



Services Plus has attained many projects throughout the years that have had bleak outlooks before they came to us. Regardless of the daunting size, fast turn-around time or perceived difficulties, we have looked at every project with a mindset of simplicity and taking it one step at a time.

Many times customers have new ideas for products that they want on the market, but do not have the means to accomplish the idea or design. Over 20 years ago, a customer of ours wanted to sell a coreless center flow towel product; a process known as coreless winding, which was not a prevalent method at that point. They did not have the capability to remove the existing core and therefore would not be able to produce the product. We were presented with the opportunity and the amount the customer could compensate us for the work. After running the numbers, we realized we would be losing ten cents on each package. Instead of shying away from the opportunity, we embraced the risk with full confidence that we could turn it around into a profitable and groundbreaking product for both ourselves and our customer. After much effort, we were able to develop a machine and process to remove the center core of the toweling. We patented the device, which we still hold to date, so that we could continue to produce millions of cartons of this product.

It is opportunities like this when we benefit from taking a risk and in return, create value for our customer and for us. Services Plus has never been afraid to take a risk because we are willing to fall, get back up, and continue marching forward towards success. In this instant we can look back on the past 20 years with pride and knowledge that it all started here!