

## Veteran IMPACT Washington, D.C. Attendee Matt Turpin on the Event's Benefits

I made contact with Matt Turpin, CEO of Zentech, before the first evening's dinner. We sat down to discuss what he hoped to gain by attending the event.

**Patty Goldman:** *Matt, I'd like to know what your expectations are of this meeting.*

**Matt Turpin:** The IPC does this every year, and I've been here the last five years for IPC. It's a great opportunity for the IPC and members of the IPC to meet with their local officials on Capitol Hill as well as other people on Capitol Hill and kind of deliver the message of what's important to IPC and the IPC vendor, whether it's in terms of RoHS compliance or conflict miner-

als, etc. This year it's Defense Department labor regulations and things like that. It's a good way for IPC to get its point across and to influence what happens on Capitol Hill.

**Goldman:** *How has that worked in the past?*

**Turpin:** It's worked out well. Some of the issues in the past have been the R&D tax credit and it looks like that is permanent at this point. I think some of the things relative to changing the narrative with conflict minerals is going slow, but it keeps the issue alive and shows that it's not the slam dunk that Dodd-Frank thought it was going to be. There are other issues where they have had some success, like the NNMI (Na-



Zentech's CEO Matt Turpin and VP John Vaughan during a preliminary meeting.

tional Network for Manufacturing Innovation) that the White House was big on, getting that properly funded and through Congress. That was a big push and it's been a big success.

**Goldman:** *Do you think this is directly attributed to IPC and its members being here in Washington?*

**Turpin:** Absolutely, yes. The IPC are tying up and spending member dollars doing this and they've got a local lobbying group that helps them with setting up. As part of that, they're making sure that they're getting back their bucks. Every year we talk about what are we going for, and what progress to aim for. The Government Affairs Committee orders routine board calls and committee calls to find out what we're working on, what outcomes to expect and what kind of progress.

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**Goldman:** *You've seen real progress?*

**Turpin:** There has been real progress. Absolutely. There's always something new.

**Goldman:** *I assume there is always something you have to worry about and work on.*

**Turpin:** Congress is always trying to come up with new ways...

**Goldman:** *New ways to mess it up [Laughs]. What do you particularly want to get out of this session?*

**Turpin:** The sessions have a number of different purposes. One is that it's good to get IPC members together. They tend to bring in CEOs for this event. It's good to do the networking and to find out what other people are faced with separate from the regulatory issues. It's also good for the CEOs that come to this to understand what the regulatory climate is like and what those issues are. Because I know when I first started coming, I really didn't understand all the issues that IPC was going to bat to Congress for in terms of representing their constituents within the IPC. I enjoy that aspect of it.

For me personally this year, I'm taking a more active role in helping get across the message in terms of the new Department of Labor regulations that are being proposed—as related to exempt and non-exempt status and raising the baseline salary level of those who can be considered non-exempt.

**Goldman:** *Anything else you would like to say about this?*

**Turpin:** I would say the only other thing is that anybody who is reading this article and is aware of the IPC, or some of the events the IPC does, whether it's APEX or whether it's IMPACT or another event, if they're a CEO, it's worthwhile to get involved and to help out. It helps them personally and it helps the industry as a whole.

**Goldman:** *Some people would probably say it's expensive to come here, like paying for the hotel, travel and that kind of stuff. How do you feel about the money end of that?*

**Turpin:** Everything has a cost. You could certainly argue that not participating also has a cost. I personally think that it's worthwhile and that on the whole the cost is definitely worth the benefit to people individually and to members as a whole.

**Goldman:** *Thank you, it's nice to talk with you.*

**Turpin:** Thank you. SMT