

**EVERETT GOODRICH**  
**3851 WERTH ROAD**  
**ALPENA, MI 49707**  
**(989) 356-1791**  
**FAX# 989-356-4895**

June 2, 2017

To Whom It May Concern:

Goodrich is a small trucking company located in Alpena, Michigan. For the past forty-four years we have contracted with various salt companies, (Cargill, Morton & North American/Compass Minerals) for the delivery of bulk salt to Northeastern Lower Michigan. Salt handling makes up approximately 50% of our trucking income. Due to this contract, we are one of only a few construction based trucking companies in our area that are able keep our employees working on a year round basis. In addition we routinely hire sub-contractors locally and from the surrounding counties to assist in the hauling of this salt. Alpena is a small rural community and the loss of this contract could potentially affect up to 27 families in our area.

We believe Senate Bill 363 would seriously impact our company, employees, sub-contractors, vendors and the community in general. Goodrich is only one of several docks located in Michigan that depends on these salt contracts to operate. It seems counterproductive to give Detroit Salt, (that's not American owned), an unfair advantage in an attempt to secure jobs in Detroit at the expense of many other families throughout the State.

We are opposed to Senate Bill 363.

Sincerely,



Bruce Goodrich  
Vice-President



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235 West Chisholm Street . Alpena, MI 49707 . Phone: (989) 354-4181 . Fax: (989) 356-3999

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June 5, 2017

Representative (Chairman) Leutheuser  
N-992 House Office Building  
Lansing, MI 48933

Dear Representative Leutheuser,

I am writing to you because you are the Chairperson of the House Commerce and Trade Committee. The Alpena Area Chamber of Commerce represents more than 500 member organizations and we are strongly opposed to SB 363.

Senate Bill 363 appears to have been written to benefit one mine in the State of Michigan. A mine that although located in Michigan, is owned by a Canadian Company. Should this bill pass, several companies and even more families in northern lower Michigan will be significantly negatively impacted. In addition, the State of Michigan will likely pay a much higher price for services impacted by the bill.

Some of the rhetoric surrounding the bill claims that the bill will save 60 jobs at the Detroit Salt Company docks and terminals. The reality is that should this bill pass and Detroit Salt Company secure the bid for salt, significantly more than 60 jobs will be negatively impacted as this will eliminate work from dozens of families in northern Michigan. In the Alpena Area alone, more than 25 people would be directly impacted by the loss of work. Other companies in communities like Manistee, Muskegon, Saginaw, Sault Ste. Marie, and Gladstone would also be impacted in significant ways. All because of a bill that is written to help one company gain a competitive advantage.

We stand strongly opposed to SB 363 for these reasons. It is counterintuitive to give one company (that is not an American Company) a competitive advantage while at the expense of many other businesses, families, and communities, as well as the entire State. Please do what is best for the State and the majority and oppose SB 363.

Thank you for your consideration.

Sincerely,

Jackie Krawczak  
President/CEO



May 26, 2017

Representative Eric Leutheuser  
Chair, House Committee on Commerce and Trade  
Anderson House Office Building  
124 North Capitol Avenue  
Lansing, MI 48933

Dear Representative Leutheuser,

As you know, Michigan and Canada enjoy a deep and thriving economic bilateral relationship. Canada is Michigan's number one trading partner and export market, with two-way trade totaling \$71.8 billion in 2016. In fact, Michigan's sells more goods to Canada than to your next 9 largest trading partners combined. This mutually beneficial trade relationship supports 259,000 jobs in the state of Michigan.

It is for these reasons that Canada is concerned with Michigan Senate Bill 363 which would amend the Michigan State Management and Budget Act. The proposed bill specifies that a price preference of 8% of the amount of the contract for products mined in Michigan be applied when compared to bids from foreign non-Michigan based firms. It is the view of the Government of Canada that the current bill contravenes Michigan's obligations under the World Trade Organization's Agreement on Government Procurement.

While on the face of it, all governments need to support job creation in their jurisdictions, in effect, restricting market access limits economic growth and adds unnecessary and costly burdens to business. It also fosters a climate of 'retaliation' - which would be highly detrimental to our massive two way trade relationship. Canada understands the economic challenges facing industries in today's globally competitive world. However, commitments undertaken bilaterally between Canada and the U.S. and multilaterally at the WTO were intended to provide trading partners with expanded access to procurement markets. This includes commitments made by Michigan.

