

Faces of Trade

Small Business Success Stories

with Chile

GAI Consultants

Monroeville, PA

Paul L. Spence, Vice President of Corporate Development

www.gaiconsultants.com

GAI Consultants is working to integrate engineering and the sciences in order to master technological challenges worldwide. The company provides services in environmental engineering and sciences, geotechnical engineering, land development, structural engineering, cultural resources, transportation, and construction monitoring services.

Changes in environmental regulations have created a strong demand for consulting firms that specialize in environmental impact studies and management. **The demand for environmental consulting services in Chile is expected to grow 50% annually over the next few years.** GAI had the foresight to establish a presence in South America with the opening of its Chilean office in 1997, building on its success in exporting its engineering consulting services for the past 30 years. The office in Chile is a valuable resource for firms in the United States as well as in Latin America. In addition to developing its own Latin American client base, the company supports American firms that have specific plans to target equity participation in Latin American privatization programs.

Vice President of Corporate Development Paul Spence states, "Some of the projects we have taken on include dispute resolutions in the mining industry and development of hazardous waste management programs." Spence recognizes that a trade agreement would be quite beneficial for GAI. "A reduction in trade barriers would help in our teaming with larger firms doing business in the region, and furthermore, increased international trade would translate into more opportunities for employment." There is no doubt that with a larger work force GAI would continue to offer more services worldwide in its environmental pursuits.

Industry: Engineering Consultants

Number of U.S. Employees: 461

Major Product Sold to Chile: Environmental Engineering Services

Years of Involvement in Chile: 4

