

***Presenting Our Featured Member...***

***Wilcox Paper Company  
David Sparks ~ Brian Sparks***

**Wilcox Paper Company**, founded by George Wilcox in 1927, and purchased by Kenneth Sparks in 1966, is Central New York's "One Stop" distributor of Packaging and Janitorial, Supplies and Equipment. David and Brian Sparks became President and Vice President in 1990, and have been managing since then. We stock a broad range of products in our 20,000 square foot warehouse, and if needed, can deliver on a moment's notice. Our customer base is varied, including businesses and organizations of all types and sizes. We also have a broad vendor base, which helps us assure that our customers get the right product at the right price in a timely fashion. We pride ourselves in that we are sincere in helping our customers do a more consistent job, faster, which allows them to be more productive. We make every attempt to do as much of our purchasing as possible within Central New York. A strong local economy is good for all of us.

**WILCOX PAPER COMPANY - STRENGTHS & BENEFITS**

**Local Facilities:** Quick deliveries or pick up at our customer service counter. Visit our showroom to see new products. Arrange for in-house or on-site training on new products and equipment

**Complete Product Line:** One stop shopping– combine purchases for fewer phone calls, purchase orders, and payables

**Product Knowledge:** Our sales and support staff are trained and supported by our vendors, to help give you the best solutions, and/or solve your problems.

**Environmentally Friendly Products:** Wilcox Paper carries many janitorial and packaging products that are safer for employees use, and not harmful to the environment. Many products are "Green Seal Certified".

**Multiple Sourcing:** Allows us to match the most suitable products to your needs.

**Competitive Pricing:** National Contract pricing and Special Contract pricing for high volume users are available.

**Value Based Selling:** This is the most important commodity that we have. Our focus is always on the net cost of using the product, not necessarily the lowest unit price.