

Keep accounting in check with Wilmer Financial Products

A Complete Business Solution

Accounting is a critical function in any business. Small businesses are especially vulnerable to potential issues since only 33% employ a bookkeeper and only 23% employ a non-CPA accountant, according to a study of small businesses by Accounting Today.

With Wilmer financial products, business have access to a complete business solution, including all the professional tools they need to keep their accounting in check:

- Deposit Tickets & Deposit Bags
- Banking Documents
- Stock Computer Paper
- 3-On-A-Page Check Systems
- Traditional Pegboard Systems
- And so much more!



To learn more about our traditional financial product line, visit 4wilmer.com and click on the "Financial Accessories" tab

Source: www.accountingtoday.com/news/few-small-businesses-employ-bookkeepers-or-accountants

Get creative with Post-it® products

Print variable information to customize messages

Businesses are always looking for ways to stand out, promote their brand, and catch customers' attention. One of the easiest, cost-effective solutions is printing variable information, called dynamic variable print, on business forms and products.

Wilmer is pleased to offer this option on one of the most useful and used office products around – Post-it®!

Dynamic print variable copy allows businesses to customize every sheet in a Post-it® pad. Great for numbered sheets, barcoding, inspirational quotes, or random coupons throughout the pad. The possibilities are endless!

Contact Wilmer today to discuss your next dynamic print Post-it® Note order: 800-319-8273 or email cs@wilmernotes.com



With dynamic print variable copy, you get:

- Bright, crisp, full-color graphics
- Multi-color artwork capability*
- Logo and message imprint in 1-4 colors
- 25 or 50 sheets per note pad (order qty must be in 50 pad increments)
- No additional charge for set-up, virtual samples and bleeds
- Great production time – 5 business days after receipt of complete order or after approval of proof (24-hour production time may also be available. Please ask for details.)

*Requests calling for a specific PMS color will be converted to the closest possible 4-color process match. Exact match cannot be guaranteed. No fluorescent, special mix or metallic inks. If color match is critical, we suggest using our Exact Color Match option with true spot color printing.

Meet the rising demand for labels

In stock and ready to ship

Messages of compliance and personal safety are everywhere these days – on floors, in stores, on windows and products. Labels are an indispensable way to communicate important information. Wilmer is ready to meet the demand with a variety of labels in stock and ready to ship.

Floor decals communicate social distancing guidelines when physical barriers are not possible. Features include:

- 4 mil White Vinyl with Removable Adhesive
- Durable, slip-resistant lamination
- UL410 non-slip approved
- Adheres to tile, linoleum & sealed concrete

Hygiene labels send a clear message about the importance of maintaining the health of customers and employees in any business. With Wilmer's stock design stickers, labels and decals, businesses can easily promote healthy hygiene habits, and meet compliance guidelines.

Safety seals provide instant and clear communication regarding health and safety. Our labels, stickers and seals add an important layer of security that lets customers know that their health and safety are a top priority.



Hot Deals on High-Volume Models

Save \$500 or more!



PSMailers pressure seal machines are the hardest working equipment in a busy office. For businesses that need an upgrade or want to put these mighty systems to work for them, we're pleased to offer our hottest deals on high-volume PSMailers:

- Save \$500+ on the PSM7000 (SALE PRICE: \$4,700)
- Save \$600+ on the PSM10K (SALE PRICE: \$7,000)

New touchscreen model

For ease of use, our PSM6000 model is now available with a touchscreen design, featuring:

- Touch screen display
- Manual and batch counts
- Variable speed options
- Up to 6,000 forms per hour
- 6-month manufacturer's warranty

Double Rewards on PSMailers machines!

For the month of January all models will qualify for 2x Wilmer Rewards. Simply fill out the rewards coupon and receive \$100.00 for each machine sold!

To see the rewards page and see all Wilmer qualifying rewards products visit www.4wilmer.com/rewards

Learn more, laugh a little

Follow our "PSMailers Guy" blog for a few laughs and great tips and updates on everything PSMailers: www.psmailers.com/blog.



Keeping Your California Rx Compliant in 2021

AB 149 Regulation

In 2019, California passed legislation (AB 149) requiring that the only California controlled substances prescription forms valid and acceptable by pharmacies include a 12-character serial number and corresponding barcode. The bill included a one-year grace period (the year of 2020) to use old scripts and have new ones produced to meet the new requirements effective January 1, 2021.

Rx product manufacturers like Wilmer were required to meet the new regulations by January 1, 2020 – a full year prior to the grace period. That's good news for customers who purchased California scripts from us in 2020 because **our scripts already include the barcode and serial number, fully meeting the January 1, 2021 regulation deadline.**

Get compliant

Starting January 1, 2021, except for limited emergency situations, pharmacists are unable to fill a controlled substances prescription that is not compliant with AB 149 requirements. Prescribers without compliant prescription pads should place an order as soon as possible. This will ensure timely delivery of Rx pads and help patients receive medication without delay.





PO Box 2237
Dayton, Ohio 45401-2237

RETURN SERVICE REQUESTED

Hey, Joel! 2020 was a crazy year. What tips do you have for facing the new year?

I'm so glad you asked that. While last year was indisputably a challenging year, professionally and personally, for all of us, I am facing the new year, the same way I learned to manage 2020: stay focused on the positive, be thankful for the good that is all around, and take things one day at a time. **Let me elaborate:**



Joel Wynne

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

Focus on the positive

If nothing else, 2020 provided proof that communication in printed form isn't going anywhere. In fact, it's even more important than ever. We have seen a positive trend in the demand for Wilmer products and services – from the unprecedented need for social distancing signage, labels and healthcare forms to self-seal mailers that deliver important information in a tangible, impactful way. It feels good to provide a service that helps businesses and society navigate the uncertain world we've been living in.

Be thankful for the good around us

Staying connected last year was a big challenge, but I am so thankful for my family who kept us together with group text threads and virtual holiday calls. For our friends who helped our social life remain intact from a distance. For the Wilmer team for embracing the "new normal" and carrying out their responsibilities with positivity, creativity and humor. And for our dealers who were on the frontlines keeping the pipeline open and serving our end users with the utmost professionalism.

Take things one day at a time

I've heard some people describe their life in 2020 as "Groundhog Day," the Bill Murray movie where he wakes up every day and repeats the same day over and over again. However, I found that every day brought a new challenge, a new question, a new idea. The grounds (unlike the groundhog) were always shifting. Taking it one day at a time helped me manage this. The long game has been put on pause. It's all about today. I approach every day as a new opportunity to solve a problem. Every day is another chance to reset your outlook on business, your life, the world. Every new day allow us to help a customer or dealer get through the challenges of their day.



So I encourage you to join me in facing 2021 with positivity and pride in all that we do — and can do — every day to make a difference, big or small.

Wilmer Sales Reps

Name, Location & Phone Number

Tom Jackson.....800.497.8687
Portland, OR

Eric Killinger.....800-336-2110
Fredericksburg, VA

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

Mike Raymond.....707.332.0807
Santa Rosa, 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

NEVER MISS OUT!

There's always something going on at Wilmer. Fix your FOMO (Fear of Missing Out) by joining our Email list and never miss out on the latest news and updates on Wilmer products and services.

Simply go to 4wilmer.com and scroll down to "Join Our Email List" at the bottom of our home page.