



BOARD OF SUPERVISORS AGENDA ITEM REPORT
CONTRACTS / AWARDS / GRANTS

Award Contract Grant

Requested Board Meeting Date: 02/06/2018

* = Mandatory, information must be provided

or Procurement Director Award

***Contractor/Vendor Name/Grantor (DBA):**

UniFirst Corporation (Headquarters: Tucson, AZ)

***Project Title/Description:**

Uniform & Related Product Rental Services

***Purpose:**

Award: Master Agreement No. MA-PO-18-193. This Master Agreement is for an initial term of one (1) year in the annual award amount of \$300,000.00 and includes four (4) one-year renewal options. Administering Department: Regional Wastewater Reclamation.

***Procurement Method:**

Pursuant to Pima County Procurement Code 11.24.010, Cooperative procurement authorized, the Procurement Director authorized Requisition No. 18-031 to utilize the National Joint Powers Alliance Contract No. 062415-UFC, which was awarded through competitive procedures reasonably similar to those set forth by Pima County Procurement Code.

PRCUID: 279667

Attachment: Master Agreement.

***Program Goals/Predicted Outcomes:**

To provide Pima County staff with required protective uniforms and related products, so they can safely perform their duties.

***Public Benefit:**

The public will be able to identify County employees.

***Metrics Available to Measure Performance:**

Performance will be measured by tracking weekly deliveries of laundered uniforms.

***Retroactive:**

No.

Procure Dept 01/12/18 PM02:54

Contract / Award Information

Document Type: MA Department Code: PO Contract Number (i.e.,15-123): 18-193
Effective Date: 03/01/2018 Termination Date: 02/28/2019 Prior Contract Number (Synergen/CMS): _____
 Expense Amount: \$* 300,000.00 Revenue Amount: \$ _____

*Funding Source(s) required: General Fund

Funding from General Fund? Yes No If Yes \$ 300,000.00 % 100

Contract is fully or partially funded with Federal Funds? Yes No

*Is the Contract to a vendor or subrecipient? _____

Were insurance or indemnity clauses modified? Yes No

If Yes, attach Risk's approval

Vendor is using a Social Security Number? Yes No

If Yes, attach the required form per Administrative Procedure 22-73.

Amendment / Revised Award Information

Document Type: _____ Department Code: _____ Contract Number (i.e.,15-123): _____

Amendment No.: _____ AMS Version No.: _____

Effective Date: _____ New Termination Date: _____

Prior Contract No. (Synergen/CMS): _____

Expense or Revenue Increase Decrease Amount This Amendment: \$ _____

Is there revenue included? Yes No If Yes \$ _____

*Funding Source(s) required: _____

Funding from General Fund? Yes No If Yes \$ _____ % _____

Grant/Amendment Information (for grants acceptance and awards) Award Amendment

Document Type: _____ Department Code: _____ Grant Number (i.e.,15-123): _____

Effective Date: _____ Termination Date: _____ Amendment Number: _____

Match Amount: \$ _____ Revenue Amount: \$ _____

*All Funding Source(s) required: _____

*Match funding from General Fund? Yes No If Yes \$ _____ % _____

*Match funding from other sources? Yes No If Yes \$ _____ % _____

*Funding Source: _____

*If Federal funds are received, is funding coming directly from the Federal government or passed through other organization(s)? _____

Contact: Meagan Lynch, Procurement Department ML 1/4/18 One with

Department: Procurement Telephone: 724-9071

Department Director Signature/Date: Meagan Lynch 1/5/18

Deputy County Administrator Signature/Date: [Signature] 1/8/18

County Administrator Signature/Date: [Signature] 1/10/18

(Required for Board Agenda/Addendum Items) 1/11/18



MASTER AGREEMENT

PIMA COUNTY, ARIZONA

**THIS IS NOT AN ORDER - TRANSMISSION CONSTITUTES
CONTRACT EXECUTION**

Master Agreement No: 1800000000000000193

MA Version: 1

Page: 1 of 5

Description: Uniform & Related Product Rental Services

I S S U E R	<p>Pima County Procurement Department 130 W. Congress St. 3rd Fl Tucson AZ 85701</p> <p>Issued By: MEAGAN LYNCH Phone: 5207249071 Email: Meagan.Lynch@pima.gov</p>
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T E R M S	<p>Initiation Date: 03-01-2018 Expiration Date: 02-28-2019</p> <table border="1" style="margin-left: auto; margin-right: auto; border-collapse: collapse;"> <tr> <td style="padding: 2px;">NTE Amount:</td> <td style="padding: 2px;">\$300,000.00</td> </tr> <tr> <td style="padding: 2px;">Used Amount:</td> <td style="padding: 2px;">\$0.00</td> </tr> </table>	NTE Amount:	\$300,000.00	Used Amount:	\$0.00
NTE Amount:	\$300,000.00				
Used Amount:	\$0.00				

V E N D O R	<p>UNIFIRST CORPORATION</p> <p>3485 E GOLF LINKS RD</p> <p>TUCSON AZ 85713</p>	<p>Contact: JEFF MARTIN Phone: 520-628-7578 Email: JEFF_MARTIN@UNIFIRST.COM Terms: 0.00 % Days: 30</p>
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<p>Shipping Method: Vendor Method</p> <p>Delivery Type:</p> <p>FOB: FOB Dest, Freight Prepaid</p> <p>Modification Reason This Master Agreement is for an initial term of one (1) year in the annual award amount of \$300,000.00 and includes four (4) one-year renewal options. Attachment: Cooperative Procurement Agreement.</p>

This Master Agreement incorporates the attached documents, and by reference all instructions, Standard Terms and Conditions, Special Terms and Conditions, and requirements that are included in or referenced by the solicitation documents used to establish this agreement. All transactions and conduct are required to conform to these documents.



MASTER AGREEMENT DETAILS

Master Agreement No: 1800000000000000193

MA Version: 1

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Line	Description	Discount	UOM	Unit Price	Stock Code	VPN	MPN
2	Long Sleeve Shirt, 4.75 oz 65/35 Poly/Cotton Blend #0102	0.0000 %	WK	\$0.14		32165	MPN
3	Short Sleeve Shirt, 4/75 oz 65/35 Poly/Cotton Blend #0202	0.0000 %	WK	\$0.118		32165	MPN
4	Micro Check Long Sleeve 4 oz. 65/35 Poly/Cotton Blend #03UM	0.0000 %	WK	\$0.205		32165	MPN
5	Flat Front Pant, 7.75 oz 65/35 Poly /Cotton Blend #1002	0.0000 %	WK	\$0.192		32165	MPN
6	Permalined Jacket, 65/35 Poly/Cotton Blend #1506	0.0000 %	WK	\$0.358		32165	MPN
7	Long Sleeve Coverall, 7.5 oz 65/35 Poly/Cotton Blend. #3002	0.0000 %	WK	\$0.293		32165	MPN
8	Long Sleeve Shirt, 6 oz. 100% Cotton #0101	0.0000 %	WK	\$0.224		32165	MPN
9	Short Sleeve Shirt, 6 oz. 100% Cotton #0201	0.0000 %	WK	\$0.213		32165	MPN
10	Flat Front Pant, 8.25 oz 100% Cotton #1001	0.0000 %	WK	\$0.283		32165	MPN
11	Unifirst Classic Fit Jean, 13.75 oz 100% Cotton Denim #1091	0.0000 %	WK	\$0.283		32165	MPN
12	Pre-washed Relaxed Fit Denim Jean, 14 oz FR Cotton #11KG	0.0000 %	WK	\$0.634		32165	MPN
13	Long Sleeve Shirt, Armorex 7 oz. Ultrasoft. #09FR	0.0000 %	WK	\$0.337		32165	MPN
14	Coverall, Armorex 9 oz Ultrasoft. #30FR	0.0000 %	WK	\$0.634		32165	MPN
15	Long Sleeve Chef Coat, Double Breasted 7oz 65/35 Blend #2531	0.0000 %	WK	\$0.13		32165	MPN
16	Snap Front Frock, 7.2 oz 100% Spun Poly #50AZ	0.0000 %	WK	\$0.121		32165	MPN
17	Men's Lab Coat w/ Outside Chest Pocket 80/20 Blend #2524	0.0000 %	WK	\$0.142		32165	MPN
18	Great Impression Dust Mat 3X5 #76AQ	0.0000 %	WK	\$1.22		32165	MPN
19	Great Impression Dust Mat 4X6 #76AR	0.0000 %	WK	\$1.96		32165	MPN
20	Great Impression Dust Mat 3X10 #76AS	0.0000 %	WK	\$2.45		32165	MPN



MASTER AGREEMENT DETAILS

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Line	Description					
21	Dust Mop 24" #8324 Every Week					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	WK	\$0.37		32165	
22	Dust Mop 24" #8324 Every Other Week					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	WK	\$0.56		32165	
23	Dust Mop 24" #8324 Every Four Weeks					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	WK	\$0.68		32165	
24	Dust Mop 36" #8336 Every Week					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	WK	\$0.55		32165	
25	Dust Mop 36" #8336 Every Other Week					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	WK	\$0.83		32165	
26	Dust Mop 36" #8336 Every Four Weeks					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	WK	\$1.02		32165	
27	Dust Mop 48" #8348 Every Week					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	WK	\$0.73		32165	
28	Dust Mop 48" #8348 Every Other Week					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	WK	\$1.10		32165	
29	Dust Mop 48" #8348 Every Four Weeks					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	WK	\$1.35		32165	
30	18X18 Red Wiper Bagged #8023-10 Every Week					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	WK	\$0.051		32165	
31	Bath Towel 20X40 #8523 Every Week					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	WK	\$0.306		32165	
32	Terry Cloths U1st Green Stripe 16X19 Bagged #8581 Every Week					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	WK	\$0.071		32165	
33	Jacket FR, UNI RE #1806 Every Week					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	WK	\$2.31		32165	
34	Long Sleeve Polo FR, UNI RE #08FE Every Week					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	WK	\$1.26		32165	
35	Cargo Short, UNI RE #1271 Every Week					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	WK	\$0.17		32165	
36	Long Sleeve, 4.75 oz 65/35 Poly/Cotton Blend #0102 LOST/DMG					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$10.24		32165	
37	Short Sleeve, 4/75 oz 65/35 Poly/Cotton Blend #0202 LOST/DMG					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$8.54		32165	
38	Micro Check Long Sleeve 4 oz. 65/35 Blend #03UM LOST/DMG					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$13.59		32165	
39	Flat Front Pant, 7.75 oz 65/35 Blend #1002 LOST/DMG					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$13.72		32165	



MASTER AGREEMENT DETAILS

Master Agreement No: 1800000000000000193

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Line	Description					
40	Permalined Jacket, 65/35 Poly/Cotton Blend #1506 LOST/DMG					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$25.16		32165	
41	Long Sleeve Coverall, 7.5 oz 65/35 Blend. #3002 LOST/DMG					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$21.72		32165	
42	Long Sleeve Shirt, 6 oz. 100% Cotton #0101 LOST/DMG					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$13.47		32165	
43	Short Sleeve Shirt, 6 oz. 100% Cotton #0201 LOST/DMG					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$12.78		32165	
44	Flat Front Pant, 8.25 oz 100% Cotton #1001 LOST/DMG					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$17.52		32165	
45	Unifirst Classic Fit Jean, 13.75 oz 100% Cotton #1091 LOST/DMG					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$14.38		32165	
46	Pre-washed Relaxed Fit Jean, 14 oz FR Cotton #11KG LOST/DMG					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$36.71		32165	
47	Long Sleeve Shirt, Armorex 7 oz. Ultrasoft. #09FR LOST/DMG					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$37.47		32165	
48	Coverall, Armorex 9 oz Ultrasoft. #30FR LOST/DMG					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$72.66		32165	
49	Long Sleeve Chef Coat, 7oz 65/35 Blend #2531 LOST/DMG					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$10.39		32165	
50	Snap Front Frock, 7.2 oz 100% Spun Poly #50AZ LOST/DMG					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$10.95		32165	
51	Men's Lab Coat 80/20 Blend #2524 LOST/DMG					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$10.51		32165	
52	Great Impression Dust Mat 3X5 #76AQ LOST/DMG					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$33.46		32165	
53	Great Impression Dust Mat 4X6 #76AR LOST/DMG					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$51.23		32165	
54	Great Impression Dust Mat 3X10 #76AS LOST/DMG					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$68.42		32165	
55	Dust Mop 24" #8324 LOST/DMG					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$7.36		32165	
56	Dust Mop 36" #8336 LOST/DMG					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$9.44		32165	
57	Dust Mop 48" #8348 LOST/DMG					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$11.32		32165	
58	18X18 Red Wiper Bagged #8023-10 LOST/DMG					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$0.25		32165	



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Line	Description					
59	Bath Towel 20X40 #8523 LOST/DMG					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$1.20		32165	
60	Terry Cloths U1st Green Stripe 16X19 Bagged #8581 LOST/DMG					
	Discount	UOM	Unit Price	Stock Code	VPN	MPN
	0.0000 %	EA	\$0.50		32165	

<p>Pima County Procurement Department Administering Department: Regional Wastewater Reclamation</p> <p>Project: Uniform & Related Product Rental Services</p> <p>Contractor: UniFirst Corporation 3485 E Golf Links Rd Tucson, AZ 85713</p> <p>Amount: \$300,000.00</p> <p>Funding: General Fund</p> <p>Pima County Contract No.: MA-PO-18-193</p>	<table border="1"> <tr> <td colspan="2" style="text-align: center;">CONTRACT</td> </tr> <tr> <td>NO.</td> <td><u>MA-PO-18-193</u></td> </tr> <tr> <td>AMENDMENT NO.</td> <td>_____</td> </tr> <tr> <td colspan="2"> This number must appear on all invoices, correspondence and documents pertaining to this contract. </td> </tr> </table>	CONTRACT		NO.	<u>MA-PO-18-193</u>	AMENDMENT NO.	_____	This number must appear on all invoices, correspondence and documents pertaining to this contract.	
CONTRACT									
NO.	<u>MA-PO-18-193</u>								
AMENDMENT NO.	_____								
This number must appear on all invoices, correspondence and documents pertaining to this contract.									

COOPERATIVE PROCUREMENT AGREEMENT

1. Parties, Background and Purpose.

- 1.1. Parties. This Contract is between Pima County, a body politic and corporate of the State of Arizona ("County"), and UniFirst Corporation ("Contractor").
- 1.2. Authority. Pima County is authorized by Pima County Code § 11.24.010 and A.R.S. § 41-2632 to enter into cooperative purchasing arrangements. Pima County has entered into such an agreement with The National Joint Powers Alliance (NJPA) (Pima County contract no. 10168).
- 1.3. Contract.
 - 1.3.1. NJPA entered into contract No. 062415-UFC for Uniforms & Related Product Rental Services with UniFirst Corporation ("Contractor"), a provider of uniform rental services which is currently in effect (the "NJPA Contract"). A copy of the NJPA Contract is attached to this Contract as Exhibit A (50 pages).
 - 1.3.2. Section E.3.21 of the NJPA Contract provides that another governmental entity with which NJPA has a cooperative purchasing agreement may, with Contractor's approval, purchase products and services at the same prices and under the same terms as in the NJPA Contract.

2. Term.

- 2.1. Original Term. This Contract is effective for a one-year period commencing on March 1, 2018 (the "Initial Term"). "Term," when used in this Contract, means the Initial Term plus any exercised Extension Options.
- 2.2. Extension Options. County may renew this Contract for up to four (4) additional periods of up to 1 year each (each an "Extension Option").

3. **Scope of Services.** Contractor agrees to furnish Pima County the goods and/or services ("Goods & Services") described on Exhibit B- Unit Prices (27 pages) to this Contract, under the terms and conditions of the NJPA Contract as modified by this Contract. The terms and conditions set forth in this Contract control over any inconsistent provisions in the NJPA Contract.
4. **Not-to-Exceed Amount.** Purchases under this Contract by the County may not exceed \$300,000.00 (including sales tax) annually (the "NTE Amount").
5. **Indemnification Clause.** To the fullest extent permitted by law, Contractor will defend, indemnify, and hold harmless Pima County and any related taxing district, and the officials and employees of each of them (collectively, "Indemnitee") from and against any and all claims, actions, liabilities, losses, and expenses (including reasonable attorney fees) (collectively, "Claims") arising out of actual or alleged injury of any person (including death) or loss or damage to tangible or intangible property caused, or alleged to be caused, in whole or in part, by any act or omission of Contractor or any of Contractor's directors, officers, agents, employees, volunteers, or subcontractors. This indemnity includes any claim or amount arising or recovered under the Workers' Compensation Law or arising out of the failure of Contractor to conform to any federal, state or local law, statute, ordinance, rule, regulation or court decree. The Indemnitee will, in all instances, except for Claims arising solely from the acts or omissions of the Indemnitee, be indemnified by Contractor from and against any and all Claims. Contractor is responsible for primary loss investigation, defense and judgment costs for any Claim to which this indemnity applies. This Indemnity will survive the expiration or termination of this Contract.
6. **Insurance Requirements.** Contractor will procure and maintain at its own expense insurance policies (the "Required Insurance") satisfying the below requirements (the "Insurance Requirements") until all of its obligations under this Contract have been met. The below Insurance Requirements are minimum requirements for this Contract and in no way limit Contractor's indemnity obligations under this Contract. The County in no way warrants that the required insurance is sufficient to protect the Contractor for liabilities that may arise from or relate to this Contract. If necessary, Contractor may obtain commercial umbrella or excess insurance to satisfy the Insurance Requirements.
 - 6.1. **Insurance Coverages and Limits:** Contractor will procure and maintain, until all of its obligations have been discharged, coverage with liability limits not less than those stated below. Coverage must be placed with insurers acceptable to the County with A.M. Best rating of not less than A-VII; unless otherwise approved by the County.
 - 6.1.1. **Commercial General Liability (CGL)** – Occurrence Form with limits not less than \$2,000,000 Each Occurrence and \$2,000,000 General Aggregate. Policy shall include cover for liability arising from premises, operations, independent contractors, personal injury, bodily injury, broad form contractual liability and products-completed operations.
 - 6.1.2. **Business Automobile Liability** – Coverage for bodily injury and property damage on any owned, leased, hired, and/or non-owned autos assigned to or used in the performance of this Contract with minimum limits not less than \$1,000,000 Each Accident.
 - 6.1.3. **Workers' Compensation and Employers' Liability** – Statutory coverage for Workers' Compensation. Workers' Compensation statutory coverage is compulsory for employers of one or more employees. Employers Liability coverage with limits of \$1,000,000 each accident and \$1,000,000 each employee – disease.

6.2. Additional Coverage Requirements:

- 6.2.1. Claims Made Coverage: If any part of the Required Insurance is written on a claims-made basis, any policy retroactive date must precede the effective date of this Contract, and Contractor must maintain such coverage for a period of not less than three (3) years following Contract expiration, termination or cancellation.
- 6.2.2. Additional Insured Endorsement: The General Liability, Business Automobile Liability and Technology E&O Policies shall each be endorsed to include Pima County, its departments, districts, officials, agents, and employees as additional insureds with respect to liability arising out of the activities performed by or on behalf of the Contractor.
- 6.2.3. Subrogation Endorsement: The General Liability, Business Automobile Liability, Workers' Compensation and Technology E&O Policies shall each contain a waiver of subrogation endorsement in favor of Pima County, and its departments, districts, officials, agents, and employees for losses arising from work performed by or on behalf of the Contractor.
- 6.2.4. Primary Insurance Endorsement: The Required Insurance policies must stipulate that they are primary and that any insurance carried by Pima County, its agents, officials, employees or Pima County is excess and not contributory insurance. The Required Insurance policies may not obligate the County to pay any portion of a Contractor's deductible or Self Insurance Retention (SIR).

6.3. Subcontractors: Contractor must either (a) include all subcontractors as additional insureds under its Required Insurance policies, or (b) require each subcontractor to separately meet all Insurance Requirements and verify that each subcontractor has done so, Contractor must furnish, if requested by County, appropriate insurance certificates for each subcontractor. Contractor must obtain County's approval of any subcontractor request to modify the Insurance Requirements as to that subcontractor.

6.4. Notice of Cancellation: Contractor must notify Pima County, within two (2) business days of Contractor's receipt of notice from an insurer, if any Required Insurance policy is suspended, voided, or cancelled for any reason. Notice must include the Pima County project or contract number and project description.

6.5 Verification of Coverage:

6.5.1 Contractor must furnish Pima County with a certificate of insurance (valid ACORD form or equivalent approved by Pima County) for each Required Insurance policy, which must specify that the policy has all the required endorsements, and must include the Pima County project or contract number and project description. Each certificate must be signed by an authorized representative of the insurer.

