

June 6, 2012

The Honorable John Boehner  
Speaker of the House  
U.S. House of Representatives

The Honorable Nancy Pelosi  
Minority Leader  
U.S. House of Representatives

The Honorable Eric Cantor  
Majority Leader  
U.S. House of Representatives

The Honorable Steny Hoyer  
Minority Whip  
U.S. House of Representatives

The Honorable Kevin McCarthy  
Majority Whip  
U.S. House of Representatives

The Honorable James Clyburn  
Assistant Minority Leader  
U.S. House of Representatives

Dear Speaker Boehner, Majority Leader Cantor, Majority Whip McCarthy, Minority Leader Pelosi, Minority Whip Hoyer and Assistant Minority Leader Clyburn:

As Congress explores policies to grow the economy, encourage job creation and innovation, we respectfully request that you add the repeal of the medical device excise tax to your list of priorities of legislation that should be acted on this year. We continue to believe that implementation of what was to be a \$20 billion excise tax – and is now estimated to collect over \$30 billion in taxes – will adversely impact patient care and innovation, and will substantially increase the costs of health care. On behalf of the more than 700 undersigned organizations, associations, companies, patients, providers and venture capital firms representing hundreds of thousands medical technology jobs, we ask that you bring the device repeal legislation, which has the support of more than 239 Members, to a vote.

As you know, the medical device industry is a unique American success story – both for patients and our economy. The United States is the world leader in manufacturing life-saving and life-enhancing treatments, and the industry is an important engine for economic growth. The industry employs more than 400,000 workers nationwide; generates approximately \$25 billion in payroll; pays out salaries that are 40 percent more than the national average (\$58,000 vs. \$42,000); and invests nearly \$10 billion in research and development (R&D) annually. The industry is fueled by innovative companies, the majority of which are small businesses with 80 percent of companies having less than 50 employees and 98 percent with less than 500 employees.

Unfortunately, beginning in 2013, the health care law will impose over \$30 billion in new excise taxes on medical technology companies that will stifle innovation and U.S. competitiveness. Despite the 2013 implementation date, the tax is already having an adverse impact on R&D investment and job creation, jeopardizing the U.S. global leadership position in medical device innovation. If this tax is not repealed, it will continue to force affected companies to consider cutting manufacturing operations, research and development, and employment levels to recoup the lost earnings due to the tax. It will also adversely impact patient access to new and innovative medical technologies.

In short, this tax on innovation should be repealed for the following three important reasons:

- The tax will stifle innovation and cost thousands of high-paying jobs. It will increase the effective tax rate for many medical technology companies, thereby reducing financial resources that should be used for R&D, clinical trials and investments in manufacturing. The impact will be especially hard on smaller companies whose innovations are not immediately profitable.
- The tax will increase health care costs as confirmed by a report issued in April 2010 by the Office of the Actuary at the Centers for Medicare and Medicaid Services (CMS). In some cases, the 2.3% tax will be passed on to consumers, leading to higher health care costs.
- The tax will not be offset by increased demand for medical devices. In fact, it is important to note that there is no evidence suggesting a device industry "windfall" from healthcare reform. Unlike other industries that may benefit from expanded coverage, the majority of device-intensive medical procedures are performed on patients that are older and already have private insurance or Medicare coverage. Where states have dramatically extended health coverage, such as in Massachusetts where they added 400,000 new covered lives, there is no evidence of a device "windfall."

At a time when the federal government is working to promote investment in U.S. industries of the future, it is inconsistent that a tax of this magnitude would be considered on the medical device industry. We must do all we can to encourage and promote research, development, investment and innovation. Instead, increased taxes, such as this one on the medical device industry, coupled with the increased regulatory uncertainty the industry also faces, will lead to further job losses, hinder the development of breakthrough treatments and delay patient access to medical technology.

We respectfully request timely action on legislation to repeal this over \$30 billion excise tax.

