



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.

JANUARY 2024 LEADS

AUTOMOTIVE & SMART MOBILITY

- **BRAZIL: CBTU Public Bid**

[Brazilian Urban Train Company](#). (CBTU) has made public a bid for acquisition of 3,000 tons of TR-45 rails. For more information, please contact Fabiola.Rios@trade.gov.

- **MEXICO: Charge Point Operator in Mexico Seeks U.S. EV Suppliers and Partners for Charging Stations in Jalisco**

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.

- **COLOMBIA: Supply Railway Equipment for Bogota-Belencito Corridor Project**

The U.S. Commercial Service in Colombia has been contacted by Findeter, a local development bank, to find a U.S. company that may supply the following railway equipment for the [Bogota- Belencito corridor](#):

- C21 locomotives
- GE U10B locomotives
- GE U18 locomotives
- Side discharge hoppers
- Twist lock platforms
- Ballast hoppers with bottom discharge

For more information, please contact [Stephanie Delgado](#).

- **RUSSIA, UKRAINE & EURASIA: Procurement Opportunities from European Bank for Reconstruction and Development**

The U.S. Commercial Service Office for Russia, Ukraine & Eurasia would like to call your attention to recently published procurement opportunities from European Bank for Reconstruction and Development

(Dennis.Simmons@trade.gov & Chrystal.Denys@trade.gov), World Bank (Barbara.White@trade.gov) and United Nations Development Program (Susan.Hettleman@trade.gov), among others. For more information please 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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ENVIRONMENTAL TECHNOLOGIES

- **KOSOVO: EBRD Announces EUR 20 Million Loan for Wastewater 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/ebrd-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

- **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, Conseil Régional de Guelmim Oued Noun Avenue Mohamed VI Guelmim Morocco
- Questions? Contact Chrystal.Denys@trade.gov and Dennis.Simmons@trade.gov
- **MEXICO: Wastewater 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
- **UKRAINE: Pre-Tender Announcement for EBRD 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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GLOBAL ENERGY

- **TRINIDAD & TOBAGO:** [T&T: Procurement of U.S. Control Valves, Switchgears, Transformers, Steam Generators](#)
- **NORTH MACEDONIA:** [NORTH MACEDONIA: North Macedonia to Build a Gas Interconnector with Greece](#)
- **COLOMBIA:** [COLOMBIA: Offshore Wind Development Projects](#)
- **UKRAINE:** [UKRAINE: Development of Oil and Gas Fields in the West and East of Ukraine](#)