

**MARY LOU LATHROP**  
COMMERCIAL SPECIALIST

**U.S. EMBASSY SANTIAGO, CHILE**  
U.S. COMMERCIAL SERVICE



Commercial Specialist Mary Lou Lathrop has worked for the U.S. Commercial Service since 1987. Served as Regional Automation Coordinator (1992-1998). Participated in the genesis of the Western Hemisphere Team as well as in the creation of the Country Liaison Program within the WH Team. Also part of the Education Team and Franchising Team. Industry Sectors handled by her are: Architectural/Construction/Engineering Services, Building Products, Construction Equipment, Air Conditioning/Refrigeration Equipment, Agricultural Chemicals, Agricultural Machinery & Equipment, Food Processing and Packaging Equipment, Hotel and Restaurant Equipment, Packaging Equipment, Materials Handling Equipment, Port and Shipbuilding Equipment, Marine Fisheries Products, Forestry Equipment, Paper & Paperboard, Pulp/Paper Machinery, Plastic Production Machinery & Supplies, Plastic Materials/Resins, Energy Efficiency related to Construction.