Academy of General Dentistry  
Advanced Medical Technology Association  
America's Blood Centers  
American Academy of Facial Plastic &  
Reconstructive Surgery  
American Academy of Pediatric Dentistry  
American Association of Endodontists  
American Association of Neurological  
Surgeons  
American Association of Oral and  
Maxillofacial Surgeons  
American Association of Orthodontists  
American Dental Association

American Society of Cataract and Refractive  
Surgery  
American Society of Dentist  
Anesthesiologists  
American Medical Systems  
Arizona BioIndustry Association  
BayBio  
BEACON (Biomedical Engineering  
Alliance & Consortium)  
BIOCOM  
BioFlorida  
BIOforward  
BioOhio

California Healthcare Institute (CHI)  
Colorado Bioscience Association  
Columbus Chamber of Commerce  
CONNECT  
Dental Trade Alliance (DTA)  
Florida Medical Manufacturers'  
Consortium, Inc.  
HealthCare Institute of New Jersey  
Health Industry Distributors Association  
(HIDA)  
Illinois Biotechnology Industry  
Organization—iBIO  
Indiana Health Industry Forum  
Indiana Medical Device Manufacturers  
Council  
Life Science Tennessee  
MassBio  
Massachusetts Medical Device Industry  
Council  
MedIC  
Medical Device Manufacturers Association

Medical Imaging & Technology Alliance  
MichBio  
National Association of Manufacturers  
(NAM)  
National Federation of Independent  
Business  
National Venture Capital Association  
New Jersey Life Sciences Vendors Alliance  
North Carolina Biosciences Organization  
OCTANe  
Ohio Chamber of Commerce  
Ohio Manufacturers' Association  
Oregon Bioscience Association  
Orthodontic Manufacturers Association  
Pennsylvania Bio  
Pittsburgh Life Sciences Greenhouse  
Pittsburgh Technology Council  
Southeastern Medical Device Association  
Southern California Biomedical Council  
(SoCalBio)  
U.S. Chamber of Commerce  
Utah Technology Council  
Virginia Biotechnology Association  
Washington Biotechnology & Biomedical  
Association

3C Spine, Inc.  
3M Healthcare  
Abaxis  
Abbey Moor Medical  
Abiomed, Inc.  
Acacia Research Corporation  
AccessClosure  
Accuitive Medical Ventures  
Accuray Incorporated  
ActivaTek Inc.  
Active Implants  
Acumen Healthcare Solutions, LLC  
Adept-Med International, Inc.  
Adhezion Biomedical, LLC  
Adroit Medical  
Advanced BioHealing, A Shire Company  
Advanced Bionics  
Advanced Circulatory Systems, Inc.  
Advanced Technology Ventures  
AdvanDx  
Aerocrine, Inc.

Aesculap, Inc.  
AestheTec, Inc,  
Aethlon Medical, Inc.  
AFC Tool  
Affinity Capital  
Albright Technologies  
Alcon Labs  
Aleeva Medical Inc.  
Allegro Diagnostics Corp.  
Align Technology, Inc.  
Allegro Diagnostics  
Allergan  
Allvivo Vascular, Inc.  
ALPCO Diagnostics  
Alphatec Spine, Inc.  
Alta Partners  
ALung Technologies, Inc.  
Ambu, Inc.  
Amedica  
Analogic Corp  
Andersen Products  
Angel Medical Systems  
Angeion Corp  
AngioDynamics  
AngioScore Inc.  
Anulex Technologies, Inc.  
AOTI Inc.  
Apnex Medical, Inc.  
Apollo Endosurgery  
Applied Research & Photonics, Inc.  
Aqueous Biomedical, Inc.  
AqueSys, Inc.  
ARC Medical, Inc.  
Ardiem Medical, Inc.  
Argenta Advisors  
ARIBEX, Inc.  
ARKRAY  
Arteriocyte Medical Systems, Inc.  
ARTHROSURFACE, INCORPORATED  
Asante Solutions, Inc.  
Aso LLC  
Aspen Medical Products  
Astute Medical  
AtCor Medical Holdings, Ltd.  
ATEK Medical  
Avedro

