

## Remembering Made Easy!

### New Scratch-a-Dose Pill Reminder

Wilmer is proud to introduce a patented design for a simple, but ingenious, pill reminder system.

Our new **Scratch-a-Dose system** is just that—users scratch off the day once they've taken their medication, just like a scratch-off lottery ticket. No missed doses or worrying about missed doses. No additional pill box needed.

Attractively designed, **Scratch-a-Dose** can hang on the wall or refrigerator, or the peel-and-stick monthly label can be placed directly on the prescription bottle. It's a low-cost reminder easy for all ages to use for medications, vitamins, eye drops, even pet medications. (Item# W-SCRATCHADOSE)



#### Product specs:

- 7" x 10-1/2"
- 1 part
- Full 12 months of labels on the calendar
- 100/pkg
- Stock order quantity as low as 100
- Custom run quantities as low as 1,000

#### Ideal for a wide range of markets, including:

- Hospitals
- Pharmacies
- Clinics
- Physician offices
- Veterinarian offices
- Grocery stores
- Retail establishments
- Vitamin stores
- Health food stores
- CBD stores



"No doubt about it!"

For more information, visit: [www.4wilmer.com/products/scratch-a-dose/-c-23/p-463?category=148](http://www.4wilmer.com/products/scratch-a-dose/-c-23/p-463?category=148)



## PRESENTATION MATTERS!

Make a Lasting Impression with Customized Presentation Folders



Branding is all about making a good impression.

Presentation Folders by Wilmer give your business customers the perfect opportunity to customize a high-profile marketing tool that conveys a positive first and lasting impression. Choose from affordable options featuring our quality standards in a variety of sizes and configurations, including standard, legal, mini, document & literature style, report and tax covers, and more. Enhancements can easily be added with different paper stocks, foils and inks.

Get your fill of folder info at: [www.4wilmer.com/products/presentation-folders/c-23/p-391?category=114](http://www.4wilmer.com/products/presentation-folders/c-23/p-391?category=114).

## BEAUTIFUL BACKGROUNDS? CHECK!

### More landscape designs for Standard Artistic Design Checks

Wilmer is now offering five new landscape backgrounds to our Standard Artistic Design laser checks. Choose from a variety of backgrounds including patriotic, landscape, and coming soon, medical. Customers can choose a preferred unique background to be printed on Wilmer Tier 1, Tier 2, or Tier 3 laser checks—at no extra cost. It's the perfect way give to your customers more customization choices to stand out.

- Choose from two different categories
- Fits all three Tier lines
- Make checks more personal/unique

For more information on our Laser Check Products visit [4Wilmer.com](http://4Wilmer.com). To place an order, call **800-4wilmer (800-494-5637)** or email [wcs@4wilmer.com](mailto:wcs@4wilmer.com).



# GET 50% OFF

All 2022 Year Label orders placed now through December 31, 2021

### 2022 Year Label Guide Lift-off!

Yes, 2022 is about to launch, and we're ready for lift-off with big savings on our 2022 Year Labels: 50% off October 1st through December 31st! Wilmer year labels help businesses keep organized and are available in amazing styles, colors, and designs to meet a wide variety of needs. They are also compatible with all the most popular color-code systems. All Wilmer year labels are currently in stock and ready to ship!



If your customers need something special, no problem! Contact Wilmer to help find the exact label solution they're looking for. At 50% off, these labels are going to take off, but don't wait until the new year to place an order! Go online or order your year label guide and pricelist today (item #W-CFP-YLG).

## Create it, Store it, Ship it

Wilmer Custom Program manages it all



Are your customers looking for a custom designed form? Do they have a high-usage form but no place to store inventory? Do they need a custom order shipped right away? The Wilmer Custom Program is the total solution that lets customers manage a variety of needs and challenges. Wilmer will design and produce a wide range of custom business forms and store them in one of our warehouses across the country for fast delivery whenever and wherever they want it. Plus, products in our Custom Program are eligible for Wilmer Rewards, so it's great for you, too! Visit [4Wilmer.com](http://4Wilmer.com) and click on the Custom tab for more details.

## School Security Starts Here

These times call for extra measures to ensure better security and record keeping on school campuses. Wilmer Visitor Badges (#W-CSGNIN-BKBL) provide visitors with a name tag, while creating a log of all visitors for future reference, such as contract tracing in the event of a COVID exposure on site. The sleek design allows visitor names to remain confidential and protects the identity of previous visitors. Labels have a blue outline with a white background for optimum visibility of the printed name on the badge. Two books per package for 500 badges.





PO Box 2237  
Dayton, Ohio 45401-2237

RETURN SERVICE REQUESTED

**Here's to  
95 years and  
counting,  
thanks  
to YOU!**



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

## What's the lowdown on supply chain challenges in the industry?

In normal times, buying raw materials to print and manufacture products requires a dependable and undisrupted supply chain. The scale of the COVID-19 pandemic's impact eclipses anything most manufacturers have experienced before.

In addition to the core materials that we use in our printed products such as paper, label stock and signage substrates, we are also experiencing challenges in a competitive labor market, shipping containers, freight, logistics, inks, resins, and more. The increased demand and limited availability of materials and services has had a huge impact on turn times and the final cost of goods.