Keeping our respective markets open to two-way trade should be among the most important of our mutual priorities if economic growth is to continue. Our economies are so integrated that, on average, Canadian exports of manufactured products to the US contain 25% American content. Compare that to China, whose exports to the US contain only 4% US content.

**Canada**

The direct economic benefits derived by Michigan are a result of an open trade and procurement relationship, which has helped drive prosperity on both sides of the border. Reciprocal access to each other's procurement markets has created jobs in our economies, opportunities for our businesses, and value for our government agencies.

We urge you to recognize the critical importance and the inter-dependence of the Michigan-Canada relationship in your deliberations over Senate Bill 363 and in the course of your important work during the legislative session.

The long-standing relationship between Canada and the United States is truly exceptional and serves as a model for the world. We are stronger because we make goods and create jobs together. Rather than undermining the unique strength of our relationship, we should concentrate our efforts on seeking new ways to enhance our trade partnership.

Yours sincerely,

A handwritten signature in blue ink, appearing to read 'D. George', enclosed within a blue oval scribble.

Douglas George  
Consul General of Canada in Detroit

cc: Speaker Tom Leonard, Michigan House of Representatives  
Minority Leader Sam Singh, Michigan House of Representatives  
Senator Rick Jones, Michigan Senate  
David Behen, Director, Michigan Department of Technology, Management & Budget  
Dick Posthumus, Chief of Staff, Executive Office of Governor Rick Snyder

*Sault Ste. Marie*  
ECONOMIC DEVELOPMENT CORPORATION

June 5, 2017

The Honorable Eric Leutheuser, Chair  
House Committee on Commerce & Trade  
P.O. Box 30014  
Lansing, MI 48909

Dear Chairman Leutheuser,

The Sault Ste. Marie Economic Development Corporation is a 501(c)(3) organization that supports economic development in and around Sault Ste. Marie, Michigan.

We are increasingly concerned about the impact that Senate Bill 363 would have on businesses in and around the Eastern Upper Peninsula, and the impact on rural Michigan communities during some of the harshest weather months of the year.

The fact is, there are many more jobs at stake than just the 60 that work for the Detroit Salt Co. Docks and terminals that serve other winter salt providers, and provide the transportation necessary for road salt delivery to local road agencies, and provide tens of jobs per terminal as well. These jobs are all impacted by which company wins the salt contract.

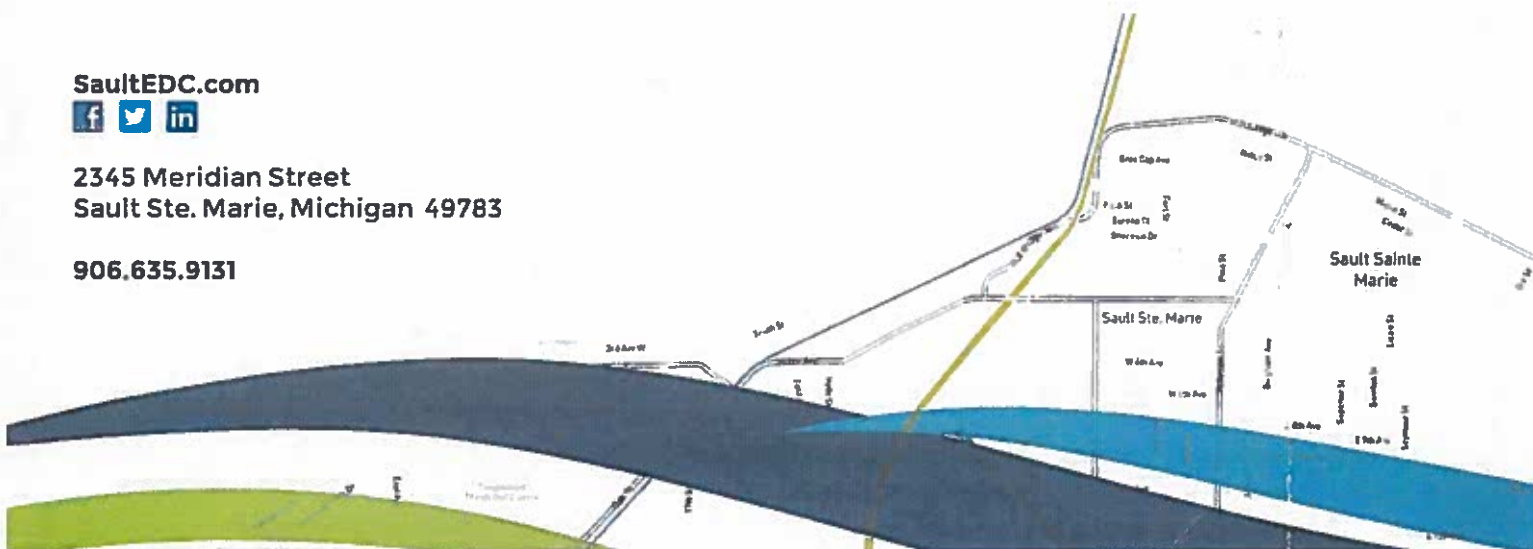
Using just one example to demonstrate impact, Goodrich Trucking in Alpena serves as the docking and transportation hub of one of the salt contracts that services most of northern Michigan. They employ well over 25 people alone to ensure that road salt is delivered to road agencies on time, and that community salt reserves are restocked during the winter months. Senate Bill 363 has the potential to eliminate the jobs for those 25 people for more than half of the year. Other companies owning docks in Manistee, Muskegon, Saginaw, Sault Ste. Marie, and Gladstone, also employ 20 plus people each during the winter months, and provide a critical service for communities to keep roads safe during the winter months. These are all employers and jobs that would likely be negatively impacted by changing the law to benefit one company that SB 363 seeks to impose.

