






Product	Available Sizes	Stock	Options
Brochures 	8 1/2" x 11"	100# Gloss Text	<ul style="list-style-type: none"> • Full color • Spot color • Double sided • Folding options available
Flyers 	8 1/2" x 11"	100# Gloss Text	<ul style="list-style-type: none"> • Full color • Spot color • One or Double sided
Posters 	11" x 17"	100# Gloss Text	<ul style="list-style-type: none"> • Full color • Spot color • One or Double sided
Postcards 	4" x 6" 5 1/2" x 8" 1/2" 6" x 9"	100# Gloss Cover	<ul style="list-style-type: none"> • Full color • Spot color • One or Double sided
Banners 	Various	High quality vinyl with hemmed edges and grommets.	Excellent for indoor or outdoor displays
Custom	Call Wilmer Digital Customer Service for a quote! 800-443-8847, option #2		

DIGITAL ON DEMAND

Quick, quality printing solutions the Wilmer way

Help customers bring life to print materials on demand – from brochures and flyers to posters, banners and custom orders. No order is too big or small for quick turnaround from one of three print locations in the U.S.

Wilmer provides exceptional image quality with every run and easily accommodates exact quantities, easy reprints and last-minute color corrections, too!

DIGITAL SOLUTIONS

WHO'S YOUR HOOSIER Rx SOURCE?

Wilmer is!! Laser Rx Sheets now available in Indiana

As part of Wilmer's continuing effort to keep up with customer demand, we are pleased to announce our latest addition to the prescription pad line: Laser Rx Sheets for the state of Indiana's controlled substance scripts. Available as a blank sheet, your customer must print all information to have the script meet Indiana guidelines (856 IAC 1-34). Or have Wilmer do the imprinting for you! Our Laser Rx Sheets for the Hoosier State are available at the same great pricing as our other laser Rx sheets.

BONUS! Earn \$10 in Wilmer Rewards with each new RX order! Not a Wilmer Rewards member? Ask your Wilmer customer service provider about getting started today.



THE NEW CHECK IT OUT! 3 DAY TURN!

New 3-Day Turnaround on Laser Checks

Wilmer financial products just keep getting better and better: competitive pricing, added security features in the laser check paper including a hologram option, and now a quicker turnaround time. We've decreased our production schedule to just 3 days for two of our most popular Laser Check products. Check it out...

Standard Laser (black imprint)

3-day turnaround, PLUS...

- Minimum of 12 Security Features
- Multiple Pantograph Options & Perforation Positions
- 14 Standard Check Colors

Basic Laser (black imprint)

3-day turnaround, PLUS...

- Minimum of 10 Security Features
- 4 Colors, 1 Panto
- Economically priced

Stock Laser Checks including hologram option, ship same day!

Total Vantage

NEW Wilmer White Papers

explore real solutions to real-world challenges

Businesses face challenges every day that are often very costly and inefficient. At Wilmer, we make it our business to provide real solutions to their very real problems, helping them save time, money, labor, ensure the satisfaction of their customers, and prevent a host of potential issues.



Visit 4wilmer.com/Resource-Library on any of your devices to read our latest white papers:



1. Healthcare Forms Meet Compliance and Privacy Needs & Best Practices

Learn how Wilmer was able to provide a large medical practice better, more consistent pricing on scripts and ensure that all are state compliant.

2. Big Customer Payoff with Complete Pressure Seal System

Discover how a high-volume payroll company was able to successfully process 10,000 checks a week to meet their clients' payroll deadlines and address the privacy needs of their clients.

3. Secure Check System for Multi-Office Business Streamlines Ordering, Fights Fraud

See how Wilmer created a one-source ordering solution for an industrial company with 20 locations that streamlined ordering, provided a uniform look, and incorporated security features to prevent costly fraud.

WE'VE GOT YOU PEGGED

Wilmer Pegboard Checks are the top choice of small businesses, start ups, and companies on the rise for simplified, accurate check writing and record keeping. These one-step systems minimize errors, are less time consuming and more economical than duplicate and software-based check systems. Pegboard checks also serve as a great backup for any software system.

The Wilmer line of Pegboard products includes:

- Binders & Posting Trays
- Wide Variety of Checks
- Journals
- Ledgers
- Matching Envelopes

Doug's Dialog

By Doug Apple, Vice President
and General Manager, Wilmer

"In any team sport,
the best teams
have consistency
and chemistry."

Roger Staubach,

NFL Dallas Cowboys quarterback (1969-1979)

The Dallas Cowboys' "Captain America" certainly knew a thing or two about what makes a winning team. At Wilmer, we'd like to think we do, too.

That's why when I read the comment from Tim Beachley of Beachley Medical about the Wilmer team having a deep bench, it made me smile.

It's a flattering analogy that means so much more when it comes unsolicited and from the outside. Lots of businesses like to boast they have a "great team," but hearing it directly from a customer reassures all of us that we are doing many things right. Our recent webinar success story is an excellent example.

We pulled together our team of experts on the inside and ended up developing a distributor label sales program that makes their team even stronger.

