

In case you missed it...



NEW REQUIREMENTS FOR NEVADA SCRIPTS

Wilmer now offers Controlled Substance (CS) scripts compliant with new laws in Nevada. Effective January 1, 2018, every written CS prescription, in addition to the components currently listed in NAC 453-440, must include*:

- Patient's Date of Birth
- International Classification of Diseases Tenth Revision (ICD-10) diagnosis code for the disease being treated with the CS
- Fewest number of days necessary to consume the quantity of the CS dispensed to the patient if the patient consumes the maximum dose of the CS authorized by the prescribing practitioner
- Practitioner's Drug Enforcement Administration (DEA) number

If multiple practitioners' names and DEA numbers are printed on the prescription form, the prescription cannot be filled unless the practitioner clearly indicates which is his or her name and DEA number.

*Does not need to be imprinted on script.

PSMAILERS CHAMPIONS

A Gold Medal-Worthy System for Every Need

The sun has set on the snow and ice of the 2018 Winter Olympics in South Korea, but the spotlight is still on our top PSMailers contenders:



PSM1800

is the Apolo Ohno of the lineup. Like the record-setting Olympic speed skater, this quick and compact system is ideal for speedy runs, with a processing capacity of 1,800 documents per hour, and a monthly duty cycle of 10,000. A top performer for smaller offices that process as few as 6,500 documents per year.

PSM3000

is our impressive Shaun White of machines. Dependable and powerful, like the snowboard king, this integrated folder/sealer delivers gold medal performance day in and day out, with a processing throughput of 3,000 documents per hour and duty cycle of 25,000 per month.

PSM10K

Hold onto your ski poles for the PSM10K, the Lindsey Vonn of self-mailer systems. The PSM10K surpasses the competition in high-speed folding and sealing with the speed, endurance and agility of medal-winning ski champ Vonn.

Visit www.psmailers.com for more PSMailers gold.

TAKE A TRIP WITH PRESENTATION FOLDERS



Essential for travel and tourism – and real estate!

Summer is warming up and that means it's time for hospitality providers and real estate agents to stock up on presentation folders to package their message to their customers. From information packets to key card holders, these marketing tools help travel, tourism and real estate brands project the right image.

Choose from these affordable and customizable products in a wide range of paper colors and imprint options:

- Key card holders
- Mini folders
- Presentation folders
- Table tents
- NEW! Stitched and Stepped inserts
- Standard folders ship in 24 hours



BONUS! Wilmer Presentation Folders qualify for the Wilmer Rewards program. Go to 4wilmer.com/rewards or call 800-494-5637 for more information.

HELLO, ENVELOPES

The core of business communication

Envelopes are the core of business communication across the board and an easy add-on to orders: **Selling claim forms?** Specify envelopes for submission. **Taking an order for billing statements?** Consider two envelopes: one to the client, and return envelopes for payments. **Reordering checks?** That calls for matching envelopes to send with payments.

Check out our top sellers:

- Safeguard compatible envelopes - #9 Double window envelopes with diagonal seam WSGCE-2093 (gum) and WSGCE-2393 (self-seal)



- 8-5/8 Quicken double window envelope with side seam – our biggest seller! WDWE-QCK (gum)



- #10 single window envelopes with side seam are our most popular for remitting claim forms. WHCF-10-ENV (gum) and WHCF-10-ENV-SS (self-seal) And coming soon... a diagonal seam version of the WHCF-10-ENV, the perfect alternative for users who experience complications with side seam envelopes when used with inserters. WHCF-10-ENV-D



- #10 single window, side seam, self seal envelope. Sold separately, or used as inserted set with our TS-9s for sending invoices to customers with or without an enclosed envelope to remit payment. RL-4619-WH (self-seal)



- #10 white single window self-seal envelope with an enclosed #9 blue no window gum envelope – our most sought after pre-inserted set for billing customers. ES-3-WH/BL



- #9 double window, side seam WSS-9-ANE (self-seal) and double window side seam WRS-9-BNE (gum) to be used with our WLCS billing statements.



Spring has sprung 3-On-A-Page Checks!

