



January 21, 2010

The Honorable Scott Brown
U.S. Senator-elect
200 Reservoir Street
Needham, MA 02494

Dear Senator Brown:

On behalf of the officers, directors and members of the Massachusetts Medical Device Industry Council (MassMEDIC), we congratulate you on your well-earned victory in Tuesday's election

As you may know, Massachusetts is home to the second largest concentration of medical device development and manufacturing in the nation. With over 21,000 employees, 225 companies and \$5 billion in annual sales, the Bay State's medical device industry designs and makes some of the most innovative medical products available in the world. Medical devices account for 10 percent of all goods shipped overseas from the Commonwealth, exporting over \$2.5 billion in product each year.

As you begin your term in the U.S. Senate, we ask that you continue your strong opposition to a tax on the medical device industry as proposed in both versions of health care reform legislation now pending in Congress. Your remarks against the proposed industry tax at ZOLL Medical Corporation in Chelmsford last week were well received by the medical device community in Massachusetts and around the nation.

This tax will have an immediate and negative impact on the health care delivery system, resulting in higher costs for medical devices that will be passed on to providers and patients. The proposed tax would also eliminate any plans that medical device companies have for adding workers, expanding facilities, and increasing research and development activities.

As Congress revises plans for health care reform legislation, we urge you to work for the exclusion of any tax on the medical device industry. Such a tax would lead to higher medical costs and halt plans medtech companies have for expansion of manufacturing and development operations.

Thank you for recognizing the important role the medical device sector plays in our State's economy and for your opposition to this invasive tax on this industry.

Sincerely,

A handwritten signature in black ink, appearing to read "Thomas Taylor", with a stylized, scribbled end.

Thomas Taylor
President – Roush Life Sciences
Chairman – MassMEDIC

A handwritten signature in black ink, appearing to read "Thomas J. Sommer", with a stylized, scribbled end.

Thomas J. Sommer
President – MassMEDIC