Every day, we strive to foster the consistency and chemistry that makes Wilmer the best team in the league. *We think Roger Staubach would agree.*



PRESSURE SEAL EQUIPMENT

A model for every size business

OUT: Cookie cutter products.

IN: Productivity solutions, like PSMailers systems, that meet the exact needs of a business and help save valuable time, money and resources. From low volume models to robust, high-capacity pressure seal equipment, plus a wide variety of self mailer documents to choose from, there is a PSMailers to fit any size business.



Manufactured in the USA, PSMailers offer seven folder/sealer models to choose from, with a range of productivity features such as:

- adjustable fold plates
- batch counting, robust duty cycles
- bottom feed technology and integrated conveyor output systems

Businesses of all types seek maximum ROI, and PSMailers deliver. Plus, each sale of a PSMailers machine is eligible for \$50 in Wilmer Rewards!



Need sales support? Go to psmailers.com to view products, find the right machine, watch video demos, and read blog posts from "The PSMailers Guy."

Wilmer

PO Box 2237
Dayton, Ohio 45401-2237

RETURN SERVICE REQUESTED



TRADE SECRETS

Hot tips from successful Wilmer Dealers

Dealer's
Corner

Build a winning team.

For Beachley Medical Office Solutions, it's all about the team. This Maryland-based company has served physician and medical practices in the Mid-Atlantic region since 1991, providing complete office supply needs - including custom printing, medical forms, specialty filing supplies, office furniture, office and janitorial supplies, and more. According to Tim Beachley, Account Executive with Beachley Medical, this family owned and operated company prides itself on outstanding personalized service from a professional team that knows their customers' medical language. "We have an extraordinary team of account executives and managers who are healthcare certified," he explains. To ensure long-term success, Beachley seeks to build a winning team not just internally, but also with its outside business partners.



"We have been with Wilmer for over 20 years. The products and solutions offered by Wilmer have contributed to the consistent growth we have experienced at Beachley Medical," says Tim. "As our key contacts at Wilmer have retired over the years, they have always been replaced by equally top-notch Wilmer team members. If Wilmer were a sports team, I would say that their bench is deep and they recruit quality people." Tim also says Wilmer's consistent new product development for critical medical forms/solutions help Beachley stay current and competitive.

"We plan on staying a Wilmer distributor for many more years." Bottom line? It takes a winning team, inside and out, to foster ongoing success.

Have a Trade Secret or success story you'd like to share with fellow dealers? Email us at wilmer@4wilmer.com

How the Wilmer team turned a single distributor webinar into a highly successful label sales program

Labels present a golden opportunity for sales and profits – and the Wilmer team knows how to make it happen. That's what one large Wilmer distributor quickly discovered after participating in a special webinar conducted at one of our local distribution centers. The Wilmer team put together a compelling presentation, sample packets, and label collateral that told the complete Wilmer Label "story."

The distributor was impressed by Wilmer's extensive label product line as well as the team's knowledge of and enthusiasm for the label industry. This led to an overall analysis of their recent label orders which illustrated that Wilmer labels outperformed other label producers in every category, every time, with high quality, aggressive turn times, top-notch support, competitive shipping and value pricing. The conversation didn't end there. As a follow-up to the webinar, the Wilmer team then developed an entire label sales program for the distributor, including:

- Retail-priced catalog of top selling items for consumers (Item # W-LBL-CAT-RPL)
- Net-priced catalog for distributor sales team (Item # W-LBL-CAT-PL)
- Distributor-branded sales sheets for over 20 vertical markets
- Custom sales kits with information on Wilmer customer service, quoting, shipping, sales sheets, samples, etc. By investing time and meeting with Wilmer, this distributor now has a label partner they know they can rely on for sales, support and superior products as they transition existing and new label business to Wilmer.

Caring in Coldwater

Employees at the Wilmer Coldwater plant care not only for you and your customers' needs, but also for the community, near and far. Every few months, Coldwater staff members visit Briarwood Manor, a local assisted living facility, to call BINGO and play cards with the residents.



The residents enjoy these special visits and the Coldwater employees find the experience rewarding and well worth their time.



Meeting community needs from afar, the Coldwater office teamed up with the local Kiwanis club for the second year in a row to collect much-needed shoes for citizens of Haiti. Haitian residents without shoes often tape water bottles to their feet to avoid contracting diseases from being barefoot. The Coldwater employees were more than happy to donate OVER 500 pairs of boots, sandals, sneakers, slippers, flip flops this year alone, which the Kiwanis members will clean, dry and ship to Haiti.

Win with Wilmer!

Earn cash back on your reloadable, prepaid Wilmer VISA® Rewards Card.

Visit 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

Mark Christian.....937.972.7461

Dayton, OH

Rhonda Perry.....614.949.0685

St. Petersburg, FL

Dan Wilson.....714.604.6833

Orange, CA

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

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Labels.....cs@wilmerlabels.com

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Coldwater, OH 45828

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Requests

Wilmer online portal.....yourwilmer.com