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JACKIE SPEIER
MEMBER OF CONGRESS
CALIFORNIA-12

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Ms. Beth Peterson
President, BPE Global
139 Pierce Street
San Francisco, CA 94117

Dear Ms. Peterson:

I was catching up on my newspaper reading when I came across your profile in the November 15th edition of the *San Francisco Business Times*. I asked my staff to get information from the Internet to learn more.

You have an amazingly complex job and one that is truly important. You probably don't need more stories to illustrate that point, but let me offer one from my own office's experience. A major biotechnology company contacted us this year. They had a shipment of a new drug—the first test batch made overseas in China—and they were panicked. The shipment was needed for a multi-million dollar clinical trial due to start in about 45 days and the Department of Agriculture had barred the shipment from the U.S.

Unbeknownst to the pharmaceutical company, the capsule in which the medicine was encased was derived from porcine sources. The company had left to the factory the choice of what kind of capsule to use, and the drug company didn't realize that porcine-derived capsules fell under the regulatory scrutiny of the Department of Agriculture. Within a few days we were able to convince the USDA to accelerate its review of the shipment and, thankfully, the agency was able to clear it for entry into the U.S.

I hear stories like this and it just re-emphasizes how important it is to have rapid knowledge about international trade laws and standards. Your company is a bit like the proverbial lever and place in the universe from which the world can then be moved. It is not the biggest company in the world, obviously, but it definitely can help to move products and smooth trade relations. That's an enormous service.

Congratulations on building a place where you can do well for society by doing well for your customers. It's also great to see that you are encouraging philanthropy and that you have a sense of what President Obama goes through each day. Sometimes I think he's too tactful. Given the provocations that he routinely faces I'm surprised that he doesn't engage in public shouting matches. Others certainly would.

Thank you for starting a successful company. Your story will inspire others. That won't produce profits for you, but it will produce a public benefit and that is also quite special and important.

All the best,



Jackie Speier
KJS/bp