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September 6, 2007

The Honorable Barack Obama
United States Senate
713 Hart Senate Office Building
Washington, D.C. 20510-1305

Dear Senator Obama:

I admire you greatly. I came to your fundraiser in Chicago along with President Bill Clinton and I supported your campaign for the Senate.

I started *infoUSA* with \$100 35 years ago. Today we are a \$750 million company and we employ over 5,000 people throughout the U.S.

We have over 800 employees who compile databases from public sources and they all do so under one roof in Omaha.

In the September 4 article in the *NY Times*, it was quoted that your campaign staffers had accused us of outsourcing jobs to India and that I am a vocal supporter of outsourcing.

Senator, this statement is untrue.

1. *infoUSA* is a \$750 million company that I founded in Omaha, Nebraska 35 years ago. We employ over 5,000 people in over 20 states.
2. We have not outsourced a single American job in India.
3. The core of our business is our data center in Omaha, where we employ over 800 professionals to compile and update public information. None of these jobs have ever been outsourced to India.
4. *infoUSA* is particularly proud of its record of employing and training hundreds of former welfare recipients and disabled citizens.
5. I do not support the practice of outsourcing American jobs to any other country. I firmly believe that American workers are the hardest working, most efficient, and most productive in the world. I strongly support re-training our citizens who have lost

their jobs for new and higher paying jobs in the U.S. Many shareholders have encouraged us to boost our profits by outsourcing jobs to India or other countries. That is a very shortsighted view that ultimately would impair our business and limit our opportunities for growth.

Senator, I urge you to come to Omaha and see our operation and you will be proud of our great American success story. I am a person of color and I immigrated to this great country over 40 years ago, facing the same discrimination as other minorities. As a result, I strongly believe that every U.S. citizen and their livelihood should be protected, regardless of race, color, creed, or sexual orientation. I urge you to compel your staff members to stop spreading mis-information about me and my company.

Best Regards, from an admirer,

A handwritten signature in black ink, appearing to read "Vinod Gupta", with a long horizontal flourish extending to the right.

Vinod Gupta

VG/js

PS: Your own campaign has been using our database and we appreciate that.