

THE FEDS & MEDS

Maximize the security, availability, and options of Wilmer Rx Pads

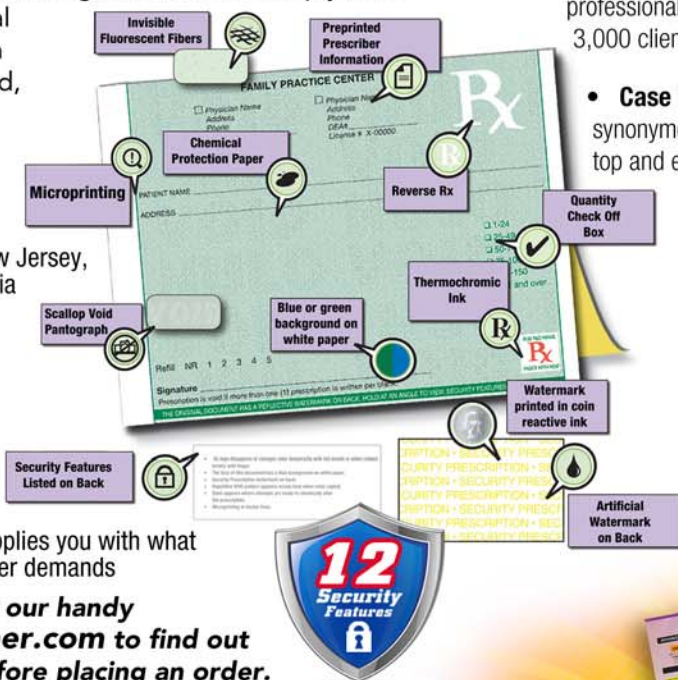
Prescription drug use and expenditures are on the rise in the U.S., and projected to continue increasing faster than overall health spending, a 2016 report the Department of Health & Human Services tells us. To put this into perspective, the Fed's estimate about **\$457 billion was spent last year on prescription drugs** in this country.



That growing trend means huge potential for you, but also increased Federal regulations for prescription products. Wilmer is ready to meet both sets of demands. As an approved vendor for federal-regulated Rx Pads, Wilmer continues to keep up with the latest in Rx pad technology incorporating **12 security features to reduce the occurrence of prescription drug abuse**. Wilmer Rx pads and products are guaranteed to comply with state guidelines and Federal regulations for prescription format and meet, or exceed, security features.

- Approved security printer in California, Colorado, Delaware, Florida, Indiana, Kentucky, Maine, New Jersey, Washington state, West Virginia and Wyoming
- Exceed Federal guidelines in every other state (except NY, due to their online sole supplier program)
- Available in small and large quantities, stock or custom
- Expanded product offering supplies you with what you need to meet your customer demands

To get started, check out our handy Rx flowchart at 4wilmer.com to find out what questions to ask before placing an order.



THE LAW IS ON YOUR SIDE

According to a recent global report by Deloitte, the demand for legal services is growing, particularly in the area of regulatory compliance. That's good news for you because Wilmer carries a full range of legal products that are must-haves in any law office:



• Trademark/Patent Application Folders -

With technology continuing to drive the demand for U.S. trademark and patent applications, look to the Wilmer line of quality, customizable Legal Folders for U.S. Trademark Applications, Foreign Patent Applications, and Domestic Patent Applications. Choose from three colors and custom printing options.

• **Confidential Sign-In Forms** – Much like medical practices, these forms are critical for privacy and protection in law and other professional offices. Includes enough forms for more than 3,000 clients; stocked and ready to ship in 24 hours.

• **Case Binders** – Paperwork and legal are nearly synonymous! The perfect solution is Wilmer heavy-duty top and end tab case binders to store and organize those bulky files; available in 10 colors in Letter and Legal size.



Industry/Product Updates

'Tis the season for PRESENTATION FOLDERS

The hospitality industry never rests! As soon as summer travel season ends, holiday travel is always right around the corner. Now is time when hotels, casinos, resorts and spas replenish and update hospitality presentation folders for the best in customer service. From in-room information and guest services packets to key card holders, these marketing tools are ideal for projecting the right brand image.

Affordable and customizable, Wilmer Presentation Folders are ready in as quickly as seven business days from proof approval. Choose from these products in a wide range of paper colors and foil options:

- **Key Card Folders**
 - o 3 1/2" x 6" standard
 - o choice of one or two pockets
 - o horizontal key slit
 - o customize with a number of stock and imprint options
- **Gift Card Sleeves**
 - o 3 3/4" x 2 1/2" standard
 - o single sleeve, thumb cut
- **Standard Presentation Folder**
 - o 9" x 12" classic two panel
 - o choice of one or two pockets
 - o choice of reinforced side(s)
 - o choice of double scored backbone for additional capacity



To request a Presentation Folder kit, samples, or a quote, call 888-567-7373, or email cs@wilmerfolders.com.



