

Tarr

February 2, 2012

House Transportation and Economic Development Committee

RE: Strong Support for House Bills 4020 and 4028 – (ConnectOregon IV)

Co-Chairs Hunt and Bentz, and Members of the Committee:

For the record I am Skip Tarr. I am the owner and operator of Tarr, LLC based in Portland. I come before you today to urge you to support House Bills 4020 and 4028. Tarr, LLC is an example of a small, third generation Oregon company whose growth strategy has been constrained by the decline of the economy recently.

The economic situation has made it more difficult for small businesses to gain access to capital for development projects. ConnectOregon is a great program for small companies with a desire to expand and improve their operations in regard to multi-modal operations. Increasing the pool of available funds through HB 4020 and 4028 will benefit a multitude of small company ConnectOregon IV projects across the state. These projects will create jobs and improve the competitiveness of businesses in the State of Oregon.

Tarr, LLC business provides a variety of products to a variety of Oregon manufacturers in specific forms they require. Given the remoteness of Oregon to the major markets of the country, maximizing rail infrastructure is a key element to Tarr and other small Oregon businesses. Let me give you several examples.

Example #1: Semi-conductor companies (such as Intel) use Isopropyl Alcohol. Tarr purchases and receives from gulf area refineries 30,000 gallon rail cars of isopropyl alcohol; its Portland facility processes and packages in drum quantities that meet customer specifications; and we supply it to our semi-conductor customers.

Example #2; Tarr is the only NW Federally licensed Industrial Distilled Spirits Plant (DSP). As such Tarr purchases and receives full rail cars of Industrial Grade as well as Food Grade Pure Ethanol, used in commercial applications and some food processing such as soy sauce. Again Tarr's Portland facility customizes the product and packages in smaller quantities to satisfy local manufacturer's requirements in a cost-effective manner. These are but two examples of what Tarr brings to the Oregon economy.

Tarr, LLC



Registered to
ISO 9001:2000

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Small local companies adapt to local needs better than their larger counterparts and as a result create stronger local economies. Prior to Tarr developing such capabilities, Oregon's manufacturers were dependent on suppliers from California, Texas and the Mid-West. The Tarr operation:

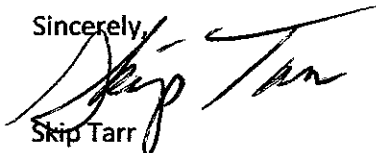
- 1) creates Oregon jobs by moving valued added services to the state,
- 2) reduces cost to local manufacturers, thus helping them compete in the global economy,
- 3) helps the environment through recycling of containers, and
- 4) reduces truck traffic on busy highways, thus providing positive safety and environmental impacts to the state's economic infrastructure.

Tarr is one example of a small company that participates in the state's economy through job creation and support of local manufacturers.

Tarr, like many other small Oregon businesses, desires to expand its operations. The current economic condition has had a negative effect on long term lending and also makes small business owners take pause in contemplating long term development projects. ConnectOregon funds can make the difference between doing the project and not doing the project, between bringing jobs to Oregon rather than another state. I urge you to support the passage of House Bills 4020 and 4028.

Thank you for your consideration, and I am happy to answer any questions.

Sincerely,



Skip Tarr
President
Tarr, LLC

Sen. Chip Shields
Sen. Lee Beyer
Sen. Jason Atkinson
Sen. Alan Bates
Sen. Fred Girod
Sen. Ginny Burdick
Sen. Sen. Larry George
Sen. Brian Boquist
Sen. Jackie Dingfelder
Sen. Diane Rosenbaum
Sen. Rod Monroe
Sen. Chuck Thomsen
Sen. Laurie Monnes Anderson



Rep. Tina Kotek
Rep. Lew Frederick
Rep. John Huffman
Rep. Michael Dembrow
Rep. Mike McLane
Rep. Margaret Doherty
Rep. Mitch Greenlick
Rep. Patrick Sheehan
Rep. Matt Wingard
Rep. Paul Holvey
Rep. Matt Wand

November 18, 2011

Mr. Matthew Garrett, Director
Oregon Department of Transportation
355 Capitol Street North East
Salem, Oregon 97301-3871

Dear Director Garrett:

We the undersigned are writing in support of Tarr LLC's Connect Oregon IV application. We respectfully ask the Connect Oregon IV review committees and the Oregon Transportation Commission to give Tarr LLC's proposal every due consideration within the confines of already defined evaluation processes and procedures.

Funding Tarr LLC's request will help ease the financing burden of creating a new rail/truck facility at their north Portland location. Tarr purchases chemical products from refiners and manufacturers located in the eastern part of the United States, and then makes them available to key regional manufacturers in and around the Portland area. Their current facility in north Portland does not have access to rail service. Consequently, the company's operations are dependent on receiving rail cars at an off-site facility five miles from their business. This results in multiple handlings of products before they reach customers, excessive operating expenses and constraints on the company's continued growth.

Additionally, the inability to utilize rail creates as many as 1,000 unnecessary hazardous material shipments per year on congested public roads and highways. The planned facility will accommodate rail deliveries directly into tanks, eliminating these more than 1,000 transfer shipments.

Tarr LLC is a third-generation family-owned business. Operations have expanded to other parts of the country with great success. The Portland facility is headquarters for company administration and Northwest production. Forty of Tarr's seventy employees work from the Portland facility. Since 2006 and projecting out 10 years, Tarr annually contributes more than \$5 million to the local economy via local payroll and operating expenses. By the time Tarr concludes its move to their new facility, they will have invested in excess of over \$7 million.

We thank you and the committee members for your consideration.

Sincerely,

Rep. Tina Kotek
(D - N/NE Portland)

Rep. Lew Frederick
(D - N/NE Portland)

Rep. Mike McLane
(R - Powell Butte)

Margaret Doherty
Rep. Margaret Doherty
(D - Tigard)

John Huffiman
Rep. John Huffiman
(R - The Dalles)

Mitch Greenlick
Rep. Mitch Greenlick
(D - NW Portland)

Patrick Sheehan
Rep. Patrick Sheehan
(R - Clackamas)

Lee Beyer
Sen. Lee Beyer
(D - Springfield)

Jason Atkinson
Sen. Jason Atkinson
(R - Central Point)

Ginny Burdick
Sen. Ginny Burdick
(D - SW Portland)

Chip Shields
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Paul Holvey
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Matt Wingard
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Brian Boquist
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Diane Rosenbaum
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Rod Monroe
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Laurie Monnes Anderson
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