

SOLD!

Presentation Folders gives real estate marketing great curb appeal

Millennials are on the move! To be exact, this generation will account for 45% of mortgages, compared to Boomers (17%) and GenXers (37%), according to Realtor.com. And with 2020 gearing up to be the peak year for Millennial home buying, Wilmer keeps real estate professionals ready to sell with a full line of Presentation Folders that deliver curb appeal geared to a generation of clients:



- **Document Mini Folders** – perfectly sized for invoices, appraisal receipts and other real estate documents
- **Legal Sized Folder** – for safe keeping of important information like closing papers, home inspection reports and any other legal sized documents
- **Standard Size Folders** – designed to showcase the real estate professional's brand, property listing information, property management services, transaction information, and other letter-sized documents

For more information visit:
cswilmerfolders.com or
888-567-7373.

HAVE YOU HEARD??

PrintPlayer

NEW
Wilmer e-Commerce Site now available – with special Internet pricing!

It's here! The new Wilmer online ordering site – 4printplayer.com. Launched in February of this year, PrintPlayer makes ordering online, any time, fast and easy and is loaded with online features like:

- Customized imprint Standard Laser Checks and Deposit Tickets
- Customize products with logos or choose from our logo library
- Preview your product as you add variable information
- Send a PDF proof to your customer for approval from the system
- Order products any time, 24/7



Products available for online ordering include:

- Standard Laser Checks
- Blank Laser Checks
- Pressure Seal Stock Documents
- Software Compatible Envelopes
- Deposit Tickets

PrintPlayer Bonus!

Pressure seal documents are HOT and we have them in stock and ready for order at 4printplayer.com. Choose from a wide range of folding styles for different mailing and marketing needs.

Laser products are also ready to order at your fingertips online. Check out our line of stock products. We offer real time proofs, stock orders shipped within 24 hours of placing your order, and 3-day turnaround on imprinted orders.

Added bonus: Take advantage of our special online pricing! Check out 4printplayer.com. Questions? Contact Wilmer Customer Service at 800-494-5637.



THINK THERMAL!



New Thermal Rx Rolls for Florida

As part of our ongoing effort to offer Rx products compliant with the latest federal and state regulations, Wilmer now offers thermal Rx rolls (PRES-THERMBLFLUR) with the batch# on front in the upper right hand corner to meet Florida regulations requiring this feature.

Like all of our tamper-resistant prescription thermal rolls, this new product includes critical security features:

- Flat screen void pantograph
- Reverse Rx
- Blue Background
- Artificial watermark
- Batch numbering
- Thermochromic ink

Putting the CUSTOM in Customer CUSTOM

Wilmer makes it easy to give the customer what they want with our Custom Products program. Customize a wide variety of products with your customers' graphics and brand standards such as:

- Pressure Seal Mailers
- Healthcare products – Prescription Pads, Filing Products, and Superbills
- Laser/Continuous Checks & Forms
- Envelopes
- Jumbo Rolls
- Compatible Pegboard Products
- Presentation Folders
- Labels



Save on shipping and storage costs, too:

- **Store custom projects** in one of five strategically located distribution facilities. Choose the best location to lower freight and get faster delivery.
- **Ship on demand** from the warehouse when needed.

Take advantage of volume printing.

For more information, visit the Custom Products tab on 4wilmer.com today.



COMMUNITY CARING IN COLDWATER

Employees at our Coldwater, OH, facility have always had a warm heart. When the team heard about a local initiative – **A Park 4 All Abilities** – to enhance the Coldwater Memorial Park with all-inclusive playground equipment to be enjoyed by children of all abilities, they hopped, skipped and jumped right in. The Wilmer Coldwater employees organized and hosted not one, not two, but THREE fundraising activities at the Wilmer facility: a community breakfast bar complete with eggs, pancakes, sausage & biscuits with gravy and fruit; a 50/50 raffle; and a Valentine's Day bazaar and raffle for gift cards to local restaurants, merchants and Amazon. Their efforts helped raise \$1,500 for the cause.

To learn more, visit apark4allabilities.org.

Doug's Dialog

By Doug Apple,

Thanks for an amazing journey.



As I write this, I am packing up my office to wrap an incredible 48-year career with Wilmer and begin a new phase of life in retirement. The title on my name placard says "Vice President/General Manager" but it seems like only yesterday that I joined the company in 1971 in the accounting department of the Dayton office. It wasn't long before I moved into sales and moved around to many places, including Colorado, Tennessee and Texas, servicing accounts across the country. Taking on the helm at Wilmer in 1997, I had the pleasure and privilege of working with a fantastic team that brought a laser focus on our distributor relationships. Thanks to your enthusiasm, loyalty, and partnership with the Wilmer brand, you helped us grow into a true leader in the industry – and have some fun along the way. **And for that, I am eternally grateful.**

While this may be the last Doug's Dialog, it is certainly not the end of Wilmer's ongoing dialog with you. Your input and best interests will remain a high priority at Wilmer. I am confident that the level of quality, commitment and service you have come to expect from Wilmer under my leadership will continue seamlessly under the direction of Joel Wynne, Director, Sales & Marketing.

