PM COMPANY

we've got a solution for that!

customer opportunity

A sales rep at an office products dealer approached us after we trained their sales-force about ways we could help their customer match our products to market solutions. The dealer sales rep had been trying to find a way to get business at a small college. After learning about our products and applications, the salesperson believed our POS paper rolls and supplies may be their way in.

Through working with the college, we found opportunities to offer them savings and in some cases better fitting products for their machines.

Giving our office products dealer partners training and ideas, helps us both grow! Ask us how today.

800.327.4359 513.825.7626
9220 Glades Drive, Fairfield, OH, 45011-8821

successes at college

Cafeteria: 600+ students served multiple meals a day–meal card swipe creates a receipt, 15 cartons per year usage of paper rolls

Bookstore: Custom printed rolls (school logo on back of receipt), usage opportunity of 50 cartons per year.

Resident life department: Students purchase/lease refrigerators, desks, printers, etc…paper roll usage is 30 cartons per year

Campus print department: Discussing our wide format rolls as an option that could save their department money.

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