6.5.2 County may at any time require Contractor to provide a complete copy of any Required Insurance policy or endorsement Contractor must provide the certificates to Pima County before work commences. Each Required Insurance policy must be in effect at least 10 days before work under this Contract commences. Contractor must provide County a renewal certificate not less than 15 days prior to a Required Insurance policy's expiration date Failure to maintain

the Required Insurance policies, or to provide evidence of renewal, is a material breach of this Contract.

6.5.3 All insurance certificates must be sent directly to the appropriate County Department.

- 6.6. Approval and Modifications: The Pima County Risk Manager may modify the Insurance Requirements at any point during the Term of this Contract. This can be done administratively, with written notice from the Risk Manager, and does not require a formal Contract amendment. Neither the County's failure to obtain a required insurance certificate or endorsement, the County's failure to object to a non-complying insurance certificate or endorsement, nor the County's receipt of any other information from the Contractor, its insurance broker(s) and/or insurer(s), constitutes a waiver of any of the Insurance Requirements.
7. **Cancellation for Conflict of Interest.** This Contract is subject to cancellation for conflict of interest pursuant to A.R.S. § 38-511, the pertinent provisions of which are incorporated into this Contract by reference.
 8. **Compliance with Laws.** Contractor will comply with all applicable federal, state, and local laws, rules, regulations, standards and Executive Orders. Contractor warrants that it is appropriately licensed to provide the services under this Contract and that any subcontractors will be appropriately licensed. The laws and regulations of the State of Arizona govern the rights and obligations of the parties under this Contract. Any action relating to this Contract must be filed and maintained in the appropriate court of the State of Arizona in Pima County.
 9. **Non-Discrimination.** Contractor will comply with all provisions and requirements of Arizona Executive Order 2009-09, which is hereby incorporated into this Contract, including flow-down of all provisions and requirements to any subcontractors. During the performance of this Contract, Contractor will not discriminate against any employee, client or any other individual in any way because of that person's age, race, creed, color, religion, sex, disability or national origin.
 10. **Non-Appropriation of Funds.** Notwithstanding any other provision in this Contract, County may terminate this Contract if for any reason there are not sufficient appropriated and available monies for the purpose of maintaining County or other public entity obligations under this Contract. In the event of such termination, County will have no further obligation to Contractor, other than to pay for services rendered prior to termination.
 11. **Public Information.** Pursuant to A.R.S. § 39-121 et seq. all documents submitted to County by Contractor, including but not limited to pricing schedules, product specifications, work plans, and any supporting documents, are public records. As such, those documents are subject to release and/or review by the general public upon request, including competitors. If Contractor reasonably believes that some of those records contain proprietary, trade-secret or otherwise-confidential information, Contractor must prominently mark those records "CONFIDENTIAL." In the event a public-records request is submitted to County for records marked CONFIDENTIAL, County will notify Contractor of the request as soon as reasonably possible. County will release the records 10 business days after the date of that notice, unless Contractor has, within that period, secured an appropriate order from a court of competent jurisdiction, enjoining the release of the records. County will not, under any circumstances, be

responsible for securing such an order, nor will County be in any way financially responsible for any costs associated with securing such an order.

12. Legal Arizona Workers Act Compliance.

- 12.1. Compliance with Immigration Laws. Contractor hereby warrants that it will at all times during the term of this Contract comply with all federal immigration laws applicable to its employment of its employees, and with the requirements of A.R.S. § 23-214 (A) (together the "State and Federal Immigration Laws"). Contractor will further ensure that each subcontractor who performs any work for Contractor under this Contract likewise complies with the State and Federal Immigration Laws.
- 12.2. Books & Records. County has the right at any time to inspect the books and records of Contractor and any subcontractor in order to verify such party's compliance with the State and Federal Immigration Laws.
- 12.3. Remedies for Breach of Warranty. Any breach of Contractor's or any subcontractor's warranty of compliance with the State and Federal Immigration Laws, or of any other provision of this section, is a material breach of this Contract subjecting Contractor to penalties up to and including suspension or termination of this Contract. If the breach is by a subcontractor, and the subcontract is suspended or terminated as a result, Contractor will be required to take such steps as may be necessary to either self-perform the services that would have been provided under the subcontract or retain a replacement subcontractor, as soon as possible so as not to delay project completion. Any additional costs attributable directly or indirectly to such remedial action are the responsibility of Contractor.
- 12.4. Subcontractors. Contractor will advise each subcontractor of County's rights, and the subcontractor's obligations, under this Section 24 by including a provision in each subcontract substantially in the following form:

"Subcontractor hereby warrants that it will at all times during the term of this contract comply with all federal immigration laws applicable to Subcontractor's employees, and with the requirements of A.R.S. § 23-214 (A). Subcontractor further agrees that County may inspect the Subcontractor's books and records to insure that Subcontractor is in compliance with these requirements. Any breach of this paragraph by Subcontractor is a material breach of this contract subjecting Subcontractor to penalties up to and including suspension or termination of this contract." CONTRACTOR hereby warrants that it will at all times during the term of this Contract comply with all federal immigration laws applicable to CONTRACTOR's employment of its employees, and with the requirements of A.R.S. § 23-214 (A) (together the "State and Federal Immigration Laws"). CONTRACTOR will further ensure that each subcontractor who performs any work for CONTRACTOR under this contract likewise complies with the State and Federal Immigration Laws.

13. **Israel Boycott Certification**. Contractor hereby certifies that it is not currently engaged in, and will not for the duration of this Contract engage in, a boycott of Israel as defined by A.R.S. § 35-393.01. Violation of this certification by Contractor may result in action by the County up to and including termination of this Contract.

14. **Written Orders.** County will order products or services under this Contract by issuing a Delivery Order (DO) document. Order documents will be furnished to Contractor via e-mail or telephone. If an order is given verbally, the County Department that issued the order will transmit a confirming order document to Contractor within five workdays of the date the verbal order is given.

Contractor must not supply materials or services pursuant to the contract that are not documented or authorized by a Delivery Order (DO) at the time of provision. County accepts no responsibility for control of or payment for materials or services not documented by a County Delivery Order (DO).

Contractor will establish, monitor, and manage an effective contract administration process that assures compliance with all requirements of this Contract. In particular, Contractor will not provide goods or services other than those described in this Contract, in excess of the NTE Amount, or after the Term of the Contract has ended, without a Contract amendment properly executed and issued by County, as provided below. Any items provided in excess of that stated in this Contract are at Contractor's own risk.

15. **Amendments.** The County may extend or revise this Contract by notifying Contractor in writing of the change, which notice will be in the form of a revised "Master Agreement." If Contractor does not object in writing to the proposed changes within ten (10) calendar days after receipt of the notice, Contractor will be deemed to have accepted the changes, and the revision will be binding on the parties, effective as of the date the notice was issued. If Contractor objects to one or more of the changes, then the proposed changes will be deemed to be ineffective.

16. **Invoice Submittal.** Invoices are to be sent to:

Pima County Finance & Risk Management- Accounts Payable
P.O. Box 791
Tucson AZ, 85701

17. **Notices.** Notices regarding this Agreement should be addressed to:

Esther Deschamps
Pima County Regional Wastewater Reclamation
Tres Rios Wastewater
7101 N. Casa Grande Hwy
Tucson, Arizona 85743
Esther.deschamps@pima.gov

(The remainder of page is left blank intentionally)


IN WITNESS WHEREOF, the parties have approved this Cooperative Procurement Agreement and agree to be bound by the terms and conditions of the Contract on the dates written below.

APPROVED:

Chair, Board of Supervisors
OR Procurement Director

Date: _____

UniFirst Corporation


Authorized Officer Signature
JEFF MARTIN
BRANCH MANAGER

Printed Name and Title

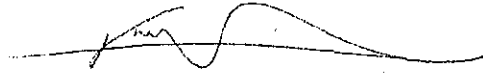
Date: 12/19/17

ATTEST:

Clerk of the Board

Date: _____

APPROVED AS TO FORM:



Tobin Rosen, Deputy County Attorney

12/15/17

Date

Exhibit A



Contract Acceptance and Award

(To be completed only by NJPA)

NJPA 062415 UNIFORMS AND UNIFORM-RELATED PRODUCTS AND SERVICES

UniFirst Corporation
Proposer's full legal name

Your proposal is hereby accepted and awarded. As an awarded Proposer, you are now bound to provide the defined product/equipment and services contained in your proposal offering according to all terms, conditions, and pricing set forth in this RFP, any amendments to this RFP, your Response, and any exceptions accepted or rejected by NJPA on Form C.

The effective start date of the Contract will be August 18th, 20 15 and continue for four years from the board award date. This contract has the consideration of a fifth year renewal option at the discretion of NJPA.

National Joint Powers Alliance® (NJPA)

NJPA Authorized signature:

Dr. Chad Coquette

NJPA Executive Director

(Name printed or typed)

Awarded this 18th day of August, 20 15 NJPA Contract Number 062415-UFC

NJPA Authorized signature:

Scott Veronen

NJPA Board Member

(Name printed or typed)

Executed this 18th day of August, 20 15 NJPA Contract Number 062415-UFC

Proposer hereby accepts contract award including all accepted exceptions and NJPA clarifications identified on FORM C.

Vendor Name UNIFIRST CORP

Vendor Authorized signature:

David M Katz

(Name printed or typed)

Title: SUP Sales E Marketing

Executed this 19th day of August, 20 15 NJPA Contract Number 062415-UFC

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I. DEFINITIONS

A. CONTRACT

“Contract” as used herein shall consist of: this RFP, pricing, fully executed forms C, D, F & P from the Proposer’s response pursuant to this RFP, and a fully executed form E (“Acceptance and Award”) with final terms and conditions. Form E will be executed on or after award and will provide final clarification of terms and conditions of the award.

B. CURRENCY

All transactions are payable in U.S. dollars on U.S. sales. All administrative fees are to be paid in U.S. dollars.

C. EXCLUSIVE VENDOR

A sole Vendor awarded in a product category. NJPA reserves the right to award to an Exclusive Vendor in the event that such an award is in the best interests of NJPA Members nationally. A Proposer that exhibits and demonstrates the ability to offer and execute an outstanding overall program, demonstrates the ability and willingness to serve NJPA current and qualifying Members in all 50 states and comply with all other requirements of this RFP, is preferred.

D. FOB

FOB stands for “Freight On Board” and defines the point at which responsibility for loss and damage of product/equipment purchased is transferred from Seller to Buyer. “FOB Destination” defines that transfer of responsibility for loss is transferred from Seller to Buyer at the Buyer’s designated delivery point. FOB does not identify who is responsible for the costs of shipping. The responsibility for the costs of shipping is addressed elsewhere in this document.

E. HUB PARTNER

An organization that a member requests to be served through with an Awarded Vendor for the purposes of complying with a Law, Regulation, or Rule to which that individual NJPA Member deems to be applicable in their jurisdiction.

F. PROPOSER

A company, person, or entity delivering a timely response to this RFP.

G. REQUEST FOR PROPOSAL

Herein referred to as RFP.

H. SOURCED GOODS

A Sourced Good or Open Market Item is a product within the RFP’s scope - generally deemed incidental to the total transaction or purchase of contract items - which a member wants to buy under contract from an Awarded Vendor that is not currently available under the Vendor’s NJPA contract.

I. TIME

Periods of time, stated as number of days, shall be in calendar days.

J. TOTAL COST OF ACQUISITION

The Total Cost of Acquisition for the equipment/products and related services being proposed is the cost of the proposed equipment/products and related services delivered and operational for its intended purpose in the end-user’s location.

K. VENDOR

A Proposer whose response has been awarded a contract pursuant to this RFP.

2 ADVERTISEMENT OF RFP

2.1 NJPA shall advertise this solicitation: 1) once each in Oregon's Daily Journal of Commerce, South Carolina's The State and Utah's Salt Lake Tribune; 2) on NJPA's website; 3) in the hard copy print and online editions of the USA Today; and 4) on other third-party websites deemed appropriate by NJPA. Other third party advertisers may include Onvia, PublicPurchase.com, MERX and Biddingo.

2.2 NJPA also notifies and provides solicitation documentation to each State level procurement departments for possible re-posting of the solicitation within their systems and at their option for future use and to meet specific state requirements.

3 INTRODUCTION

A. ABOUT NJPA

3.1 The National Joint Powers Alliance® (NJPA) is a public agency serving as a national municipal contracting agency established under the Service Cooperative statute by Minnesota Legislative Statute §123A.21 with the authority to develop and offer, among other services, cooperative procurement services to its membership. Eligible membership and participation includes states, cities, counties, all government agencies, both public and non-public educational agencies, colleges, universities and non-profit organizations.

3.2 Under the authority of Minnesota state laws and enabling legislation, NJPA facilitates a competitive bidding and contracting process on behalf of the needs of itself and the needs of current and potential member agencies nationally. This process results in national procurement contracts with various Vendors of products/equipment and services which NJPA Member agencies desire to procure. These procurement contracts are created in compliance with applicable Minnesota Municipal Contracting Laws. A complete listing of NJPA cooperative procurement contracts can be found at www.njpacoop.org.

3.3 NJPA is a public agency governed by publicly elected officials that serve as the NJPA Board of Directors. NJPA's Board of Directors calls for all proposals, awards all Contracts, and hosts those resulting Contracts for the benefit of its own and its Members use.

3.3.1 Subject to Approval of the NJPA Board: NJPA contracts are awarded by the action of NJPA Board of Directors. This action is based on the open and competitive bidding process facilitated by NJPA. The evaluation and resulting recommendation is presented to the Board of Directors by the NJPA Proposal Evaluation Committee.

3.4 NJPA currently serves over 50,000 member agencies nationally. Both membership and utilization of NJPA contracts continue to expand, due in part to the increasing acceptance of Cooperative Purchasing throughout the government and education communities nationally.

B. JOINT EXERCISE OF POWERS LAWS

3.5 NJPA cooperatively shares those contracts with its Members nationwide through various Joint Exercise of Powers Laws or Cooperative Purchasing Statutes established in Minnesota, other States and Canadian Provinces. The Minnesota Joint Exercise of Powers Law is Minnesota Statute §471.59 which states "Two or more governmental units...may jointly or cooperatively exercise any power common to the contracting parties..." This Minnesota Statute allows NJPA to serve Member agencies located in all other states. Municipal agencies nationally have the ability to participate in cooperative purchasing activities as a result of specific laws of their own state. These laws can be found on our website at <http://www.njpacoop.org/national-cooperative-contract-solutions/legal-authority/>.

C. WHY RESPOND TO A NATIONAL COOPERATIVE PROCUREMENT CONTRACT

3.6 National Cooperative Procurement Contracts create value for Municipal and Public Agencies, as well as for Vendors of products/equipment and services in a variety of ways:

3.6.1 National cooperative contracts potentially save the time and effort of Municipal and Public Agencies who would have been otherwise charged with soliciting vendor responses to individual RFP's, resulting in individual contracts, to meet the procurement needs of their respective agencies. Considerable time and effort is also potentially saved by the Vendors who would have had to otherwise respond to each of those individual RFPs. A single, nationally advertised RFP, resulting in a single, national cooperative contract can potentially replace thousands of individual RFPs for the same equipment/products/services that might have been otherwise advertised by individual NJPA member agencies.

3.6.2 NJPA contracts offer our Members nationally leveraged volume purchasing discounts. Our contract terms and conditions offer the opportunity for Vendors to recognize individual member procurement volume commitment through additional volume based contract discounts.

3.7 State laws that permit or encourage cooperative purchasing contracts do so with the belief that cooperative efficiencies will result in lower prices, better overall value, and considerable time savings.

3.8 The collective purchasing power of thousands of NJPA Member agencies nationwide offers the opportunity for volume pricing discounts. Although no sales or sales volume is guaranteed by an NJPA Contract resulting from this RFP, substantial volume is anticipated and volume pricing is requested and justified.

3.9 NJPA and its Members desire the best value for their procurement dollar as well as a competitive price. Vendors have the opportunity to display and highlight value added attributes of their company, equipment/products and services without constraints of a typical individual proposal process.

D. THE INTENT OF THIS RFP

3.10. National contract awarded by the NJPA Board of Directors: NJPA seeks the most responsive and responsible Vendor relationship(s) to reflect the best interests of NJPA and its Member agencies. Through a competitive proposal and evaluation process, the NJPA Proposal Evaluation Committee reviews and recommends vendors for to award a national contract by the action of the NJPA Board of Directors. NJPA's primary intent is to establish and provide a national cooperative procurement contract which offer opportunities for NJPA and our Member agencies to procure quality product/equipment and services as desired and needed. The contracts will be marketed nationally through a cooperative effort between the awarded vendor(s) and NJPA. Contracts are expected to offer price levels reflective of the potential and collective volume of NJPA and the nationally established NJPA membership base.

3.11 Beyond our primary intent, NJPA further desires to:

3.11.1 Award a four year term contract with a fifth year contract option resulting from this RFP;

3.11.2 Offer and apply any applicable technological advances throughout the term of a contract resulting from this RFP

3.11.3 Deliver "Value Added" aspects of the company, equipment/products and services as defined in the "Proposer's Response";

3.11.4 Deliver wide spectrums of solutions to meet the needs and requirement of NJPA and NJPA Member agencies.

3.11.5 Award an exclusive contract to the most responsive and responsible vendor when it is deemed to be in the best interest of NJPA and the NJPA Member agencies

3.12 Exclusive or Multiple Awards: Based on the goals and scope of this RFP, NJPA is requesting responders to demonstrate their ability to serve the needs of NJPA's national membership. It is NJPA's intent and desire to award a contract to a single exclusive Vendor to serve our membership's needs. To meet the goals of this RFP, NJPA reserves the right to award a Contract to multiple Proposers where the result justifies a multiple award and multiple contracts are deemed to be in the best interests of NJPA Member agencies.

3.13 Non-Manufacturer Awards: NJPA reserves the right to make an award related to this invitation to a non-manufacturer or dealer/distributor if such action is in the best interests of NJPA and its Members.

3.14 Manufacturer as a Proposer: If the Proposer is a Manufacturer or wholesale distributor, the response received will be evaluated on the basis of a response made in conjunction with that Manufacturer's authorized Dealer Network. Unless stated otherwise, a Manufacturer or wholesale distributor Proposer is assumed to have a documented relationship with their Dealer Network where that Dealer Network is informed of, and authorized to accept, purchase orders pursuant to any Contract resulting from this RFP on behalf of the Manufacturer or wholesale distributor Proposer. Any such dealer will be considered a sub-contractor of the Proposer/Vendor. The relationship between the Manufacturer and wholesale distributor Proposer and its Dealer Network may be proposed at the time of the proposed submission if that fact is properly identified.

3.15 Dealer/Re-seller as a Proposer: If the Proposer is a dealer or re-seller of the products and/or services being proposed, the response will be evaluated based on the Proposer's authorization to provide those products and services from their manufacturer. Where appropriate, Proposers must document their authority to offer those products and/or services.

E. SCOPE OF THIS RFP

3.16 Scope: The scope of this RFP is to award a contract to a qualifying vendor defined as a manufacturer, provider, or dealer/distributor, established as a Proposer, and deemed responsive and responsible through our open and competitive proposal process. Vendors will be awarded contracts based on the proposal and responders demonstrated ability to meet the expectations of the RFP and demonstrate the overall highest valued solutions which meet and/or exceed the current and future needs and requirements of NJPA and its Member agencies nationally within the scope of UNIFORMS AND UNIFORM-RELATED PRODUCTS AND SERVICES .

3.17 Additional Scope Definitions: For purposes of the scope of this solicitation:

3.17.1 In addition to UNIFORMS AND UNIFORM-RELATED PRODUCTS AND SERVICES **this solicitation should be read to include, but not to be limited to:**

3.17.1.1 Rental uniforms, direct-purchase uniforms, and related products and services.

3.17.2 NJPA reserves the right to limit the scope of this solicitation for NJPA and current and potential NJPA member agencies.

3.17.2.1 This solicitation should NOT be construed to include athletic uniforms. Responses should not include more than an incidental portion of mats, mops, cleaning supplies, or similar related items.

3.18 Overlap of Scope: When considering equipment/products/services, or groups of equipment/products/services submitted as a part of your response, and whether inclusion of such will fall within a “Scope of Proposal,” please consider the validity of an inverse statement.

3.18.1 For example, pencils and post-it-notes can generally be classified as office supplies and office supplies generally include pencils and post-it-notes.