SaultEDC.com



2345 Meridian Street  
Sault Ste. Marie, Michigan 49783

906.635.9131



It appears that SB 363 seeks to do right by Michigan, but as a consequence, could result in more cost for Michigan residents, and many jobs lost – especially in rural areas of the state. This being said, we stand opposed to Senate Bill 363.

Sincerely,

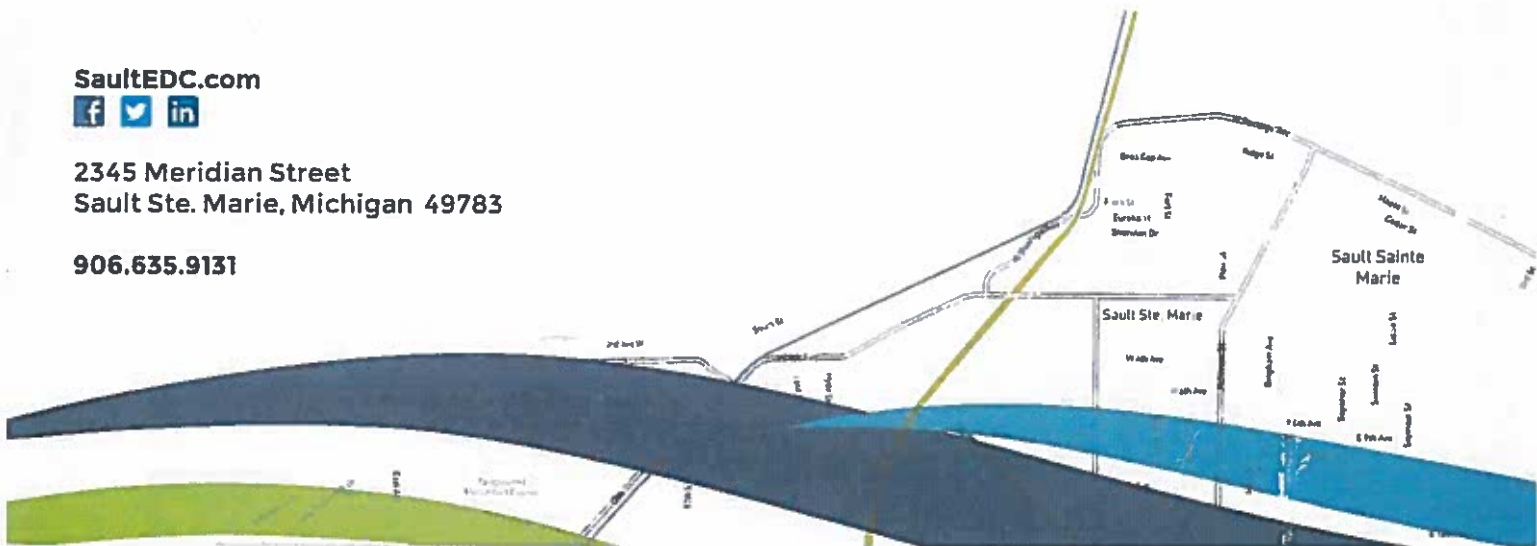
Jeff Holt – EDC Director  
SSM Economic Development Corp.  
[jholt@saultcity.com](mailto:jholt@saultcity.com)  
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2345 Meridian Street  
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**NORTHERN MICHIGAN CHAMBER**

# **ALLIANCE**

**ALPENA • BENZIE • CADILLAC • CHARLEVOIX • GAYLORD  
PETOSKEY • TRAVERSE CITY • MANISTEE • MARQUETTE**

June 5, 2017

The Honorable Eric Leutheuser, Chair  
House Committee on Commerce & Trade  
P.O. Box 30014  
Lansing, MI 48909

Dear Chairman Leutheuser,

The Northern Michigan Chamber Alliance is a partnership of Chambers of Commerce and economic development organizations in northern Michigan representing sixteen communities and over 6,500 business and community members in the northern lower and Upper Peninsula.