Small business is booming! In fact, 84% of both small and mid-sized business owners expect their business to perform better in 2018 than 2017. That means rising demand for simple solutions for busy small business owners – like 3-On-A-Page Checks. This compact, easy-to-use check writing and record keeping system offers a flexible solution for mobile business professionals, home office businesses and other basic business operations – without sacrificing security. These check systems provide a minimum of six security features to keep business finances safe. **Check out the full line at 4wilmer.com.**

Source: 2017 Private Capital Access (PCA) Index report from Dun & Bradstreet and Pepperdine Graziadio Business School



Doug's Dialog

By Doug Apple, Vice President
and General Manager, Wilmer

BE THE FIRST TO KNOW



Do you find yourself suffering from **FOMO** (Fear Of Missing Out)? This psychological condition is described as "experiencing anxiety that an exciting or interesting event may currently be happening elsewhere" and you're left out or the last to know.

We at Wilmer don't want you to suffer from any real, imagined or trendy maladies, so we've made it easy for you to ward off FOMO with a simple way to **sign up** to receive **email updates from Wilmer**. Just go to **4wilmer.com** and join our email list so you can be the first to know what's new at Wilmer, the latest trends in the market, updates to security guidelines in our check and prescription pad programs, and much more.

Fast, easy, fear no more!

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

2018

WIN WITH WILMER!



Visit 4wilmer.com/rewards for details
or call 800.4WILMER (800.494.5637)

Wilmer

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RETURN SERVICE REQUESTED

PAPER CHECKS: DEAD OR ALIVE?

Are paper based financial solutions alive and well, or dying a slow death?

A recent Electronics Payment Survey conducted by financial giant J.P. Morgan, explores this essential question and uncovers interesting data:

- 51% of B2B payments are made by check, surprisingly up 1% from three years ago
- 94% of organizations continue to use checks to pay their major business suppliers
- Smaller organizations with a revenue of less than \$1 billion and those making up to 1,000 B2B payments per month are more likely to use checks than other companies

With the growing trend in electronic payments systems, why are companies still using paper checks? The reasons are many and varied. Survey respondents cited these major barriers:

- Shortage of IT resources for implementation 38%**
- Lack of integration between electronic payments and accounting systems 32%**
- No standard format for remittance information 28%**
- Difficult to convince customers to pay electronically 22%**
- Difficult to convince suppliers to accept electronic payments 19%**
- Privacy/security of bank account information 19%**

Essentially, changing an organization's internal payments structure is costly, according to the report. Additionally, the real possibility of electronic payments fraud and an unwillingness to share sensitive bank information paint a clear picture for sustained use of paper checks for the foreseeable future.

Source: 2016 AFP Electronic Payments Survey, www.afponline.org/publications

DID YOU HEAR? 3 DAY TURN! on Business Laser Checks

Step right up and see Wilmer's star attractions: Business Laser Checks. The value just keeps going up on these best value business products, now ready to ship in THREE DAYS!

Standard Laser Checks (black imprint)

- Available in 3 days
- Minimum of 12 Security Features
- Multiple Pantograph Options & Perforation Positions
- 14 Standard Check Colors

Basic Laser Checks (black imprint)

- Available in 3 days
- Minimum of 10 Security Features
- 4 Colors, 1 Panto
- Economically priced

All Stock Laser Checks, including hologram option, ship within 24 hours!

ANOTHER BONUS! New imprint orders are eligible for Wilmer Rewards program. Earn cash back on your reloadable Wilmer Rewards VISA® card!



CUSTOM LABELS

Every size and shape imaginable!

The demand for labels is here, there ...everywhere! And Wilmer is ready to deliver custom labels when you need them 24-48 hours. Laser printing available in any shape needed for:



- Stickers
- Decals
- Water bottle labels
- Window clings
- Bumper stickers
- You name it

To find out more, contact Label Customer Service Team at **800-443-8847** or cs@wilmerlabels.com.

AND ANOTHER BONUS! Custom label orders are eligible for Wilmer Rewards program. Go to 4wilmer.com/rewards to get your redemption coupon.



Wilmer Sales Reps

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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
800.443.8847

Digital.....cs@wilmerdigital.com
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Requests

Wilmer online portal.....yourwilmer.com