

January 8, 2011

Legislative listening Session Members
Montana State Capitol
Helena, MT 59601

Dear Listening Session Members,

Our commercial print division in Helena shares a dozen employees with the regular production department at the Independent Record. We compete, in-state, with several other printers. In some cases, we also compete with states that show preference to their own printers.

We would like to offer three ideas for you to consider as an attempt to create and/or keep jobs in Montana:

1. Any out of state bid that comes from a state which offers a preference would have that same preference percentage applied to their Montana bid.
2. If a state job is bid and the low bidder is out of state, the lowest in-state bidder is given the opportunity to match the price.
3. A preference of 10% or less is applied for Montana printers.

On behalf of the Montana Newspaper Association, which represents all newspapers in this state, we feel strongly that keeping the revenue in state provides direct jobs for Montana and indirect jobs. In addition to keeping people working in our operation, revenue generated in our commercial print division offsets revenue needed in other areas of our operation including advertising. The effect of this keeps advertising rates low and affordable to Montana businesses.

Thank you for taking the time to consider our thoughts. Montana is a great state for these reasons.

Thanks for listening!



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