



February 22, 2013

House Transportation and Economic Development Committee

RE: Support for HB 2310 (*ConnectOregon V*)

Mr. Chair and Members of the Committee:

For the record I am Butch Roberts, writing today in place of Skip Tarr, who is the owner and operator of Tarr, LLC based in Portland. I serve as General Manager of Sales & Operations – NW for the company. Tarr LLC is a member of the Oregon Rail Users' League (ORULE) and Skip Tarr serves on its Board of Directors.

We strongly urge you to support House Bill 2310. 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. Continuing this unique program through HB 2310 will benefit a multitude of small company 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 number 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 northwest 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 manufacturers' 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.

We were very excited to be awarded a ConnectOregon IV grant among a highly competitive selection process. *ConnectOregon* funds can make the difference between doing the project and not doing the project, between bringing jobs to Oregon rather than another state. We urge you to support the passage of House Bill 2310.

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

Sincerely,

Butch Roberts
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