

Tips to Consider when Evaluating Uniform Suppliers

These tips are based on a uniform rental program as most of the charges will not likely apply to a uniform purchase program.

Rental Pricing

**Flat Rate (FR) or 100% Billing
Vs.
Circulating Inventory (CI) or 50% Billing**

When a local rep quotes a rental price, be sure to ask if the price is circulating (50% Billing) or a flat rate (100% Billing). Here's why:

- Flat Rate (100% Billing) is a per garment price that reflects the per item price for the total numbers of items required to service your account/location (includes the clean and soiled/items being laundered)
- Circulating inventory (50% Billing) reflects the billed amount per garment for the items in your possession (does not include items being laundered.) price.
- The weekly amount for CI and FR will be the same.

CI (50% Billing) vs. FR (100% Billing) Example:

The G&K bill method is Flat Rate (FR), which means if you're issued (10) shirts you are billed for (10) shirts x \$0.25= \$2.50

If the G&K bill method was Circulating Inventory, the billing would appear as 5 shirts x \$0.50 = \$2.50

Be sure to ask the supplier providing the quote to provide you with a mock weekly invoice so you have an apples-to-apples comparison.

Additional Charges

Garment set-up fees are imposed when a garment goes into service and can differ between each vendor.

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- These charges are separate from the cost of the garment and can range from \$.25 to \$.50 depending on the offer.
- Set-up fees include, but are not limited to, preparation charges (adding garment code tapes for tracking), hemming, sewing of emblems (separate from the cost of emblem itself), finishing of garment, etc. prior to delivery.
- Please note most uniform suppliers bill a service charge. It is a percentage of the invoice or a flat rate. If you know your weekly invoice rate, you can negotiate this in your favor.

Prep & Emblem charges, in many cases, are waived at the initial installation of new services. After the initial installation, they are usually billed per contract rates. Always ask for "waived" Prep & Emblem for the initial installation.

- Prep & Emblem, logo emblem, name emblem and direct embroidery charges are usually billed separate from Preparation Charges.

Lost/Replacement/Ruin charges occur when a garment is not returned by the wearer to whom it was issued.

- Lost/Replacement/Ruin Charges differ for each vendor and can become costly if turnover is high and garments are not turned in.
- Lost/Replacement/Ruin charges occur when you rent garments only.
- Normally, the supplier will mark the garment(s) lost at the time of delivery/service. If the garment is turned in or found later, a credit is issued.
- Note: Garments should have an ID Tape attached at the neck of shirts/jackets/coveralls/Lab Coats, etc. & in the waist of pants/shorts

Damage/Abuse vs. Normal Wear and Tear

Damage/Abuse: Cutting sleeves off a long sleeve shirt to make it a short sleeve shirt

Normal wear and tear: missing buttons, loose hems, zipper replacements, etc.

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Damage Charges are billed for garments damaged/abused not attributed to "normal wear and tear".

A rental price may look very attractive if you don't know to ask what the "other" charges are. Be sure to ask the price for all of the items mentioned above to help you make an informed decision when choosing a supplier.

Garment offerings may differ between vendors. Be sure to ask about rental and direct purchase programs as vendors may not offer both and make sure they comply with Big O's Brand Standards.

G&K is the only uniform vendor recommended by Big O at this time. If you have questions pertaining to Big O's Brand Standards, please reach out to Marshall Buker MBuker@BigOTires.com Not all uniform suppliers have access to the approved Big O garments so be sure to check with the supplier proposing the quote before you commit to a supplier.

*costs are only an example and not representative of true costs

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