

October 9, 2017

Mr. Jeff Bezos, CEO
Amazon.com, Inc.
1200 12th Avenue South, Suite 1200
Seattle, WA 98144-2734

RE: Amazon HQ 2 and Delaware

Dear Mr. Bezos:

Leadership, Location and Talent...these are some of the hallmarks that continue to sustain our business and fuel our growth for over three decades. As a 2nd generation family business with roots embedded in Delaware, we are firsthand witnesses to a business environment that has taken us from humble beginnings to a global presence. We operate in the Environmental/Health/Safety arena providing a unique combination of Consulting, Engineering, Laboratory services along with a portfolio of Clean Technology/Green Technology Products for global environmental challenges.

Leadership is omnipresent in Delaware in the various levels of Government to the various levels in Business. What is unique is the ability of these Leaders to come together and seize opportunities for economic development that is mutually beneficial to business and residents. In all levels of Government, from City to County to State, you will find an "open-door" policy with Leaders who listen and act to promote a business friendly environment. In Boardrooms of Small and Large companies you find Leaders inspiring each other to take their respective businesses to new heights.

Location is undoubtedly a unique qualifier for this great State. Strategically nestled between Metro-New York City and Metro-Washington DC, this area provides superior multi-modal transportation connectivity. Our business operates from Maine to Florida and the ease of access to major interstates, major transportation hubs and most importantly customers is second to none. Location is also a tremendous State asset in terms of being "livable", "walkable" and "playable". This area offers both an urban and suburban feel that is ideal for diverse interests of our employees.

Our business could not succeed without access to the wonderful **talent** in this State and region. With some of the top Universities and Schools, we are assured a continual pool of talent for our lines of work. Moreover, the State and Higher and Secondary Education work collaboratively to ensure the next generation is equipped with the set of skills that are desired in the ever-changing marketplace.

We owe a great deal of our success to Delaware and could not imagine a more collegial, open and exciting place to be based. As the "First State", I sincerely hope that Delaware will be the First Choice for the HQ 2!

Sincerely,



Neeraj K. Batta, PE
Senior Vice President