

WE ALWAYS DELIVER

UniFirst is a North American Equipment Dealers Association endorsed vendor.



FREQUENTLY ASKED QUESTIONS

Q. Who is UniFirst?

A. UniFirst Corporation is a North American leader in the supply and servicing of uniform and workwear programs, facility service products, as well as first aid and safety supplies and services. Together with its subsidiaries, the company also manages specialized garment programs for the cleanroom and nuclear industries. In addition to partnering with leading brands, UniFirst also manufactures its own branded workwear, protective clothing, and floorcare products at its five company-owned manufacturing facilities. With more than 270 service locations, over 300,000 customer locations, and 14,000-plus employee Team Partners, the company outfits more than 2 million workers every day.

Q. Who are some of UniFirst's nationally recognized customers?

A. Current clients include Goodyear, Michelin, Coca-Cola, Sonic Automotive, Berkshire Hathaway Automotive, Lithia Motors, Fiat Chrysler Automobiles, and CarMax to name a few.

Q. What are some highlights of the UniFirst/NAEDA national agreement?

- A. • Nationally negotiated ceiling prices for all dealers (23% average savings across 192 member sites evaluated)
- Professionally pressed shirts at no charge
 - Worn-out uniforms replaced at no charge
 - One-week turnaround for new employees garments (up to 2XL)

Q. What products does UniFirst typically provide to a service center?

A. UniFirst provides uniforms and workwear such as coveralls, shop coats, and work pants/shirts for the service and parts departments; mats (custom logo or regular), shop towels, and a full line of janitorial products that include free dispensers for the restrooms. Additionally, we offer complete solutions for your first aid needs, including personalized delivery services, medicinal supplies, AED equipment, certified AED and CPR safety training programs to help keep your workplace safe and prepared for any emergencies.

Q. Does UniFirst manufacture their own garments?

A. Yes, UniFirst has five (5) company-owned, ISO-certified manufacturing plants, and supplements their offering with garments and ancillary products from other leading manufacturers.

Q. If I want to switch to UniFirst, what do I do about the existing service contract with my current supplier?

A. You may send the supplier a certified letter stating that you will not be renewing your service contract at the end of the current agreement. Refer to your contract, as there may be "automatic renewal" language that states how far in advance you must send a certified letter of intent. Then let UniFirst know 180 days prior to the contract expiration in order to get the wheels in motion (local UniFirst representatives can help monitor this for you if desired).

Q. Is UniFirst's pricing structure for service centers "aggressive?" How can I measure my potential cost savings?

A. UniFirst's national ceiling prices for dealers are very competitive (23% average savings across 192 member sites evaluated). However, the best way to see how the program could benefit you is to set a meeting with a local UniFirst representative. He/she can detail the NAEDA-UniFirst offerings and provide you with a "VIP Total Cost Analysis" at no charge. This in-depth audit of your current program will show exactly what your cost savings will be over the term of the UniFirst agreement.

Q. Will there be an initial cost to set up my new UniFirst program?

A. As a new customer and NAEDA member, UniFirst will waive the costs of your emblem (or other personalization) and other setup charges for your initial delivery.

Q. What will my contract term be with UniFirst?

A. For long-term savings, five (5) years is recommended, but the minimum requirement is three (3) years.