



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 Tbilsservice 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://ecep.ebrd.com/delta/viewNotice.html?displayNoticeId=30492075>
 - EBRD Client Contact Information: David Bodokia, Tbilsservice 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/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
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 - 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>
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- **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
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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**](#)

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MARCH 2024 LEADS

AUTOMOTIVE & SMART MOBILITY

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- **MEXICO: Charging stations in Jalisco**
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 - Borrower Contact: Omar ABELADIM, abeladim.omar@gmail.com, +212 52 87 70 113
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HEALTHCARE AND HEALTH TECH

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- **URUGUAY: Seeking U.S. Partners: Opportunities in Biological Drug Manufacturing Labs**
 1. U.S. biological drug manufacturing laboratories.
 2. Manufacturers of new C-Arm machines
 3. Anesthesia machines approved by the FDA.

- **THAILAND: Opportunity Alert: U.S. Suppliers Wanted for Vitamin C, Collagen, and Astaxanthin**
 1. Epinephrine Auto-Injectors
 2. U.S. suppliers of the following:
 - Vitamin C
 - Collagen dipeptide/tripeptide
 - Astaxanthin

- **EL SALVADOR: Calling Suppliers: Short Stretch Bandages and Compression Wear Needed - Various Sizes and Compressions**

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.

Short Stretch Bandage size 8 CM X 5M (STRETCHED)

To learn more about the trade leads above, please email trade leads team: [Tony Michalski](#); [Taylor Little](#)

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GLOBAL ENERGY

- [BAHAMAS: 100MW of Renewable Energy Generation in the Country's Capital City Island New Providence](#)

- [SURINAME: Expansion of Transmission and Distribution System Project](#)

- [INDIA: EPCC Contract of Topside Facilities for Third Berth \(Jetty\) at Dahej LNG Terminal](#)

- [KOSOVO: Pipeline of Renewable Energy Investments 2023-2025](#)

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- [**UKRAINE: Development of Oil and Gas Fields in the West and East of Ukraine**](#)

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DESIGN AND CONSTRUCTION

- **KENYA: RFP for a Feasibility Study on Design and Implementation of Modern Shipyard via PPP Model**
 - Kenya intends to develop a state-of-the-art shipyard facility to cater for the increasing demand of shipbuilding and repair services within the country and beyond. In pursuit of this goal, Kenya issued an RFP for a qualified consultancy firm to provide expertise in planning, designing, and implementing the shipyard project using a Public-Private Partnership (PPP) financing model. The main objective of the assignment is the provision of consultancy services for feasibility study on the development and operations of a modern shipyard in two port cities. See link to tender here. Direct questions to Mary.Masyuko@trade.gov
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- **MOZAMBIQUE: MCC Opportunity to Support New Bridge Construction in Northern Mozambique**
 - The Millenium Challenge Corporation (MCC) announced tender requests to support the development of a Connectivity and Rural Transport Project (CTR) which will enhance the quality and climate resilience of major routes in Zambezia, Northern Mozambique. A major focus on the CTR project will be the construction of a new 1.8km long bridge and a 16km bypass to link the bridge to the national route. For more information on these specific tender announcements,

please access the following [Market Intelligence Report: Mozambique Infrastructure MCC Opportunities to Support New Bridge Construction in Northern Mozambique.\(trade.gov\)](#). U.S. businesses that can offer consulting services in engineering, design review and construction monitoring for the development of Licungo Bridge and are interested in submitting a proposal or information should contact: mcamocambiquepa@dt-global.com

- **Airport Infrastructure Opportunities:**
 - We are beginning to see more projects surfacing airport infrastructure, inclusive but certainly not limited to EPC, Design, Remodeling, Air Traffic / lighting / ground / security / baggage systems, ground equipment technologies. If you have expertise in these areas, I invite you to contact us at jasmine.braswell@trade.gov so we can share these opportunities as they arise.

