

## BONUS!

### PSMailers Live Demos Reap Rewards



We all know the power of PSMailers systems – designed to fold, seal and mail self-mailers in much less time than conventional methods. They provide everything your customer needs in one complete package to make light work of payroll and/or report processing, accounting, billing, direct mail, and many other applications in the business, financial, government and educational markets.

Now there has never been a better time to **show your customers** these mighty machines live and in action. That's because **for each qualified demo of a PSMailers system, you receive a \$50 gift card.** Plus, **for each sale of a PSMailers machine, you are eligible for \$50 in Wilmer Rewards.** Even better, each pressure seal document order over \$250 equals a **\$25 reward!** Demo, sell, bonus...it's that easy.



Whether it's the small but mighty PSM1800, the powerhouse PSM10K, or any model in between, a live demo puts the productivity, power and versatility of PSMailers right before their eyes. Your expertise will be front and center, too, as you demonstrate the right system to meet the needs of their business size and volume. And we'll support you along the way with promotional materials that make YOU the star!

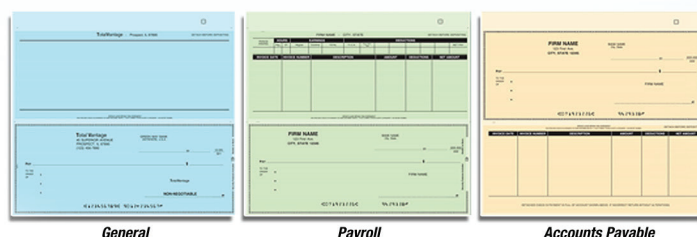
This fantastic bonus program runs now through December 31, 2016. Contact your Wilmer representative to schedule your PSMailers demo today!



PSMailers are made in America.

### Big news for small businesses NEW VOUCHER CHECKS

Fraud can be a silent killer of small businesses. According to the Association of Certified Fraud Examiners annual report, nearly half of all small businesses experience fraud at some point in their business lifecycle. Wilmer's new manual Voucher Checks provide the flexibility and security smaller businesses need to take care of business, and stay in business. Now available in **3 background colors** (Blue, Green and Yellow), **3 designs** (General, Payroll, Accounts Payable), with **7 standard security features** that protect businesses financial interests:



- Microprinting on Back & Front
- Padlock Icon on Front & Back
- Weave Pattern to Deter Fraud
- "Original Document" Phrase on Back
- "Non-negotiable" Phrase on Parts 2&3
- "VOID" Phrase on Backer
- Chemical Stain

Voucher Checks are conveniently available in quantities of 300, 600 and 900, with option of top or bottom check. For more security features and additional fraud protection products visit **4wilmer.com**

Contact  
Wilmer Customer Service at  
**800.4Wilmer (494-5637),**  
**wcs@wilmer.com**

### Industry/Product Updates

## IT'S HOT!

### STOCK LABEL PROGRAM

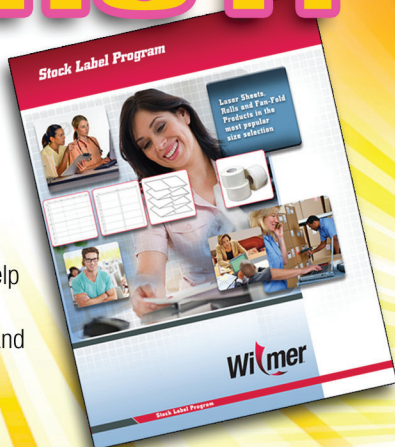
Nothing communicates as quickly and effectively as a label. That's why our Stock Label Program continues to be a hot offering at Wilmer. Available in Laser Sheets, Rolls and Fan-Fold configurations, Wilmer Stock Labels help businesses, schools, medical, and professional offices organize, identify and communicate information easily and effectively. Our comprehensive selection includes:

- Transcription Labels
- Laser/Ink Jet Cut Sheets
- Laser Sheet Labels
- EDP Stock Labels
- Thermal Transfer and Direct Thermal Transfer Labels

You can count on Wilmer high quality labels to perform consistently and be compatible with the most commonly used printers and software packages. In-stock label products usually ship in 1-2 business days with order confirmation!



