



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.com.

APRIL 2024 LEADS

AUTOMOTIVE & SMART MOBILITY

- **EL SALVADOR: Opportunity: U.S. Supplier Needed for City Tour Buses with Open Roofs – Direct Purchase Request from Linea Ejecutiva, San Salvador**
The U.S. Commercial Service in El Salvador has been contacted by Linea Ejecutiva in San Salvador. They are seeking a U.S. supplier of City Tour Buses with open roofs, preferably with chassis of 1730. The request is for a direct purchase. For additional information about this trade opportunity, please contact Daniel.Portilla@trade.gov.
- **NIGERIA: Seeking U.S. Suppliers: Spare Parts, Used Cars, and Engine Oil for Resale**
The U.S. Commercial Service in Nigeria has been contacted by ETS Jinga in Yaounde, Nigeria to seek U.S. suppliers of spare parts, used cars and engine oil for resale purpose. For more information, please contact Chamberlain.Eke@trade.gov.
- **MEXICO: Opportunity: Seeking U.S. EV Suppliers and Partners for Charging Stations in Jalisco, Mexico - USMCA Partner**
The U.S. Commercial Service in Mexico has been contacted by a Charge Point Operator seeking U.S. EVs suppliers and partners to build charging stations in Jalisco. As a USMCA partner, Mexico presents promising opportunities for developing charging stations. For more information, please contact Monica.Martinez@trade.gov.
- **BRAZIL: Opportunity: Brazilian Urban Train Company Seeking U.S. Suppliers for 3,000 Tons of TR-45 Rails**
The U.S. Commercial Service Brazil has been contacted by the Brazilian Urban Train Company in Brasilia, Brazil for U.S. suppliers of 3,000 tons of TR-45 rails. For more information, please contact Fabiola.Rios@trade.gov.
- **EBRD Tenders: Supply of Low-Floor Trolley Buses, Spare Parts, and Diagnostic Equipment - Opportunity Alert**
The European Bank for Reconstruction and Development (EBRD) has public tenders for supply of low-floor trolley buses, spare parts and diagnostic equipment. For more information, please contact:
Dennis.Simmons@trade.gov & Chrystal.Denys@trade.gov.
- **International Opportunities: Public Tenders in Automotive and Transportation Industries by World Bank, UNDP, and Others - Explore Now!**

The World Bank and United Nations Development Program, among other international entities, have public tenders related to the automotive and transportation industries. For more information please contact Barbara.White@trade.gov & Susan.Hettleman@trade.gov and review the following links:

- [EBRD RFPs](#)
- [UNICEF & UNDP RFPs](#)
- [USAID RFPs](#)
- [Reach out to us](#) to learn about other trade leads, global business opportunities and international RFPs in multiple markets.

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HEALTHCARE AND HEALTH TECH

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.

- **EL SALVADOR: Medical Supplies Opportunity: Knee-High Compression Stockings, Short Stretch Bandages, and Compression Wear in Various Compressions and Colors**
Knee high compression stockings, short stretch bandage, and compression wear with compressions from 15-23 mmHg, 20-30 mmHg and 30-40 mmHg, skin color and variable colors.
- **MALAYSIA: Malaysian Distributor Seeking Representation for U.S. Gastroenterology and Radiology Medical Devices**
A Malaysian medical devices distributor is interested in representing U.S. medical devices in the gastroenterology and radiology sector and marketing them in Malaysia.

To learn more about the trade leads above, please email:

[Tony Michalski](#); [Taylor Little](#)

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ENVIRONMENTAL TECHNOLOGIES

- **EL SALVADOR: Program for Strengthening the Water and Sanitation Sector in El Salvador**
 - El Salvador's Administración Nacional de Acueductos y Alcantarillados (ANDA) has received financing from the Inter-American Development Bank (IDB) to fund the cost of the "Program for Strengthening the Water and Sanitation Sector in El Salvador" up to USD\$870,000.
 - Acquisition of Test Stations for Macrometers and Micrometers, Project ID ES-L1152: <https://www.iadb.org/en/whats-our-impact/ES-L1152>
 - Lic. Sara Guadalupe Chávez de Portillo, Public Procurement Unit Manager, contrataciones.cp5577@anda.gob.sv / licitaciones@anda.gob.sv / ucp.central@anda.gob.sv
 - Questions? Contact daniela.portillo@trade.gov
- **FIJI: Water Loss Reduction and Management for the Suva Nausori Water Supply System**

