

It's baaack... and better than ever!



GOLDEN Opportunity REWARDS

The more you sell, the more you earn!

The Wilmer Rewards program that earns you cash back on your new orders just got more rewarding! Highlights of the 2019 Wilmer Golden Opportunity Rewards program include:

- No limit to the amount of rewards you can earn.
- Custom orders eligible for up to \$1,000 in rewards.
- Use your rewards card everywhere Visa debit cards are accepted, too – everything from restaurants and movie theaters to retail stores! (excludes gas stations and ATMs)
- **PLUS**, for every purchase made with your card at any of the participating merchants, you receive 5% of the transaction total back onto your card!
- Receive text message alerts for transactions on the account.
- Cardholder website myprepaidcenter.com lets you manage your Wilmer Rewards account easily, any time.

New to the program? Here's how it works:

1. **Sign the Wilmer Rewards Agreement** to become eligible to participate (email wilmer@4wilmer.com to request the form)
2. Place an order by emailing wcs@4wilmer.com or calling **800-494-5637**. See list of qualifying products at www.4wilmer.com/rewards.
3. **Submit a coupon with your order.**
4. **Wilmer will send you a new pre-paid rewards card** for each month you participate!*

It's a "Golden Opportunity" to earn rewards for all your hard work. Take advantage of it today!

*Wilmer will issue a new pre-paid rewards card each month you submit qualifying orders. Your re-loadable rewards card from the previous promotion will not be receiving any new funds.

Billing statements that get

NOTICED



Bills that get noticed, get paid!

According to CPA Practice Advisor, one of the top ways to get invoices paid on time is to make them more personable with a different color scheme. That's where Wilmer comes in! Our billing statements let you turn plain white invoices that get lost in the shuffle to colorful stand-out documents that command attention. Choose from blue and burgundy in stock, or custom order a color to your customers' specific needs. Don't forget the envelopes, like our double window option available in self-seal or gummed.

Source: cpapracticeadvisor.com

WOULD YOU LIKE AN ORDER OF ENVELOPES WITH THAT?

McDonald's practically invented the upsell...

with its classic "Would you like fries with that?" sales pitch. If it works for fast food, it will certainly work in the business documents business! Take, for example, envelopes. Every day, customers place orders for a variety of business forms and documents, from healthcare and financial to everything in between. Typically those products need a mailing or return envelope, and often times both. All you have to do is ask!

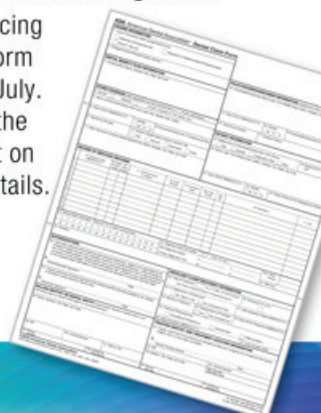
- **Selling claim forms?** Specify envelopes for submission.
- **Taking an order for billing statements?** Consider two envelopes: an outer envelope for invoice and a return envelope for payment.
- **Ordering checks or pegboard products?** They need compatible window envelopes.

*It's really that easy. So the next time you take an order, think McDonald's and ask: **Would you like envelopes with that order?***

OPEN WIDE!

2019 Dental Claim Form coming soon

Wilmer will be introducing a new Dental Claim Form available for order in July. Watch your email for the official announcement on product availability details. Sign up to receive important email announcements at 4wilmer.com.



Custom Printed Products

TAKE NOTE!

Introducing Custom Printed Post-it® Notes!

Post-it® Notes hit the market in 1980 and the popularity of the sticky paper is higher than ever! Wilmer is poised to help you tap into that market by now offering Custom Printed Post-it® Notes! Custom Printed Post-it® Notes are available with any brand message, company logo, or personalization your customer is looking for. Allowing the message to be seen sheet after sheet. Custom Printed Post-it® Notes are associated with quality, value and a brand that is well known in the industry. Stick with a note you know and trust!

Help your customers express themselves with notes as unique as they are with a wide range of Custom Printed Post-it® Notes. Available in multiple pad sizes, ink processes, and in 24 Hours! Also, available are Custom Printed Pop-up Note Dispensers and Post-it® Custom Printed Flag + Writing Tools. Choose from hundreds of full-color designs or create a custom design. For more information,

contact a Wilmer Notes representative: cs@wilmernotes.com, 800-319-8273.

