

# RR DONNELLEY

## Testimony of Kristyn Rhoades

### R.R. Donnelley and Sons Company

#### Before the Michigan Senate Reforms, Restructuring and Reinventing Committee

September 24, 2014

Good morning, Mr. Chairman and Members of the Reforms, Restructuring and Reinventing Committee.

My name is Kristyn Rhoades. I am a senior account executive for R.R. Donnelley based out of Southfield, Michigan. It is a pleasure to be here today to speak in support of Senate Bill 1055.

My company, R.R Donnelley, is proud to be part of the fabric of the community in Michigan. We have 3 manufacturing plants in Midland, Madison Heights and Kalamazoo that employ 270 people. We purchase nearly half a billion dollars in raw materials and equipment from 333 Michigan companies.

R.R. Donnelley is celebrating its 150<sup>th</sup> anniversary next month. Throughout our history, we have made it our mission to continuously adapt to changing communications preferences. Today, with the widespread use of smart phones, tablets and social media, citizens expect that their government will also restructure and reinvent its communications to fit our modern world.

Senate Bill 1055 reforms a 77 year old law that has outlived its era. Currently, the State of Michigan spends roughly one percent of its operating budget on printed material that can only be produced within its borders. There is no other commodity procured by Michigan and no other state in the nation with a similar restriction.

If SB 1055 becomes law, Michigan's taxpayers will benefit from increased competition in the marketplace and the State will enjoy expanded production capabilities that combine both traditional print with digital and ecommerce solutions. The state will also avail itself to an expanded network of facilities with specialized production. In short, we anticipate a substantial savings of 10-15 percent from the adoption of SB 1055.

Thank you for your consideration of this good bill. I am happy to answer any questions you might have for me.