

The Honorable Eric Leutheuser  
Chairman, House Commerce and Trade Committee  
N-992 Anderson House Office Building  
PO Box 30014  
Lansing, MI 48933

Dear Chairman Leutheuser and members of the Commerce and Trade Committee:

We are writing to urge your opposition to Senate Bill 363. Our coalition is made up of organizations that believe Senate Bill 363 is bad public policy for Michigan. This legislation could increase costs to taxpayers for road salt by removing fair competition in the bidding process and negatively impacting Michigan small business employees.

Between 2013 and 2017, the State of Michigan spent an average of \$56 million annually for road salt. Currently, the state receives bids from four qualified road salt vendors. This legislation is targeted to give a sweetheart deal by creating a competition barrier.

We believe this legislation is bad public policy for Michigan for the following reasons:

1. This legislation will increase the price of road salt, costing Michigan taxpayers potentially millions of dollars.
2. This bill **picks winners and losers**. Hundreds of Michigan jobs are supported by road salt coming into Michigan through ports, docks, and trucking companies. Senate Bill 363 picks and prioritizes some Michigan jobs over others.
3. This legislation **creates a barrier to fair and open competition** on Michigan's road salt bid.
4. This legislation could cause **significant environmental impacts** and result in significant increased truck traffic on Michigan's roadways. Having responsible bidding practices encourages multiple vendors that utilize more environmentally friendly transportation practices and diverse transportation options such as vessels.

Creating a bidding preference for certain companies, regardless of the percentage, is bad public policy for Michigan taxpayers. It picks winners and losers, increases prices, while eliminating open and fair competition. For these reasons, we urge your opposition to Senate Bill 363.

Respectfully,



Denise Donohue



John P. Fullerton



SLA



Donna Skola



Pete Lund



Grant Hunt



Bob Van Denter



Joshua Lenger



Lana T. Brummis



# 10 Year State of Michigan Highway Deicing Participation and Results

## DETROIT SALT

FY	Total Bid Volume	Volume BID	Participation	Volume WON	WIN %	Market Share
2018	1,109,744	622,020	56%	533,510	86%	48%
2017	982,324	548,775	56%	468,118	85%	48%
2016	1,000,979	527,530	53%	310,855	59%	31%
2015	1,291,379	232,620	18%	232,620	100%	18%
2014	997,839	517,650	52%	319,999	62%	32%
2013	781,364	350,580	45%	310,680	89%	40%
2012	975,030	203,850	21%	152,150	75%	16%
2011	916,975	339,585	37%	226,235	67%	25%
2010	1,304,081	185,850	14%	185,850	100%	14%
2009	1,434,201	39,600	3%	39,600	100%	3%
					<b>82%</b>	

## COMPASS MINERAL

Volume BID	Participation	Volume WON	WIN %	Market Share
1,109,744	100%	322,464	29%	29%
982,324	100%	127,674	13%	13%
1,000,979	100%	675,674	68%	68%
1,291,379	100%	1,028,009	80%	80%
997,839	100%	513,940	52%	52%
781,364	100%	371,734	48%	48%
975,030	100%	527,111	54%	54%
916,975	100%	405,945	44%	44%
1,304,081	100%	1,035,950	79%	79%
1,434,201	100%	1,126,226	79%	79%
			<b>54%</b>	