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INFORMATION TECHNOLOGY / TELECOMMUNICATIONS

- **BOTSWANA: Call for Proposals: Botswana Digital Infrastructure Expansion Feasibility Study**
 - The Botswana Fibre Networks Proprietary Limited (the “Grantee” or “BoFiNet”) invites submission of qualifications and proposal data (collectively referred to as the “Proposal”) from interested U.S. firms that are qualified on the basis of experience and capability to execute a feasibility study for the expansion of the Grantee’s digital infrastructure throughout Botswana in order to reach the country’s most rural and hard-to-reach communities (the “Project”). The Proposal submission deadline is March 29, 2024 at 7 a.m. ET/ 2 p.m. Central African Time. The U.S. firm selected will be paid in U.S. dollars from a \$1,041,000 grant to BoFiNet from the U.S. Trade and Development Agency. [Request RFP](#).

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FEBRUARY 2024 LEADS

ENVIRONMENTAL TECHNOLOGIES

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 - 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 Construccions Technologicas (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-Tende 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 10 million to the city of Mykolayiv, Ukraine (Communal Enterprise Mykolayivvodokanal) to rehabilitate its aging water supply and treatment infrastructure.
 - The overall project cost is EUR 33 million 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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ENERGY

- **BAHAMAS:** [BAHAMAS: 100MW of Renewable Energy Generation in the Country's Capital City Island New Providence](#)
- **MALTA:** [MALTA: Back-up Power Supply 2024](#)
- **KOSOVO:** [KOSOVO: Pipeline of Renewable Energy Investments 2023-2025](#)
- **UKRAINE:** [UKRAINE: Development of Oil and Gas Fields in the West and East of Ukraine](#)

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AUTOMOTIVE & SMART MOBILITY

- **NIGERIA: Seeking U.S. Suppliers for Spare Parts, Used Car, and Engine Oil in Nigeria**
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 car and engine oil for resale purpose. For more information, please contact Chamberlain.Eke@trade.gov.
- **MEXICO: Seeking U.S. EV Suppliers for Charging Stations in Jalisco, Mexico**
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: Seeking U.S. Suppliers: 3,000 Tons of TR-45 Rails for Brazilian Urban Train Company**

The U.S. Commercial Service in 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 Low-Floor Trolley Buses & Spare Parts for EBRD Tenders**

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.

- **WORLD BANK, UNDP AND MORE: Public Tenders in Automotive & Transportation Industries by World Bank, UNDP, and More**

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.

- **GUYANA: Seeking Suppliers for Comprehensive Rehabilitation Services and Prosthetic Products for Children and Individuals with Disabilities**

Seeking an organization which provides comprehensive rehabilitation services for children with physical/development disabilities and persons with hearing loss and amputation requesting multiple products and supplies related to prosthetics.

- **URUGUAY: Request: Manufacturers of New FDA-Approved C-Arm and Anesthesia Machines**

Manufacturers of new C-Arm machines. Anesthesia machines approved by the FDA.

- **THAILAND: Neonatal Ventilator Suppliers Needed**
Ventilators, especially Neonatal Ventilators.

To learn more about the trade leads above, please email our trade leads team: [Tony Michalski](#); [Taylor Little](#)

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CONSTRUCTION

- **NORTH AMERICA: Invitation to Bid: Renovation and Addition Project - African Cultural Alliance of North America (ACANA), Prevailing Wage Labor Project**

*This project is open to all to all bidding MBE, WBE, DBE and DSBE companies.

All base proposal pricing shall be based on the Contract Documents. You can submit value engineering suggestions and/or product alternatives with your bid proposal. Value engineering solutions shall be provided in the form of deduct alternates to the base bid proposal.

If you desire to submit additional information above and beyond the scope of this RFP, please address such literature under separate cover/email to Columbus Construction LLC. Additional information must be received before the submission deadline.

Columbus construction LLC will not reimburse any cost incurred in preparing or delivering proposal or for the cost incurred in preparing for any subsequent presentation. Information supplied in response to this Request for Proposal become the property of Columbus Construction LLC and will not be returned.

