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**From:** Michael Olivier <olivier@c100la.org>  
**Subject:** FW: news - Panama trade mission planned for October  
**Date:** April 3, 2014 at 9:54:53 AM CDT  
**To:** Mike Dees <mdees@portlc.com>  
**Cc:** Mike Dees <sedwards@portlc.com>

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Mike,

Our advance team visited Panama last week and found a great interest from the Panama Canal group to enter into an MOU with the Port of Lake Charles considering the Cheniere, Sasol and other projects. You all should consider developing the document now and begin the exchange of language preceding the October visit where you could have an official signing. New Orleans and South LA already have their MoU in place. This mission is sanctioned by the US Dept. of Commerce Commercial Services office and the District Export Council will be managing/coordinating the activity.

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## BUSINESS BRIEFS - excerpt

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# Panama trade mission planned for October

A Louisiana business development trade mission to Panama is scheduled for Oct. 12-17, spearheaded by the Louisiana Committee of 100 and the Louisiana District Export Council.

The goal of the mission is to help participating Louisiana companies and organizations foster new business and partnerships in Panama and attract Panamanian travelers to Louisiana.

The best prospects for business in Panama include consumer-oriented agricultural products, automotive parts and service equipment, building products, computers and peripherals, electrical power equipment, franchising, hotel and restaurant equipment, medical equipment, ports and shipbuilding equipment, security

and safety equipment and telecommunications equipment.

The agenda will include a commercial and legal briefing, networking luncheon, ambassadorial reception, city tour, visit to the City of Knowledge, tour of the Colon Free Zone and a stop at the Gatun Locks Panama Canal visitor center.

Transit of the Panama Canal and prescheduled business-to-business meetings through the U.S. Commercial Service Gold Key Service are optional.

Sponsorships are available for the mission. For additional details or to receive an application and information packet, contact Louisiana District Export Council trade mission coordinator Marisol Canedo at (504) 722-7894 or email [mcanedo@ldec.org](mailto:mcanedo@ldec.org) or U.S. Commercial Service, Senior International Trade Specialist Delilah DeSouza at (504) 915-3301 or email [Delilah.desouza@trade.gov](mailto:Delilah.desouza@trade.gov) or Michael Olivier, director of Committee of 100, at (225) 382-3750 or email [olivier@c100la.org](mailto:olivier@c100la.org)

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