

# “I Enter and Leave Without Problems”

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As a business development manager for Chile, I promote the growing market of U.S. capital goods by guaranteeing U.S. bank loans to Chilean buyers. I specialize in providing financial support to clients in the areas of energy, environment,

and transportation. The United States is essential to my business because it provides my clients with the goods and services they need to participate successfully in today's highly competitive market.

Due to the nature of my business, I travel to the United States two to three times a year and have done so for the past seven years. Since the attacks of September 11, 2001, I have noticed fundamental changes in the U.S. security system.

The perception exists that the tightened airport security is a deterrent to doing business in the United States—in my case, however, inconveniences have been minimal.

The principal changes I have noticed have to do with the increase in airport security. The United States now employs stricter security measures with passengers boarding flights and the inspection of passengers and luggage is more thorough.

When I travel to the United States, they take my photo and fingerprints upon entering. While passing

through airport security, I am asked to remove my shoes, and frequently a member of the security personnel conducts a physical inspection. My luggage passes through the security camera and, sometimes, a security staffer searches my bag.

These security procedures have caused me to be more conscious of the way I pack my luggage. On a few occasions, I have had to leave behind a pair of small scissors packed within my carry-on bag, but I have had no other difficulties.

Obviously, these measures make the lines a little bit longer, and I have to allow more time at the airport to pass through security. However, as a foreigner entering the country, I have never been treated poorly or with disrespect. I am merely asked the purpose of my visit and how long I plan on staying. I enter and leave without problems.

As far as the way I conduct business, the events of September 11 have not caused me to make any drastic changes. My business in the United States is carried out in the same way it was before the attacks, and I have not had to make any changes in business plans. Not only does the U.S. market continue to be vital to my ventures, but the September 11 attacks have not changed the sense of personal safety and security I feel when traveling there.

The extra security measures are not a burden, and personally, I have not experienced any great inconvenience. It is a pleasure to do business in the United States.

Yes, it takes longer to get through the security checkpoints and I have to arrive at the airport two hours early, but I feel these changes are to be expected and are necessary. I don't mind waiting in line a bit longer because in the end I feel safer.

The security enhancements indicate that the United States is working hard to protect both its citizens and all visitors from potential terrorist attacks. ■