Ativa Medical  
Atlas Spine, Inc.  
AtriCure, Inc.  
Atrium Medical Corporation  
Aurident, Inc.  
Autonomic Technologies, Inc  
Auxogyn, Inc.  
Avinger  
Axiom Medical, Inc.  
AxoGen, Inc.  
B. Braun Medical, Inc.  
Banyan Biomarkers  
BAROnova, Inc.  
BaroSense, Inc  
BÂRRX Medical, Inc.  
Baxano  
Beaver Visitec  
Belmont Instrument Corporation  
BeneChill, Inc.  
Benvenue Medical, Inc.  
Berman Medical  
BioBDx  
BioCardia, Inc.  
BioCare Systems, Inc.  
Bioconnect Systems, Inc.  
BioDerm, Inc.  
BioElectronics  
BioMedical Life Systems  
BioMedix .  
Biomimedica  
bioMerieux, Inc.  
BioMimetic Therapeutics, Inc.  
Biomerix Corporation  
Biomet, Inc.  
Biophan Technologies, Inc.  
BIOSAFE, Inc.  
Bioscale  
BioSculpture Technology, Inc.  
BioSET, Inc.  
Biotest Laboratories, Inc.  
Birchwood Laboratories Inc.  
Boston Healthcare Associates, Inc.  
Boston Scientific Corporation  
Botanical Laboratories  
Breathe Technologies  
BridgePoint Medical

BTE Technologies, Inc.  
Busse Hospital Disposables  
C.R. Bard, Inc.  
Cabochon Aesthetics, Inc.  
Caldera Medical, Inc.  
Calibra Medical, Inc.  
Cape Cod, Inc.  
Calypso Medical  
Canaan Partners  
Cannuflow Inc.  
Cantimer, Inc.  
Carbylan Biosurgery, Inc.  
Cardia Access  
Cardiac Dimensions, Inc.  
Cardiac Science  
CardiacAssist, Inc.  
Cardinal Detecto  
Cardinal Health  
CardioNexus Corporation  
CardioMEMS, Inc.  
Cardiovascular Systems, Inc.  
CareFusion Corporation  
CarrierCOM  
Carrot Medical  
Carticept Medical, Inc.  
Case Medical, Inc.  
Catheter Connections  
Cayenne Medical  
CBSA  
CEA Technologies, Inc.  
Celleration  
Cellestis Inc.  
CeQur  
Checkpoint Surgical  
CHF Solutions, Inc.  
Christcot Medical Company  
Cianna medical  
Circadiance  
City Hill Ventures, LLC  
Clarity Medical Systems, Inc.  
Claro Scientific, LLC  
Clarus Medical, LLC  
Cleveland Medical Devices Inc.  
Clinical Research Consultants, Inc.  
CoAxia, Inc.  
Cochlear

Coherex Medical  
COMPASS International Innovations  
Compression Therapy Concepts  
Conceptus  
Concert Medical  
Congress of Neurological Surgeons  
ConMed Linvatec  
ConvaTec Inc.  
Cook Medical  
Corgenix Medical Corporation  
Cormatrix  
Corindus Vascular Robotics  
Corinthian Ophthalmic, Inc.  
Corventis, Inc.  
Covalent Medical, Inc.  
Corventis, Inc.  
Covidien  
Creatv MicroTech, Inc.  
Critical Diagnostics  
Crux Biomedical  
Curexo Technology Corporation  
Curo Medical, Inc.  
CV Ingenuity  
CVRx Inc.  
CyberHeart  
Cyberonics  
Cynosure  
CytoMedical Design Group LLC  
Cytopherx  
Cytori Therapeutics, Inc.  
CytoSorbents Corporation  
D&D Medical, Inc.  
D&R Products  
dataCon Inc.  
DataPhysics Research, Inc.  
DaVinci Biomedical Research Prod., Inc.  
De Novo Ventures  
Denterprise International, Inc.  
Delcath Systems, Inc.  
Design Mentor  
Devicix  
DFine, Inc.  
DG Medical  
Digirad  
Direct Flow Medical  
Disposable Instrument Co., Inc.