Following is the link for drawing:

http://drive.google.com/drive/folders/1OqTr007tTPqprfbXsk61F_6fu9qPld4?usp=sharing

Please email all correspondence to:

Michael McCloskey: mmccloskey@columbusconstructionllc.com

Chetan Phandis: cphandis@columbusconstructionllc.com

***Bids are due back as soon as possible.**

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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
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 - 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,
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 - (ii) renovation of electrical transformer substation.
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- *This project is in its pre-tender stage, so an excellent time for interested U.S. companies to review for potential interest and opportunity.*
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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](#)

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DECEMBER 2023 LEADS

AUTOMOTIVE & SMART MOBILITY

- **MEXICO: Exploring Partnership Opportunities: U.S. EV Suppliers and Partners Sought for Charging Stations in Jalisco, Mexico**

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: Business Opportunity Alert: U.S. Company Sought for Supplying Railway Equipment**

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
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- Side discharge hoppers
- Twist lock platforms
- Ballast hoppers with bottom discharge

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

- RUSSIA, UKRAINE & EUROSIA: Unlocking Opportunities: Procurement Alerts from the European Bank for Reconstruction and Development**

The U.S. Commercial Service Office for Russia, Ukraine & Eurasia would like to share 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 contact Eli.Lovely@trade.gov and Tanner.Johnson@trade.gov. Please note access to most of the below links require registration with the host site.

Source	Trade Lead	Status	Link
EBRD	New Vans (fleet renewal) 250	Invitation for Tenders	View Notice ECEPP (ebrd.com)
EBRD	Supply of 12 metre low-floor trolleybuses (40 units) with autonomous run of up to 20 km	Invitation for Tenders	View Notice ECEPP (ebrd.com)
UNICEF	Verification of data on Cold Chain Equipment at facility level	Request for Proposal	Procurement Opportunities (ungm.org)
UNDP	Blasting cable with 2 conductors on coils (2000 m)	Invitation to Bid	Procurement Opportunities (ungm.org)
UNDP	Press for recyclables and waste compactor for landfill operations	Invitation to Bid	Procurement Opportunities (ungm.org)
UNDP	Heavy and Medium Robotic Demining Machine	Invitation to Bid	Procurement Opportunities (ungm.org)
UNDP	Purchase of 25 stations of hardware equipment for issuance of ID passports	Invitation to Bid	Procurement Opportunities (ungm.org)
UNDP	Procurement of cold storage room	Invitation to Bid	Procurement Opportunities (ungm.org)
UNDP	Procurement of Laboratory Equipment	Invitation to Bid	Procurement Opportunities (ungm.org)
UNDP	Measurement equipment for Environmental Mobile Laboratory	Invitation to Bid	Procurement Opportunities (ungm.org)
USAID	Heavy duty road mats	Request for Quotation	Supplier Login or Join JAGGAER Supplier Network (sciquest.com)
USAID	Electrical Equipment for Chernihiv DSO	Request for Quotation	Supplier Login or Join JAGGAER Supplier Network (sciquest.com)
USAID	Piping equipment for gas Kryvyi Rih and Sumy City DSO	Request for Quotation	Supplier Login or Join JAGGAER Supplier Network (sciquest.com)

USAID	Electrical Equipment for restoration of Mykolaiv DSO	Request for Quotation	Supplier Login or Join JAGGAER Supplier Network (sciquest.com)
USAID	Piping Equipment to restore damaged pipes in Kharkiv Region	Request for Quotation	Supplier Login or Join JAGGAER Supplier Network (sciquest.com)
USAID	B7 Level Armored SUV for Civilians	Request for Quotation	Supplier Login or Join JAGGAER Supplier Network (sciquest.com)
USAID	Power Transformers	Request for Quotation	Supplier Login or Join JAGGAER Supplier Network (sciquest.com)
USAID	Materials, Equipment and Spare Parts for repair / restoration	Request for Quotation	Supplier Login or Join JAGGAER Supplier Network (sciquest.com)

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U.S. ENVIRONMENTAL TECHNOLOGIES

- **ARMENIA: EBRD Consultancy Opportunity (€150,000) - Environmental and Social Assessment for Water Reservoirs Project**
 - The Government of the Republic of Armenia plans to construct a total of 17 reservoirs within the EU support initiative "Recovery, resilience and reform: post 2020 Eastern Partnership priorities" to the Government of Armenia
 - The proceeds of the EBRD loan will be used to finance the construction of six water reservoirs in the different regions of Armenia (Astghadzor, Kassakh, Argichi, Lichk, Yelpin, Artik) for the irrigation purposes to enhance water and food security in the country.
 - EBRD intends to select and contract a consultant (the "Consultant") with the following resources and expertise:
 - Relevant Experience in the host country (Armenia) and /or the Region
 - Previous project experience related to design and implementation of Environmental and Social Impact Assessments (ESIAs) in line with EBRD's ESP (Environmental and Social Policy) for project financing and / or with other IFIs / EU E&S standards and policies.
 - Experience in conducting environmental and social due diligence on dam construction and irrigation system development projects, etc.

