

**NORTHERN MICHIGAN CHAMBER**  
**ALLIANCE**  
**ALPENA • BENZIE • CADILLAC • CHARLEVOIX • GAYLORD**  
**PETOSKEY • TRAVERSE CITY • MANISTEE • MARQUETTE**

February 2, 2018

The Honorable Daire Rendon  
State Representative  
P.O. Box 30014  
Lansing, MI 48909

Dear Representative Rendon,

We are increasingly concerned about the impact that Senate Bill 363, which is before you in the House Commerce and Trade committee, 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 employees 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 northern Michigan road agencies, provide dozens of jobs per terminal as well. These jobs are all impacted by which company wins the salt contract.

Goodrich Trucking in Alpena is one example of a company impacted by this legislation. It operates the docking and transportation hub of one of the salt contracts that services most of northern Michigan. To provide this service, it employs 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 be negatively impacted by changing the law to benefit one company that SB 363 seeks to impose.

While it appears that SB 363 seeks to do right by Michigan, the bill's impact could result in more cost for Michigan residents, and many jobs lost – especially in rural areas of the state. For the record, the Northern Michigan Chamber Alliance is opposed to Senate Bill 363.

Sincerely,

Kent Wood  
Director of Government Relations