- The Government of Fiji has received financing from the Asian Development Bank (ADB) (with co-financing from European Investment Bank (EIB)) toward the cost of Urban Water Supply and Wastewater Management and Investment Program (Tranche 1).
 - The Water Authority of Fiji invites bids from eligible Bidders for the operation and maintenance, and Minor Works of Water Loss Reduction and Management for the Suva Nausori Water Supply System. The cost estimate of this package in the project procurement plan is USD\$25M.
 - For more information please refer to the contact in the IFB.
 - Tender Notice: <https://www.adb.org/sites/default/files/tenders/fij3512-g0531-wlrms-121-rev.pdf>
 - Questions? Contact Losana.Mavaeao@trade.gov
- **GEORGIA: The First Waste Treatment Plant**
 - The European Bank for Reconstruction and Development released a General Procurement Notice (GPN) for a Waste Treatment project in the country of Georgia.
 - The Tbiliservice Group Ltd. intends to set up the first waste treatment plant in Tbilisi, Georgia. The proposed plant shall consist of a material recovery facility and mechanical-biological treatment.
 - The project has an estimated total value of EUR 26,000,000.
 - Link to General Procurement Notice: <https://ecepp.ebrd.com/delta/viewNotice.html?displayNoticeId=30492075>
 - EBRD Client Contact Information: David Bodokia, Tbiliservice Group LLC, +995 32 2 619050, dbodokia@gmail.com
 - Questions? Contact Chrystal.Denys@trade.gov and Dennis.Simmons@trade.gov
- **KAZAKHSTAN: Pre-Tender Announcement for EBRD Financing for Wastewater Treatment Plant Modernization**
 - The European Bank for Reconstruction and Development (EBRD) will provide a sovereign loan of up to USD 105.7M . The financing will be used to improve the quality of wastewater and sewage sludge treatment in Aktobe, Kazakhstan.
 - EBRD client is Aqtobe Su-Energy Group JSC and project scope includes the installation of a 100,000 m3 capacity WWTP will utilize biogas fueled heat and electricity generation that will reduce odor and GHG emissions from wastewater treatment.
 - Project Summary Document: <https://www.ebrd.com/news/2024/ebrd-finances-largest-municipal-project-in-kazakhstan-to-date.html>
 - *This project is in its pre-tender stage, so an excellent time for interested U.S. companies to review for potential interest and opportunity.*
 - Questions? Contact Chrystal.Denys@trade.gov and Dennis.Simmons@trade.gov
- **KOSOVO: Pre-Tender Announcement for EBRD Financing of €20M Waste Water Treatment Plant**
 - The European Bank for Reconstruction and Development (EBRD) will provide a sovereign loan of up to EUR 20million to the state-owned utility company Regional Water Company Bifurkacioni in Kosovo. The financing will be used for

the construction of a new wastewater treatment plant and improvements of the sewerage system in the city of Ferizaj and the surrounding areas.

- More information about the project can be found in this press release: www.ebrd.com/news/2023/ebird-helps-improve-wastewater-management-in-kosovo.html
- The Project Summary Document (PSD) for this project can be found here: www.ebrd.com/work-with-us/projects/psd/54538.html
- *This project is in its pre-tender stage, so an excellent time for interested U.S. companies to review for potential interest and opportunity.*
- Questions? Contact Chrystal.Denys@trade.gov and Dennis.Simmons@trade.gov

- **MEXICO: Waste Water Treatment Plant for Food & Dairy Company in Northern Mexico**

- Design and /or construction of a wastewater treatment plant with treatment capacity of 45 liters per second, client is in the city of Durango, State of Durango.
- The wastewater project aims to eliminate organic waste specifically with a biological oxygen demand (BOD) of 3,000 mg/L, chemical oxygen demand (COD) OF 30,000 MG/L and total suspended solids (TSS) of 9,000 mg/L but also to recover for reuse and utilize gas generation as an energy source.
- Contact Jorge Mojica, General Manager, Diseno y Construcciones Tecnologicas (DICTSA) jormojican@gmail.com or reach out to CS Mexico City contacts: Diana Leon, Construction Specialist, diana.leon@trade.gov or Francisco Ceron, Water Trade Specialist, francisco.ceron@trade.gov

