

U.S. Trade and Development Agency



Success in Brazil

The U.S. Trade and Development Agency (USTDA) helps companies create U.S. jobs through the export of U.S. goods and services for priority development projects in emerging economies. USTDA links U.S. businesses to export opportunities by funding project planning activities, pilot projects, and reverse trade missions while creating sustainable infrastructure and economic growth in partner countries.

Reverse Trade Mission Connects U.S. Companies with Sales Opportunities in Brazil's Rail Sector

USTDA played a pivotal role in the sale of 55 General Electric locomotives, which were manufactured in Grove City and Erie, PA, to MRS Logística, a Brazilian rail company. By sponsoring a reverse trade mission for 10 delegates from the Brazilian rail sector to the United States, USTDA provided a forum for procurement decision makers to examine U.S. capabilities in the area of railroad rehabilitation and modernization.



The visit was prompted by the interest of Brazilian rail companies in making significant upgrades to their rolling stock, communications and signaling systems, track and other infrastructure. Based on these needs, the itinerary was structured to inform U.S. companies about export opportunities in the Brazilian rail sector and to facilitate direct contact with key decision makers.

During the reverse trade mission, the delegates traveled to Pennsylvania for site tours, including one to the GE Transportation diesel engine manufacturing plant in Grove City. GE's transportation business recognized the importance of this initial contact leading up to its sales activity to MRS Logística. "The visit by the Brazilian rail officials helped us to establish the lasting contacts necessary to tap into an important emerging market. We look forward to building on these relationships for many years to come," said Robert Parisi, General Manager of International Locomotives and Modernizations at GE Transportation.

Contact us for more information!

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USTDA supports the NEI's mission as a member of the President's Export Promotion Cabinet.