Domain Associates, L.L.C.  
Drexler Medical  
Dynatronics  
E. Benson Hood Laboratories, Inc.  
eCardio Diagnostics  
Echo Therapeutics  
Edwards Lifesciences  
EKOS Corporation  
Ellipse Technologies, Inc.  
Ellman International  
Emergent Medical Partners  
Emerson Consultants, Inc.  
Endo Health Solutions, Inc.  
Endo-Therapeutics, Inc.  
EndoChoice, Inc.  
EndoGastric Solutions  
EndoShape, Inc.  
eNeura Therapeutics  
Entellus Medical  
EnteroMedics, Inc.  
EPIC Research & Diagnostics  
Erchonia Corp.  
Essex Woodlands  
eVent Medical  
Evergreen Medical Technologies  
Exactech  
Experien Group  
ExploraMed Development, LLC  
FAST Diagnostics  
FTSI  
FemCap Inc.  
Ferris Mfg. Corp.  
Figure 8 Surgical  
Flexuspine, Inc.  
Flocel Inc.  
ForSight Labs  
Fortimedix USA, Inc.  
Fresenius Medical Care NA  
Freshmedx  
FUJIFILM Medical Systems USA, Inc.  
Fujirebio Diagnostics, Inc.  
Galil Medical  
Galt Medical  
Gambro  
GE Healthcare  
Gen-Probe Incorporated



GENICON  
Gentis Inc.  
GI Dynamics, Inc.  
Globe Composite Solutions, Ltd.  
Globus Medical  
GluMetrics  
Greatbatch Medical  
Great Lakes NeuroTechnologies Inc.  
Ground Zero Pharmaceuticals  
GT Urological, LLC  
Haemonetics Corp.  
HALT Medical, Inc.  
Healthpoint Biotherapeutics  
HealthpointCapital  
HeartFlow  
HeartWare International, Inc.  
Heidelberg Engineering  
HEMERUS  
Hemosphere  
Hill-Rom  
HITACHI MEDICAL SYSTEMS AMERICA, INC.  
Hospira Inc  
Hotspur Technologies, Inc.  
Hull Associates  
Hycor Biomedical, Inc.  
Hydrocision  
ICAP Patent Brokerage  
Ichor Medical Systems  
ICONACY Orthopedic Implants, LLC  
IKARIA  
IlluminOss Medical, Inc.  
ImaCor  
Imalux Corporation  
IMARC Research  
ImpediMed  
Impliant, Inc.  
ImThera Medical, Inc.  
InaVein, LLC  
Incline Therapeutics  
InfoBionic  
Infraredx, Inc.  
InfraScan, Inc.  
InjectiMed, Inc.  
Innovative Pulmonary Solutions, Inc.  
Innovative Surgical Designs, Inc.  
Innovative Trauma Care Inc

Innovent Medical Solutions, Ltd.  
Insulet Corporation  
International Franchise Association  
International Medical Industries, Inc.  
Innovent Medical Solutions, Ltd.  
Inogen  
Insight Medical  
inSite Medical Technologies  
Instratek, Inc.  
Insurgical LLC  
International Sterilization Laboratory LLC  
InterValve, Inc.  
Interventional Autonomics Corporation  
IntraPace  
IntriCon  
Intrinsic Therapeutics  
IntriMed Technologies  
Intuity Medical, Inc  
Ionix Medical, Inc.  
iRhythm Technologies, Inc.  
ISTO Technologies, Inc.  
Ivantis, Inc.  
Ivera Medical Corporation  
Ivivi Health Sciences LLC  
J.H. Garver Consulting, LLC  
Jabil  
Jack Saladow & Associates  
Kalypto Medical  
KCI  
Kensey Nash Corporation  
KFx Medical Corporation  
Kimberly-Clark Health Care  
KRONUS, Inc.  
Kspine, Inc.  
LAAX, Inc.  
Laser Peripherals, LLC  
LeukoDx Ltd.  
LFI Medical  
Life Core Technologies  
Lifecore Biomedical, LLC  
LifeScience Alley  
LifeWave  
Life Technologies  
Linde Healthcare  
LipoScience, Inc.  
LogicMark, LLC

Lutonix, Inc.  
Mack Medical  
MacuCLEAR, Inc.  
Magellan Technologies, Inc.  
Magnolia Medical Technologies, Inc.  
Mardil Medical, Inc.  
Masimo  
MBL International Corporation  
MB Venture Partners, LLC  
Medafor, Inc.  
Medenovo, LLC  
Medigroup, Inc.  
MedDx Capital Advisors  
Medical Device Consultants, Inc.  
Medical innovations Intl. inc.  
Mediclever  
MediStim USA, Inc.  
MedOne Surgical, Inc.  
Medrad  
Medrobotics Corporation  
MedShape  
MedTech  
Mercury Medical  
Merit Medical Systems, Inc.  
Metric Medical Devices, Inc.  
Micardia Corporation  
Micell Technologies  
Microline Surgical, Inc.  
MicroTransponder Inc.  
Midmark Corporation  
Millar Instruments, Inc.  
MIM Software Inc.  
Minerva Medical  
Minnetronix  
Mirador Biomedical  
Miramar Labs  
Molecular Detection, Inc.  
Monebo TEchnologies, Inc.  
Moog Medical Devices  
Morgenthaler Ventures  
Morris Innovative  
Mound Laser & Photonics Center  
Moximed  
MPM Capital  
MPR Product Development  
MyoCardioCare, Inc.