3.18.2 In contrast, computers (PCs and peripherals) can generally be considered office supplies; however, the scope of office supplies does not generally include computer servers and infrastructure.

3.18.3 In conclusion: With this in mind, individual products and services must be examined individually by NJPA, from time to time and in its sole discretion, to determine their compliance and fall within the original “Scope” as intended by NJPA.

3.19 Best and Most Responsive – Responsible Proposer: It is the intent of NJPA to award a Contract to the best and most responsible and responsive Proposer(s) offering the best overall quality and selection of equipment/products and services meeting the commonly requested specifications of the NJPA and NJPA Members, provided the Proposer’s Response has been submitted in accordance with the requirements of this RFP. Qualifying Proposers who are able to anticipate the current and future needs and requirements of NJPA and NJPA member agencies; demonstrate the knowledge of any and all applicable industry standards, laws and regulations; and possess the willingness and ability to distribute, market to and service NJPA Members in all 50 states are preferred. NJPA requests proposers submit their entire product line as it applies and relates to the scope of this RFP.

3.20 Sealed Proposals: NJPA will receive sealed proposal responses to this RFP in accordance with accepted standards set forth in the Minnesota Procurement Code and Uniform Municipal Contracting Law. Awards may be made to responsible and responsive Proposers whose proposals are determined in writing to be the most advantageous to NJPA and its current or qualifying future NJPA Member agencies.

3.21 Use of Contract: Any Contract resulting from this solicitation shall be awarded with the understanding that it is for the sole convenience of NJPA and its Members. NJPA and/or its members reserve the right to obtain like equipment/products and services solely from this contract or from another contract source of their choice or from a contract resulting from their own procurement process.

3.22 Awarded Vendor’s interest in a contract resulting from this RFP: Awarded Vendors will be able to offer to NJPA, and current and potential NJPA Members, only those products/equipment and services specifically awarded on their NJPA Awarded Contract(s). Awarded Vendors may not offer as “contract compliant,” products/equipment and services which are not specifically identified and priced in their NJPA Awarded Contract.

3.23 Sole Source of Responsibility- NJPA desires a “Sole Source of Responsibility” Vendor. This means the Vendor will take sole responsibility for the performance of delivered equipment/products/ services. NJPA also desires sole responsibility with regard to:

3.23.1 Scope of Equipment/Products/Services: NJPA desires a provider for the broadest possible scope of products/equipment and services being proposed over the largest possible geographic area and to the largest possible cross-section of NJPA current and potential Members.

3.23.2 Vendor use of sub-contractors in sourcing or delivering equipment/product/services: NJPA desires a single source of responsibility for equipment/products and services proposed. Proposers are assumed to have sub-contractor relationships with all organizations and individuals whom are external to the Proposer and are involved in providing or delivering the equipment/products/services being proposed. Vendor assumes all responsibility for the equipment/products/services and actions of any such Sub-Contractor. Suggested Solutions Options include:

3.24.1 Multiple solutions to the needs of NJPA and NJPA Members are possible. Examples could include:

3.24.1.1 Equipment/Products Only Solution: Equipment/Products Only Solution may be appropriate for situations where NJPA or NJPA Members possess the ability, either in-house or through local third party contractors, to properly install and bring to operation those equipment/products being proposed.

3.24.1.2 Turn-Key Solutions: A Turn-Key Solution is a combination of equipment/products and services which provides a single price for equipment/products, delivery, and installation to a properly operating status. Generally this is the most desirable solution as NJPA and NJPA Members may not possess, or desire to engage, personnel with the necessary expertise to complete these tasks internally or through other independent contractors

3.24.1.3 Good, Better, Best: Where appropriate and properly identified, Proposers are invited to offer the CHOICE of good – better – best multiple grade solutions to NJPA and NJPA Members' needs.

3.24.1.4 Proven – Accepted – Leading Edge Technology: Where appropriate and properly identified, Proposers are invited to provide an appropriate identified spectrum of technology solutions to compliment or enhance the functionality of the proposed solutions to NJPA and NJPA Members' needs both now and into the future.

3.24.2 If applicable, Contracts will be awarded to Proposer(s) able to deliver a proposal meeting the entire needs of NJPA and its Members within the scope of this RFP. NJPA prefers Proposers submit their complete product line of products and services described in the scope of this RFP. NJPA reserves the right to reject individual, or groupings of specific equipment/products and services proposals as a part of the award.

3.25 Geographic Area to be Proposed: This RFP invites proposals to provide UNIFORMS AND UNIFORM-RELATED PRODUCTS AND SERVICES to NJPA and NJPA Members throughout the entire United States and possibly internationally. Proposers will be expected to express willingness to explore service to NJPA Members located abroad; however the lack of ability to serve Members outside of the United States will not be cause for non-award. The ability and willingness to serve Canada, for instance, will be viewed as a value-added attribute.

3.26 Contract Term: At NJPA's option a contract resulting from this RFP will become effective either the date awarded by the NJPA Board of Directors or the day following the expiration date of an existing NJPA procurement contract for the same or similar product/equipment and services.

3.26.1 NJPA is seeking a Contract base term of four years as allowed by Minnesota Contracting Law. Full term is expected. However, one additional one-year renewal/extension may be offered by NJPA to Vendor beyond the original four year term if NJPA deems such action to be in the best interests of NJPA and its Members. NJPA reserves the right to conduct periodic business reviews throughout the term of the contract.

3.27 Minimum Contract Value: NJPA anticipates considerable activity resulting from this RFP and subsequent award; however, no commitment of any kind is made concerning actual quantities to be acquired. NJPA does not guarantee usage. Usage will depend on the actual needs of the NJPA Members and the value of the awarded contract.

3.28 Estimated Contract Volume: Estimated quantities and sales volume are based on potential usage by NJPA and NJPA Member agencies nationally.

3.29 Contract Availability: This Contract must be available to all current and potential NJPA Members who choose to utilize this NJPA Contract to include all governmental and public agencies, public and private primary and secondary education agencies, and all non-profit organizations nationally.

3.30 Proposer's Commitment Period: In order to allow NJPA the opportunity to evaluate each proposal thoroughly, NJPA requires any response to this solicitation be valid and irrevocable for ninety (90) days after the date proposals were opened regarding this RFP.

F. EXPECTATIONS FOR EQUIPMENT/PRODUCTS AND SERVICES BEING PROPOSED

3.31 Industry Standards: Except as contained herein, the specifications or solutions for this RFP shall be those accepted guidelines set forth by the UNIFORMS AND UNIFORM-RELATED PRODUCTS AND SERVICES industry, as they are generally understood and accepted within that industry across the nation. Submitted products/equipment, related services, and their warranties and assurances are required to meet and/or exceed all current, traditional and anticipated needs and requirements of NJPA and its Members.

3.31.1 Deviations from industry standards must be identified by the Proposer and explained how, in their opinion, the equipment/products and services they propose will render equivalent functionality, coverage, performance, and/or related services. Failure to detail all such deviations may comprise sufficient grounds for rejection of the entire proposal.

3.31.2 Technical Descriptions/Specifications. Excessive technical descriptions and specifications which, in the opinion of NJPA unduly enlarge the proposal response may reduce evaluation points awarded on Form G. Proposers must supply sufficient information to:

3.31.2.1 demonstrate the Proposer's knowledge of industry standards;

3.31.2.2 identify the equipment/products and services being proposed; and

3.31.2.3 differentiate equipment/products and services from others.

3.32 New Current Model Equipment/Products: Proposals submitted shall be for new, current model equipment/products and services with the exception of certain close-out products allowed to be offered on the Proposer's "Hot List" described herein.

3.33 Compliance with laws and standards: All items supplied on this Contract shall comply with any current applicable safety or regulatory standards or codes.

3.34 Delivered and operational: Products/equipment offered herein are to be proposed based upon being delivered and operational at the NJPA Member's site. Exceptions to "delivered and operational" must be explicitly disclosed in the "Total Cost of Acquisition" section of your proposal response.

3.35 Warranty: The Proposer warrants that all products, equipment, supplies, and services delivered under this Contract shall be covered by the industry standard or better warranty. All products and equipment should carry a minimum industry standard manufacturer's warranty that includes materials and labor. The Proposer has the primary responsibility to submit product specific warranty as required and accepted by industry standards. Dealer/Distributors agree to assist the purchaser in reaching a solution in a dispute over warranty's terms with the manufacturer. Any manufacturer's warranty which is effective past the expiration of the warranty will be passed on to the NJPA member. Failure to submit a minimum warranty may result in non-award.

3.36 Additional Warrants: The Proposer warrants all products/equipment and related services furnished hereunder will be free from liens and encumbrances; defects in design, materials, and workmanship; and will conform in all respects to the terms of this RFP including any specifications or standards. In addition,

Proposer/Vendor warrants the products/equipment and related services are suitable for and will perform in accordance with the ordinary use for which they are intended.

G. SOLUTIONS BASED SOLICITATION

3.37 NJPA solicitations and contract process will not offer specific specifications for proposers to meet or base your response on. This RFP is a “Solutions Based Solicitation.” This means the proposers are asked to understand and anticipate the current and future needs of NJPA and the nationally located NJPA membership base, within the scope of this RFP, and including specifications commonly desired or required by law or industry standards. Your proposal will be evaluated in part on your demonstrated ability to meet or exceed the needs and requirements of NJPA and our member agencies within the defined scope of this RFP.

3.38 NJPA does not typically provide product and service specifications; rather NJPA is requesting an industry standard or accepted specification for the requested product/equipment and services. Where specific line items are specified, those line items should be considered the minimum which can be expanded by the Proposer to deliver the Proposer’s “Solution” to NJPA and NJPA Members’ needs.

INSTRUCTIONS FOR PREPARING YOUR PROPOSAL

A. INQUIRY PERIOD

4.1 The inquiry period shall begin at the date of first advertisement and continue to the “Deadline for Requests.” RFP packages shall be distributed to Potential Bidders during the inquiry period. The purpose for the defined “Inquiry Period” is to ensure proposers have enough time to complete and deliver the proposal to our office.

B. PRE-PROPOSAL CONFERENCE

4.2 A non-mandatory pre-proposal conference will be held at the date and time specified in the time line on page one of this RFP. Conference call and web connection information will be sent to all Potential Proposers through the same means employed in their inquiry. The purpose of this conference call is to allow Potential Proposers to ask questions regarding this RFP and hear answers to their own questions and the questions of other Potential Proposers. Only answers issued in writing by NJPA to questions asked before or during the Pre-proposal Conference shall be considered binding.

C. IDENTIFICATION OF KEY PERSONNEL

4.3 Vendor will designate one senior staff individual who will represent the awarded Vendor to NJPA. This contact person will correspond with members for technical assistance, questions or problems that may arise including instructions regarding different contacts for different geographical areas as needed.

4.4 Individuals should also be identified (if applicable) as the primary contacts for the contents of this proposal, marketing, sales, and any other area deemed essential by the Proposer.

D. PROPOSER’S EXCEPTIONS TO TERMS AND CONDITIONS

4.5 Any exceptions, deviations, or contingencies a Proposer may have to the terms and conditions contained herein must be documented on Form C.

4.6 Exceptions, deviations or contingencies stipulated in Proposer’s Response, while possibly necessary in the view of the Proposer, may result in disqualification of a Proposal Response.

E. PROPOSAL FORMAT

4.7 It is the responsibility of all Proposers to examine the entire RFP package, to seek clarification of any item or requirement that may not be clear and to check all responses for accuracy before submitting a Proposal. Negligence in preparing a Proposal confers no right of withdrawal after the deadline for submission of proposals.

4.8 All proposals must be properly labeled and sent to “The National Joint Powers Alliance®, 202 12th ST NE Staples, MN 56479.”

4.9 Format for proposal response: All proposals must be physically delivered to NJPA at the above address in the following form and with all required hard copy documents and signature forms/pages inserted as loose pages at the front of the Vendor’s response:

4.9.1 Hard copy original signed, completed, and dated forms C, D, F and hard copy signed signature page only from forms A and P from this RFP;

4.9.2 Hard copies of all addenda issued for the RFP with original counter signed by the Proposer;

4.9.3 Hard copy of Certificate of Insurance verifying the coverage identified in this RFP; and

4.9.4 A complete copy of your response on a CD (Compact Disc) or flash drive. The copy shall contain completed Forms A, B, C, D, F & P, your statement of products and pricing (including apparent discount) together with all appropriate attachments. Everything you send with your hard copy should also be included in the electronic copy. As a public agency, NJPA proposals, responses and awarded contracts are a matter of public record, except for that data included in the proposals, responses and awarded contracts that is classified as nonpublic; thus, pursuant to statute, NJPA policies and RFP terms and conditions, all documentation, except for that data which is nonpublic is available for review by the public through a public records request. If you wish to request that certain information that falls within Minnesota Statute §13.37 be redacted, such request must be made within thirty-days of award/non-award.

4.10 All Proposal forms must be submitted in English and be legible. All appropriate forms must be executed by an authorized signatory of the Proposer. Blue ink is preferred for signatures.

4.11 Proposal submissions should be submitted using the electronic forms provided. If a Proposer chooses to use alternative documents for their response, the Proposer will be responsible for ensuring the content is effectively equal to the NJPA form and the document is in a format readable by NJPA.

4.12 It is the responsibility of the Proposer to be certain the proposal submittal is in the physical possession of NJPA on or prior to the deadline for submission of proposals.

4.12.1 Proposals must be submitted in a sealed envelope or box properly addressed to NJPA and prominently identifying the proposal number, proposal category name, the message “**Hold for Proposal Opening**”, and the deadline for proposal submission. NJPA cannot be responsible for late receipt of proposals. Proposals received by the correct deadline for proposal submission will be opened and the name of each Proposer and other appropriate information will be publicly read.

4.13 Corrections, erasures, and interlineations on a Proposer’s Response must be initialed by the authorized signer in original ink on all copies to be considered.

4.14 Addendums to the RFP: The Proposer is responsible for ensuring receipt of all addendums to this RFP.

4.14.1 Proposer’s are responsible for checking directly with the NJPA website for addendums to this RFP.

4.14.2 Addendums to this RFP can change terms and conditions of the RFP including the deadline for submission of proposals.

F. QUESTIONS AND ANSWERS ABOUT THIS RFP

4.15 Upon examination of this RFP document, Proposer shall promptly notify NJPA of any ambiguity, inconsistency, or error they may discover. Interpretations, corrections and changes to this RFP will be made by NJPA through addendum. Interpretations, corrections, or changes made in any other manner will not be binding and Proposer shall not rely upon such.

4.16 Submit all questions about this RFP, in writing, referencing UNIFORMS AND UNIFORM-RELATED PRODUCTS AND SERVICES to Jonathan Yahn, NJPA 202 12th Street NE, Staples, MN 56479 or RFP@njpacoop.org. Those not having access to the Internet may call Jonathan Yahn at (218) 895-4144. Requests for additional information or interpretation of instructions to Proposers or technical specifications shall also be addressed to Jonathan Yahn. NJPA urges Potential Proposers to communicate all concerns well in advance of the deadline to avoid misunderstandings. Questions received less than seven (7) days ending at 4:00 p.m. Central Time of the seventh (7th) calendar day prior to proposal due-date cannot be answered; however, communications permitted include: NJPA issued addenda or potential Vendor withdrawal of their response prior to RFP submission deadline.

4.17 If the answer to a question is deemed by NJPA to have a material impact on other potential proposers or the RFP itself, the answer to the question will become an addendum to this RFP.

4.18 If the answer to a question is deemed by NJPA to be a clarification of existing terms and conditions and does not have a material impact on other potential proposers or the RFP itself, no further documentation of that question is required.

4.19 As used in this solicitation, clarification means communication with a Potential Proposer for the sole purpose of eliminating minor irregularities, informalities, or apparent clerical mistakes in the RFP.

4.20 Addenda are written instruments issued by NJPA that modify or interpret the RFP. All addenda issued by NJPA shall become a part of the RFP. Addenda will be delivered to all Potential Proposers using the same method of delivery of the original RFP material. NJPA accepts no liability in connection with the delivery of said materials. Copies of addenda will also be made available on the NJPA website at www.njpacoop.org by clicking on "Current and Pending Solicitations" and from the NJPA offices. No questions will be accepted by NJPA later than seven (7) days prior to the deadline for receipt of proposals, except Each Potential Proposer shall ascertain prior to submitting a Proposal that it has received all addenda issued, and the Proposer shall acknowledge their receipt in its Proposal Response.

4.21 An amendment to a submitted proposal must be in writing and delivered to NJPA no later than the time specified for opening of all proposals.

G. MODIFICATION OR WITHDRAWAL OF A SUBMITTED PROPOSAL

4.22 A submitted proposal may not be modified, withdrawn or cancelled by the Proposer for a period of ninety (90) days following the date proposals were opened. Prior to the deadline for submission of proposals, any proposal submitted may be modified or withdrawn by notice to the NJPA Contracts and Compliance Manager. Such notice shall be submitted in writing and include the signature of the Proposer and shall be delivered to NJPA prior to the deadline for submission of proposals and it shall be so worded as not to reveal the content of the original proposal. However, the original proposal shall not be physically returned to the Potential Proposer until after the official proposal opening. Withdrawn proposals may be resubmitted up to the time designated for the receipt of the proposals if they are then fully in conformance with the Instructions to Proposer.

4.23 Examples of Value Added Attributes: Value-Added attributes, products and services are items offered in addition to the products and services being proposed which adds value to those items being proposed. The availability of a contract for maintenance or service after the initial sale, installation, and set-up may, for instance, be “Value Added Services” for products where a typical buyer may not have the ability to perform these functions. The opportunity to indicate value added dimensions and such advancements will be available in the Proposer’s Questionnaire and Proposer’s product and service submittal.

4.24 Value added equipment/products and services and expanded services, as they relate to this RFP, will be given positive consideration in the award selection. Consideration will be given to an expanded selection of UNIFORMS AND UNIFORM-RELATED PRODUCTS AND SERVICES and advances to provide equipment/products/services or supplies meeting and/or exceeding today’s industry standards and expectations. A value add would include a program or service that further serves the members needs above and possibly beyond standard expectation and complements the equipment/products/services and training. Value added could include areas of equipment, product and service, sales, ordering, delivery, performance, maintenance, technology, and service that furthers the functionality and effectiveness of the procurement process while remaining within the scope of this RFP.

4.25 Minority, Small Business, and Women Business Enterprise (WMBE) participation: It is the policy of some NJPA Members to involve Minority, Small Business, and WMBE contractors in the process to purchase equipment/products and related services. Vendors should document WMBE status for their organization AND any such status of their affiliates (i.e. Supplier networks) involved in carrying out the activities invited. The ability of a Proposer to provide “Credits” to NJPA and NJPA Members in these subject areas, either individually or through related entities involved in the transaction, will be evaluated positively by NJPA and reflected in the “value added” area of the evaluation. NJPA is committed to facilitating the realization of such “Credits” through certain structuring techniques for transactions resulting from this RFP.

4.26 Environmentally Preferred Purchasing Opportunities: There is a growing trend among NJPA Members to consider the environmental impact of the equipment/products and related services they purchase. “Green” characteristics demonstrated by responding companies will be evaluated positively by NJPA and reflected in the “value added” area of the evaluation. Please identify any Green characteristics of the equipment/products and related services in your proposal and identify the sanctioning body determining that characteristic. Where appropriate, please indicate which products have been certified as “green” and by which certifying agency.

4.27 On-Line Requisitioning systems: When applicable, on-line requisitioning systems will be viewed as a value-added characteristic. Proposer shall include documentation about user interfaces that make on-line ordering easy for NJPA Members as well as the ability to punch-out from mainstream e-Procurement or Enterprise Resource Planning (ERP) systems that NJPA Members may currently utilize.

4.28 Financing: The ability of the Proposer to provide financing options for the products and services being proposed will be viewed as a Value Added Attribute.

