

Challenge:

- Taking a need from the client and creating products to be used in various programs to help promote and grow the programs.
- Some of the unique specifications:
 - ◆ Sourcing material and imprint techniques that pass strict CSPIA standards, provide testing and reports to exact standards.
 - ◆ Create unique products to meet an exact weight limit, or packing limit for when it is shipped to the end user.
 - ◆ Being able to secure custom overseas fabrics and imprint techniques with a super low variance tolerance over large runs for multiple years while keeping the imprint and product quality at the forefront.
 - ◆ Making sure that all components of the items come from approved and tested vendors with no sub-contractor substitutions.

All of the above allowed this customer to trust us with large orders, new and repeat over a long history knowing we would take care of all of the details being consistent and maintain the safety of their brand.



TESTIMONIAL

Margot and Mary have been a pleasure to work with and both anticipate our needs in serving a quality product on time, and as expected. I appreciate their attentive work in serving Highlights and our customers.