
From: Dan Loughney <dloughney@portlc.com>
Subject: FW: Panama Canal
Date: January 5, 2015 at 8:31:18 AM CST
To: Bill Rase <brase@portlc.com>
Cc: Michelle Bolen <mbolen@portlc.com>

Bill:

Please take a look at the potential remarks below for the MOU signing. If you want to change them please feel free.
I'm not real wild about number 6 but it will work.
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From: Matt Young [mailto:myoung@ocarroll.com]
Sent: Wednesday, December 31, 2014 3:23 PM
To: Dan Loughney
Subject: Panama Canal

Dan,

The following remarks are simply for your consideration. I feel like you have a greater understanding of this event and are more familiar with Bill's needs, so just use what you need. I'll be back in the office on Monday morning and can tweak the remarks if you need.

Happiest of new years celebrations to you and your wife!

matt

Potential remarks for consideration:

1. The Port's leadership team is working to position southwest Louisiana to take advantage of the canal expansion. With an estimated \$86 billion in development projects coming to the region, it stands to reason that special attention should be paid to the global infrastructure so necessary to this influx of industrial projects.
2. We anticipate the Port of Lake Charles, as well as other ports along the Gulf coast, will experience an uptick in the cargo we send and receive, carried in and out by bigger cargo ships able to float through the widened Latin American waterway.
3. With the Panama expansion well underway, we are raising awareness of the Port of Lake Charles' ability to handle the "big ships" after the Canal expands. The Memorandum of Understanding serves to raise awareness in the industry that we're ready when the widening project is complete.
4. The purpose of the Memorandum of Understanding is to identify business

opportunities, increase awareness of the ports, exchange information, and undertake joint marketing initiatives.

5. Waterborne transportation remains one of the most efficient and environmentally safe methods for global trade. Waterborne commerce at the Port is expected to double by 2020. That kind of increase could push the Port of Lake Charles into the Top Ten busiest ports in the nation.

6. With the completion of the Panama Canal expansion project, the canal will be able to handle ships with a capacity of 15,000 containers, instead of the current maximum of 5,000 containers. The Port of Lake Charles could grow exponentially considering we're in the business of moving heavy-lift, project and breakbulk cargo.