

# Relyco® Customer Story: Southeastern Liquid Analyzers



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**Nancy Allison**

Office Manager – Southeastern Liquid Analyzers

## AT A GLANCE

### **CUSTOMER:**

Southeastern Liquid Analyzers

### **INDUSTRY:**

Manufacturing

### **RELYCO PRODUCTS**

Secure Laser Checks

### **WEBSITE**

[www.selainc.com](http://www.selainc.com)

## **Secure Relyco Checks Protect Manufacturer from Check Fraud**

Founded in 1983 to design and manufacturer its patented Liquid Analyzer, today Southeastern Liquid Analyzers (SELA) designs, manufactures, and/or distributes hundreds of products, including liquid analysis instruments to monitor underground storage tanks, railroad tank cars, tanker trucks, and drums. The company also operates plastic extrusion equipment to ensure products are manufactured to customer specifications and distributes safety items, such computer software used in leak detection, Tyvek suits, and nitrile gloves.

Located in York, South Carolina, SELA plays an active role in the business community, and when area business owners reported cases of check fraud and forgery that had resulted in thousands of dollars of losses, SELA began to review the security of the checks it used. The company determined that the level of security inherent in its current checks left it at risk for fraud and abuse and decided they needed an alternative.

When SELA's existing check vendor couldn't provide checks with the number of security features the company required, Office Manager Nancy Allison began to research other vendors and discovered Relyco, which offers six different check types with up to 17 security features, including simulated watermark, microprinting, padlock security, and a non-negotiable stub backer. "I knew that whatever I chose needed to protect the company from any risk of check fraud and that it was important to choose a check with more security features, but I was uncertain about exactly what to look for; for example, which type of check would be most effective and which security features would offer a company like SELA the greatest benefit," explains Allison. "Relyco was a security 'expert,' guiding me through the decision-making process. They shared samples, explained features and benefits, and ultimately helped me make the best choice for our company."

While SELA hadn't experienced check fraud directly, using the more secure checks from Relyco has increased the company's confidence that the business is protected. "We've been very satisfied with the quality and features of the checks Relyco provides," Allison concludes, "and Relyco's customer service has been outstanding. Relyco always responds quickly to my requests or questions, they listen to our requirements, and recommend the best solution, making my job easier."

## **For More Information**

Relyco is a global provider of value-added printed materials, business equipment and check printing software. As a leading provider of laser and digital applications, Relyco is an innovator in fraud prevention strategies and new forms technologies.

To learn more about Relyco products and services, call 1-800-777-7359, email [info@relyco.com](mailto:info@relyco.com), or visit us on the web at [www.relyco.com](http://www.relyco.com)