- **MOROCCO: Water Infrastructure Project to Improve Drinking Water & Upgrade Existing Waste Water Treatment Plants**

- European Bank for Reconstruction and Development (EBRD) sovereign loan of up to EUR 12 million (MAD 130 million) to the Guelmim-Oued Noun Region of Morocco to finance investments aimed to improve drinking water supply for households in rural areas and to upgrade four existing Waste Water Treatment Plants, enabling the reuse of treated water for watering green spaces in the region.
- In addition to the financing above, a Technical Cooperation package totaling EUR 1,650,000 will be provided. This will include dedicated support to the Region on implementation and monitoring to ensure effective project implementation as well as the development of a Green Cities Action Plan, which will include a gender and inclusion assessment.
- Project Summary Document: www.ebrd.com/work-with-us/projects/psd/54158.html
- Borrower Contact: Omar ABELADIM, abeladim.omar@gmail.com, +212 52 87 70 113
- Questions? Contact Chrystal.Denys@trade.gov and Dennis.Simmons@trade.gov

- **TURKIYE: Pre-Tender Announcement for EBRD Financing of €35M Municipal and Environmental Infrastructure**

- The European Bank for Reconstruction and Development (EBRD) intends to finance a municipal and environmental infrastructure project in Türkiye to support

its Earthquake recovery efforts. The project will finance the rehabilitation, expansion and construction of six wastewater treatment plants ("WWTPs") and deep-sea discharge pipelines for three existing WWTPs.

- Project Objectives: support the wastewater treatment capacity of the city of Mersin that is strained due to the sudden population increase caused by the migration received from the areas heavily impacted by the devastating earthquakes which hit 11 provinces in South-Eastern Türkiye on February 6, 2023.
 - Approval Date: Expected October 9, 2024
 - Project Summary Document: <https://www.ebrd.com/work-with-us/projects/psd/54894.html>
 - *This project is in its pre-tender stage, so an excellent time for interested U.S. companies to review for potential interest and opportunity.*
 - Questions? Contact Chrystal.Denys@trade.gov and Dennis.Simmons@trade.gov
- **UKRAINE: Pre- Tender Announcement for EBD Financing of €10M Aging Water Supply and Treatment Infrastructure**
 - The European Bank for Reconstruction and Development (EBRD) will provide a loan of up to EUR 10million to the city of Mykolayiv, Ukraine (Communal Enterprise Mykolayivvodokanal) to rehabilitate its aging water supply and treatment infrastructure.
 - The overall project cost is EUR 33million and involves EBRD financing, grants, and local contributions. The proceeds of the loan and grant funds will finance
 - (i) rebuilding of preliminary treatment unit at Dnipro water intake, including installation of new microfilters,
 - (ii) replacement of rotating screens at the Dnipro water intake preliminary treatment unit,
 - (iii) renovation of pumping station 1, including building repairs, replacement of pumps and control equipment and
 - (iv) replacement of priority steel pipelines within the water distribution network.
 - The local co-financing will cover:
 - (i) renovation of pumping station 0, including building repairs, replacement of pumps and control equipment and
 - (ii) renovation of electrical transformer substation.
 - The Project Summary Document (PSD) for this project can be found here: www.ebrd.com/work-with-us/projects/psd/54575.html
 - *This project is in its pre-tender stage, so an excellent time for interested U.S. companies to review for potential interest and opportunity.*
 - Questions?Contact Chrystal.Denys@trade.gov and Dennis.Simmons@trade.gov

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GOING GLOBAL ENERGY

- **[BULGARIA: Renewable Energy Tenders: 1,425 MW of renewable capacity with 350 MW of energy storage](#)**

- **INDIA: EPCC Contract of Topside Facilities for Third Berth (Jetty) at Dahej LNG Terminal**
- **KOSOVO: Pipeline of Renewable Energy Investments 2023-2025**
- **SOUTH AFRICA: 1800MW of Solar PV and 3200MW of on-Shore Wind and 615MW battery energy storage capacity and Ancillary Services**
- **SOUTH AFRICA: Jet Fuel, Grade Jet A1 and Ultra-Low Sulfur Diesel (ULSD) 10ppm**