**COMING SOON...**  
**2017 Year Label Guide**



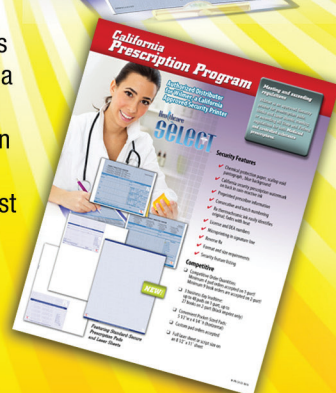
## IT'S HERE!

### California Prescription Program expands

No more California dreaming! As a California approved security printer, Wilmer now offers 8 1/2 x 11 full prescription laser sheets that **meet and exceed all State and Federal regulations for both Medicaid and controlled substance prescription.**

- Same security features as the convenient pocket sized pad
- Full laser sheet or script size on 8 1/2" x 11" sheet
- Priced the same as all other imprinted laser sheets
- Low minimum quantity
- \$10 Wilmer Reward on orders over \$100

With a population of nearly 40 million, the Golden State is a golden opportunity for greater sales with the expanded Wilmer California Prescription Program. For more information, see the CA Prescription Program Flyer on 4wilmer.com or contact customer service to request copies of (W-PR-CA-EU)





# Doug's Dialog

By Doug Apple, Vice President  
and General Manager, Wilmer

## Great to see you!

Forbes Travel Guide named Nashville one of the 16 top destinations for 2016. And for those of us who attended the PSDA16 P2P Solutions Summit in April, it is easy to see why. Nashville was the perfect setting for industry professionals to gather, share information, and build relationships. As this annual event has evolved over the years, we have seen how important that is to keeping our industry thriving. Attendees we met with on the show floor, during Game Night and at the Welcome Reception seemed to appreciate the opportunity to discuss the latest products, newest technologies, and untapped markets one-on-one with industry peers. Thank you for stopping by our booth... you are part of what makes the Wilmer experience so special. We look forward to seeing you again at another top destination next year!



# Wilmer

PO Box 2237  
Dayton, Ohio 45401-2237

RETURN SERVICE REQUESTED

## PSDA 2016 Expo...what a show!

The energy was palpable at the PSDA16 P2P Solutions Summit in Nashville this spring. More than 600 industry professionals gathered at the Gaylord Opryland Resort to connect, share ideas, and have a grand ol' time. At Wilmer, we enjoy this opportunity to meet one-on-one with customers and prospects and build long-lasting relationships that are the cornerstone of the document industry. Thank you to everyone who stopped by our booth and registered to win a Visa® debit card. And congratulations to the big winners:

**Rich C., M7 Business Systems, Cindy F., Digisource, Abe J., J&J Distributors**



## The Official Word on Patient Sign-In Sheets HIPAA Compliant Sign-In System

Patient sign-in sheets in medical offices today are as common as a stethoscope. But questions arise about the legality and use of sign in sheets. According to U.S. Department of Health & Human Services:

*Physician's offices may use patient sign-in sheets or call out patient names in waiting rooms, so long as the information disclosed is appropriately limited. The HIPAA Privacy Rule explicitly permits the incidental disclosures that may result from this practice, for example, when other patients in a waiting room hear the identity of the person whose name is called, or see other patient names on a sign-in sheet. However, these incidental disclosures are permitted only when the covered entity has implemented reasonable safeguards and the minimum necessary standard, where appropriate. For example, the sign-in sheet may not display medical information that is not necessary for the purpose of signing in (e.g., the medical problem for which the patient is seeing the physician).*

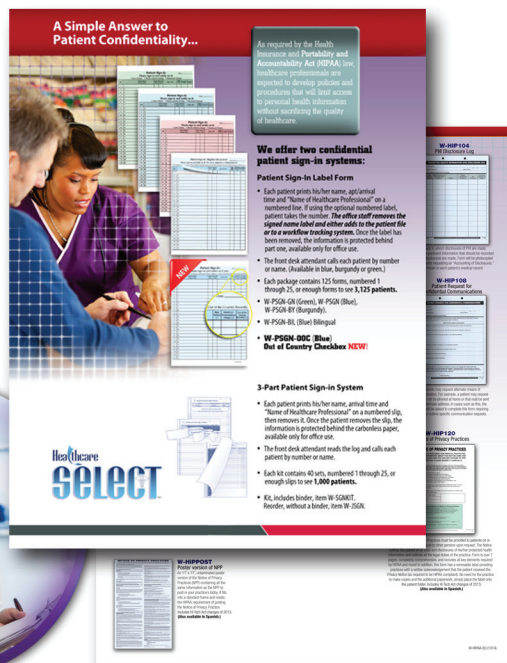
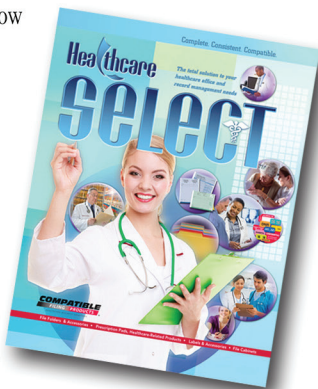
**What they do.** The patient sign-in sheet serves to protect the physician. It provides documentation that the patient was in the office on a specific date. This helps prevent fraud from Medicare, Medicaid and other insurance providers. It also deters patient billing disputes regarding date(s) of services rendered. Sign-in forms are the most simple, affordable, verifiable and effective way to prove a patient's visit to a medical office.