42 Reads Way, Suite B • New Castle, DE 19720
Phone 302-656-7905 • www.wtcde.com

- **Bank Contact Information:** Aleksandra Lewandowska lewandoa@ebrd.com
- Questions? Contact Chrystal.Denys@trade.gov

- **DOMINICAN REPUBLIC: Water & Wastewater Treatment Technologies Supplier Needed**
 - TECNOAGUA S.R.L., along with sister company, PROENERGETICOS S.R.L., design and development of projects in the fields of water treatment and purification for potable use and industrial applications, domestic and industrial wastewater treatment, solutions with bolted tanks for potable water storage, industrial water storage and fire protection systems.
 - TECNOAGUA S.R.L. are looking to identify a supplier that can supply them with water and wastewater treatment technologies, pyrolysis technologies, fractional distillation technologies, plasma torches, and plasma gasification technologies.
 - Questions? Contact Francesca.Fermin@trade.gov

- **EGYPT: Two EBRD Consultancy Opportunities (Total of €735,000) for EBRD's Project Mallard**
 - **Support for Development and Implementation of Environmental and Social Action Plan (ESAP) (PR 010338)**
 - **Event Cost Estimate:** EUR 485,000
 - The EBRD is looking for a consultant with experience in EBRD E&S Performance Requirements, expertise in urban infrastructure projects, and experience with water and sanitation projects. The consultant will support the Client in implementing, monitoring, and reporting on an Environmental and Social Action Plan (ESAP). The consultant will also identify the capacity building needs of the Client.
 - **Start Date and Duration of the Assignment:** The Assignment is expected to start in Q3 2023 and has an estimated overall duration of 48 months.
 - **Capacity Building and Deployment of Water Resources Management Plan (PR 0010329)**
 - **Event Cost Estimate:** EUR 250,000
 - The EBRD is looking for a consultant with expertise in water resources planning, wastewater and sludge, finance, environment, social and gender engagement, and experience in Egypt. The overall objective of the assignment is to prepare an Enhanced Water Resources Management Plan. This will include performing projections of drinking water and wastewater needs, gender-responsive water assessments, developing a least-cost strategic investment planning framework, and working proactively with regulators and stakeholders.
 - **Start Date and Duration of the Assignment:** The Assignment is expected to start in Q3 2023 and has an estimated overall duration of 4 months.