Myomo, Inc.  
MyoScience  
nanoMR  
Nanostim  
NaviMed Capital  
Naviscan, Inc.  
NDH Medical  
Nelson Laboratories, Inc.  
Neocure  
Neodyne Biosciences  
Neomend, Inc.  
NeoMetrics, Inc.  
NeoTract, Inc.  
Neovista Inc.  
Neuro-Fitness LLC  
Neuro Resource Group, Inc.  
NeuroTherm  
NeuroTronik  
Neuronetics, Inc.  
NeuroPace  
NeuroVista Corporation  
NeuroWave Systems Inc.  
Neuvomedica Ltd.  
Nevro  
New Enterprise Associates  
New Leaf Venture Partners  
NexDx, Inc.  
NinePoint Medical  
Niveus Medical  
Nocimed, LLC  
Non-Invasive Medical Systems  
Nonin Medical  
Norris Capital, Inc.  
Nova Biomedical  
Novasys Medical  
NovaSom  
NRG  
NuOrtho Surgical, Inc.  
NuVasive  
Nuvimedix LLC  
NxStage Medical, Inc.  
NxThera, Inc  
O.E. Meyer Co.  
OmniGuide, Inc.  
OMNIlife science, Inc.  
OncoHealth

ONSET Ventures  
On-X Life Technologies, Inc.  
OptiMedica  
OptiScan Biomedical, Inc.  
OraSure Technologies, Inc.  
Oraya Therapeutics  
Orbital Research Inc.  
Orchid Orthopedic Solutions  
Orlucent  
Ortho Kinematics  
OrthoCor Medical  
OrthoWorx  
OsteoMed  
Ottobock U.S. HealthCare  
Paracor Medical, Inc.  
Pathfinder Therapeutics, Inc.  
Pathway Medical Technologoes  
Patient Pocket, LLC  
Penumbra, Inc.  
Penn-Century, Inc.  
PercSys  
Percutaneous Systems  
Phillips Consulting Group, LLC  
Philips Electronics North America  
PhotoMed Technologies, Inc.  
PhotoThera, Inc.  
Pivot Medical Inc.  
Plasma Technologies, Inc.  
Plexus Corp.  
Pluromed, Inc.  
Portaero  
Preceptis  
Precise-Pak Inc.  
Prism VentureWorks  
Prizm Medical, Inc.  
ProMedTek  
Prospect Venture Partners  
Proteus Bimedical, Inc.  
Pro2Med Inc.  
Prospex Medical  
PuriCore  
QHeart Medical Inc.  
QualPro Consulting  
Quasar Bio-Tech Inc.  
Quidel Corporation  
RBC Capital Markets

Redpoint Corporation  
Regenesis Biomedical, Inc.  
Regulatory & Quality Solutions LLC  
Reichert Technologies  
Reimbursement Strategies, LLC  
Relievable Medsystems, Inc.  
Respicardia, Inc.  
Respiratory Research, Inc.  
Respira Therapeutics, Inc.  
Respiratory Technologies Inc.  
ResMed  
ReVent Medical, Inc.  
Reverse Medical  
ReVision Optics  
RhinoSystems, Inc.  
RhythmLink International, LLC  
Rinovum Women's Health, Inc.  
RITM America  
Robomedica, Inc.  
RODO Medical, Inc.  
RoundTable Healthcare Partners  
ROX Medical  
RxFunction, Inc.  
Saladax Biomedical, Inc.  
Sanofi  
SandBox Medical LLC  
Scientific Imaginetics  
SDRS LLC  
Second Sight Medical Products, Inc.  
Sensible  
Sequent Medical Inc.  
SI-BONE, Inc.  
Siemens Healthcare  
Sight Sciences Inc.  
SightLine Partners  
SIGNUS Medical, LLC  
Silere Medical Technology, Inc  
Silicon Valley Leadership Group  
Silver Bullet Therapeutics, Inc.  
Sirtex Medical Inc  
Skyline Ventures  
Small Bone Innovations, Inc.  
Smart Perfusion, LLC  
Smith and Nephew, Inc.  
Smiths Medical  
Soft Tissue Regeneration, Inc.