H. PROPOSAL OPENING PROCEDURE

4.29 Sealed and properly identified Proposer’s Responses for this RFP entitled UNIFORMS AND UNIFORM-RELATED PRODUCTS AND SERVICES will be received by Jonathan Yahn, Contracts and Compliance Manager, at NJPA Offices, 202 12th Street NE, Staples, MN 56479 until the deadline for receipt of, and proposal opening identified on page one of this RFP. **We document the receipt by using an atomic clock; an NJPA employee electronically time and date stamps all Proposals immediately upon receipt.** The NJPA Director of Contracts and Marketing, or Representative from the NJPA Proposal Evaluation Committee, will then read the Proposer’s names aloud. A summary of the responses to this RFP will be made available for public inspection in the NJPA office in Staples, MN. A letter or e-mail request is required to receive a complete RFP package. Send or communicate all requests to the attention of

Jonathan Yahn 202 12th Street Northeast Staples, MN 56479 or RFP@njpacoop.org to receive a complete copy of this RFP. Method of delivery needs to be indicated in the request; an email address is required for electronic transmission. Oral, facsimile, telephone or telegraphic Proposal Submissions or requests for this RFP are invalid and will not receive consideration. All Proposal Responses must be submitted in a sealed package. The outside of the package shall plainly identify UNIFORMS AND UNIFORM-RELATED PRODUCTS AND SERVICES. To avoid premature opening, it is the responsibility of the Proposer to label the Proposal Response properly.

I. NJPA'S RIGHTS RESERVED

4.30.1 Reject any and all Proposals received in response to this RFP;

4.30.2 Disqualify any Proposer whose conduct or Proposal fails to conform to the requirements of this RFP;

4.30.3 Have unlimited rights to duplicate all materials submitted for purposes of RFP evaluation, and duplicate all public information in response to data requests regarding the Proposal;

4.30.4 Consider a late modification of a Proposal if the Proposal itself was submitted on time and if the modifications were requested by NJPA and the modifications make the terms of the Proposal more favorable to NJPA, and accept such Proposal as modified;

4.30.5 At its sole discretion, reserve the right to waive any non-material deviations from the requirements and procedures of this RFP;

4.30.6 Extend the Contract, in increments determined by NJPA, not to exceed a total contract term of five years; and

4.30.7 Cancel the Request for Proposal at any time and for any reason with no cost or penalty to NJPA.

4.30.8 Correct or amend the RFP at any time with no cost or penalty to NJPA. If NJPA should correct or amend any segment of the RFP after submission of Proposals and prior to announcement of the Awarded Vendor, all Proposers will be afforded ample opportunity to revise their Proposal to accommodate the RFP amendment and the dates for submission of revised Proposals announced at that time. NJPA will not be liable for any errors in the RFP or other responses related to the RFP.

4.30.9 Extend proposal due dates.

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PRICING

5.1 NJPA requests Potential Proposers respond to this RFP only if they are able to offer a wide array of equipment/products and services and at prices lower and better value than what they would ordinarily offer to single government agency, larger school district, or regional cooperative.

5.2 RFP is an Indefinite Quantity Equipment/Products and Related Service Price and Program Request with potential national sales distribution and service. If Proposer's solution requires additional supporting documentation, describe where it can be found in your submission. If Proposer offers the solution in an alternative fashion, describe your solution to be easily understood. All pricing must be copied on a CD or thumb drive along with other requested information as a part of a Proposer's Response.

5.3 Regardless of the payment method selected by NJPA or NJPA Member, a total cost associated with any purchase option of the equipment/products and services and being supplied must always be disclosed at the time of purchase.

5.4 All Proposers will be required to submit “Primary Pricing” in the form of either “Line-Item Pricing,” or “Percentage Discount from Catalog Pricing,” or a combination of these pricing strategies. Proposers are also encouraged to offer OPTIONAL pricing strategies such as but not limited to “Hot List,” “Sourced Product/Equipment” and “Volume Discounts,” as well as financing options such as leasing. All pricing documents should include an effective date, preferably in the top right corner of the first page of each pricing document.

A. LINE-ITEM PRICING

5.5 A pricing format where specific individual products and/or services are offered at specific individual Contract prices. Products/equipment and/or related services are individually priced and described by characteristics such as manufacture name, stock or part number, size, or functionality. This method of pricing offers the least amount of confusion as products/equipment and prices are individually identified however, Proposers with a large number of products/equipment to propose may find this method cumbersome. In these situations, a percentage discount from catalog or category pricing model may make more sense and increase the clarity of the contract pricing format.

5.6 All Line-Item Pricing items must be numbered, organized, sectioned, including SKU’s (when applicable) and easily understood by the Evaluation Committee and members.

5.7 Submit Line-Item Pricing items in an Excel spreadsheet format and include all appropriate identification information necessary to discern the line item from other line items in each Responder’s proposal.

5.8 The purpose for a searchable excel spreadsheet format for Line-Item Pricing is to be able to quickly find any particular item of interest. For that reason, Proposers are responsible for providing the appropriate product and service identification information along with the pricing information which is typically found on an invoice or price quote for such products/equipment and related services.

5.9 All products/equipment and related services typically appearing on an invoice or price quote must be individually priced and identified on the line-item price sheet, including any and all ancillary costs.

5.10 Proposers are asked to provide both a published “List” price as well as a “Proposed Contract Price” in their pricing matrix. Published List price will be the standard “quantity of one” price currently available to government and educational customers excluding cooperative and volume discounts.

B. PERCENTAGE DISCOUNT FROM CATALOG OR CATEGORY

5.11 A specific percentage discount from a Catalog or List price” defined as a published Manufacturer’s Suggested Retail Price (MSRP) for the products/equipment or related services being proposed.

5.12 Individualized percentage discounts can be applied to any number of defined product groupings.

5.13 A Percentage Discount from MSRP may be applied to all elements identified in MSRP including all Manufacturer Options applicable to the equipment/products or related services.

5.14 When a Proposer elects to use “Percentage Discount from Catalog or Category,” Proposer will be responsible for providing and maintaining current published MSRP with NJPA and must be included in their proposal and provided throughout the term of any Contract resulting from this RFP.

C. COST PLUS A PERCENTAGE OF COST

5.15 Cost plus a percentage of cost as a primary pricing mechanism is not desirable.

D. HOT LIST PRICING

5.16 Where applicable, a Vendor may opt to offer a specific selection of products/services, defined as Hot List pricing at greater discounts or related advantages than those listed in the standard Contract pricing. All product/service pricing, including the Hot List Pricing, must be submitted electronically provided in Excel format. Hot List pricing must be submitted in a Line-Item format. Equipment/products and related services may be added or removed from the “Hot List” at any time through an NJPA Price and Product Change Form.

5.17 Hot List program and pricing when applicable may also be used to discount and liquidate close-out and discontinued equipment/products and related services as long as those close-out and discontinued items are clearly labeled as such. Current ordering process and administrative fees apply. This option must be published and made available to all NJPA Members.

E. CEILING PRICE

5.18 Proposal pricing is to be established as a ceiling price. At no time may the proposed equipment/products and related services be offered pursuant to this Contract at prices above this ceiling price without request and approval by NJPA. Contract prices may be reduced to allow for volume considerations and commitments and to meet the specific and unique needs of an NJPA Member.

5.19 Allowable specific needs may include competitive situations, certain purchase volume commitments or the creation of custom programs based on the individual needs of NJPA Members.

F. VOLUME PRICE DISCOUNTS / ADDITIONAL QUANTITIES

5.20 Proposers are free to offer volume commitment discounts from the contract pricing documented in a Contract resulting from this RFP. Volume considerations shall be determined between the Vendor and individual NJPA Members on a case-by-case basis.

5.21 Nothing in this Contract establishes a favored member relationship between the NJPA or any NJPA Member and the Vendor. The Vendor will, upon request by NJPA Member, extend this same reduced price offered or delivered to another NJPA Member provided the same or similar volume commitment, specific needs, terms, and conditions, a similar time frame, seasonal considerations, locations, competitively situations and provided the same manufacturer support is available to the Vendor.

5.22 All price adjustments are to be offered equally to all NJPA Members exhibiting the same or substantially similar characteristics such as purchase volume commitments, and timing including the availability of special pricing from the Vendor’s suppliers.

5.23 The contract awarded vendor will accept orders for additional quantities at the same prices, terms and conditions, providing the NJPA Member exercises the option before a specific date, mutually agreed upon between member and contract awarded vendor at time of original purchase order. Any extension(s) of pricing beyond the specific date shall be upon mutual consent between the NJPA Member and the contract awarded vendor.

G. TOTAL COST OF ACQUISITION

5.24 The Total Cost of Acquisition for the equipment/products and related services being proposed, including those payable by NJPA Members to either the Proposer or a third party is the cost of the proposed equipment/products product/equipment and related services delivered and operational for its intended purpose in the end-user’s location. For example, if you are proposing equipment/products FOB Proposer’s dock., your proposal should identify your deviation from the “Total Cost of Acquisition” of contracted equipment/products. The Proposal should reflect that the “contract does not provide for delivery beyond Proposer’s dock, nor any set-up activities or costs associated with those delivery or set-up activities.” In contrast, proposed terms including all costs for product/equipment and services delivered and operational at to the end-user’s location would require a disclosure of “None.”

H. SOURCED PRODUCT/EQUIPMENT / OPEN MARKET ITEMS

5.25 A Sourced Good or an Open Market Item is a product that a member wants to buy under contract that is not currently available under the Vendor's NJPA contract. This method of procurement can be satisfied through a contract sourcing process. Sourcing options serve to provide a more complete contract solution to meet our members' needs. Sourced items are generally deemed incidental to the total transaction or purchase of contract items.

5.26 NJPA or NJPA Members may request product/equipment and/or related services that are within the related scope of this RFP, which are not included in an awarded Vendor's line-item product/equipment and related service list or catalog. These items are known as Sourced Product/Equipment or Open Market Items.

5.27 An awarded Vendor resulting from this RFP may "Source" equipment/products and related services for NJPA or an NJPA Member to the extent they:

5.27.1 Identify all such equipment, products and services as "Sourced Products/Equipment" or "Open Market Items" on any quotation issued in reference to an NJPA awarded contract, and provided to either NJPA or an NJPA Member; and

5.27.2 Follow all applicable acquisition regulations pertaining to the purchase of such equipment, products and services, as defined by NJPA or NJPA Member receiving quotation from Vendor; and

5.27.3 Ensure NJPA or the NJPA Member has determined the prices as quoted by the Vendor for such equipment, products and services are deemed to be fair and reasonable and are acceptable to the member/buyer; and

5.27.4 Identify all product/equipment sourced as a part of an NJPA contract purchase with all required NJPA reporting and fees applying.

5.28 Cost plus a percentage is an option in pricing of sourced goods.

I. PRODUCT & PRICE CHANGES

5.29 Requests for equipment/products or service changes, additions or deletions will be allowed at any time throughout the awarded contract term. All requests must be made in written format by completing the NJPA Price and Product Change Request Form (located at the end of this RFP and on the NJPA website) and signature of an authorized Vendor employee. All changes are subject to review and approval by the NJPA Contracts & Compliance Manager, signed in acceptance by the NJPA Executive Director and acknowledged by the NJPA Contract Council. Submit request via email to your Contract Manager and PandP@njpacoop.org.

5.30 NJPA's due diligence in analyzing any request for change is to determine if approval of the request is: 1) within the scope of the original RFP and 2) in the "Best Interests of NJPA and NJPA Members." A signed Price and Product Change form will be returned to vendor contact via email.

5.31 Vendor must complete this change request form and individually list or attach all items or services subject to change, provide sufficiently detailed explanation and documentation for the change, and include a complete restatement of pricing document in appropriate format (preferably Excel). The pricing document must identify all equipment/products and services being offered and must conform to the following NJPA product/price change naming convention: (Vendor Name) (NJPA Contract #) (effective pricing date); for example, "COMPANY 012411-CPY eff 02-12-2013."

5.32 New pricing restatement must include all equipment/products and services offered regardless of whether their prices have changed and include a new "effective date" on the pricing documents. This

requirement reduces confusion by providing a single, current pricing sheet for each vendor and creates a historical record of pricing.

5.33 ADDITIONS. New equipment/products and related services may be added to a contract if such additions are within the scope of the RFP. New equipment/products and related services may be added to a Contract resulting from this RFP at any time during that Contract to the extent those equipment/products and related services are within the scope of this RFP. Those requests are subject to review and approval of NJPA. Allowable new equipment/products and related services generally include new updated models of equipment/products and related services and or enhanced services previously offered which could reflect new technology and improved functionality.

5.34 DELETIONS. New equipment/products and related services may be deleted from a contract if an item or service is no longer available and thus not relevant to the contract; for example, discontinued, improved, etc.

5.35 PRICE CHANGES: Request price changes in general terms along with the justification by product category for the change; for example, a 3% increase in XYZ Product Line is due to a 3% increase in petroleum, or this list of SKUs/ product descriptions is increasing X% due to X% increase in cost of raw materials.

5.35.1 Price decreases: NJPA expects Vendors to propose their very best prices and anticipates price reductions are due to advancement of technologies and market place efficiencies.

5.35.2 Price increases: Typical acceptable increase requests include increases to Vendor input costs such as petroleum or other applicable commodities, increases in product utility of new compared to old equipment/product or service, etc. Vendor must include reasonable documentation for the claims cited in their request along with detailed justification for why the increase is needed. Special details for price changes must be included with the request along with both current and proposed pricing. Appropriate documentation should be attached to this form, including letters from suppliers announcing price increases. Price increases will not exceed industry standard.

5.36 Submit the following documentation to request a pricing change:

5.36.1 Signed NJPA Price and Product Change Form

5.36.2 Single Statement of Pricing Excel spreadsheet identifying all equipment/products and services being offered and their pricing. Each complete pricing list will be identified by its "Effective Date." Each successive price listing identified by its "Effective Date" will create a "Product and Price History" for the Contract. Each subsequent pricing update will be saved using the naming convention of "(Vendor Name) pricing effective XX/XX/XXXX."

5.36.2.1 Include all equipment/products and services regardless of whether their prices have changed. By observing this convention we will:

5.36.2.1.1 Reduce confusion by providing a single, easy to find, current pricing sheet for each Vendor.

5.36.2.1.2 Create a historical record of pricing.

5.37 NJPA reserves the right to review additional catalogs being proposed as additions or replacements to determine if the represented products and services reflect and relate to the scope of this RFP. Each new catalog received may have the effect of adding new product offerings and deleting products no longer carried by the Vendor. New catalogs shall apply to the Contract only upon approval of the NJPA. Non-approved use of catalogs may result in termination for convenience. New price lists or catalogs found to

be offering non-contract items during the Contract may be grounds for terminating the Contract for convenience.

5.38 Proposers representing multiple manufacturers, or carrying multiple related product lines may also request the addition of new manufacturers or product lines to their Contract to the extent they remain within the scope of this RFP.

5.39 Proposers may use the multiple tabs available in an Excel workbook to separately list logical product groupings or to separately list product and service pricing as they see fit.

5.40 All equipment/products and services together with their pricing, whether changed within the request or remaining unchanged, will be stated on each "Pricing" sheet created as a result of each request for product, service, or pricing change.

5.41 Each subsequent "Single Statement of Product and Pricing" will be archived by its effective date therefore creating a product and price history for any Contract resulting from this RFP. Proposers are required to create a historical record of pricing annually by submitting updated pricing referred to as a "Single Statement of Product/Equipment and Related Services Contract Price Update". This pricing update is required at a minimum of once per contract year.

J. PAYMENT TERMS

5.42 Payment terms will be defined by the Proposer in the Proposer's Response. Proposers are encouraged to offer payment terms through P Card services if applicable.

5.43 If applicable, identify any leasing programs available to NJPA and NJPA Members as part of your proposal. Proposers should submit an example of the lease agreement to be used and should identify:

5.43.1 General leasing terms such as:

5.43.1.1 The percentage adjustment over/under an index rate used in calculating the internal rate of return for the lease; and

5.43.1.2 The index rate being adjusted; and

5.43.1.3 The "Purchase Option" at lease maturity (\$1, or fair market value); and

5.43.1.4 The available term in months of lease(s) available.

5.43.2 Leasing company information such as:

5.43.2.1 The name and address of the leasing company; and

5.43.2.2 Any ownership, common ownership, or control between the Proposer and the Leasing Company.

K. SALES TAX

5.44 Sales and other taxes shall not be included in the prices quoted. Vendor will charge state and local sales and other taxes on items for which a valid tax exemption certification has not been provided. Each NJPA Member is responsible for providing verification of tax exempt status to the Vendor. When ordering, NJPA Members must indicate that they are tax exempt entities. Except as set forth herein, no party shall be responsible for taxes imposed on another party as a result of or arising from the transactions contemplated by a Contract resulting from this RFP.

L. SHIPPING

5.45 NJPA desires an attractive freight program. A shipping program for material only proposals, or sections of proposals, must be defined as a part of the cost of equipment/products. If shipping is charged to NJPA or NJPA Member, only the actual cost of delivery may be added to an invoice. Shipping charges calculated as a percentage of the product price may not be used, unless such charges are lower than actual delivery charges. COD orders will be accepted if both parties agree. It is desired that delivery be made within ninety-days (90) of receipt of the Purchase Order.

5.46 Selection of a carrier for shipment or expedited shipping will be the option of the party paying for said shipping. Use of another carrier will be at the expense of the party who requested.

5.47 Proposers must define their shipping programs for Alaska and Hawaii and any location not served by conventional shipping services. Over-size and over-weight items and shipments may be subject to custom freight programs.

5.48 All shipping and re-stocking fees must be identified in the price program. Certain industries providing made to order product/equipment may not allow returns. Proposers will be evaluated based on the relative flexibility extended to NJPA and NJPA Members relating to those subjects.

5.49 Proposer agrees shipping errors will be at the expense of the Vendor.

5.50 Delivery effectiveness is very important aspect of this Contract. If completed deliveries are not made at the time agreed, NJPA or NJPA Member reserves the right to cancel and purchase elsewhere and hold Vendor accountable. If delivery dates cannot be met, Vendor agrees to advise NJPA or NJPA Member of the earliest possible shipping date for acceptance by NJPA or NJPA Member.

5.51 Delivered products/equipment must be properly packaged. Damaged equipment/products will not be accepted, or if the damage is not readily apparent at the time of delivery, the equipment/products shall be returned at no cost to NJPA or NJPA Member. NJPA and NJPA Members reserve the right to inspect the equipment/products at a reasonable time subsequent to delivery where circumstances or conditions prevent effective inspection of the equipment/products at the time of delivery.

5.52 Vendor shall deliver Contract conforming products/equipment in each shipment and may not substitute products/equipment without approval from NJPA or the NJPA Member.

5.53 NJPA reserves the right to declare a breach of Contract if the Vendor intentionally delivers substandard or inferior equipment/products which are not under Contract and described in its paper or electronic price lists or sourced upon request to any member under this Contract. In the event of the delivery of non-conforming equipment/products, NJPA Member will notify the Vendor as soon as possible and the Vendor will replace non-conforming equipment/products with conforming equipment/products acceptable to the NJPA member.

5.54 Throughout the term of the Contract, Proposer agrees to pay for return shipment on equipment/products that arrives in a defective or inoperable condition. Proposer must arrange for the return shipment of damaged equipment/products.

5.55 Vendor may not substitute equipment/products unless agreed to by both parties.

5.56 Unless contrary to other parts of this solicitation, if the product/equipment or the tender of delivery fail in any respect to conform to this Contract, the purchasing member may: 1) reject the whole, 2) accept the whole or 3) accept any commercial unit or units and reject the rest.

A. PROPOSAL EVALUATION PROCESS

6.1 The NJPA Proposal Evaluation Committee will evaluate proposals received based on a 1,000 point evaluation system. The Committee establishes both the evaluation criteria and designates the relative importance of those criteria by assigning possible scores for each category on Form G of this RFP.

6.2 NJPA shall use a final overall scoring system to include consideration for best price and cost evaluation. NJPA reserves the right to assign any number of point awards or penalties it considers warranted if a Proposer stipulates exceptions, exclusions, or limitations of liabilities. Strong consideration will be given to the best price as it relates to the quality of the product and service. However, price is ultimately only one of the factors taken into consideration in the evaluation and award.

6.3 Responses will be evaluated first for responsiveness and thereafter for content. The NJPA Board of Directors will make awards to the selected Proposer(s) based on the recommendations of the Proposal Evaluation Committee. To qualify for the final evaluation, a Proposer must have been deemed responsive as a result of the criteria set forth under "Proposer Responsiveness."

B. PROPOSER RESPONSIVENESS

6.4 All responses are evaluated for level one and level two responsiveness. If a response does not reasonably and substantially conform to all the terms and conditions in the solicitation or it requests unreasonable exceptions, it may be considered non-responsive.

6.5 All proposals must contain answers or responses to the information requested in the proposal forms. The following items constitute the test for "Level One Responsiveness" and are determined on the proposal opening date. If these are not received, your response may be disqualified as non-responsive.

