



PSST is all about Shared Accounts, Contract Decorators and SanMar working together to:

- Reduce costs
- Improve efficiencies
- Maximize production capacity
- Drive growth

It is important to understand the Benefits that PSST provides and why you should engage with the program.

WHY PSST?

PSST Benefits	Decorator	Shared Account
Free Freight on Every Order	Orders arrived pre-sorted for ease of checking in and staging	No exclusions including closeouts and oversized items
Specialized Service Team	They know how to handle your particular needs, quickly and effectively, in order to not slow down production	Your PSST decorator can work directly with SanMar to resolve order issues and returns so you can focus on selling
2% Spoilage Protection Plan	Assistance when decoration errors occur	Comfort knowing risk is minimized
Spec Sampling	Decorators and Shared Accounts collaborating together to create mutually beneficial opportunities	Make your end user presentations better with discounted decorated samples and marketing collateral
No Restock Fees	NO MORE FEES (just return freight)	
Daily Manifest	Transparency to improve planning for production	Helps ensure your decorator knows what items are coming and when they will arrive

SERVICES WE OFFER:

- PRODUCT DECORATING SOLUTIONS
- PRODUCT TESTING
- NEW EMBELLISHMENT TECHNIQUES
- PSST PROGRAM *(Pack Separately, Ship Together)*
- PRINTING TECHNIQUES
- CONTRACT DECORATOR NETWORK
- SINGLE INVOICE SERVICE
- INDUSTRY CONSULTING
- SHIPPING SOLUTIONS

Contact Us

For more information on how PSST can help your business email our Decorator & Digital Solutions Team at decoratorrelations@sanmar.com or call **800-426-6399**.



Meet the Decorator & Digital Solutions Team



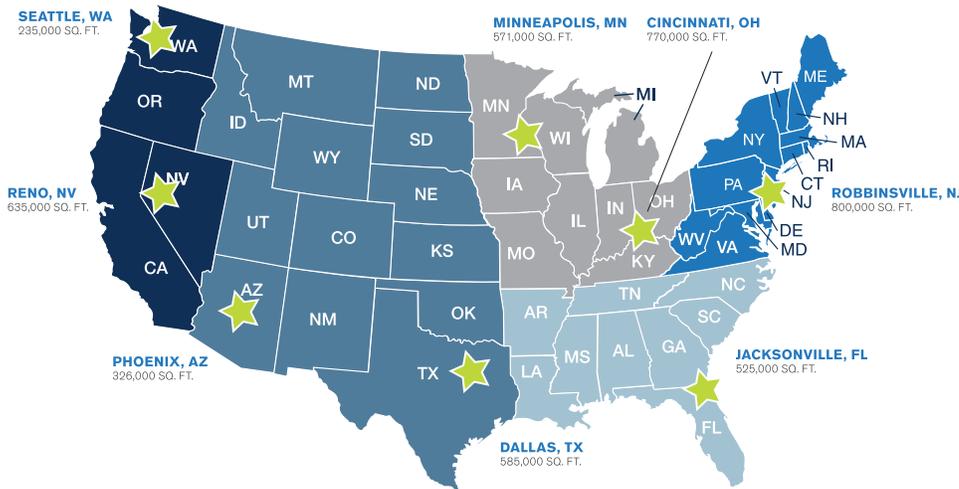
Mark Bailey
Sr. Manager, Channel Sales
Decorator & Digital Solutions

Mark has worked in the promotional apparel industry since 1993, and joined the SanMar family in 1998. His time at SanMar includes territory, regional, and strategic sales roles. Since 2009, Mark has focused exclusively on working with decorators and manages our Decorator & Digital Solutions Team. He earned his Bachelor of Science degree in Business Management from Johnson and Wales University.



Jason Murphy
Sr. Strategic Account Manager
Decorator & Digital Solutions

Jason first discovered his love of technology at the Navy and at McDonnell Douglas, and he's been a part of the technical side of the decorated apparel industry since 1996. He's worked with direct to garment printing, silk screening, laser cutting, wide format printing, dye sublimation and heat-applied decoration. In 2002, he became a sales consultant and helped customers solve their challenging decorating dilemmas. Jason joined the SanMar Decorator & Digital Solutions Team in 2017 and enjoys spending time with his wife and four children.



Gregory Everett
Strategic Account Manager

Gregory started at SanMar in 2011 within our Service Center, moved to Kentucky as a Territory Manager for six years and more recently has been focused as a Strategic Manager from Oregon State University. In his free time, Gregory enjoys spending time with his wife, son and daughter. A proponent of getting fresh air, he often finds himself outside running, rowing, biking (mountain or road) or enjoying beach activities with his family and friends.



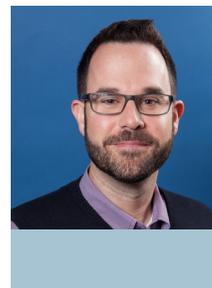
Rich Jacobs
Strategic Account Manager

Rich has been involved in the promotional products industry since 1994. He joined SanMar in 2008 as a territory manager and now enjoys working with decorators to find solutions for their business and decorating needs. Rich earned his Bachelor of Science degree in Business Administration from Valparaiso University. You're likely to find Rich enjoying the great outdoors on weekends either on his bike or on the golf course.



Russ Corey
Strategic Account Manager

Russ first found a love of all things technical as a trained and licensed aircraft mechanic, spending most of his professional life in the sporting goods industry as both a purchaser and producer of decorated apparel. In 1997, he moved into decorated apparel full-time at Stahl's, working with heat application, silk screening, embroidery, direct to garment, UV and wide-format printing. He can often be found in a local ice arena coaching hockey or watching his oldest daughter figure skate. Any leftover time is spent thawing out on the golf course.



Monty Mims
Strategic Account Manager

Monty worked in his father's embroidery business for 7 years prior to joining SanMar in 2007 as a Territory Manager. He has been a Strategic Account Manager on SanMar's Decorator & Digital Solutions Team since 2016. As a geek for the apparel industry, he loves meeting and working with his customers to market their business more efficiently. His passions include his wife and two boys, technology, music, film and fishing.



www.sanmar.com/resources/decorator-digital-solutions
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