Solta Medical, Inc.  
Sonoma Orthopedics  
SonoSite, Inc.  
Soteira, Inc.  
Sotera Wireless  
SP Surgical  
SPE Medical  
Spectranetics  
SpectraScience, Inc  
SpherIngenics, Inc.  
Spinal Kinetics  
SpinalMotion, Inc.  
Spinal Modulation, Inc.  
Spine Wave, Inc.  
SpineAlign Medical, Inc.  
Spinal Ventures, LLC  
Spineology Inc.  
Spiracur Inc.  
Spiration, Inc.  
SPIWay, LLC  
Split Rock Partners  
St. Jude Medical  
STD Med, Inc.  
SteriPack USA, Ltd  
Steris Corporation  
Stimwave  
Stout Medical Group  
Strada Consulting  
Streamline, Inc.  
Strohl Medical  
Stryker  
Sunshine Heart  
SunShine Medical LLC  
superDimension, Ltd.  
Surface Solutions Labs, Inc.  
SurgeOptix  
SurModics, Inc.  
SuturePro Technologies  
Svelte Medical Systems, Inc.  
Swan Valley Medical, Incorporated  
Synapse Biomedical, Inc.  
Synarc, Inc.  
Synecor, LLC  
Synergy Life Science Partners  
Sysdyne Corporation  
Tactile Systems Technology, Inc.

Tandem Diabetes  
Target Discovery  
Targeson, Inc.  
Tarsus Medical Inc.  
TearScience, Inc.  
TEI Biosciences Inc.  
Tenaxis Medical, Inc.  
Teratech Corporation  
Tethys Bioscience, Inc.  
The Eclipse Group  
The Foundry  
The Innovation Factory  
The Vertical Group  
TheraTogs, Inc.  
Therapeutic Resources, Inc.  
ThermalTherapeutic Systems, Inc.  
ThermoGenesis Corp.  
Therox  
THI, Inc.  
Thoratec Corporation  
Three Arch Partners  
ThreeWire  
Thubrikar Aortic Valve, Inc.  
TIDI Products  
Toshiba America Medical Systems, Inc.  
Toso Bioscience Inc.  
TranS1, Inc.  
Transcend Medical  
Transcorp Spine  
TransEnterix, Inc.  
Transonic Systems, Inc.  
TriVascular, Inc.  
Trillium Engineering  
Twin Star Medical  
TYRX, Inc.  
Ulthera  
UltiMed, Inc.  
Unilife medical solutions  
Urologix, Inc  
Uromedica, Inc.  
Uroplasty, Inc.  
Urovalve, Inc.  
USGI Medical, Inc.  
USHIFU, LLC  
Valeritas, Inc.  
Valley Ventures



ValveXchange, Inc.  
Vascular Solutions, Inc.  
Vector Resources  
Velico Medical, Inc.  
Velomedix, Inc.  
Ven-Tel Plastics Corporation  
Venous Health  
Ventus Medical, Inc.  
Veracyte  
Versant Ventures  
Vertos Medical Inc  
Vibrynt, Inc.  
VIDA Diagnostics  
Vidacare  
Viking Systems, Inc.  
VirtualScopics, Inc.  
Viscogliosi Bros., LLC  
VisionCare Ophthalmic Technologies  
Vital Images, Inc.  
Vital Therapies, Inc.  
Vital/Med Systems Corporation  
Vitalcor, Inc.  
Viveve  
Volcano Corp.  
Waters Corporation  
Welch Allyn  
Wescor  
White Pine Medical, Inc.  
Wilson Sonsini Goodrich & Rosati  
Woolfson Eye Institute  
Xlumena  
Zilico Limited  
Zimmer, Inc.  
Zoe Medical, Inc.  
ZOLL  
Zynex