



Watson Inc. · 301 Heffernan Drive · West Haven CT 06516  
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April 7, 2018

Dear Legislator,

**Our Company, Watson Inc. has benefited from the UI energy efficiency fund over the last 5 years. Watson is a company located in West Haven Connecticut. We employ over 300 Connecticut residents. Watson is a manufacturer of food ingredients sold worldwide.**

**Please restore full funding to the Connecticut Energy Efficiency Fund. We and the rest of the business community stands ready to work with the Connecticut legislature to promote energy policies that reduce energy costs and boost business resiliency. Please make every effort to restore these vital funds and give our state a chance to continue the path to economic prosperity.**

**Watson benefited from several of the Energy Efficiency Fund programs. The Prime program helped us with our Lean Initiative. This program has helped us to become more efficient and competitive in the world marketplace. We employed the services of Leanovations. The Leanovations philosophy is that Lean is a growth strategy. Lean is not used for cutting jobs but rather it is used to allow companies to create capacity for future growth. During the last 5 years Watson has grown from \$75 million in sales to \$100 million in sales.**

**Three years ago, we decided to do an Energy Usage Assessment (EUA) with the help of UI, and Leanovations. A group of our employees volunteered to be on the team. The team learned how to measure our electric and gas usage and how to determine where opportunities for improvement lay. The team developed a plan which we executed. We have reduced our electrical and gas usage about 20 percent. This reduction in energy usage is saving the environment, saving us money, and helping to ensure that we remain competitive. We replaced all of our lighting with LED's, we installed a new 415hp air compressor, we removed many inefficient dust collection systems, and we replaced 20 out of 30 air conditioning units. We had a steam trap survey done and we have replaced or repaired many components in our high-pressure steam and boiler system.**

**Without the support of the Energy Efficiency Fund we would not have been able to do all these things and we would not be in as good shape as we are now. In**

addition, the valuable knowledge we learned from the program has taught to make more informed buying decisions when buying new equipment in the future and we learned the importance of maintaining our compressed air and steam systems in good condition.

**Watson also participated in the Business Sustainability Challenge (BSC). This is a great program that encourages participants from each company to meet at each other's facilities to tour the improvements that the other companies have made.** These are energy savings improvements, recycling improvements, and company culture and employee engagement discussions.

**These types of meetings with other companies inspire ideas and encourage each of us to do more to protect the environment and to create more opportunity for human wellbeing.**

Companies who focus on the wellbeing of their employees over profits tend to be more profitable than companies who focus on profits first. Companies who maximize opportunities at work for autonomy, relationships, achievement, and purpose, have employees who are happy to come to work, more creative while they are there, and leave work fulfilled. These people bring that positive energy home to their families and neighborhoods. Their families are happier, their children do better in school, the schools benefit from more engaged and creative parents participating in the education process. The towns and cities and the state can benefit from this positive energy.

**Companies have the potential of generating an enormous amount of good in the world when they are run well. Programs like the Energy Efficiency Fund help us to do this.**

Sincerely  
Gavin Watson  
Chairman Watson Inc.

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