

# Emblem, Prep, and Uniform Advantage Programs

# Overview

- An alternative to paying unplanned charges for emblem/prep fees for initial program install. After install, the programs will cover charges for any size changes, employee adds, destroyed/damaged garments, and garment upgrades/replacements.
- Offers no additional one time-charge to the customer or upfront costs.
- Emblem Advantage, Prep Advantage, and Uniform Advantage will be separate line items on customer invoice. Emblem Advantage will only apply to eligible garments. Prep Advantage and Uniform Advantage will be for all garments.
- This “all-inclusive pricing” is ideal for governmental agencies to provide more accurate budgeting.

# Benefits

- No upfront investment
- Reduces unplanned charges / Ensures even billing
- Simple invoices
- Improves cash flow
- Eliminates concern with damaged garments
- Makes budgeting for uniform program easier and more accurate

# Pricing

- Prep Advantage - \$0.05 per garment in inventory. This weekly charge prevents the spike in invoices that are charged when you add an employee, do a size change, upgrade uniforms, etc. which is typically \$1.50 per garment on a one-time charge.
- Emblem Advantage - \$0.09 per garment in inventory that utilizes emblems (shirts, jackets, coveralls). This weekly charge prevents the spike in invoices that are common when you add an employee, do a size change, upgrade uniforms, etc. which is typically \$3.00 per company emblem and \$1.50 per name emblem on a one-time charge.
- Uniform Advantage - \$0.08 per garment in inventory. This weekly per garment charge covers ANY garment damaged or destroyed by the employee that is outside of “normal wear and tear” which is already covered through the baseline Rental program. Rather than paying \$25.00 for example for a destroyed garment, there is no charge as it is “insured” through the Uniform Advantage Program already. It does NOT cover garments that are stolen/unreturned to Cintas.
- Premium Uniform Advantage - \$0.16 per garment in inventory. This program is the Uniform Advantage, but is used only for High-Visibility (ANSI) garments and FRC (Flame Resistant Clothing). The pricing is higher on this program due to the drastic price difference for these two types of garments versus garments without these properties.

# FAQs

- ***What will my invoice look like?***
  - “Our goal is to have a simple easy to read invoice. Each employee will have a charge for their garments showing full inventory and total weekly price per person. You will have a separate item charge for both emblem and prep advantage, as well as a separate line for uniform advantage. Prep advantage and uniform advantage will show a charge for all garments in inventory while emblem advantage will only charge for eligible garments.”

# FAQs

- ***Currently I am being charged for emblems and prep as I add new employees. Will the Cintas program cost more than that method?***
  - “Many of our customers prefer the Cintas program because it offers no upfront investment and provides no invoice spikes throughout the year due to new hires, turnover, garment replacements, and or size/inventory changes. For those reasons, many of our customers find this program cost neutral in addition to being more convenient.”

# FAQs

- ***What if I have low turnover?***
  - “First of all, the immediate benefit is that you will not incur any start up costs. Furthermore, our program will cover you for any garment replacements that take place throughout the normal course of business. These replacements include: size changes, replacements due to the garment being worn out and any repairs. In other words, the Cintas program accounts for more than just turnover.”