Wilmer is working hard to help minimize the impact of this market volatility and forthcoming price increases, including stocking as much material as we can in our Coldwater facility to meet demand. There are a few other things you can do, too, to continue navigating these challenges:

- **Keep your customers informed.** Be up front with them about market drivers and how they are causing price increases and potential delays.
- **Share recommendations** for cost-saving measures with your customers, including strategic order planning and volume.
- **Adjust pricing early.** Begin implementing retail price updates now to absorb future cost increases.
- **Place orders well in advance.** Lead times have nearly doubled over the last few months, so plan accordingly.

CELEBRATING



Proudly Serving the  
Distributor Channel

## PSMailers™ Built to Perform in Any Industry & Volume

From accounting and payroll to direct mail marketing, PSMailers are proven to increase the productivity of any business office, big or small. PSMailers machines, available in a wide range of models to match the capacity needed, feature durable gears engineered to provide long-lasting performance. The accurate fold plate guides help prevent plate misalignment and keep the system running seamlessly.

**Small Volume Models:**  
PSM1800, PSM3000C, PSM3000

**Medium Volume Models:**  
PSM6000 with Touch screen display, PSM7000

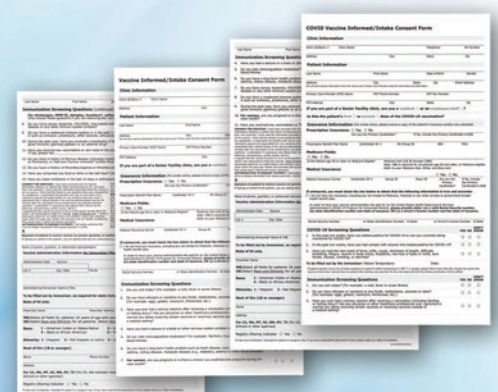
**Large Volume Models:**  
PSM10K

PS Documents are the perfect companion to these essential office systems. Over 50 document styles to choose from, in six-fold styles for any application. For extra counterfeit protection, thermochromic ink is available on many of our stock products which fades with heat and makes the documents impossible to photocopy. Stock and Imprint customization available from the facility nearest to your customer.

As a distributor, you can also enjoy reward incentives and other selling tools.

Plus, ordering for machines and documents is made easy through our online portal.....**4printplayer.com**

Ready to order? Contact Wilmer Customer Service at 800-4WILMER (800-494-5637) or wcs@4wilmer.com



## Vaccine Intake Forms Enhance Patient Care

As we enter peak season for vaccines—from flu shots and shingles inoculations to COVID-19 vaccinations—demand for Vaccine Intake Forms greatly increases as well. Research shows that gathering the most up-to-date patient information before doctors see their patients speeds up wait times and leads to better patient reviews about their experience with the health care provider. Wilmer offers stock and customized forms with logo, doctor/facility name, phone number, etc. imprinted upon request. Or go completely custom to suit your customers design.



### National Sales Consultants

- |   |   |
|---|---|
| <b>Great Lakes</b><br>Bob Menker<br>800.408.2372<br>Robert.Menker@4Wilmer.com | <b>Southeast</b><br>Greg Stalker<br>770.713.3409<br>Greg.Stalker@4Wilmer.com        |
| <b>West</b><br>Tom Jackson<br>503.522.2195<br>Thomas.Jackson@4Wilmer.com      | <b>Mid-Atlantic</b><br>Eric Killinger<br>800.336.2110<br>Eric.Killinger@4Wilmer.com |
| <b>Central</b><br>Mark Travers<br>877.977.0085<br>Mark.Travers@4Wilmer.com    | <b>New England</b><br>Amanda Boyle<br>978.577.8469<br>Amanda.Boyle@4Wilmer.com      |

### Strategic Dealer Consultants

- Mark Christian**  
937.972.7461  
Dayton, OH
- Rhonda Perry**  
614.949.0685  
ST. Petersburg, FL
- Mike Raymond**  
707.332.0807  
Austin, TX



### How to Reach Wilmer Customer Service Customer Service 800.4WILMER

- |   |  |  |
|---|--|--|
| Phone/Fax.....800.494.5637<br>800.553.4849 fax                                  | Digital.....cs@wilmerdigital.com<br>800.443.8847 option#2                            | Email Invoicing Requests.....wcs@4wilmer.com                                 |
| Presentation Folders...888.567.7373<br>866.902.6978 fax<br>cs@wilmerfolders.com | Email.....wcs@4wilmer.com<br>(customer service)<br>wilmer@4wilmer.com<br>(marketing) | Website.....4wilmer.com  |
| Labels.....cs@wilmerlabels.com<br>800.443.8847                                  | artwork@4wilmer.com<br>(artwork files only)  | Mail Order Requests.....Wilmer<br>515 W. Sycamore St.<br>Coldwater, OH 45828 |
|   |  | Wilmer online portal...yourwilmer.com  |
|   |  | eCommerce.....4printplayer.com   |

## Want it fast? PHONE A FRIEND! 800-4WILMER

Have a stock item that needs to be shipped right away? Calling in your order to our friendly customer service team is the best way to ensure that your request goes right into our system. A phone call is processed immediately. Your customer service representative can advise you over the phone if the order will ship that day or the following day, depending on time of day.

