



A- R-

Delaware North
Buffalo Niagara Int'l Airport
4200 Genesee Street
Buffalo, NY 14225

June 5, 2019

Dear R-

Through our mutual acquaintance, B- H-, I'm pleased to present this resource folder to you. My sincere apologies in not being able to do this personally. However, B- gives me the impression that its delivery is in good hands! I recognize decisions regarding retail products might be made either by another person on your team, or through corporate. Nevertheless, introducing this headset to you is our way of acknowledging your leadership, following up at the encouragement of your colleague, B-, as well as 'breaking ground' toward further acquaintances and arrangements. But it will be *your vision* of this product's value that will "move the earth."

In my opinion, I see no better place to start. Buffalo Niagara Airport is a mainstay of this region, and the work B- is doing here is in itself ground-breaking. It has the potential of bringing the region into a unique limelight, supporting a community that has often been marginalized – namely the Autism community. As a Western NY resident, the fact that its you – a fellow resident who would bring a company of such status as Delaware North into the picture -to become a part of this milestone- it just makes sense.

You see, Sensgard is a Western NY company. Its product was invented in Syracuse, tested in Buffalo, and is manufactured in Rochester. The sample product contained in this folder represents the efforts of several thousand regional workers, who through two generations of research began resolving concerns about acoustic hypersensitivity and hearing protection. Again, the fact that it's you, your team, helping B- make a difference—makes me all the more excited to support travelers who venture in and through this airport.

My colleague and company owner, G- P- is thrilled that this product may help young people (and others) with their airport and flying experience. He would be delighted for you, your team, as well as B- and her team get further acquainted with the Sensgard family. This device is known for its effectiveness in noise suppression in many environments. G- will be able to provide details and answer any questions you may have. His contact information is on back. I urge you to give him a call. He's eager to support B-'s work.

Again, R-, a huge THANK YOU for your thoughtful consideration. I look forward to meeting you personally, come November!

Sincerely,

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