We are increasingly concerned about the impact that Senate Bill 363 would have on businesses in and around northern Michigan, and the impact on rural northern Michigan communities during some of the harshest weather months of the year.

The fact is, there are many more jobs at stake than just the 60 that work for the Detroit Salt Co. Docks and terminals that serve other winter salt providers, and provide the transportation necessary for road salt delivery to local road agencies, and provide tens of jobs per terminal as well. These jobs are all impacted by which company wins the salt contract.

Using just one example to demonstrate impact, Goodrich Trucking in Alpena serves as the docking and transportation hub of one of the salt contracts that services most of northern Michigan. They employ well over 25 people alone to ensure that road salt is delivered to road agencies on time, and that community salt reserves are restocked during the winter months. Senate Bill 363 has the potential to eliminate the jobs for those 25 people for more than half of the year. Other companies owning docks in Manistee, Muskegon, Saginaw, Sault Ste. Marie, and Gladstone, also employ 20 plus people each during the winter months, and provide a critical service for communities to keep roads safe during the winter months. These are all employers and jobs that would likely be negatively impacted by changing the law to benefit one company that SB 363 seeks to impose.

It appears that SB 363 seeks to do right by Michigan, but as a consequence, could result in more cost for Michigan residents, and many jobs lost – especially in rural areas of the state. This being said, we stand opposed to Senate Bill 363.

Sincerely,

Kent Wood  
Director of Government Relations

June 6, 2017

Dear Representatives of the Michigan Legislature:

I am opposed to the subsidy of Detroit Salt by Michigan taxpayers.

I own and operate river docks on the Saginaw River. We typically handle between 250,000 and 300,000 tons per year. This business keeps 15 employees active for most of the year, who would otherwise not be employed.

Last year, Detroit Salt, without state subsidy, took a majority of our business. They are viable and competitive without a subsidy, as they have a tremendous geographic advantage to the markets.

The salt is hauled from our docks by rural based trucking companies, who otherwise would be without winter work. Back-hauls are managed so as to not waste fuel and energy.

There are 11 Michigan dock companies who operate as we do. These dock companies are spread across the state and service many rural areas. They depend on the salt, employ workers, and purchase their machines and supplies from Michigan vendors.

Furthermore, the Michigan dock companies are owned by Michiganders. We live in Michigan and do not send our money to shareholders in other countries, as does Detroit Salt.

The economics are very easy to substantiate: more money stays in Michigan (and in the USA) from the companies who service Michigan through docks than through the Canadian owned salt mine in Detroit. Many more Michigan jobs, and much more revenue which stays in Michigan.

I am not opposed to some protectionist measures from areas of the world who "dump" on the USA. However, protecting any of the companies in the salt trade is utterly ridiculous. It will cost the taxpayers millions, and hurt Michigan jobs and the Michigan economy.



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Rather than taking those millions from taxpayers to support a single foreign company, lets leave the money with the taxpayers or use it to fix our crippled infrastructure, or educate our children.

Please feel free to contact me at any time. I also invite all of you to visit our docks and meet our hard working Michigan employees.

Respectfully



William Webber

## FACT SHEET

### ROAD SALT COMPANIES SERVING MICHIGAN

#### Detroit Salt

Owner: Kissner Group (Canada Private Owned- Toronto) based in Ontario  
Shareholders: Canada Private  
Salt Mine: Detroit Salt- Detroit, MI  
Transload: One transload site in Lansing, MI- owned by Detroit Salt  
Trucking: Three large companies from Detroit area and Port Huron (to my knowledge)

#### Morton Salt

Owner: Morton Salt (US public owned- Illinois) by K+S (Germany) Public  
Shareholders: US/German Public (many in USA and Michigan)  
Salt Mine: Windsor, Ontario and Ohio  
Transload: Private Michigan Dock companies in Detroit, Port Huron, Saginaw, Alpena, Manistee, Muskegon, Benton Harbor, Sault Ste Marie  
Trucking: Rural trucking companies from virtually every county in the state, many poor counties.

