



The success of our customers is as important to us as the success of our own company. We believe there are no limits to that success and how we are able to achieve it. It has been instrumental for our company to push for that success by staying ahead of the game and providing our customers with new innovations even when they are not necessarily looking for them.

We met with a customer to pitch a few ideas that we had come up with to help them keep up and stay ahead of market trends. Of these ideas, our next generation facial tissue concept was what attracted our customer to inquire further about our ability to produce the product. We researched what type of equipment we would need, priced the opportunity, and met a competitive challenge. We told our customer we wanted all of the demand and that we would be able to handle all of their volume. After running a few trials, they were extremely pleased with our capability, responsiveness and technical support that it resulted in us winning 100% of the business. From there, we were able to fill the pipeline and meet the demand of all of their projects.

It is always rewarding when an idea is developed in-house and is then turned into a successful product that both our customer and ourselves can be proud of. After launching the new product for our customer, a company executive that we worked closely with left us the following encouraging review and high praise:

*I sincerely appreciate your partnership in getting [product] to market – don't think we would have been able to do it without a great partner like Services Plus. Your team will continue to be on my short list of partners whom I would seek out to do business with. I look forward to finding more opportunities to work together.*

From this success and others like it, Services Plus has been able to continuously surpass our customer's expectations and limitations. We look to push innovation and find better ways to quickly get products to the shelf while having our customers succeed in their market.