2017 COMPATIBLE YEAR LABEL GUIDE NOW AVAILABLE

Think Bold. Go Bright. SAVE 50%!

It's never too late to think about the future. Our new 2017 Compatible Year Label Guide is now in stock and ready to ship to customers planning to be bold, bright and better organized in the new year. Contact Wilmer Customer Service to order the non-branded Wilmer 2017 label guide and price list (request W-CFP-YLG-X). This preview of the complete line serves as a handy reference guide to share with customers. Guides are available in an economical pack of 25 and conveniently fit in a #10 envelope. Market them with your own company's stamp or label. Be sure to ask your Customer Service rep about our custom label options. **And now through December 31, 2016, we're offering a 50% discount on 2017 Year Labels!**

Do YOU demo? Deadline is December 31st!

There has never been a better time to demo and sell PSMailers equipment. 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.

From the small but mighty PSM1800 to the powerhouse PSM10K, a live demo puts the productivity, power and versatility of PSMailers right before customers' eyes. This rewarding bonus program runs now through December 31, 2016. Contact your Wilmer representative to schedule your PSMailers demo today!



Doug's Dialog

By Doug Apple, Vice President
and General Manager, Wilmer

YOUR 4th QUARTER CHALLENGE: Get Personal!

I'm calling for a pause in technology for the rest of the year. Not a throw-your-cell-phone-and-laptop-into-the-river kind of pause, but a brief pivot back to a more personal, old school way of doing business. During this last quarter, I challenge you to reach out to your customers to schedule live, in-person demos of PSMailers systems. No online videos, no impersonal emails to do the work for you.



Just YOU establishing quality face time with your customers and prospects demonstrating how a PSMailers system can improve their productivity, save time, money, less hassle and more. There is no better way to establish your expertise, build long-term customer loyalty, convert leads to sales, and earn bonus bucks to boot. For every qualified demo, Wilmer will give you a \$50 gift card, and with every PSMailers sale, you are eligible for \$50 in Wilmer Rewards (See our cover story for more details).

It's time to put the human touch back into what we do professionally (and personally, I might add). At least until the end of the year. You might find it so rewarding beyond our PSMailers promo that you'll want to make it your new year's resolution.

THINK CUSTOM!

Get your products Printed, Stored, and Delivered On Demand!

Wilmer puts the "custom" in customer service with our Custom Products capabilities. Saves time, lowers costs, boosts productivity and your bottom line. Plus, you get exactly what you need, when you need it.

- Custom printing on a wide range of products
- Store your custom stock in one of our 5 strategically located warehouse facilities
- Ship from the warehouse when you need it



Visit our website **4wilmer.com** to see the full line of custom products. Or call Wilmer Customer Service at 1-800-4WILMER (1-800-494-5637, option 2) to start a conversation about it today!

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 Techtman.....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

Wilmer

PO Box 2237
Dayton, Ohio 45401-2237

RETURN SERVICE REQUESTED

A LIFETIME OF SERVICE

Wilmer employees never cease to amaze us.

Recently, Terry August of our Coldwater, Ohio facility celebrated 50 years of service with the organization. Just barely 24 years old, Terry was hired in September 1966 as a Cutter. He has faithfully served in that capacity for five decades, except for a brief stint in the warehouse. An equally dedicated American citizen, Terry served two years in the U.S. Army in Germany and played baseball in the Army Reserves for eight years. We're proud and honored to have him!



PASS THE ENVELOPE, PLEASE

It's Healthcare enrollment time!

Like clockwork, every fall companies distribute enrollment information to employees to enroll in a healthcare plan for the new year. This creates a huge opportunity for you as businesses look to the best solutions to deliver that time-sensitive information. Wilmer is ready to pass the envelope – in any size, shape and color you need – to meet that demand. Visit **4wilmer.com** for more product details and valuable marketing support materials.

MEET & GREET

Fun Facts about Wilmer's Best



Julie



Deb

How many years have you been with Wilmer?

34 years

Best advice you've ever been given?

No matter how hard your life is, go to bed grateful you still have one.

Best advice you've given?

Everything in life is easier when you don't concern yourself with what everyone else is doing.

What famous person would you like to meet?

The Pope

What is your favorite sports team?

**College: OSU Buckeyes;
Pro: Cincinnati Bengals & Reds,
Cleveland Cavaliers**

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

Sign language to communicate to those who are deaf.

How many years have you been with Wilmer?

31 years

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

Melissa McCarthy

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

To make my way around and be invisible!!!

What famous person would you like to meet?

Ellen Degeneres. I would love to travel to California and be on her Christmas giveaway show! That is on my bucket list.

What is your favorite sports team?

Ohio State Buckeyes, of course

What is your favorite musician/band or style of music?

I'm a little bit country and a little bit rock and roll

What is your "go to" snack or dessert?

As long as I can go to it, it will work!



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

Visit **4wilmer.com/rewards** for details
or call 800.4WILMER (800.494.5637)