



TRUMPF Inc., Farmington Industrial Park, Farmington, CT 06032 Telephone (860) 255-6000

January 31, 2011

**TO: CT Legislature's Labor and Public Employees Committee**  
**SUBJECT: Reject HB-5460 An Act Concerning Captive Audience Meetings**

In the November 2010 election, every candidate campaigned on a personal commitment to create jobs in Connecticut. They further pledged to reduce the number of unemployed State residents and vowed to help grow our state economy. In January 2011, these campaign messages seem forgotten.

Our new Connecticut Governor has stated repeatedly we must become a more business friendly state to retain our current employers, allow them to expand their operations and induce future companies to set up business here. Facing a budget deficit in excess of \$3.5 billion, some elected officials have lost sight of the promise. They focus rather on bills that only signal to employers and prospective employers that Connecticut is not interested in helping businesses succeed in our state.

TRUMPF is a high tech manufacturing company in Farmington, CT. We develop and manufacture industrial lasers and sheet metal fabrication machine tools for customers in the US and throughout the world. With a skilled workforce of over 700 employees in the US, 60% work and live in Connecticut. A global company with manufacturing facilities in the U.S., Europe and Asia, TRUMPF's competition is mostly foreign based offering lower priced products. We must convince our potential customers that our products have the most value, and our owners in Germany that it still makes sense to build machines here in Connecticut. While not the low cost producer, it is imperative that TRUMPF products are close enough in price to allow us to sell their performance benefits. Connecticut must be business friendly for TRUMPF, Inc. to prosper here.

During last fall's election, we encouraged our employees to become engaged and communicated some of the issues we found most vital. While certainly not endorsing any candidates, we asked our employees to become familiar with the issues and most importantly to vote. As I read the proposed bill HB-5640, it is clear that even limited communication on the political process would place us at risk and require attorney consultation before addressing our employees. Frankly, how does impeding open dialog improve the business climate in Connecticut, create jobs or help individuals?

I urge you to stop this bill as soon as possible. It only sends the message that our state government neither listens nor cares about its employers. In the end this can only mean fewer jobs. Our government, businesses and the workforce must work together if Connecticut is to have a chance to prosper in a world economy. HB-5460 only impedes that goal.

Sincerely yours,

A handwritten signature in black ink, appearing to read "S. Douglas Devnew".

S. Douglas Devnew  
Vice President Finance and Administration