

UniFirst—An Endorsed Vendor for Western Equipment Dealers Association's (WEDA) Uniform 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 full 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 300,000 customer locations throughout the United States and Canada, UniFirst puts more than 2 million 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 national programs include CAT, Komatsu, Ag Pro, Tractor Supply, Zeeland Farm Services, and Bobcat to name a few.

Q. What are some highlights of the UniFirst/WEDA 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 garments for new employees (up to 2XL)

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

A. UniFirst typically provides rental uniforms 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.

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 WEDA-UniFirst 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 WEDA 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.

For additional information, or to set up an appointment:

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