



*Mission Statement:*

*Printing Industries of Michigan will promote programs, services, and an environment which helps its members operate profitably.*

Official Publication of the Printing Industries of Michigan, Inc.

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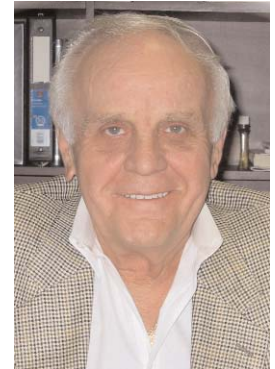
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**MEMBER  
PROFILE**

**Wolverine Solutions Group**

**D**ata processing. Digital printing. Lettershop. Presorting. Custom hand assembly. Document conversion. Order fulfillment. Complete direct mail production and document management services. All of it under one roof. Impossible? Not if it's PIM member firm Wolverine Solutions Group!

Founded in 1978 as Wolverine Mailing by Bob Tokar, Sr., the company started out in a 5,000 square foot building in Detroit with three employees and a Cheshire labeling machine, mailing the regional edition of TV Guide magazine. Over the years, the business has expanded, adding employees and equipment.



*Bob Tokar, Sr.*



Today, Wolverine employs 150 people at two facilities. The primary location is a 178,000 square foot production center located at I-75 and Clay Avenue in Detroit. In 2002 Wolverine purchased an additional facility dedicated to fulfillment services. To better reflect the firm's expanded service offering in

this digital age, the company recently changed its name to Wolverine Solutions Group, says Robert Tokar Jr., the company president.

"Our greatest strength is that we are a full service direct mail production company with years of experience in all facets of direct mail production," says Tokar. Wolverine has the processes and capacity to produce jobs from as few as several hundred pieces up to millions of pieces, and currently processes an average of 15 million pieces of mail per month.

"We do not limit ourselves to any specific niche in the industry; instead, we provide services to a variety of industries," Tokar adds. "This allows us to service a cross-section of industries, including agencies, direct marketers, retailers, financial institutions, insurance companies—basically, any business that communicates via direct mail. It's that combination of full service capabilities, capacity, and experience that sets us apart."

"We're proud that we have been able to grow our business over the years to employ 150 people in the City of Detroit, and to continue to expand our service offerings and customer base," he adds.

How has PIM membership benefited Wolverine? "We've been a member for three months, and have already received a wealth of informative materials that will allow us to make better decisions on the direction of our company," says Tokar. "I attended my first PIM event, the Ben Franklin awards, in January, and realized that we should have joined PIM years ago. It truly is made up of great people with the camaraderie, leadership, and experience to learn from anyone that is involved in any facet of the graphic arts industry."

To find out more about what Wolverine Solutions Group can offer you, call Robert Tokar, Jr. at (313) 873-6800, or visit the company website at [www.wolverinemail.com](http://www.wolverinemail.com).