- For both projects, the **EBRD Contact Person** is Isida Konomi at konomii@ebrd.com. Please let Chrystal.Denys@tradegov know if you have any questions.
- **FIJI, PAPUA NEW GUINEA, SOLOMON ISLANDS and VANUATU: Blue Carbon Ecosystems Assessments**
 - South Pacific Regional Environmental Programme (SPREP) seeking to engage consultancy services to conduct Blue Carbon Ecosystems Assessments for SPREP component of the MACBLUE project.
 - SPREP is seeking a suitably qualified Consultant (qualified consortia and organisations can apply) to undertake Blue Carbon Ecosystems assessments in Fiji, Papua New Guinea, Solomon Islands and Vanuatu.
 - The contract will specifically cover satellite mapping verification, carbon sequestration rates assessments, carbon stock and ecosystem service valuation, threat assessments as well as local training and capacity building.
 - Tender proposals can be emailed to tenders@sprep.org no later than **January 12, 2024, midnight (Apia, Samoa local time)**.
 - Cut off time for any clarifications: Monday, December 18, 2023 - 23:59 (Apia, Samoa local time)
 - Questions? Contact Losana.Mavaeao@trade.gov
- **HONG KONG: Oceanographic Deep Sea Gas Hydrate Inhibition Technology**
 - The distributor/wholesaler of U.S. companies is looking for scientific instruments related to deep sea research, exploration of deep sea gas hydrate, hydrate inhibition technology, marine ecology study, etc..
 - Interested parties may contact Michael.Wajntal@trade.gov.
 - For more information, visit <http://www.epc.com.hk/>
- **MOROCCO: Water Infrastructure Project to Improve Drinking Water & Upgrade Existing Wastewater 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 Collection System Improvements for Ciudad Juarez, Chihuahua**
 - The purpose of the Project is to reduce the human health risks associated with waterborne diseases caused by exposure to untreated wastewater and eliminate potential surface and groundwater contamination by replacing deteriorated wastewater infrastructure prone to leaks and failure.
 - The Project is expected to generate environmental and human health benefits related to the following outcomes:
 - Improve wastewater collection services for approximately 73,690 existing residential wastewater connections located in the city's northwest area.
 - Reduce the risk of pipeline failures resulting in untreated or inadequately treated wastewater discharges to the Rio Grande River, which would prevent:
 - Approximately 1,000 liters per second (lps) or 22.8 million gallons per day (mgd) of wastewater discharges.
 - Transboundary wastewater flows to the U.S.
 - Interested parties looking for this and other procurement opportunities can visit www.nadb.org
 - **Project Sponsor:** Local water utility, Junta Municipal de Agua y Saneamiento de Ciudad Juárez (JMAS).
 - **Estimated Construction Cost:** USD 26,900,000.
 - Questions? Contact Francisco.Ceron@trade.gov
 - **TUNISIA: Rehabilitation and Extension of the Wastewater Treatment Plant of Bizerte City**
 - EBRD is co-financing a project with the Government of Tunisia and with the European Investment Bank (EIB) to rehabilitate a wastewater treatment plant in the city of Bizerte.
 - The works requested in this invitation for tender consist of the carrying out civil engineering works, supply, transport, assembly and testing of electromechanical, and electrical equipment necessary for the works of rehabilitation and extension of the wastewater treatment plant in the city of Bizerte to increase its capacity from 26 000 m³/d and 10 700 kgDBO₅/d to 46 100 m³/d and 17 700 kgDBO₅/d.

- For more information about the project, including instructions on how to obtain the tendering documents, please visit: www.ebrd.com/work-with-us/procurement/
- The general procurement notice was published on October 16, 2023, and bids close on **January 9, 2024**.
- Questions: Contact Chrystal.Denys@trade.gov and Dennis.Simmons@trade.gov

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ENERGY

Details and contacts below for energy-related trade leads compiled by our worldwide team of energy sector experts:

- **TRINIDAD & TOBAGO: Procurement of U.S. Control Valves, Switchgears, Transformers, Steam Generators**
- **NORTH MACEDONIA: North Macedonia to Build a Gas Interconnector with Greece**
- **COLUMBIA: Offshore Wind Development Projects**
- **UKRAINE: Development of Oil and Gas Fields in the West and East of Ukraine**
- **NIGERIA: Seeking U.S. LPG Infrastructure Developers (LPG production, processing and terminal), Butane Producers / Exporters**

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HEALTHCARE & HEALTH TECH

- **COSTA RICA: Medical Supplies and Equipment Inquiry**
Hydrochlorothiazide 25mg pill tablets; Pressotherapy equipment for physical therapy; vital signs monitors; simulators for surgery for simulation hospitals
- **PERU: Collaborative Health Initiatives: Seeking Partnership with U.S. Oncology Drug Laboratory for Strategic Medicine Supplies**
The Peruvian National Center for the Supply of Strategic Health Resources, U.S. laboratory that specializes in oncology drugs and the following medicines:
 - Abiraterona 250 mg tablets (500,000 units)
 - Bleomicina 15 mg injectables (5,000 units)
 - Ciclofosfamida 200 mg injectables (8,700 units)
 - Daunorubicina 20 mg injectables (10,000 units)
 - Etoposido 100 mg-5 mL injectables (20,000 units)
 - Gemcitabina 200 mg injectables (5,000 units)
 - Tamoxifeno 20 mg tablets (500,000 units)
 - Trastuzumab 420 mg injectables (15,000 units)

To learn more about the trade leads above, please email USCS trade leads team: [Tony Michalski](#); [Taylor Little](#)