



**We Make Global Trade Happen**

January 5, 2021

As Chairperson of the Board of Governors of the American Association of Exporters and Importers (AAEI), I'm writing to inform you that after 16 years of faithful service to the association, Marianne Rowden will be completing her tenure as President and CEO effective March 31, 2021 to pursue new opportunities.

Marianne joined AAEI in 2004 in the role of General Counsel, and stepped into the role of President and CEO in 2009. Throughout her tenure, Marianne has been the face of AAEI and has developed and maintained vital relationships throughout the importing and exporting community in the U.S. and abroad.

She has been an unparalleled advocate for AAEI's role as the premier association of technical trade experts before congressional committees and their staff members, U.S. Customs and Border Protection, the U.S. Census Bureau, the Consumer Product Safety Commission, the Bureau of Industry and Security, the U.S. Food and Drug Administration, the Environmental Protection Agency, and several other federal regulatory agencies. She did this while advancing member interests through various programs, including in-person meetings, congressional testimony, submitting comments to agencies, and representing AAEI at various NGO and trade association meetings.

Marianne developed and managed all of AAEI's key strategic advocacy documents before the House Ways and Means Committee and Senate Finance Committee, including:

- The American Trader's Guide to Post 9/11 and Homeland Security Programs
- The American Trader's Guide to Advance Data Programs
- A Multi-Layered Approach to Risk Management
- A Blueprint to Trust: Holistic Risk Management and Effective Trusted Trader Program
- Drawback Simplification Legislation

Marianne has also collaborated with the World Customs Organization including taking on leadership roles within the Private Sector Consultative Group. She partnered with international trade associations to solidify AAEI's position as a global thought leader on trade policy, and was instrumental in the development of many private sector standards, particularly related to online commerce.

In short, she has made great contributions to the association and to trade, and she will be missed.

The Board has named a committee to lead the search for the next leader of AAEL, and hopes to make the transition as smooth as possible. During this time, we count on your continued support and patience. Please join us in thanking Marianne for her dedicated service and wishing her continued success in her new chapter.

Sincerely,

A handwritten signature in black ink, appearing to read "Susie Hoeger". The signature is written in a cursive, flowing style.

Susie Hoeger  
Chair