#### North American Salt

Owner: Compass Minerals (US Public owned- Kansas)  
Shareholders: USA Public (Many from USA and Michigan)  
Salt Mine: Goderich Ontario  
Transload: (Same as Morton Salt above)  
Trucking: (Same as Morton Salt Above)

#### Cargill Salt

Owner: Cargill Salt (US Private Owned- Minnesota)  
Shareholders: USA Private  
Salt Mine: Ohio  
Transload: (Same as Morton Salt above)  
Trucking: (Same as Morton Salt Above)

### SARGENT DOCKS AND TERMINALS

Salt Handling: 75%+ of our business  
Location: Zilwaukee Michigan, Saginaw County  
Employees: 14 (10 Saginaw County, 1 Tuscola, 2 Bay, 1 Ogemaw)  
Trucking: Handled by Forest Bulk Transport, a women-owned company based in Bay County. Truckers from Bay, Huron, Tuscola, Saginaw, Midland, Arenac, Iosco, Isabella, Clare, Roscommon, Ogemaw and Grand Traverse counties.

- Sargent Docks handles between 250,000 - 400,000 tons of salt each year. This is roughly 25% to 33% of road salt used in the state of Michigan.
- Detroit Salt has tremendous geography (don't need to ship by vessel and pay ships and docks to receive store, process, load, scale and deliver the salt.)
- There are many more Michigan jobs on the docks than in the Detroit salt mine. These are mostly rural areas.
- There is more money left in Michigan from salt which goes through the docks than through the Detroit salt mine.
- The salt movement to Michigan docks counts as critical tonnage for annual dredging appropriations. Hurting this will raise the cost of limestone, fuel and other commodities to Michigan taxpayers and municipalities.
- Last year, Detroit Salt took most of Michigan's business without the subsidy. Giving them a subsidy will have a drastic effect on Michigan docks and water infrastructure.
- The regional salt piles are a critical asset in seasons where there is a very harsh winter. The northern counties cannot rely on salt from Detroit during massive storm events.

**FOREST BULK TRANSPORT, L.L.C**

683 S. Linwood Beach Road Linwood, MI 48634  
office: (989) 697-8667 mobile: (989) 233-2871

June 6, 2017

Honorary Representatives of the Michigan Legislature:

I am the owner of Forest Transport, in Bay County Michigan. I am a minority but receive no subsidies for being minority.

We haul road salt and dry bulk products such as cement and plastic.

I started the trucking business for 22 years, since 1995.

The hauling of Road Salt, from docks in Saginaw, represents 58% of my business. We hold a trucking contract with two salt companies. All monies earned stay in our communities.

My employees are from 5 counties: Saginaw, Bay, Tuscola, Arenac and Midland.

Forest Transport also subcontracts salt to many rural trucking companies from 11 counties: Saginaw, Bay, Arenac, Ogemaw, Iosco, Tuscola, Midland, Isabella, Clare, Huron and Grand Traverse.

Together, our owned and brokered trucks backhaul from gravel and stone yards throughout northern Michigan to concrete companies in Saginaw. All these businesses rely on the dock salt trade.

The subsidy of Detroit Salt would hurt us terribly, (kill my business) and may force us to close. Last year, Detroit Salt took much of the state work. They did so without subsidy. This is low margin industry. If Detroit Salt receives an 8% subsidy, there is no way our Michigan companies can compete.

If the salt business is lost, there will be 40-50 layoffs from our drivers and our brokered companies. This will be a burden on the State of Michigan.

The river dock companies are Michigan based companies. The Michigan dock jobs reliant on road salt are much higher than the employees of Detroit Salt. It is not fair to favor one over the others.

Further, the salt companies I work with are US based. All monies earned stay in our communities. It is my understanding that Detroit Salt is not US owned; money from our State would be leaving.

Without this winter work, many cannot afford to keep trucks for hauling needed products during the other months. Without this work, drivers need to be laid off. Drivers are a dying breed in Michigan and we need to keep good drivers working.


More importantly, this business is generally in the winter, when my employees and subcontractors would otherwise be laid off.

Please consider my family and the many families supported by the docks and vote NO to subsidize one Michigan job over another Michigan job.

Please feel free to contact me to discuss further.

Thank you for taking the time to consider my livelihood and that of our partners.

Respectfully,

  
Barbara Ann Frieden