, Power Generation, and Industrial Gases.

**2. Ethno Solutions Inc.** (<http://www.ethnosolutions.com/>) Ethno Solutions manufactures cosmetics products, with a focus on R&D and marketing. The products and services provided by the company are as follows: it contracts development of cosmetics and personal care formulations, it directs pilot manufacturing of skin/hair care products,

it partnerships with product and marketing services, it partnerships with distributor(s) to promote some of Ethno Solution's product lines. The company is interested to meet 1) marketing companies in Ethiopia looking for R&D partners, 2) Ethiopian businesses who are looking for a U.S. partner to get into R&D, 3) salon owners looking to own product lines.

### **3. Green Innovation and Technology Inc.**

(<http://www.gitekinc.com/>) Green innovation and Technology Inc promotes renewable energy like Solar, wind, biomass and hydroelectricity, Power invertors and Batteries, Solar Products, Solar lanterns, solar radios, solar cell phone chargers, solar laptop chargers, solar flood lights and solar surveillance cameras and LED light.

The company is interested to work with Ethiopian businesses willing to buy and distribute large quantity of its products on regular bases. It is also looking for distributors of energy/power supply products, Cell site operators and consumer products distributors.

### **4. Kofa International Co.**

(<http://www.kofainternational.com/>) Kofa International sells U.S-manufactured dredging equipment, quarry equipment, agricultural equipment, used Caterpillar equipment, The company is interested to meet Ethiopian companies working in Dredging, Construction, Quarry, Mining, Oil & Gas, manufacturing, Environmental, Agricultural Equipment Buyers and Feed Mills, Logistics and Transportation and Health Industry - Medical & Laboratory Equipment.

**5. Lodaat LLC** (<http://www.lodaat.com>) Lodaat LLC formulates and markets Herbal Nutraceuticals, Generic Pharmaceuticals (Allopathic Medications) and complimentary Alternative medical (CAM) Tools formulated in USA by US scientists and therapists. The company is interested to meet Ethiopian distributors well-established in Pharmaceutical sector. Preferably have distribution rights to other major Pharma-brands and a distribution network which includes some of all of following: pharmacies, hospitals, retail-chains, clinics, government ministries (Tenders), local manufacturers. The local company should have comprehensive sales/distribution footprint, and understands importation of Pharma-products.

### **6. MacLean Power Systems**

(<http://www.maclepower.com/>) MacLean Power System produces

distribution and transmission products used by utilities worldwide including power line hardware, anchors, connectors, ceramic and non-porcelain insulators, fiberglass products, arrester, etc.

The company is interested to meet potential distributors for MacLean Power Systems in the Ethiopian markets (owners or Directors) and to visit at least two customers/utilities and visit one or more manufacturers of castings, forgings, extruders or companies in the metal industries.

**7. Mi-Jack Products** (<http://www.mi-jack.com/>) (<http://www.apecrane.com/>) Mi-Jack sells general construction cranes and cranes for bridges and related machine attachments like Travelifts /Rubber Tired Gantly Cage used in loading material including containers, precast concrete beams, steel beams, slabs coils, bridge construction, any long/Heavy precision Lifting

The company is interested to meet with potential distributors who are well experienced with crane handling, companies which rent construction materials and others who work in the construction and logistics sector.

**8. Masterpiece Products Inc.** (<http://www.getmasterpiece.com/>) Masterpiece manufactures premium men's and women's hair and skin care items for sale and distribution through premium retailers. Through its proprietary brands Masterpiece (men and women) and Steel Shield (men) the company has specialized in connecting with consumers to deliver the best line of products at an affordable price. In addition, through its proprietary brand Oxyall Chemical Inc. it manufactures industrial cleaners, surfactants, degreasers, and detergents for sale to large industrial clients and municipalities.

The Company is interested to meet potential Ethiopian distributors which have an established network of salons or retail stores with which its line of products would ideally fit alongside competitors in similar industries.