**What they can't do.** As explicitly stated by HHS above, physicians may NOT ask patients to indicate "reason for visit" on the patient sign-in sheets. According to Code of Federal Regulations 45-164.502:

*Incident to a use or disclosure otherwise permitted or required by this subpart, provided that the covered entity has complied with the applicable requirements of 164.502(b), 164.514(d), and 164.530(c) with respect to such otherwise permitted or required use or disclosure.*

Essentially, this means they cannot ask for "reason for visit" because that is protected information that they cannot allow other people to see, except (i.e.) billing clerk to process the claim. It can't be "out in the open" for anyone to look at.

To see the complete selection of HIPAA-compliant confidential patient sign-in forms and other products, see our Healthcare Select Compatible Filing Catalog. Or contact Customer Service to request your copy [W-CFP-CAT].



## MEET & GREET

### Fun Facts about Wilmer's Best



Bonnie



Dee

How many years have you been with Wilmer?

**27 years**

Best advice you've ever been given?

**Live every day as if it is your last.**

Best advice you've given?

**Treat others how you would like to be treated. Respect goes a long way in your personal & work lives.**

If you could have one super power, what would it be?

**Great physical strength**

What famous person would you like to meet?

**Oprah Winfrey**

What is your favorite sports team?

**Don't laugh, Cleveland Browns**

If you could learn to do anything, what would it be?

**Write a great novel**

What is your "go to" snack or dessert?

**Coconut cream pie**

How many years have you been with Wilmer?

**22 years**

Best advice you've ever received?

**Drop your baggage and let someone else pick it up.**

Best advice you've given?

**Don't sweat the small stuff, life is too short.**

Which actress should play you in a movie about your life?

**Julia Roberts**

What famous person would you like to meet?

**Mark Wahlberg**

Your favorite place to go for vacation or weekend trip?

**Jamaica**

If you could learn to do anything, what would it be?

**Surf**

How do you spend your free time?

**Doing anything outside**



**Selling Wilmer products has never been more rewarding!**

Visit [4wilmer.com/rewards](http://4wilmer.com/rewards) for details or call 800.4WILMER (800.494.5637)

### Wilmer Sales Reps

Name, Location & Phone Number

**Tom Jackson.....800.497.8687**

Portland, OR

**Bob Menker.....800.408.2372**

Dayton, OH

**Rick Osterholt.....800.767.9979**

Orlando, FL

**Bob Post.....800.653.3622**

Los Angeles, CA

**Eric Schroeder.....800.983.8660**

Chicago, IL

**Greg Stalker.....800.767.5265**

Atlanta, GA

**Jack Techtmann.....866.765.5106**

Philadelphia, PA

**Mark Travers.....877.977.0085**

Dallas, TX

### Strategic Dealer Consultants

**Dan Wilson.....714.604.6833**

Orange, CA

**Mark Christian.....937.972.7461**

Dayton, OH

### How to Reach Wilmer Customer Service

Customer Service **800.4WILMER**

Phone/Fax.....**800.494.5637**  
800.553.4849 fax

Presentation Folders.....**888.567.7373**  
866.902.6978 fax  
cs@wilmerfolders.com

Email.....**wcs@4wilmer.com**  
(customer service)  
**wilmer@4wilmer.com**  
(marketing)  
**artwork@4wilmer.com**  
(artwork files only)

Website.....**4wilmer.com**

Mail Order Requests....Wilmer  
515 W. Sycamore St.  
Coldwater, OH 45828

Email Invoicing.....**wcs@4wilmer.com**  
Requests

Wilmer online portal.....**yourwilmer.com**