



Louisiana Economic Development Update November 26, 2007

LOCAL ALLIANCE WITH UK COMPANY TO BENEFIT LOUISIANA'S ENERGY INDUSTRY



Pictured from left: Mary Anne Barker, UK Trade and Investment; Chuck Arceneaux, Lake Charles Instruments, Inc; David Whittingham, Neftemer; Victor Gonzales, Lake Charles Instruments, Inc; Elizabeth Whittingham, Neftemer; Dane Revette, LED; Frank Carpenter, Lake Charles Instruments, Inc.

Louisiana Economic Development (LED) and the Louisiana Global Alliance (LGA), a network of Louisiana economic development allies, facilitated a new business alliance between Lake Charles Instruments and Neftemer, a company based in the United Kingdom. The alliance was recently announced at the Louisiana Gulf Coast Oil Exposition.

Following months of negotiations and focused marketing efforts over the past three years, the two companies have agreed to represent and distribute the specialized metering devices each makes for the oil and gas industry. The alliance will benefit the state's energy industry by broadening supply markets and allowing both companies to expand into the global marketplace.

Several Louisiana economic development organizations, ports and utilities helped form the LGA. These organizations, working with LED, have embraced the call to be part of an aggressive international business development marketing effort. Louisiana's foreign direct investment and trade volumes

show the state is participating in the global economy and is accessing larger markets.

"International trade strengthens Louisiana companies, increases employment and bolsters the Louisiana economy," said LED Assistant Secretary Don Pierson. "With the assistance and participation of our partners, LED has significantly enhanced international marketing efforts in recent years. Currently, Louisiana has representation in four major global markets. Louisiana's extensive waterway and port system give the state unique access to international markets. We must continue to exploit this key strategic advantage to its fullest."

LED will continue to aggressively market Louisiana internationally to further diversify our economy and expand the global market for resident industries.