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## Global Trade Compliance and Giving Back

I will not be shy about the honor and pride we felt when we received a letter from Congresswoman Jackie Speier. Among all the news and media that must come across Ms. Speier's desk, a San Francisco Business Time profile of BPE Global's President, Beth Peterson, won her attention. BPE Global's mission, vision, values, and services struck a chord with the Congresswoman and she took the time to pen a letter commending us for our services to our customers, the trade community, and our community at large. Upon receipt of the letter we grinned from ear to ear brimming with the unusual sentiment of being simultaneously thrilled yet speechless.



**Andrea Appell**  
Director

In the letter Ms. Speier relayed her own trade-related story about a pharmaceutical company who solicited the assistance of her office to accelerate the review of a shipment held for regulatory purposes. The company and its manufacturing entity were not familiar with U.S. regulations and capsuled a new drug in a material subject to regulatory scrutiny. The shipment was critical to multi-million dollar clinical trials and the pharmaceutical company was in a panic.

With our strategy and operations hats on we nodded in appreciation of the urgency, confusion, and alarm felt by the company. We see similar issues every day and understand delays are costly to companies. Sometimes it is the difference between staying in business and going out of business. Trade compliance is complex and a company that does everything right may suddenly stall after shipping their product as regulatory requirements are often misunderstood, or worse, not even considered. To mitigate such risk we trumpet the importance of trade compliance in assisting companies attain revenue goals and work with trade facilitation groups to ease barriers to trade. We position trade compliance as a competitive advantage important to all job functions and encourage market access with a "yes we can" approach.

Near the end of the letter we immediately identified with Ms. Speier's sentence, "*Congratulations on building a place where you can do well for society by doing well for your customers*" as it perfectly captured the essence of BPE Global. We are enthusiastic about trade compliance and we are committed to give back to our community. As a company we directly give back to both the trade community and our communities at large. Over the last few years BPE Global has donated thousands of dollars as well as committed thousands of hours of service to nonprofit agencies both small and large and with a wide variety of trade-related, humanitarian, scientific, literary, social welfare, and professional goals.

We are humbled that Congresswoman Jackie Speier took the time to learn about BPE Global and applaud us for excellence in trade compliance *and* community service. We enter 2014 more energized and committed than ever before.

View a copy of the letter here: <http://www.bpeglobal.com/documents/news/Jackie%20Speier.pdf>