Source: Worldwatch.org



KEEP IT CONFIDENTIAL

Confidential sign-in forms aren't just for healthcare offices! Many businesses such as law firms and schools need front desk sign-in forms. Wilmer Confidential Sign-in Forms are designed to keep visitor information confidential from future guests or clients, but allows for complete tracking on the last page for office use. The perfect system for confidentiality and record-keeping!

Confidential Sign-In Please sign-in below			
No.	Please Print Name	Appointment With	Actual App. Time
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Joel Wynne

Wilmer Director of Sales & Marketing, answers questions inquiring minds want to know.

In this space every quarter, Joel Wynne, our Director of Sales & Marketing, will answer distributor questions about industry trends, new Wilmer products, and other topics related to business documents and services. We'll kick off this inaugural column with a few questions of our own for Joel...

“Hey, Joel! What will be your focus in Sales & Marketing at Wilmer?”

Joel: My goal is to supply our distributors with products they can resell confidently to their customers as the most advanced and industry-compliant in the market. Our team is dedicated to being the partner of choice for our distributors and working endlessly to create a win for everyone involved in the value chain. That “win” is ultimately the end-customers’ satisfaction. My commitment is that everyone in Wilmer, from manufacturing to sales, will always work with - and through - our distributors to meet that end. I look forward to continuing and building relationships with our distributors. Feel free to send me an email or give me a call at any time to discuss the market, Wilmer, or the latest Star Wars movie!

Email: joel.wynne@4wilmer.com
Phone: 937-221-2533

What experience do you bring to the role?

J: I have been with Wilmer a combined 20 years. I started in pricing back in 1996 then moved into product marketing where I was responsible for our Software Compatible products such as laser cut-sheets and continuous checks and forms, as well as our Custom Product line. Later, I introduced our PSMailers pressure seal product line and helped grow that to what it is today. In 2004, I was placed in charge of all marketing for Wilmer. After leaving to work for Illinois Tool Works (ITW) for a few years, I returned to Wilmer as a Strategic Dealer Consultant, then promoted to Director, Strategic Sales & Marketing in 2015 where I oversaw all marketing again as well our Strategic Sales team.

Okay, so what do you do for fun?

J: With our kids starting to leave the nest, I rediscovered my love of music and have been working at a local concert venue when my schedule permits. I have always enjoyed music and this exposes me to a wide variety of music and reunites me with some of my favorites from my younger days.

Got a question for Joel? Email it to:
joel.wynne@4wilmer.com



PO Box 2237
Dayton, Ohio 45401-2237

RETURN SERVICE REQUESTED

Put the pressure on profit with Pressure Seal Machines



It's time to take the pressure off customers who are still folding and stuffing envelopes the labor-intensive way. PSMailers pressure seal systems, available in seven different machine styles and capacities, print, fold and seal documents in a fraction of the time, saving customers on time and labor.

New 14" V-fold ideal for targeted mailings



The full line of PSMailers documents includes the new 14" V-fold. This fold style is perfect for Every Door Direct Mail (EDDM) mailings available through the US Post Office nationwide. This hyper-targeted mailing service is essential to businesses looking to reach their audience in a specific geographic location by carrier route without having a list of resident names or addresses. The V-fold document gives businesses a blank canvas to design their message in twice the space of a regular postcard. All printed, folded and sealed with a PSMailers machine.

It's an excellent marketing solution you can bring to your customers looking to grow. Best of all, you'll receive \$50 in Wilmer Rewards for each pressure seal machine sold and \$25 for new document orders! That's putting positive pressure on your personal profits!

Electronic health records haven't eliminated the demand for Laser Rx Sheets

Contrary to what you might think, electronic health record (EHR) systems have not completely eliminated the need for printed scripts. Many health care providers need the flexibility and alternative option of printing scripts. Wilmer Laser Rx Sheets are available with a blue or green background, in full, half or quarter sheets. For your customers located in a state with specific guidelines, check out our stock options for California, Delaware, Indiana, Kentucky, New Jersey and Washington.



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**

Wilmer Coldwater workers rally to bring relief after devastating tornadoes



The frightening cluster of tornadoes that struck southwestern Ohio over Memorial Day weekend left thousands of residents without power or clean water, and understandably shaken. The twisters hit close to home for the Wilmer Coldwater facility, including two nearby towns of Celina and St. Mary's, so employees at the plant did what they always do in times like this. The day after the disaster, plant workers quickly rallied raising \$500 before lunchtime to deliver two vanloads of water, Gatorade, ice and food for those in need. The outpouring of help from our plant crew and the many Ohioans, out-of-town volunteers and relief workers who came to the aid of tornado victims truly makes us **#Ohioproud #Ohiostrong!**