

UniFirst—Approved Supplier for Uniform Work Wear and Facility Services



Frequently Asked Questions (FAQs)

Q. Who is UniFirst?

A. UniFirst, a leading supplier of workwear for businesses big and small since 1936, provides a range of work apparel from traditional uniforms and industrial wear to protective clothing and “corporate casual” attire. The Company also supplies facility service products, such as floorcare items (floor mats and mops, microfiber cleaners, etc.), restroom supplies, and wiping products to be a “single-source” service provider. Serving over 250,000 customer locations throughout the United States and Canada, UniFirst puts more than a million and a half people in their work clothes every business day via Rental, Lease, and Purchase programs designed specifically to enhance overall business image at the very best value. Customers always receive the highest quality garments and services, complete with full Program Management, whether they’re national, regional, or local in scope.

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

A. Current clients include Goodyear, Michelin, YMCA, The American Red Cross, and the USPS, to name a few.

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

- A.**
- Nationally negotiated rates for all sites that save, on average, 27% off weekly bills of the 28 locations evaluated
 - Nationally approved terms—No local agreement is needed, just sign an enrollment form to opt in
 - Professionally pressed shirts at no charge
 - Worn out uniforms replaced at no charge
 - One-week turnaround for new employee garments (up to 2XL)
 - Free dispensers provided for all paper, soap, and air fresheners

Q. What products does UniFirst typically provide to a Salvation Army facility?

A. UniFirst provides rental uniforms for maintenance/kitchen staff, floor mat service, towel and mop service, and a full line of paper, soap and air fresheners for your restrooms (with free dispensers) to over 35 Salvation Army locations across the U.S. today.

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 90 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 “aggressive?” How can I measure my potential cost savings?

A. UniFirst’s national prices are very competitive (avg savings of 27% for the 28 locations 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 Salvation Army offering 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 Salvation Army location, UniFirst will waive the costs of your emblem (or other personalization) and other set up charges for your initial delivery and provide free dispensers for any paper, soap, and air freshener products.

Q. What will my contract term be with UniFirst?

A. The UniFirst/Salvation Army national agreement expires on September 4, 2020. The contract is optional for all locations. Interested locations should complete an enrollment form, which your local representative will have, to opt in.

Q. What do I do if I am a current UniFirst customer?

A. Any existing UniFirst-serviced locations can opt in to the program to take advantage of lower pricing. Your local route service representative will be able to help you.

For additional information or to set up an appointment:

Contact UniFirst’s Alex Toledo at **800.225.3364** or email him at **atoledo@unifirst.com**.