6.6 Level One Responsiveness includes:

- 6.6.1** received prior to the deadline for submission or it will be returned unopened;
- 6.6.2** properly addressed and identified as a sealed proposal with a specific opening date and time;
- 6.6.3** pricing document (with apparent discounts), sample certificate of liability insurance and all forms fully completed even if "not applicable" is the answer;
- 6.6.4** original signed, completed and dated RFP forms C, D, and F hard copy signed signature page Only from forms A and P from this RFP and if applicable, all counter signed addenda issued in relation to this RFP;
- 6.6.5** an electronic copy (CD or flash drive) of the entire response; and
- 6.6.6** falls within the scope as determined by the NJPAs Proposal Evaluation Committee.

6.7 "Level Two" responsiveness is determined through the evaluation of the remaining items listed under Proposal Evaluation Criteria below. These items are not arranged in order of importance and each item may encompass multiple areas of information requested. Any questions not answered will result in a loss of points from relevant Form G criteria and may lead to non-award if too many areas are unanswered resulting in the inability for evaluation team to effectively review your response.

C. PROPOSAL EVALUATION CRITERIA

6.8 Evaluation Criteria: Forms A and P includes a series of questions encompassing, but not limited to, the following categories:

- 6.8.1** Company Information & Financial Strength
- 6.8.2** Industry Requirements & Marketplace Success
- 6.8.3** Ability to Sell & Deliver Service Nationwide
- 6.8.4** Marketing Plan
- 6.8.5** Other Cooperative Procurement Contracts
- 6.8.6** Value Added Attributes
- 6.8.7** Payment Terms & Financing Options
- 6.8.8** Warranty
- 6.8.9** Equipment/Products/Services
- 6.8.10** Pricing & Delivery
- 6.8.11** Industry Specific Items

6.9 Evaluation of each Proposer's Response will take into consideration as a minimum response but not necessarily limited to these items.

D. OTHER CONSIDERATION

6.10 The Proposer is required to have extensive knowledge and at least three (3) years of experience with the related activities surrounding the selling of the equipment/products and/or related services.

6.11 NJPA reserves the right to accept or reject newly formed companies solely based on information provided in the proposal and/or its own investigation of the company.

6.12 If a manufacturer or supplier chooses not to produce or supply a full selection and representation of product/equipment and related services it has available which fall within the scope of this RFP, such action will be considered sufficient cause to reduce evaluation points.

6.13 NJPA reserves the right to request and test equipment/products and related services from the apparent successful Proposer. Prior to the award of the Contract, the apparent successful Proposer, if requested by NJPA, shall furnish current information and data regarding the Proposer's resources, personnel, and organization within three (3) days.

6.14 Past performance information is relevant information regarding a Proposer's actions under previously awarded contracts to schools, local, state, and governmental agencies and non-profit agencies. It includes the Proposer's record of conforming to specifications and standards of good workmanship. The Proposer's history for reasonable and cooperative behavior and commitment to member satisfaction shall be under evaluation. Ultimately, Past Performance Information can be defined as the Proposer's businesslike concern for the interests of the NJPA Member.

6.15 NJPA shall reserve the right to reject any or all proposals.

E. COST COMPARISON

6.16 NJPA uses a variety of evaluation methodologies, including but not limited to a cost comparison of specific and deemed to be like equipment/products. NJPA reserves the right to use this process in the event the Proposal Evaluation Committee feels it is necessary to make a final determination.

6.17 This process will be based on a point system with points being awarded for being low to high Proposer for each cost evaluation item selected. A "Market Basket" of identical (or substantially similar) equipment/products and related services may be selected by the NJPA Evaluation Committee and the unit

cost will be used as a basis for determining the point value. The "Market Basket" will be selected by NJPA from all product categories as determined appropriate by NJPA.

F. MARKETING PLAN

6.18 A key element of an NJPA awarded a contract will be based on your marketing response to this solicitation. An awarded Vendor's sales force will be the primary source of communication to the customers and NJPA members directly relating to the contract success. Success in marketing is dependent on delivery of messaging and communication relating to the contract value, knowledge of contract, proper use and the delivery of contracted equipment/products and related services to the end user. Much of the success and sales reward is a direct result of the commitment to the Contract by the vendor and sales teams. NJPA reserves the right to deem a proposer non-responsive or to not award based on an unacceptable or incomplete marketing plan

6.19 NJPA marketing expectations include:

6.19.1 Vendors ability to demonstrate the leveraging of a national sales force and/or dealer network. Vendors must demonstrate the ability to sell, service and deliver products and equipment through acceptable distribution channels to customers and NJPA members in all 50 states. Demonstrate fully the sales and service capabilities of your company through your response; outline Vendor's national sales force network in terms of numbers and geographic location and method of distribution of the equipment/products and related services. Service may be independent of the equipment/product sales pricing but is encouraged to be a part of your response and contract.

6.19.2 Vendor is invited to demonstrate the ability to successfully market, promote and communicate the opportunity of an NJPA contract to current and potential members nationwide. NJPA desires a marketing plan that communicates the value of the contract to members.

6.19.3 Vendor is expected to be receptive to NJPA sales trainings. Vendor shall provide a venue for appropriate personnel from both management and the sales force who will be trained. NJPA commits to providing contract sales training and awareness regarding all aspects of communicating the value of the contract itself including: the authority of NJPA to offer the contract to its Members, value and utility the contract delivers to NJPA Members, scope of NJPA Membership, authority of NJPA Members to utilize NJPA procurement contracts, marketing and sales methods, and overall vertical strategies.

6.19.4 Vendor is expected to demonstrate the intent to a commit to full embracement of the NJPA contract. Identify the appropriate levels of sales management and sales force that will need to understand the value of and the internal procedures necessary, to deliver the NJPA contract solution and message to NJPA and NJPA Members. NJPA shall provide a general schedule and a variety of methods surrounding when and how those individuals will be trained.

6.19.5 Vendor will outline their proposed involvement in the promotion of a contract resulting from this RFP through applicable industry trade show exhibits and related customer meetings. Proposers are encouraged to consider participation with NJPA at NJPA embraced national trade shows.

6.19.6 Vendor must exhibit the willingness and ability to actively market and develop contract specific marketing materials including, but not limited to:

6.19.6.1 Complete Marketing Plan. Proposer shall submit a marketing plan outlining how the Vendor will launch the NJPA contract to current and potential NJPA Members. NJPA requires the Awarded Vendors to embrace and actively promote the Contract in cooperation with the NJPA.

6.19.6.2 Printed Marketing Materials. Proposer will initially produce and thereafter maintain full color print advertisements in camera ready electronic format including company logo and contact information to be used in the NJPA directory and other approved marketing publications.

6.19.6.3 Contract announcements and advertisements. Proposer will outline in the marketing plan their anticipated contract announcements, advertisements in industry periodicals and other direct or indirect marketing activities promoting the awarded NJPA contract.

6.19.6.4 Proposer's Website. Proposer will identify how an Awarded Contract will be displayed and linked on the Proposer's website. An on-line shopping experience for NJPA Members is desired when applicable.

6.19.7 An NJPA Vendor Contract Launch will be scheduled during a reasonable time frame after the award and held at the NJPA office in Staples, MN.

6.20 Proposer shall identify their commitment to develop a sales/communication process to facilitate NJPA membership and establish status of current and potential agencies/members. Proposer should further express their commitment to capturing sufficient member information as is deemed necessary by NJPA.

G. CERTIFICATE OF INSURANCE

6.21 Vendors shall provide evidence of liability insurance coverage identified below in the form of a Certificate of Insurance or an ACCORD binder form with their proposal. Upon Award issued pursuant to this contract and prior to the execution of any commerce relating to such award, Vendor will be responsible for providing verification, in the form of a Certificate of Insurance identifying the coverage required below and identifying NJPA as a "Certificate Holder." Vendor will be responsible to maintain such insurance coverage at their own expense throughout the term of any contract resulting from this solicitation.

6.22 Any exceptions and/or assumptions to the insurance requirements *must* be identified on *Attachment C*. Exceptions and/or assumptions will be taken into consideration as part of the evaluation process; however, vendors must be specific. If vendors do not specify any exceptions and/or assumptions at time of proposal submission, NJPA will not consider any additional exceptions and/or assumptions during negotiations. Upon contract award, the successful vendor *must* provide the Certificate of Insurance identifying the coverage as specified.

6.23 Insurance Liability Limits: The awarded vendor must maintain, for the duration of its contract, \$1.5 million in General Liability insurance coverage or General Liability insurance in conjunction with an Umbrella for a total combined coverage of \$1.5 million. Work on the contract shall not begin until after the awarded vendor has submitted acceptable evidence of the required insurance coverage. Failure to maintain any required insurance coverage or acceptable alternative method of insurance will be deemed a breach of contract.

6.23.1 Minimum Scope and Limits of Insurance: Vendor shall provide coverage with limits of liability not less than those stated below. An excess liability policy or umbrella liability policy may be used to meet the minimum liability requirements provided that the coverage is written on a "following form" basis.

6.23.1.1 Commercial General Liability – Occurrence Form

Policy shall include bodily injury, property damage and broad form contractual liability and XCU coverage.

6.23.1.2 Each Occurrence \$1,500,000

6.24 Insurance Requirements: The limits listed herein are minimum requirements for this Contract and in no way limit the indemnity covenants contained in this Contract. NJPA in no way warrants that the minimum limits contained herein are sufficient to protect the Vendor from liabilities that might arise out of the performance of the work under this Contract by the Vendor, his agents, representatives, employees or subcontractors and Vendor is free to purchase additional insurance as may be determined necessary.

6.25 Acceptability of Insurers: Insurance is to be placed with insurers duly licensed or authorized to do business in the State of Minnesota and with an "A.M. Best" rating of not less than A- VII. NJPA in no way warrants that the above required minimum insurer rating is sufficient to protect the Vendor from potential insurer solvency.

6.26 Subcontractors: Vendors' certificate(s) shall include all subcontractors as additional insureds under its policies or Vendor shall furnish to NJPA separate certificates for each subcontractor. All coverage for subcontractors shall be subject to the minimum requirements identified above.

H. ORDER PROCESS AND/OR FUNDS FLOW

6.27 Please propose an order process and funds flow. The Business-to-Government order process and/or funds flow model involves NJPA Members issuing Purchase Orders directly to a Vendor and pursuant to a Contract resulting from this RFP. Administrative fees may also be used for purposes as allowed by Minnesota State Law and approved by the Board of Directors.

6.28 Additional Terms and Conditions can be added at the PO level if both Vendor and Member agree.

I. ADMINISTRATIVE FEES

6.29 Proposer agrees to authorize and/or allow for an administrative fee payable to NJPA by an Awarded Vendor in exchange for its facilitation and marketing of a Contract resulting from this RFP to current and potential NJPA Members. This Administration Fee shall be:

6.29.1 Calculated as a percentage of the dollar volume of all equipment/products and services provided to and purchased by NJPA Members or calculated as reasonable and acceptable method applicable to the contracted transaction; and

6.29.2 Included in, and not added to, the pricing included in Proposer's Response to the RFP; and

6.29.3 Designed to offset the anticipated costs of NJPA's involvement in contract management, facilitating marketing efforts, Vendor training, and any order processing tasks relating to the Contract resulting from this RFP. Administrative fees may also be used for other purposes as allowed by Minnesota law. Administrative fees may also be used for other purposes as allowed by Minnesota law.

6.29.4 Typical administrative fees for a B-TO-G order process and funds flow is 2.0%. NJPA does not mandate a specific fee percentage, we merely state that 2% is a typical fee across our contracts. The administrative fee percent varies among vendors, industries and responses.

6.29.5 NJPA awarded contract holder is responsible for the Administrative Fee and related reporting.

6.30 The opportunity to propose these factors and an appropriate administrative fee is available in the Proposer's Questionnaire Form P.

J. VALUE ADDED

6.31 Examples of Value Added Attributes: Value-Added attributes, products and services are items offered in addition to the products and services being proposed which adds value to those items being

proposed. The availability of a contract for maintenance or service after the initial sale, installation, and set-up may, for instance, be “Value Added Services” for products where a typical buyer may not have the ability to perform these functions.

6.32 Where to document Value Added Attributes: The opportunity to indicate value added dimensions and such advancements will be available in the Proposer’s Questionnaire and Proposer’s product and service submittal.

6.33 Value added equipment/products and services and expanded services, as they relate to this RFP, will be given positive consideration in the award selection. Consideration will be given to an expanded selection of UNIFORMS AND UNIFORM-RELATED PRODUCTS AND SERVICES and advances to provide products/services, supplies meeting and/or exceeding today’s industry standards and expectations. A value add would include a program or service that further serves the members needs above and possibly beyond standard expectation and complements the equipment/products and services and training. Value added could include areas of product and service, sales, ordering, delivery, performance, maintenance, technology, and service that furthers the functionality and effectiveness of the procurement process while remaining within the scope of this RFP.

6.34 Minority, Small Business, and Women Business Enterprise (WMBE) participation: It is the policy of some NJPA Members to involve Minority, Small Business, and WMBE contractors in the process to purchase product/equipment and related services. Vendors should document WMBE status for their organization AND any such status of their affiliates (i.e. Supplier networks) involved in carrying out the activities invited. The ability of a Proposer to provide “Credits” to NJPA and NJPA Members in these subject areas, either individually or through related entities involved in the transaction, will be evaluated positively by NJPA and reflected in the “value added” area of the evaluation. NJPA is committed to facilitating the realization of such “Credits” through certain structuring techniques for transactions resulting from this RFP.

6.35 Environmentally Preferred Purchasing Opportunities: There is a growing trend among NJPA Members to consider the environmental impact of the equipment/products and related services they purchase. “Green” characteristics demonstrated by responding companies will be evaluated positively by NJPA and reflected in the “value added” area of the evaluation. Please identify any Green characteristics of the product/equipment and related services in your proposal and identify the sanctioning body determining that characteristic. Where appropriate, please indicate which products have been certified as “green” and by which certifying agency.

6.36 On-Line Requisitioning systems: When applicable, on-line requisitioning systems will be viewed as a value-added characteristic. Proposer shall include documentation about user interfaces that make on-line ordering easy for NJPA Members as well as the ability to punch-out from mainstream e-Procurement or Enterprise Resource Planning (ERP) systems that NJPA Members may currently utilize.

6.37 Financing: The ability of the Proposer to provide financing options for the products and services being proposed will be viewed as a Value Added Attribute.

6.38 Technology: Technological advances, increased efficiencies, expanded service and other related improvements beyond today’s NJPA member’s needs and applicable standards.

K. WAIVER OF FORMALITIES

6.39 NJPA reserves the right to waive any minor formalities or irregularities in any proposal and to accept proposals, which, in its discretion and according to the law, may be in the best interest of its members.

7 POST AWARD OPERATING ISSUES

A. SUBSEQUENT AGREEMENTS

7.1 Purchase Order. Purchase Orders for equipment/products and/or related services may be executed between NJPA or NJPA Members (Purchaser) and awarded Vendor(s) or Vendor's sub-contractors pursuant to this invitation and any resulting Contract. NJPA Members are instructed to identify on the face of such Purchase Orders that "This purchase order is issued pursuant to NJPA procurement contract #XXXXXX." A Purchase Order is an offer to purchase product/equipment and related services at specified prices by NJPA or NJPA Members pursuant to a Contract resulting from this RFP. Purchase Order flow and procedure will be developed jointly between NJPA and an Awarded Vendor after an award is made.

7.2 Governing Law. Purchase Orders shall be construed in accordance with, and governed by, the laws of a competent jurisdiction with respect to the purchaser. Each and every provision of law and clause required by law to be included in the Purchase Order shall be read and enforced as though it were included. If through mistake or otherwise any such provision is not included, or is not currently included, then upon application of either party the Contract shall be physically amended to make such inclusion or correction. The venue for any litigation arising out of disputes related to Purchase Order(s) shall be a court of competent jurisdiction to the Purchaser.

7.3 Additional Terms and Conditions. Additional terms and conditions to a Purchase Order may be proposed by NJPA, NJPA Members, or Vendors. Acceptance of these additional terms and conditions is OPTIONAL to all parties to the Purchase Order. The purpose of these additional terms and conditions is to formally introduce job or industry specific requirements of law such as prevailing wage legislation. Additional terms and conditions can include specific local policy requirements and standard business practices of the issuing Member. Said additional terms and conditions shall not interfere with the general purpose, intent or currently established terms and conditions contain in this RFP document.

7.4 Specialized Service Requirements. In the event service requirements or specialized performance requirements such as e-commerce specifications, specialized delivery requirements, or other specifications and requirements not addressed in the Contract resulting from this RFP, NJPA Member and Vendor may enter into a separate, standalone agreement, apart from a Contract resulting from this RFP. Any proposed service requirements or specialized performance requirements require pre-approval by Vendor. Any separate agreement developed to address these specialized service or performance requirements is exclusively between the NJPA Member and Vendor. NJPA, its agents, Members and employees shall not be made party to any claim for breach of such agreement. Product sourcing is not considered a service. NJPA Members will need to conduct procurements for any specialized services not identified as a part or within the scope of the awarded Contract.

7.5 Performance Bond. At the request of the member, a Vendor will provide all performance bonds typically and customarily required in their industry. These bonds will be issued pursuant to the requirements of Purchase Orders for product/equipment and related services. If a purchase order is cancelled for lack of a required performance bond by the member agency, it shall be the recommendation of NJPA that the current pending Purchase Order be canceled. Each member has the final decision on Purchase Order continuation. ANY PERFORMANCE BONDING REQUIRED BY THE MEMBER OR CUSTOMER STATE LAWS OR LOCAL POLICY IS TO BE MUTUALLY AGREED UPON AND SECURED BETWEEN THE VENDOR AND THE CUSTOMER/MEMBER.

B. NJPA MEMBER SIGN-UP PROCEDURE

7.6 Awarded Vendors will be responsible for familiarizing their sales and service forces with the various forms of NJPA Membership documentation and shall encourage and assist potential Members in establishing Membership with NJPA. NJPA membership is at no cost, obligation or liability to the Member or the Vendor.

C. REPORTING OF SALES ACTIVITY

7.7 A report of the total gross dollar volume of all equipment/products and related services purchased by NJPA Members as it applies to this RFP and Contract will be provided quarterly to NJPA. The form and content of this reporting will be provided by NJPA to include, but not limited to, name and address of purchasing agency, member number, amount of purchase, and a description of the items purchased.

7.7.1 Zero sales reports: Awarded Vendors are responsible for providing a quarterly sales report of contract sales every quarter regardless of the existence or amount of sales.

D. AUDITS

7.8 No more than once per calendar year during the Contract term, Vendor may be required to make available to NJPA the invoice reports and/or invoice documents from Vendor pertaining to all invoices sent by Vendor and all payments made by NJPA members for all equipment/products and related services purchased under the awarded Contract. NJPA must provide written notice of exercise of this requirement with no less than fourteen (14) business days' notice. NJPA may employ an independent auditor or NJPA may choose to conduct such audit on its own behalf. Upon approval and after the auditor has executed an appropriate confidentiality agreement, Vendor will permit the auditor to review the relevant Vendor documents. NJPA shall be responsible for paying the auditor's fees. The parties will make every reasonable effort to fairly and equitably resolve discrepancies to the satisfaction of both parties. Vendor agrees that the NJPA may audit their records with a reasonable notice to establish total compliance and to verify prices charged under of the Contract are being met. Vendor agrees to provide verifiable documentation and tracking in a timely manner.

E. HUB PARTNER

7.9 Hub Partner: NJPA Members may request to be served through a "Hub Partner" for the purposes of complying with a Law, Regulation, or Rule to which that individual NJPA Member deems to be applicable in their jurisdiction. Hub Partners may bring value to the proposed transactions through consultancy, Disadvantaged Business Entity Credits or other considerations.

7.10 Hub Partner Fees: Fees, costs, or expenses from this Hub Partner levied upon a transaction resulting from this contract, shall be payable by the NJPA Member. The fees, costs, or expenses levied by the Hub Vendor must be clearly itemized in the transaction; and to the extent that the Vendor stands in the chain of title during a transaction resulting from this RFP, the documentation shall be documented to show it is "Executed for the Benefit of [NJPA Member Name]."

F. TRADE-INS

7.11 The value in US Dollars for Trade-ins will be negotiated between NJPA or an NJPA Member, and an Awarded Vendor. That identified "Trade-In" value shall be viewed as a down payment and credited in full against the NJPA purchase price identified in a purchase order issued pursuant to any Awarded NJPA procurement contract. The full value of the trade-in will be consideration.