All my best to you, Doug Apple



PO Box 2237
Dayton, Ohio 45401-2237

RETURN SERVICE REQUESTED

MEET TOM JACKSON

Now serving the West Coast

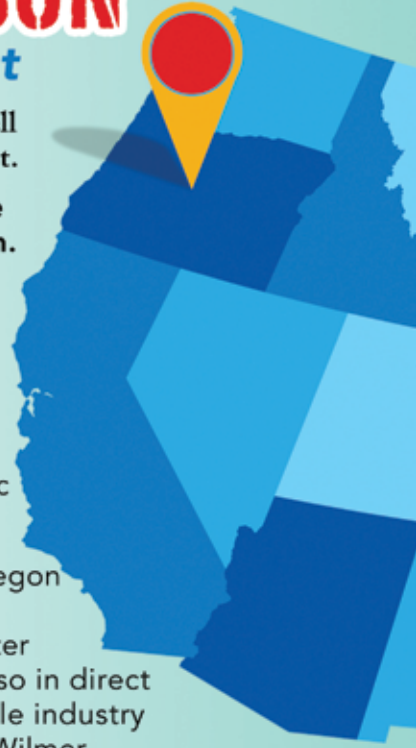
In our last WilmerWorks issue, we bid a fond farewell to long-time West Coast Account Manager Bob Post.

Now, we are pleased to give a warm welcome to Tom Jackson who is now serving the region.

As a senior account manager for Wilmer, Tom has partnered with Wilmer dealers for 32 years helping grow their sales through marketing and developmental strategies. His leadership skills, determination and strong interpersonal skill set have served to bring industry-leading solutions and services to customers in the Pacific Northwest and Rocky Mountain states.

Soon after graduating from the University of Oregon (Go, Ducks!), Tom joined a large national forms manufacturer for a field sales assignment. He later joined a leading one-write systems provider, also in direct sales. Both positions equipped him with valuable industry experience to launch his successful career with Wilmer.

Tom has three married daughters and resides in Portland, OR, with his wife. He looks forward to serving West Coast accounts in his new role.



KEEP IT CONFIDENTIAL

Sign-in Sheets protect personal information & quality of care

Patient confidentiality is here to stay. Wilmer helps healthcare offices and facilities meet the patient confidentiality requirements established by The Health Insurance and Portability and Accountability Act (HIPAA) law with two confidential patient sign-in forms:

Patient Sign-In Label Form

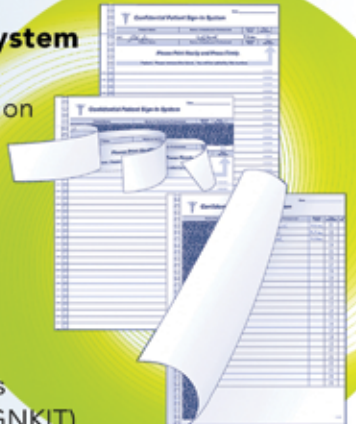
- Patient prints name and arrival/appointment time, health care professional removed signed label and adds to patient file or workflow tracking system. Once label is removed, the information is protected and available for office use only.



- Available in Blue (W-PSGN), Green (W-PSGN-GN), Burgundy (W-PSGN-BY) or Bilingual/Blue (W-PSGN-BIL)
- Each package contains 125 forms, numbered 1-25 enough forms to see 3,125 patients

3-Part Patient Sign-in System

- Patient prints name and arrival/appointment time on a numbered slip, then removes it. Patient information is protected behind carbonless paper for office use only.
- Each kit contains 40 sets, numbered 1-25 – enough slips to see 1,000 patients
- Kit includes binder (W-SGNKIT). Reorder without binder (W-JSGN)



Non-medical Sign-in Forms also available! Perfect for law firms, schools and more.

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	
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 cs@wilmerfolders.com
Labels..... cs@wilmerlabels.com 800.443.8847
Digital..... cs@wilmerdigital.com 800.443.8847 option#2
Email..... wcs@4wilmer.com (customer service) wilmer@4wilmer.com (marketing) artwork@4wilmer.com (artwork files only)
Email Invoicing Requests..... wcs@4wilmer.com
Website..... 4wilmer.com
Mail Order Requests..... Wilmer 515 W. Sycamore St. Coldwater, OH 45828
Wilmer online portal..... yourwilmer.com
eCommerce..... 4printplayer.com