G. OUT OF STOCK NOTIFICATION

7.12 Vendor shall immediately notify NJPA members upon receipt of order(s) when an out-of-stock occurs. Vendor shall inform the NJPA member regarding the anticipated date of availability for the out-of-stock item(s), and may suggest equivalent substitute(s). The ordering organization shall have the option of accepting the suggested equivalent substitute, or canceling the item from the order. Under no circumstance is Proposer permitted to make unauthorized substitutions. Unfilled or substituted item(s) shall be indicated on the packing list.

H. TERMINATION OF CONTRACT RESULTING FROM THIS RFP

7.13 NJPA reserves the right to cancel the whole or any part of a resulting Contract due to failure by the Vendor to carry out any obligation, term or condition as described in the below procedure. Prior to any termination for cause, the NJPA will provide written notice to the Vendor, opportunity to respond and opportunity to cure. Some examples of material breach include, but are not limited to:

- 7.13.1** The Vendor provides products/equipment or related services that does not meet reasonable quality standards and is not remedied under the warranty;
- 7.13.2** The Vendor fails to ship the products/equipment or related services or provide the delivery and services within a reasonable amount of time;
- 7.13.3** NJPA has reason to believe the Vendor will not or cannot perform to the requirements or expectations of the Contract and issues a request for assurance and Vendor fails to respond;
- 7.13.4** The Vendor fails to observe any of the material terms and conditions of the Contract;
- 7.13.5** The Vendor fails to follow the established procedure for purchase orders, invoices and/or receipt of funds as established by the NJPA and the Vendor in the Contract.
- 7.13.6** The Vendor fails to report quarterly sales;
- 7.13.7** The Vendor fails to actively market this Contract within the guidelines provided in this RFP and the expectations of NJPA defined in the NJPA Contract Launch.
- 7.13.8** In the event the contract has no measurable and defining value or benefit to NJPA or the NJPA member.

7.14 Upon receipt of the written notice of concern, the Vendor shall have ten (10) business days to provide a satisfactory response to the NJPA. Failure on the part of the Vendor to reasonably address all issues of concern may result in Contract cancellation pursuant to this Section. If the issue is not resolved within sixty (60) days, contract will be terminated.

7.15 Any termination shall have no effect on purchases that are in progress at the time the cancellation is received by the NJPA. The NJPA reserves the right to cancel the Contract immediately for convenience, without penalty or recourse, in the event the Vendor is not responsive concerning the remedy, the performance, or the violation issue within the time frame, completely or in part.

7.16 NJPA reserves the right to cancel or suspend the use of any Contract resulting from this RFP if the Vendor files for bankruptcy protection or is acquired by an independent third party. Awarded Vendor will be responsible for disclosing to NJPA any litigation, bankruptcy or suspensions/disbarments that occur during the contract period. Failure to disclose may result in an immediate termination of the contract.

7.17 NJPA may execute Contract termination without cause with a required 60-day written notice of termination. Termination of Contract shall not relieve either party of financial, product or service obligations incurred or accrued prior to termination.

7.18 NJPA may cancel any Contract resulting from this solicitation without any further obligation if any NJPA employee significantly involved in initiating, negotiating, securing, drafting or creating the Contract on behalf of the NJPA is found to be in collusion with any Proposer to this RFP for their personal gain. Such cancellation shall be effective upon written notice from the NJPA or a later date if so designated in the notice given. A terminated Contract shall not relieve either party of financial, product or service obligations due to participating member or NJPA.

7.19 Events of Automatic termination to include, but not limited to:

7.19.1 Vendor's failure to remedy a material breach of a Contract resulting from this RFP within sixty (60) days of receipt of notice from NJPA specifying in reasonable detail the nature of such breach; and/or,

7.19.2 Receipt of written information from any authorized agency finding activities of Vendors engaged in pursuant to a Contract resulting from this RFP to be in violation of the law.

8 GENERAL TERMS AND CONDITIONS

A. ADVERTISING A CONTRACT RESULTING FROM THIS RFP

8.1 Proposer/Vendor shall not advertise or publish information concerning this Contract prior to the award being announced by the NJPA. Once the award is made, a Vendor is expected to advertise the awarded Contract to both current and potential NJPA Members.

B. APPLICABLE LAW

8.2 NJPA's interest in a contract resulting from this RFP: Notwithstanding its own use, to the extent NJPA issues this RFP and any resulting contract for the use of its Members, NJPA's interests and liability for said use shall be limited to the competitive proposal process performed and terms and conditions relating to said contract and shall not extend to the products, services, or warranties of the Awarded Vendor or the intended or unintended effects of the product/equipment and services procured there from.

8.3 NJPA Compliance with Minnesota Procurement Law: NJPA will exhaust all avenues to comply with each unique state law or requirement whenever possible. It is the responsibility of each participating NJPA member to ensure to their satisfaction that NJPA contracting process falls within these laws and applicable laws are satisfied. An individual NJPA member using these contracts is deemed by their own accord to be in compliance with their own requirements and procurement regulations.

8.4 Governing Law with respect to delivery and acceptance: All applicable portions of the Minnesota Uniform Commercial Code, all other applicable Minnesota laws, and the applicable laws and rules of delivery and inspection of the Federal Acquisition Regulations (FAR) laws shall govern NJPA contracts resulting from this solicitation.

8.5 Jurisdiction: Any claims pertaining to this RFP and any resulting Contract that develop between NJPA and any other party must be brought forth only in courts in Todd County in the State of Minnesota unless otherwise agreed to.

8.5.1 Purchase Orders issued pursuant to a contract resulting from this solicitation shall be construed in accordance with, and governed by, the laws of a competent jurisdiction with respect to the purchaser.

8.6 Vendor Compliance with applicable law: Vendor(s) shall comply with all federal, state, or local laws applicable to or pertaining to the transaction, acquisition, manufacturer, suppliers or the sale of the equipment/products and relating services resulting from this RFP.

8.7 Other Laws, whether or not herein contained, shall be included by this reference. It shall be Proposer's/Vendor's responsibility to determine the applicability and requirements of any such laws and to abide by them.

8.8 Indemnity: Each party agrees it will be responsible for its own acts and the result thereof to the extent authorized by law and shall not be responsible for the acts of the other party and the results thereof. NJPA's

liability shall be governed by the provisions of the Minnesota Tort Claims Act, Minnesota Statutes, Section §3.736, and other applicable law.

8.9 Prevailing Wage: It shall be the responsibility of the Vendor to comply, when applicable, with prevailing wage legislation in effect in the jurisdiction of the purchaser (NJPA or NJPA Member). It shall be the responsibility of the Vendor to monitor the prevailing wage rates as established by the appropriate department of labor for any increase in rates during the term of this Contract and adjust wage rates accordingly.

8.10 Patent and Copyright Infringement: If an article sold and delivered to NJPA or NJPA Members hereunder shall be protected by any applicable patent or copyright, the Vendor agrees to indemnify and hold harmless NJPA and NJPA Members against any and all suits, claims, judgments, and costs instituted or recovered against it by any person on account of the use or sale of such articles by NJPA or NJPA Members in violation or right under such patent or copyright.

C. ASSIGNMENT OF CONTRACT

8.11 No right or interest in this Contract shall be assigned or transferred by the Vendor without prior written permission by the NJPA. No delegation of any duty of the Vendor shall be made without prior written permission of the NJPA. NJPA shall notify members by posting approved assignments on the NJPA website (www.njpacoop.org) within 15 days of NJPA's approval.

8.12 If the original Vendor sells or transfers all assets or the entire portion of the assets used to perform this Contract, a successor in interest must guarantee to perform all obligations under this Contract. NJPA reserves the right to reject the acquiring person or entity as a Vendor. A change of name agreement will not change the contractual obligations of the Vendor.

D. LIST OF PROPOSERS

8.13 NJPA will not maintain or communicate to a list of proposers. All interested proposers must respond to the solicitation as a result of NJPA solicitation advertisements indicated. Because of the wide scope of the potential Members and qualified national Vendors, NJPA has determined this to be the best method of fairly soliciting proposals.

E. CAPTIONS, HEADINGS, AND ILLUSTRATIONS

8.14 The captions, illustrations, headings, and subheadings in this solicitation are for convenience and ease of understanding and in no way define or limit the scope or intent of this request.

F. DATA PRACTICES

8.15 All materials submitted in response to this RFP will become property of the NJPA and will become public record in accordance with Minnesota Statutes, section 13.591, after the evaluation process is completed. If the Responder submits information in response to this RFP that it believes to be nonpublic information, as defined by the Minnesota Government Data Practices Act, Minnesota Statute § 13.37, the Responder must:

8.15.1 make the request within thirty days of award/non-award, and include the appropriate statutory justification. Pricing is generally not redactable. The NJPA Legal Department shall review the statement to determine whether the information shall be withheld. If the NJPA determines to disclose the information, the Bids & Contracts department of the NJPA shall inform the Proposer, in writing, of such determination; and

8.15.2 defend any action seeking release of the materials it believes to be nonpublic information, and indemnify and hold harmless the NJPA, its agents and employees, from any judgments or damages awarded against the NJPA in favor of the party requesting the materials, and any and all costs connected with that defense.

8.16 This indemnification survives the NJPA's award of a contract. In submitting a response to this RFP, the Responder agrees that this indemnification survives as long as the confidential information is in possession of the NJPA. When the situation warrants, Proposer may be able redact additional nonpublic information after the evaluation process if legal justification is provided and accepted by NJPA.

G. ENTIRE AGREEMENT

8.17 The Contract, as defined herein, shall constitute the entire understanding between the parties to that Contract. A Contract resulting from this RFP is formed when the NJPA Board of Directors approves and signs the applicable Contract Award & Acceptance document (Form E).

H. FORCE MAJEURE

8.18 Except for payments of sums due, neither party shall be liable to the other nor deemed in default under this Contract if and to the extent that such party's performance of this Contract is prevented due to force majeure. The term "force majeure" means an occurrence that is beyond the control of the party affected and occurs without its fault or negligence including, but not limited to, the following: acts of God, acts of the public enemy, war, riots, strikes, mobilization, labor disputes, civil disorders, fire, flood, snow, earthquakes, tornadoes or violent wind, tsunamis, wind shears, squalls, Chinooks, blizzards, hail storms, volcanic eruptions, meteor strikes, famine, sink holes, avalanches, lockouts, injunctions-intervention-acts, terrorist events or failures or refusals to act by government authority and/or other similar occurrences where such party is unable to prevent by exercising reasonable diligence. The force majeure shall be deemed to commence when the party declaring force majeure notifies the other party of the existence of the force majeure and shall be deemed to continue as long as the results or effects of the force majeure prevent the party from resuming performance in accordance with a Contract resulting from this RFP. Force majeure shall not include late deliveries of equipment/products and services caused by congestion at a manufacturer's plant or elsewhere, an oversold condition of the market, inefficiencies, or other similar occurrences. If either party is delayed at any time by force majeure, then the delayed party shall notify the other party of such delay within forty-eight (48) hours.

I. GRATUITIES

8.19 NJPA may cancel an awarded Contract by written notice if it is found that gratuities, in the form of entertainment, gifts or otherwise, were offered or given by the Vendor or any agent or representative of the Vendor, to any employee of the NJPA.

J. HAZARDOUS SUBSTANCES

8.20 Proper and applicable Material Safety Data Sheets (MSDS) that are in full compliance with OSHA's Hazard Communication Standard must be provided by the Vendor to NJPA or NJPA Member at the time of purchase.

K. LICENSES

8.21 Proposer shall maintain a current status on all required federal, state, and local licenses, bonds and permits required for the operation of the business that is anticipated to be conducted with NJPA and NJPA members by the Proposer.

8.22 All responding Proposers must be licensed (where required) and have the authority to sell and distribute offered equipment/products and related services to NJPA and NJPA Members nationally. Documentation of required said licenses and authorities, if applicable, is requested to be included in the proposer's response.

L. MATERIAL SUPPLIERS AND SUB-CONTRACTORS

8.23 The awarded Vendor shall be required to supply the names and addresses of sourcing suppliers and sub-contractors as a part of the purchase order when requested by NJPA or the NJPA member.

M. NON-WAIVER OF RIGHTS

8.24 No failure of either party to exercise any power given to it hereunder, nor to insistence upon strict compliance by the other party with its obligations hereunder, and no custom or practice of the parties at variance with the terms hereof, nor any payment under a Contract resulting from this RFP shall constitute a waiver of either party's right to demand exact compliance with the terms hereof. Failure by NJPA to take action or assert any right hereunder shall not be deemed as waiver of such right.

N. PROTESTS OF AWARDS MADE

8.25 Protests shall be filed with the NJPA's Executive Director and shall be resolved in accordance with appropriate Minnesota state statutes. Protests will only be accepted from Proposers. A protest must be in writing and filed with NJPA. A protest of an award or proposed award must be filed within ten (10) calendar days after the public notice or announcement of the award. A protest must include:

8.25.1 The name, address and telephone number of the protester;

8.25.2 The original signature of the protester or its representative (you must document the authority of the Representative);

8.25.3 Identification of the solicitation by RFP number;

8.25.4 Identification of the statute or procedure that is alleged to have been violated;

8.25.5 A precise statement of the relevant facts;

8.25.6 Identification of the issues to be resolved;

8.25.7 The aggrieved party's argument and supporting documentation;

8.25.8 The aggrieved party's statement of potential financial damages; and

8.25.9 A protest bond in the name of NJPA and in the amount of 10% of the aggrieved party's statement of potential financial damages.

O. SUSPENSION OR DISBARMENT STATUS

8.26 If within the past five (5) years, any firm, business, person or Proposer responding to NJPA solicitation and submitting a proposal has been lawfully terminated, suspended or precluded from participating in any public procurement activity with a federal, state or local government or education agency the Proposer must include a letter with its response setting forth the name and address of the public procurement unit, the effective date of the suspension or debarment, the duration of the suspension or debarment and the relevant circumstances relating to the suspension or debarment. Any failure to supply such a letter or to disclose

pertinent information may result in the cancellation of any Contract. By signing the proposal affidavit, the Proposer certifies that no current suspension or debarment exists.

P. AFFIRMATIVE ACTION AND IMMIGRATION STATUS CERTIFICATION

8.27 An Affirmative Action Plan, Certificate of Affirmative Action or other documentation regarding Affirmative Action may be required by NJPA or NJPA Members relating to a transaction from this RFP. Vendors shall comply with any such requirements or requests.

8.28 Immigration Status Certification may be required by NJPA or NJPA Members relating to a transaction from this RFP. Vendors shall comply with any such requirements or requests.

Q. SEVERABILITY

8.29 In the event that any of the terms of a Contract resulting from this RFP are in conflict with any rule, law, statutory provision or are otherwise unenforceable under the laws or regulations of any government or subdivision thereof, such terms shall be deemed stricken from an awarded Contract resulting from this RFP, but such invalidity or unenforceability shall not invalidate any of the other terms of an awarded Contract resulting from this RFP.

R. RELATIONSHIP OF PARTIES

8.30 No Contract resulting from this RFP shall be considered a contract of employment. The relationship between NJPA and an Awarded Contractor is one of independent contractors each free to exercise judgment and discretion with regard to the conduct of their respective businesses. The parties do not intend the proposed Contract to create, or is to be construed as creating a partnership, joint venture, master-servant, principal-agent, or any other relationship. Except as provided elsewhere in this RFP, neither party may be held liable for acts of omission or commission of the other party and neither party is authorized or has the power to obligate the other party by contract, agreement, warranty, representation or otherwise in any manner whatsoever except as may be expressly provided herein.

9

FORMS

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Contract Award
RFP 062415 #



Formal Offering of Proposal
(To be completed Only by Proposer)

UNIFORMS AND UNIFORM-RELATED PRODUCTS AND SERVICES

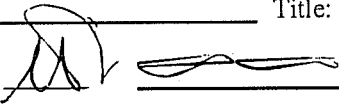
In compliance with the Request for Proposal (RFP) for UNIFORMS AND UNIFORM-RELATED PRODUCTS AND SERVICES the undersigned warrants that I/we have examined this RFP and, being familiar with all of the instructions, terms and conditions, general specifications, expectations, technical specifications, service expectations and any special terms, do hereby propose, fully commit and agree to furnish the defined equipment/products and related services in full compliance with all terms, conditions of this RFP, any applicable amendments of this RFP, and all Proposer's Response documentation. Proposer further understands they accept the full responsibility as the sole source of responsibility of the proposed response herein and that the performance of any sub-contractors employed by the Proposer in fulfillment of this proposal is the sole responsibility of the Proposer.

Company Name: UniFirst Corporation Date: June 19, 2015

Company Address: 68 Jonspin Road

City: Wilmington State: MA Zip: 01887

Contact Person: Kurt Nussle Title: National Account Executive

Authorized Signature (ink only):  Michael E. Ruttner
(Name printed or typed)

PROPOSER ASSURANCE OF COMPLIANCE



Proposal Affidavit Signature Page

PROPOSER'S AFFIDAVIT

The undersigned, representing the persons, firms and corporations joining in the submission of the foregoing proposal (such persons, firms and corporations hereinafter being referred to as the "Proposer"), being duly sworn on his/her oath, states to the best of his/her belief and knowledge:

1. The undersigned certifies the Proposer is submitting their proposal under their true and correct name, the Proposer has been properly originated and legally exists in good standing in its state of residence, that the Proposer possesses, or will possess prior to the delivery of any equipment/products and related services, all applicable licenses necessary for such delivery to NJPA members agencies nationally, and that they are authorized to act on behalf of, and encumber the "Proposer" in this Contract; and
2. To the best of my knowledge, no Proposer or Potential Proposer, nor any person duly representing the same, has directly or indirectly entered into any agreement or arrangement with any other Proposers, Potential Proposers, any official or employee of the NJPA, or any person, firm or corporation under contract with the NJPA in an effort to influence either the offering or non-offering of certain prices, terms, and conditions relating to this RFP which tends to, or does, lessen or destroy free competition of the Contract sought for by this RFP; and
3. The Proposer or any person on his/her behalf, has not agreed, connived or colluded to produce a deceptive show of competition in the manner of the proposal or award of the referenced contract; and
4. Neither the Proposer nor any officer, director, partner, member or associate of the Proposer, nor any of its employees directly involved in obtaining contracts with the NJPA or any subdivision of the NJPA, has been convicted of false pretenses, attempted false pretenses or conspiracy to commit false pretenses, bribery, attempted bribery or conspiracy to bribe under the laws of any state or federal government for acts or omissions after January 1, 1985; and
5. The Proposer has examined and understands the terms, conditions, scope, contract opportunity, specifications request and other documents of this solicitation and that any and all exceptions have been noted in writing and have been included with the proposal submittal; and
6. If awarded a contract, the Proposer will provide the equipment/products and/or services to qualifying members of the NJPA in accordance with the terms, conditions, scope of this RFP, Proposer offered specifications and other documents of this solicitation; and
7. The undersigned, being familiar with and understand the expectations requested and outlined in this RFP under consideration, hereby proposes to deliver through valid requests, Purchase Orders or other acceptable forms ordering and procurement by NJPA Members. Unless otherwise indicated, requested and agreed to on a valid purchase order per this RFP, only new, unused and first quality equipment/products and related services are to be transacted with NJPA Members relating to an awarded contract; and
8. The Proposer has carefully checked the accuracy of all proposed products/equipment and related services and listed total price per unit of purchase in this proposal to include shipping and delivery considerations. In addition, the Proposer accepts all general terms and conditions of this RFP, including all responsibilities of commitment as outlined and proposed; and

9. In submitting this proposal, it is understood that the right is reserved by the NJPA to reject any or all proposals and it is agreed by all parties that this proposal may not be withdrawn during a period of 90 days from the date proposals were opened regarding this RFP; and
10. The Proposer certifies that in performing this Contract they will comply with all applicable provisions of the federal, state, and local laws, regulations, rules, and orders; and
11. The Proposer understands that submitted proposals which are marked "confidential" in their entirety, or those in which a significant portion of the submitted proposal is marked "nonpublic" **will not** be accepted by NJPA. Pursuant to Minnesota Statute §13.37 only specific parts of the proposal may be labeled a "trade secret." All proposals are nonpublic until the contract is awarded; at which time, both successful and unsuccessful vendors' proposals become public information.
12. The Proposer understands and agrees that NJPA will not be responsible for any information contained within the proposal.
13. By signing below, the Proposer understands it is his or her responsibility as the Vendor to act in protection of labeled information and agree to defend and indemnify NJPA for honoring such designation. Proposer duly realizes failure to so act will constitute a complete waiver and all submitted information will become public information; additionally failure to label any information that is released by NJPA shall constitute a complete waiver of any and all claims for damages caused by the release of the information.

[The rest of this page has been left intentionally blank. Signature page below]

By signing below, Proposer is acknowledging that he or she has read, understands and agrees to comply with the terms and conditions specified above.

Company Name: Unifirst Corporation

Contact Person for Questions: Kurt Nussle

(Must be individual who is responsible for filling out this Proposer's Response form)

Address: 68 Jonspin Road

City/State/Zip: Wilmington, MA 01887

Telephone Number: 888-851-2474 x302 Fax Number: 615-399-5290

E-mail Address: knussle@unifirst.com

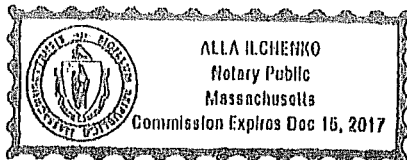
Authorized Signature: 

Authorized Name (typed): Michael E. Ruttner

Title: Vice President National Accounts

Date: June 19, 2015

Notarized



Subscribed and sworn to before me this 19th day of June, 2015

Notary Public in and for the County of _____ State of MA

My commission expires: December 15, 2017

Signature: 



PROPOSER QUESTIONNAIRE
Payment Terms, Warranty, Products/Equipment/Services, Pricing and Delivery, Industry Specific

Proposer Name: UniFirst Corporation

Questionnaire completed by: Kurt Nussle

Payment Terms and Financing Options

1) Identify your payment terms if applicable. (Net 30, etc.)

We currently have Net 30 payment terms with NJPA.

2) Identify any applicable leasing or other financing options as defined herein.

Not Applicable.

3) Briefly describe your proposed order process for this proposal and contract award. (Note: order process may be modified or refined during an NJPA member's final Contract phase process).

There are multiple ordering approaches which might be of interest to you under the proposed program. They are listed below along with the primary advantages associated with each.

Rental:

- **Route Sales Representative:** Speed, accuracy, and immediate sizing
- **Phone-Primary Advantages:** Speed and interactivity, faxed confirmation
- **Fax-Primary Advantages:** Speed and accuracy, faxed confirmation

Direct Sale:

- **Custom Store Front / Internet-** This on-line ordering has the primary advantages of : convenience, interactivity, colored pictures, descriptions, sizes, allowance programs, spending limits, multiple payment methods, program management/accountability, secure -Verisign®
- **Custom Brochure/Mail In - Primary Advantages:** Available to all employees with or without internet access, color picture, descriptions, prices, includes pre-printed order forms, convenience
- **Mail-Primary Advantage (direct sale):** Accuracy, faxed confirmation
- **Phone-Primary Advantages:** Speed and interactivity, faxed confirmation
- **Fax-Primary Advantages:** Speed and accuracy, faxed confirmation
- **E-Mail- Primary Advantages:** Speed, accuracy, electronic record, electronic confirmation.

a. Please specify if you will be including your dealer network in this proposal. If so, please specify how involved they will be. (For example, will the Dealer accept the P.O.?), and how are we to verify the specific dealer is part of your network?

We do not require the use of a dealer network.

4) Do you accept the P-card procurement and payment process?

Yes. Customers can pay weekly invoices using a company credit or P card. Our accounts receivable department will apply the weekly invoice amounts to the credit or P card for each customer location

Warranty

- 5) Describe, in detail, your Manufacture Warranty Program including conditions and requirements to qualify, claims procedure, and overall structure.

All items of Merchandise delivered by UniFirst will conform to NJPA's specifications set forth in Schedule II of our National Service Agreement and meet or exceed customary industry standards of quality, or non-conforming items will be replaced by UniFirst by the following normal delivery at no cost to Customer. All of the Services performed shall be executed in a good and workmanlike manner by qualified and careful workers, in accordance with industry standards of care and diligence normally practiced by firms performing services of a similar nature and in accordance with this Agreement.

- 6) Do all warranties cover all products/equipment parts and labor?

See response to question 5 (five) above.

- 7) Do warranties impose usage limit restrictions?

See response to question 5 (five) above.

- 8) Do warranties cover the expense of technicians travel time and mileage to perform warranty repairs?

See response to question 5 (five) above.

- 9) Please list any other limitations or circumstances that would not be covered under your warranty.

See response to question 5 (five) above.

- 10) Please list any geographic regions of the United States for which you cannot provide a certified technician to perform warranty repairs. How will NJPA Members in these regions be provided service for warranty repair?

See response to question 5 (five) above.

Equipment/Product/Services, Pricing, and Delivery

- 11) Provide a general narrative description of the equipment/products and related services you are offering in your proposal.

Standard Work-wear:

From factory coveralls, to lab coats, to foodservice smocks - UniFirst' Industrial Wear line offers apparel for workers in virtually every occupation. Beyond a complete selection of primary garments, cover-ups, and outerwear, UniFirst also provides accessory items like gloves, hats, footwear, and protective gear - making "head-to-toe" outfitting more than just a marketing slogan. Most of the line's apparel items boast our Industrial Laundry Safe seal, meaning they are ideally constructed to hold up to UniFirst' rigorous industrial laundry process. Compared to home laundering, we use stronger detergents, longer agitation cycles, and higher temperatures to get even hard-use clothing their cleanest. UniFirst currently self-manufactures over 70% of its overall industrial garment needs.

Flame Resistant Apparel:

Wherever business is hot (literally), UniFirst is on the job. Our flame-resistant apparel offers important secondary protection from flash fire, electric arcs, and other potentially hazardous flame conditions. Our FR garments look and feel comfortable, but offer great durability and the added protection of flame-resistance. UniFirst currently self manufactures over half of its overall FR needs. UniFirst also carries Flame Resistant Apparel specific for the foodservice industry - Samples are available

Hi Visibility Garments:

For those whose jobs place them in potentially hazardous traffic environments, UniFirst offers the latest HIGH-VISIBILITY WORKWEAR SOLUTIONS. Our ANSI compliant Hi-Vis garments make workers visible to drivers at much greater distances than simple enhanced visibility wear. And workers who are more easily seen by motorists and oncoming traffic are safer and happier on the job.

Corporate Casual Attire:

All across North America, the casual dress trend has taken hold. But the need for professional polish remains as strong as ever. UniFirst responds with Corporate Casual attire that allows employees to "dress down" while maintaining a decidedly business-like look. Our growing Corporate Casual line includes hundreds of items, all available with our own embroidered or screen-printed personalization. In this and other product categories, UniFirst offers the industry's fastest new installation and replenishment service available, thanks largely to our ISO 9001-2000 registered, 320,000 sq. ft. Owensboro, KY Central Distribution Facility, the only such facility in the industrial rental garment business.

Floorcare and Dust Control Services:

Creating a safe, attractive workplace is a process that begins from the ground up. It's no wonder, then, that UniFirst' floorcare products are underfoot in offices and factories from coast-to-coast. Through our rental programs, we regularly clean and rotate items, saving businesses significant maintenance time and expense. Supplying walk-off and logo mats; scraper and anti-fatigue mats; wet and dry mops; as well as various wiping products, UniFirst keeps workplaces clean and inviting, while protecting employees and CUSTOMERS alike. UniFirst self-manufactures over 70% of its total floorcare needs (mats and dust mops) from its Arkansas manufacturing facility so that we provide customers with an even greater level of value, color selection, and overall value than was previously available.

Restroom Services:

In business, quality and image are around-the-clock imperatives, often extending beyond work apparel. Restroom Services from UniFirst benefits both a company's employees and its Customers. Products such as hand soaps, sanitizers, air fresheners, disposable towels and tissue, as well as required dispensers, address health and sanitary concerns, while conveying a focus on cleanliness that speaks of a total commitment to quality. As with all UniFirst rental programs our Route Representative monitors your usage and provides timely product refills and supplementary services.

- 12) Provide a general narrative description of your pricing model identifying how the model works (line item and/or published catalog percentage discount).

In general, UniFirst provides service quotes to its Customers that represent its very best prices for the projected volume of business and the associated terms and conditions of service, as determined by our review of the RFP documents. This does not mean, however, that we necessarily expect to receive all of this business immediately, or even necessarily within the first year or two of the term of our Agreement, for that matter, as we realize that we frequently are required to await the natural expiration (by their terms) of any pre-existing agreements that our Customer might then have in place with any third party vendors.

As with all things there is at least one exception to this general rule, which would arise in the event that a given Customer elected to award all of its business to two or more preferred vendors, each of whom was then expected to solicit business from each Customer operating location. In this instance, we would downgrade the value of the projected business volumes (raise the bid prices that we initially quoted) and then offer incentives (reduced prices) to be granted upon the attainment of certain specified earned revenue thresholds. The most Customer friendly option is the former, where our very best prices are offered from day one of the Agreement.

Once our agreement is finalized our Account Management System ensures that only those products and prices enabled in the agreement can be invoiced locally. Consistent application of products and pricing across all of the local NJPA operations is guaranteed.

Furthermore all requests for exceptions (additions) to the originally negotiated contract requirements must be processed through predefined channels for approval. All pricing will be developed using the same pricing model used in the original bid effort to incorporate the same volume considerations.

Rental Services Include:

- Water-wash of Rented Uniforms and Rented Items. Including inspection of all garments during the cleaning process and the pressing of all garments at no additional cost
- Delivery of clean Rented Uniforms and Rented Items, on a stated weekly schedule.
- Removal of soiled Rented Uniforms and Rented Items, on a stated schedule.
- Existing garments may be exchanged due to an Employee's changing size requirements at no cost to the Customer, though the emblem and garment preparation charges specified by agreement will apply.
- All Garment repairs needed due to normal wear and tear will be done at no cost to the Customer.
- UniFirst will automatically replace garments before they become so worn as to impact either appearance or function. This replacement will be done at no charge to the Customer, though the emblem and garment preparation charges specified by agreement will apply.

- 13) Please quantify the discount range presented in this response pricing as a percentage discount from MSRP/published list.

NJPA's program pricing is constant across the nation and therefore the discount/savings varies by market; i.e. savings on the NJPA program might be as high as 60-70% in metropolitan markets such as NYC whereas in central Kentucky the savings might only be 20-30%. Across the board it's safe to say the average savings when compared to 'local pricing' is 30-40%.

- 14) Provide an overall proposed statement of method of pricing for individual line items, percentage discount off published product/equipment catalogs and/or category pricing percentage discount with regard to all equipment/products and related services and being proposed. Provide a SKU number for each item being proposed.

UniFirst evaluates the total potential volume for any particular National Account customer and prices the entire in accordance with our pricing models. Total usage levels are evaluated as part of the pricing, and UniFirst takes this into consideration and leverages the total potential of each account in order to come up with the most competitive rates available.

- 15) Propose a strategy, process, and specific method of facilitating "Sourced Equipment/Products and/or related Services" (AKA, "Open Market" items or "Non-Standard Options").

UniFirst is a full-service provider of textile services, with much of the products being manufactured and much of the services being provided directly by UniFirst. As a part of our continued growth, we have aligned ourselves with several trusted vendor partners whenever we have customer requirements that don't align with our manufacturing core competencies (i.e. Non-Standard Options). All vendor partners must pass through our Vendor Approval process to ensure that they are financially solvent, and adhere to all manufacturing best practices and appropriate child / forced labor laws. Our vendor partners have been carefully selected based on product offering/breadth, stocking position, and mutual business goals. This is an on-going effort to leverage our influence over these vendor partners in order to better guarantee the quality of services provided by any such vendor to any one of our customers. As an industry leader, UniFirst is able to leverage our size in order to negotiate the most favorable pricing and terms in the industry, a benefit that gets passed on directly to our customers.

In situations where our vendor partner's products are used to support our customers, we will issue standard UniFirst (bulk) Purchase Orders for merchandise, on an as necessary basis. These orders will be filled and shipped directly to our distribution center in Owensboro, KY. Our vendor partners will then invoice UniFirst directly for their services. All other services (order administration, pick, pack, ship, customer services and overall program administration and management) will be directly performed by UniFirst personnel, utilizing UniFirst owned equipment and facilities.

16) Describe your NJPA customer volume rebate programs, as applicable.

UniFirst will pay a quarterly rebate of 2% based on the rental charges for all NJPA members that utilize the UniFirst program. The rebate check will be calculated and issued within 30 days of the quarter end.

17) Identify any Total Cost of Acquisition (as defined herein) cost(s) which is **NOT** included "Pricing" submitted with your proposal response. Identify to whom these charges are payable to and their relationship to Proposer.

This is open for discussion. The pricing schedules attached to this proposal are not influenced by garments already in use by other suppliers.

18) If freight, delivery or shipping is an additional cost to the NJPA member, describe in detail the complete shipping and delivery program.

Rental: The delivery cost is included in the weekly rental rate.

Direct Sales: Pricing is quoted F.O.B. Origin, sans applicable sales taxes, with applicable freight and handling charges being prepaid and added to the shipment invoice.

- **United States** - All Purchased Items are shipped via UPS standard ground service from our ISO registered Central Distribution Center in Owensboro, KY, unless instructions to the contrary are specified on the order.
- **Canada** - All Purchased Items are shipped via Canadian Post standard ground service from our Central Distribution Center in Oakville, ON, unless instructions to the contrary are specified on the order.

Expedited shipping (overnight) is available via FedEx or UPS Express. The cost of expedited shipping will be calculated on a case by case basis and we will pass along the true cost of shipping.

19) As an important part of the evaluation of your offer, indicate the level of pricing you are offering. Prices offered in this proposal are:

- a. Pricing is the same as typically offered to an individual municipality, Higher Ed or school district.
- b. Pricing is the same as typically offered to GPOs, cooperative procurement organizations or state purchasing departments.
- c. Better than typically offered to GPOs, cooperative procurement organizations or state purchasing departments.
- d. Other; please describe.

20) Do you offer quantity or volume discounts?

YES NO Outline guidelines and program.

UniFirst evaluates the total potential volume for any particular National Account customer and prices the entire in accordance with our pricing models. Total usage levels are evaluated as part of the pricing, and UniFirst takes this into consideration and leverages the total potential of each account in order to come up with the most competitive rates available. Rather than provide volume discounts we are offering our very best price to all NJPA regardless of size.

21) Describe in detail your proposed exchange and return program(s) and policy(s).

Direct Sale:

1.) UniFirst will accept Program Merchandise (Those garments which are part of your contracted program) for return credit or exchange. This includes garments that have been embroidered that can be re-used to fulfill a future order. Garments that are direct embroidered with the employee's first names or garments that receive personalization that are not included as part of your Program Merchandise (Example: Garments ordered from our catalog that are not included in your contracted merchandise) cannot be returned for credit or exchange. The reason for this policy is that we cannot re-use these garments to fulfill any future orders. To limit returns due to sizing errors, UniFirst will provide sizing kits to be distributed among your locations at no charge. Additional charges will apply when exchanging non-similar Program Merchandise items (Example: Shirt for a jacket) or returning properly shipped items that are free from defect for credit. In these cases a 15% re-stocking fee will apply. UniFirst will not assume any liability, or issue any credits for freight charges incurred for the return or re-shipment of Program Merchandise or non-Program Merchandise items, unless such return or re-shipment was necessitated by Supplier error.

PLEASE SEE DIRECT PURCHASE AGREEMENT LANGUAGE: WARRANTY AND RETURN POLICY BELOW:

Supplier guarantees that all Program Merchandise items delivered hereunder shall be in accordance with the specifications approved or adopted by Customer, be of merchantable quality and free from workmanship defects resulting from normal wear and tear for one (1) year following the date of purchase, color shifting, normal shrinkage and fading excluded. If Customer determines, at its own discretion, that the quality of any such item is not satisfactory it may return such item to Supplier and Supplier shall send a replacement, or issue a credit to Customer. Merchandise items, other than the Program Merchandise items specifically identified herein, that receive direct embroidery, once shipped, may not be returned for credit or exchange, unless the return was necessitated by Supplier error. Supplier will credit Customer for returned Program Merchandise items and re-bill for the exchange. Exchanging non-similar Program Merchandise items or returning properly shipped items that are free from defect for credit will result in a fifteen percent (15%) re-stocking fee. Supplier will not assume any liability, or issue any credits for freight charges incurred for the return or re-shipment of Program Merchandise items, unless such return or re-shipment was necessitated by Supplier error.

2.) Return Process

Each box that is shipped contains a packing list that includes the necessary user friendly paperwork needed to complete an exchange. This packing list is divided into two sections. Shipped garments and are shown at the top and the return exchange portion is shown at the bottom. A pre- addressed shipping label is also included to be torn off and placed over the top of the original shipping label on the box you received your garments in.

On the Return portion of the packing slip fill in the appropriate columns: RTN QTY: Quantity returning, RSN: Reason Code- found below, Action Code: (A) Exchange or (B) Issue refund or credit.

**Garments must be returned clean, unwashed, unworn and in new condition. These garments will be used to fulfill future orders placed against them.*

FOR EXCHANGES:

1. Call your assigned National Accounts Manager. This will expedite the process and we can begin shipping you your new garments while the other garments are being returned. All shipped garments will be billed and credits will be applied once we have received the returned garments.

2. Enter the item/ color / and size in the EXCHANGE FOR column of the packing list.

3. To ship products back, follow the RETURN INSTRUCTIONS.

FOR RETURNS:

1. Include the Return/ Exchange portion of the packing list with the merchandise in a securely wrapped package.
2. On the pre-printed shipping label addressed to UniFirst: Check either Return or Exchange.
3. Ship via UPS or Insured Parcel Post.
4. Save remainder of packing slip for your records.

Rental:

We do not offer warranties on the garments employed in our rental services programs. This is because we can not control or otherwise influence the uses to which these garments may be placed or the environments in which the utilization may occur. Notwithstanding this fact, any garment placed into service that was defective in any way, at the time of its installation, would be immediately replaced at no additional charge to you. And, we take care to inspect every rental garment every time we handle it. Upon pick-up and return to our service center, each garment receives a comprehensive ten point inspection. This system is backed-up by our wearer communication system which provides a continuous supply of service request tags at your place of business so that any special repair needs can also be flagged by wearers to ensure that they get our immediate attention.

Our Change-As-Needed system provides for the automatic replacement of garments before they become so worn as to impact appearance or function. And, unlike many (if not all) of our competitors, UniFirst replaces all garments which wear out as a consequence of normal wear and tear with "new" garments.

We also recognize that not every employee stays the same size over time, so we provide for clothing size exchanges whenever necessary.

- 22) Specifically identify those shipping and delivery and exchange and returns programs as they relate to Alaska and Hawaii and any related off shore delivery of contracted products/ equipment and related services.

As previously mentioned, due to the cost of doing business in Alaska and Hawaii, Subcontractors in these states may charge a minimum of two times the prices quoted above. We will do our best to find a Subcontractor that will honor the program pricing, however actual prices are a function of the product in the program and the Subcontractors local business practices. Any alternative pricing for Alaska and Hawaii will be submitted for your approval prior to subcontracting any of your sites to a third party.

In general, the return process would be similar to the one described in question 21.

- 23) Please describe any self-audit process/program you plan to employ to verify compliance with your anticipated contract with NJPA. Please be as specific as possible.

During the Term, UniFirst will, upon not less than thirty (30) business days prior written request, make available to NJPA no more than once per calendar year, at UniFirst's corporate offices, during normal business hours, the invoice reports and/or invoice documents from UniFirst pertaining to all invoices sent by UniFirst and payments made by NJPA members for all Products and Services procured under this Agreement. NJPA may employ an independent auditor or NJPA may choose to conduct such audit on its own behalf. UniFirst shall have the right to approve the independent auditor, which approval shall not be unreasonably withheld. Upon approval and after the auditor has executed an appropriate confidentiality agreement, UniFirst will permit the auditor to review the relevant UniFirst documents. NJPA shall be responsible for paying the auditor's fees. The parties will make every reasonable effort to fairly and equitably resolve discrepancies to the satisfaction of both parties.

Industry-Specific Items

- 24) Explain the differences and unique advantages between your products and those of your closest competitors. Give specific examples that demonstrate product longevity or wear-resistance.
- 25) If applicable, please outline how your direct buy, rental, or leasing solutions complement the value of your program and offerings.

Rent

UniFirst full service uniform rental programs include:

When you participate in a full-service UniFirst uniform program, up-front clothing investments are eliminated. We outfit employees in the clothing of your choice, provide weekly cleaning, garment maintenance, and issue replacements as necessary. We handle all the program administration for your employee uniforms and services, eliminating the worries and headaches. And it's all for one low weekly charge per employee (or per product).

How our rental programs work

More than 200 UniFirst service centers throughout the U.S. and Canada provide a total uniform and Facility Service package. With a full service rental program, you get:

- Professional on-site needs analysis
- More than 17,000 product sku's to choose from
- Measurement/fitting of each wearer conducted at your location(s)
- Specified number of garments for each individual
- Professional laundering and finishing
- Regularly scheduled uniform deliveries and product replenishment
- Inspection of all garments for rips, flaws, missing buttons, etc.
- Automatic garment repairs
- Automatic replacement of worn or overly damaged garments
- Inventory control with itemization by employee (or product)
- Quick outfitting of new employees

Triple Pro Service

You'll get three dedicated UniFirst professionals working on your account at all times. There's a dependable Route Sales Representative who'll keep your program running smoothly day in and day out, a Service Manager whose primary responsibility is to see that you're getting everything you need when you need it, and a helpful local Customer Service Representative who's always ready to provide immediate assistance. Through the efforts of this hard-working team, we guarantee 24-hour response to any problem, question, or request.

Lease

UniFirst Val-U-Lease uniform programs include:

Depending upon individual needs, you may prefer our Val-U-Lease program. You enjoy the service, convenience, and all the benefits of our Full Service Uniform Rental Program, with the exception of the scheduled laundering services. But if you need occasional laundering, we can arrange that, too. And you'll still receive our uniform repair, replacement, and maintenance services, as needed.

How our Val-U-Lease programs work

With a UniFirst Val-U-Lease program, you eliminate up-front clothing investments in favor of low weekly charges. You're only billed for the number of workers actually "in uniform." Idle clothing costs are avoided and you get top-quality, stylish uniforms of your choice...complete with custom company emblems and more. Employees take care of uniform cleaning, but we take care of everything else:

- Professional on-site needs analysis
- More than 17,000 product sku's to choose from
- Measurement/fitting of each wearer conducted at your location(s)
- Full program management
- Automatic garment repairs
- Automatic replacement of worn or overly damaged garments

Triple Pro Service

You'll get three dedicated UniFirst professionals working on your account at all times. There's a dependable Route Sales Representative who'll keep your program running smoothly day in and day out, a Service Manager whose primary responsibility is to see that you're getting everything you need when you need it, and a helpful local Customer Service Representative who's always ready to provide immediate assistance. Through the efforts of this hard-working team, we guarantee 24-hour response to any problem, question, or request.

Buy

UniFirst direct purchase programs include:

For companies that prefer to own their employees' workwear, UniFirst offers great pricing and an extensive selection through our Direct Purchase Programs. All our uniform rental items are available for purchase. You may choose from thousands of UniFirst-manufactured products or other popular brands from trusted names like Carhartt, Berne, Lee, Dickies, Wrangler, Riggs, Nike, Red Kap, Dri-Duck, and Jerzees. You can even have custom uniforms designed just for your company!

Trust UniFirst for all your workwear needs including industrial shirts and pants, coveralls, outerwear, corporate wear, specialized protective clothing, ancillary products and more.

Need occasional cleaning to manufacturer's specifications? We can still be counted on. Just ask your UniFirst representative for details.

Why buy from UniFirst?

◦ Savings over retail stores	◦ UniFirst-made and other top name brands
◦ 200,000 product sku's to choose from	◦ Personalization and customization
◦ ISO certified manufacturing facilities	◦ Custom program options
◦ ISO certified central distribution center	◦ Unparalleled UniFirst Service

26) Discuss any unique advantages that your offering delivers in terms of efficiency, ease of shipping, and flexibility.

UniFirst envisions a combination program whereby the full weight of our ISO Certified Distribution Center Capabilities and our National Service Coverage can be brought to bear on the NJPA requirements. Direct Sale and Rental programs are all supported from a merchandise perspective by our Owensboro, KY "state-of-the-art" Distribution Center. This facility has been built with the specific objective of providing the fastest most accurate order turnaround times in the industry and we are confident that this will enhance the UniFirst value proposition for NJPA locations.

Our proposal represents "Best in Class" pricing based upon the NJPA revenue projections provided in the NJPA bid documents. Furthermore we offer the following value-added services:

- **ISO Certified Manufacturing and Distribution:** Vendor manufactures and distributes the majority of its garments through a strict process controlled ISO certified manufacturing and distribution system. This capability allows Vendor to better manage its supply chain and negotiate favorable rates with fabric mills. The ISO Certification ensures that consistently high quality manufactured garments will be delivered to the Client in a timely manner, through a proven documented distribution system.

- **Guaranteed rates and charges:** Our proprietary Account Management System (AMS/Mozart) guarantees only the charges authorized and specified in our service agreement can be invoiced. Only the items of merchandise and/or services specifically authorized in the agreement can be provided to client. Items of merchandise and/or service not authorized in the enabling service agreement can only be invoiced with prior client approval.
- **Virtually Unlimited Catalog:** By using our partnerships with our long term vendor partners, our catalog is essentially limitless. Even if a desired garment is not currently manufactured by UniFirst, or featured in our Workwear Direct catalog, by leveraging our relationships with our trusted vendor partners we can guarantee best in class pricing and service for any work apparel item.

Service excellence is central to our culture. It begins with highly trained Customer Representatives who are fully dedicated to total Customer satisfaction and extends to all the contact personnel in our National Accounts Group who specialize in dealing quickly and efficiently to ensure that the specific service requirements of our National Account Customers are understood and consistently applied by our entire field Customer service centers. The detailed process by which we manage the authorization and installation of services to each of the NJPA operating locations is contained elsewhere within this proposal.

27) What other unique features (i.e., ones that are not offered by your competitors) of your company or its services would benefit NJPA members?

First, Customer Commitment. UniFirst is dedicated to excellence in service and total customer satisfaction. For seventy six years we've known the importance of excellent customer service and we've dedicated ourselves to achieving it. Now in our seventh decade of service we continue working toward perfecting the process.

UniFirst' overall Customer retention rate for the past 3 years is over 95 %. Over the past 10 years our annual percentage of controllable lost accounts has remained under 5% and our contract renewal rate has actually increased year to year. With industry averages approaching 90%, we believe we are setting the pace for business retention in the industry. The "Customers for Life" programs and overall business philosophy is a key differentiation between UniFirst and its competitors.

Our corporate mission is to be recognized as the leading provider of quality uniform products and services for business. Our careful focus on serving each customer's special needs and providing total satisfaction enables us to grow, to provide an equitable return on investment, and to create opportunities for our team partners.

We are committed to conducting our business in a fair, honest, and responsible manner in accordance with all environmental and government regulations and with the highest standards of business ethics.

With a core business dedicated to the rental, lease, and sale of work clothing, uniforms, and career wear to business, we recognize that our continued success depends on the skill, creativity and initiative of all our team partners. That is why we are constantly seeking bright, talented, self-motivated individuals to help us extend our record of success into the 21st century.

Second, UniFirst presses ALL shirts. UniFirst' customers have told us that they are looking for a clean, professional appearance for all employees. In today's marketplace many employees come in regular contact with both customers and prospective customers. Their employees' appearance means a lot. That is why UniFirst goes the extra mile to press all shirts and not just the executive shirts. The pressing of the shirts not only provides you and your employees with a garment to be proud of, it also allows UniFirst additional time to examine the garment for needed repairs. This added step that our competitors leave out allows UniFirst to catch those needed repairs that might otherwise slip through the cracks.

A third difference that UniFirst offers can be looked at as a basic philosophy of doing business. This basic philosophy is summed up with three main thoughts; honesty, mutual trust and respect, and results for today and tomorrow. While these thoughts may seem sappy and overused they form the foundation for how we approach day to day business at UniFirst.

You will not hear UniFirst over commit just to win your business. We will honestly tell you what we can and what we cannot do. We feel that this is the only way to earn your business.

UniFirst feels that a relationship built on mutual trust and respect will allow both parties to accomplish their necessary objectives. No one wins if one party to an agreement loses. Because all of our business' partnerships begin with an honest commitment to what we can and cannot do, trust and respect naturally develop between UniFirst and our customers.

While the program that we put in place addresses today's objectives we must constantly be looking to solving tomorrow's challenges. That means new technology, new products and services but most of all it means having a relationship that fosters commitment to meet tomorrow's requirements. UniFirst is committed to making this a long-term relationship with NIPA. We want to be business partners for a long time.

Signature:  _____ Date: 6/19/15

**EXCEPTIONS TO PROPOSAL, TERMS, CONDITIONS
AND SOLUTIONS REQUEST**



Company Name: UniFirst Corporation

Note: Original must be signed and inserted in the inside front cover pouch.

Any exceptions to the Terms, Conditions, Specifications, or Proposal Forms contained herein shall be noted in writing and included with the proposal submittal. Proposer acknowledges that the exceptions listed may or may not be accepted by NJPA and may or may not be included in the final contract. NJPA may clarify exceptions listed here and document the results of those clarifications in the appropriate section below.

Section/page	Term, Condition, or Specification	Exception	NJPA ACCEPTS
		As an incumbent supplier to NJPA we suggest we use the Terms and Conditions from our existing agreement.	
		<u>ADDENDUM ONE TO NJPA CONTRACT #012111-UFC</u> In the event that a program agreement between an NJPA Member and UniFirst Corporation is entered into during the above-named NJPA awarded contract period but has an end date that terminates after the NJPA contract expiration, the terms and conditions of the awarded NJPA contract shall extend through the program end date.	NJPA Accepts

Proposer's Signature: [Signature] Date: 6/16/15

NJPA Clarifications:

Any proposed exception not explicitly accepted by NJPA is hereby rejected and will not be part of the NJPA Contract



Exhibit B

National Joint Powers Alliance Program Product and Rates

US Rental Garment Pricing

	Contract Item - Description	UniFirst Item #	Weekly Rental Rate Per Unit	Lost / Damage Charge
	BLEND GARMENTS			
	Woven Shirts			
1.	Long Sleeve Work Shirt, 4.75 oz. 65/35 Poly/Cotton Blend.	0102	\$0.140	\$10.24
2.	Short Sleeve Work Shirt, 4.75 oz. 65/35 Poly/Cotton Blend.	0202	\$0.118	\$8.54
3.	Women's Long Sleeve Work Shirt, 4.25 oz. 65/35 Poly/Cotton Blend.	0335	\$0.154	\$10.88
4.	Women's Short Sleeve Work Shirt, 4.25 oz. 65/35 Poly/Cotton Blend.	0436	\$0.125	\$8.94
5.	Women's 3/4 Sleeve Work Shirt, 4.25 oz. 65/35 Poly/Cotton Blend.	05AH	\$0.195	\$14.69
6.	Micro Check Long Sleeve Shirt, 4 oz. 65/35 Poly/Cotton Blend.	03UM	\$0.205	\$13.59
7.	Micro Check Short Sleeve Shirt, 4 oz. 65/35 Poly/Cotton Blend.	04UM	\$0.165	\$11.61
8.	Micro Check Short Sleeve Shirt-Jac, 4 oz. 65/35 Poly/Cotton Blend.	15UM	\$0.239	\$15.85
9.	Flexwear Stripe Long Sleeve Shirt, 4.25 oz. 65/35 Poly/Cotton Blend.	0314	\$0.199	\$14.64
10.	Flexwear Stripe Short Sleeve Shirt, 4.25 oz. 65/35 Poly/Cotton Blend.	0414	\$0.160	\$11.77
11.	Flexwear Stripe Long Sleeve Shirt, 4.25 oz. 65/35 Poly/Cotton Blend. CH/WH Stripe.	0137	\$0.215	\$15.80
12.	Flexwear Stripe Short Sleeve Shirt, 4.25 oz. 65/35 Poly/Cotton Blend. CH/WH Stripe	0237	\$0.188	\$13.95
13.	Flexwear Stripe LS Shirt w/Flap Pockets, 4.25 oz. 65/35 Poly/Cotton Blend. BL/WH Stripe.	0137	\$0.215	\$15.80
14.	Flexwear Stripe SS Shirt w/Flap Pockets, 4.25 oz. 65/35 Poly/Cotton Blend. BL/WH Stripe.	0237	\$0.188	\$13.95
15.	Breeze Weave Striped Long Sleeve Shirt, 3.85 oz. 65/35 Poly/Cotton Blend.	0172	\$0.189	\$13.74
16.	Breeze Weave Striped Short Sleeve Shirt, 3.85 oz. 65/35 Poly/Cotton Blend.	0405	\$0.162	\$11.73
17.	UniWeave Service Stripe Long Sleeve Shirt, 4.25 oz. 65/35 Poly/Cotton Blend.	0348	\$0.185	\$12.83
18.	UniWeave Service Stripe Short Sleeve Shirt, 4.25 oz. 65/35 Poly/Cotton Blend.	0448	\$0.164	\$11.61
19.	UniWeave Stripe Long Sleeve Shirt, 4.25 oz. 65/35 Poly/Cotton Blend.	0123	\$0.176	\$12.17
20.	UniWeave Stripe Short Sleeve Shirt, 4.25 oz. 65/35 Poly/Cotton Blend.	0223	\$0.145	\$10.65
21.	Contrast Stripe Long Sleeve Shirt, 4.25 oz. 65/35 Poly/Cotton Blend.	0171	\$0.217	\$15.74
22.	Contrast Stripe Short Sleeve Shirt, 4.25 oz. 65/35 Poly/Cotton Blend.	0276	\$0.164	\$11.96
23.	Bold Stripe Long Sleeve Shirt w/Navy Body, 4.25 oz. 65/35 Poly/Cotton Blend.	0373	\$0.196	\$13.43
24.	Bold Stripe Short Sleeve Shirt w/Navy Body, 4.25 oz. 65/35 Poly/Cotton Blend.	0482	\$0.175	\$12.14
25.	Striped Long Sleeve Shirt, 4.25 oz. 65/35 Poly/Cotton Blend.	0138	\$0.178	\$12.19
26.	Striped Short Sleeve Shirt, 4.25 oz. 65/35 Poly/Cotton Blend.	0238	\$0.151	\$10.63
27.	Heathered Long Sleeve Shirt, 65/35 Poly/Cotton Blend.	0381	\$0.209	\$14.59
28.	Heathered Short Sleeve Shirt, 65/35 Poly/Cotton Blend.	0481	\$0.173	\$12.08
29.	Long Sleeve Oxford Shirt, 60/40 Cotton/Poly Blend.	0111	\$0.175	\$13.21
30.	Short Sleeve Oxford Shirt, 60/40 Cotton/Poly Blend.	0211	\$0.158	\$12.06
31.	Women's Long Sleeve Oxford Shirt, 60/40 Cotton/Poly Blend.	0112	\$0.169	\$12.24
32.	Women's Short Sleeve Oxford Shirt, 60/40 Cotton/Poly Blend.	0422	\$0.152	\$11.84
33.	Long Sleeve Button Down Shirt, 65/35 Cotton/Poly Blend.	0820	\$0.202	\$15.25
34.	Short Sleeve Button Down Shirt, 65/35 Cotton/Poly Blend.	0636	\$0.179	\$12.95
35.	Women's Long Sleeve Button Down Shirt, 65/35 Cotton/Poly Blend.	0960	\$0.192	\$14.47

**National Joint Powers Alliance
Program Product and Rates**

	Contract Item - Description	UniFirst Item #	Weekly Rental Rate Per Unit	Lost / Damage Charge
36.	Women's Short Sleeve Button Down Shirt, 65/35 Cotton/Poly Blend.	4248	\$0.173	\$13.39
37.	Security Shirt Long Sleeve, Epaulets, Military Creases 4.25oz. 65/35 Poly/Cotton Blend.	0167	\$0.301	\$19.37
38.	Security Shirt Short Sleeve, Epaulets, Military Creases 4.25oz. 65/35 Poly/Cotton Blend.	0607	\$0.245	\$16.54
	Pants & Shorts			
39.	Flat Front Pant, 7.75 oz. 65/35 Poly/Cotton Blend.	1002	\$0.192	\$13.72
40.	Flexwaist Pant, 8 oz. 65/35 Poly/Cotton Blend.	1138	\$0.185	\$12.77
41.	Pleated Pant, 7.75 oz. 65/35 Poly/Cotton Blend.	1122	\$0.220	\$15.09
42.	Cargo Pant, 8 oz. 65/35 Poly/Cotton Blend.	10AI	\$0.240	\$17.60
43.	Jean Style Pant, 7.75 oz. 65/35 Poly/Cotton Blend.	1060	\$0.198	\$14.37
44.	Flat Front Short, 7.5 oz. 65/35 Poly/Cotton Blend.	1034	\$0.150	\$10.76
45.	Pleated Short, 65/35 Poly/Cotton Blend.	1129	\$0.201	\$13.30
46.	Cargo Short, 65/35 Poly/Cotton Blend.	1271	\$0.225	\$15.93
47.	Women's Flat Front Flexwaist Pant, 7.5 oz. 65/35 Poly/Cotton Blend.	1167	\$0.218	\$14.04
48.	Women's Pleated Pant, 7.5 oz. 65/35 Poly/Cotton Blend.	1113	\$0.244	\$18.23
49.	Women's Cargo Pant, 7.5 oz. 65/35 Poly/Cotton Blend.	10A4	\$0.264	\$19.16
50.	Women's Elastic Back Pant, 8 oz. 65/35 Poly/Cotton Blend.	1043	\$0.214	\$14.96
51.	Women's Industrial Pant, 65/35 Poly/Cotton Blend. ***Non-Standard Merchandise.	1128	\$0.223	\$15.28
52.	Women's Flat Front Short, 65/35 Poly/Cotton Blend. ***Non-Standard Merchandise.	114D	\$0.187	\$14.24
53.	Women's Pleated Short, 65/35 Poly/Cotton Blend.	1125	\$0.255	\$18.62
54.	Women's Cargo Short, 65/35 Poly/Cotton Blend.	10A9	\$0.228	\$16.61
	Jackets, Shop Coat, Coveralls,			
55.	Insulated Vest, 65/35 Poly/Cotton Blend.	1640	\$0.313	\$22.52
56.	Permalined Jacket, 65/35 Poly/Cotton Blend.	1506	\$0.358	\$25.16
57.	Ike Jacket, 65/35 Poly/Cotton Blend. (opt. zip-in zip-out liner 1721).	1507	\$0.342	\$22.63
58.	Permalined Team Jacket, 65/35 Poly/Cotton Blend.	1550	\$0.372	\$26.21
59.	Coaches Jacket, 65/35 Poly/Cotton Blend. (opt. zip-in zip-out liner 1721).	1540	\$0.347	\$23.00
60.	Duo Tone Team Jacket, 65/35 Poly/Cotton Blend.	1581	\$0.423	\$29.78
61.	Permalined Hip Jacket, 65/35 Poly/Cotton Blend.	1527	\$0.379	\$26.36
62.	Zip-in Liner, 100% Polyester.	1721	\$0.212	\$14.03
63.	3-Season Jacket w/Fleece Lining.	1885	\$0.423	\$30.13
64.	Shop Coat with 2 Chest Pockets & 2 Lower Pockets 7.5 oz. 65/35 Poly/Cotton Blend.	2525	\$0.278	\$20.33
65.	Long Sleeve Coverall, 7.5 oz. 65/35 Poly/Cotton Blend.	3002	\$0.293	\$21.72
66.	Short Sleeve Speed Suit, 65/35 Poly/Cotton Blend.	4022	\$0.346	\$23.28
67.	Deluxe Insulated Coverall.	3045	\$0.735	\$54.68
68.	Deluxe Insulated Bib-Overall.	3528	\$0.568	\$42.98
	POLYESTER GARMENTS			
69.	Polo Pocketless 3.8 oz Sport-Wick Moisture Management Polyester Tricot.	04MM	\$0.130	\$11.87
70.	Short Sleeve Polo with Pocket, Moisture Management 100% Polyester	04MR	\$0.190	\$16.89

**National Joint Powers Alliance
Program Product and Rates**

	Contract Item - Description	UniFirst Item #	Weekly Rental Rate Per Unit	Lost / Damage Charge
71.	Short Sleeve 3 Snap Polo without Pockets, Moisture Management 100% Polyester	04GM	\$0.170	\$14.61
72.	Polo Pocketless 5.4 oz 100% Post Consumer recycled Polyester.	047A	\$0.121	\$11.86
73.	Women's Polo Pocketless 5.4 oz 100% Post Consumer recycled Polyester.	057A	\$0.126	\$12.49
74.	Women's Polo Pocketless Moisture Management 100% Spun Poly.	0579	\$0.151	\$13.95
75.	Short Sleeve T-Shirt w/Pocket Moisture Management 100% Spun Poly.	4277	\$0.091	\$9.11
76.	Long Sleeve T-Shirt w/Pocket Moisture Management 100% Spun Poly.	0871	\$0.117	\$10.93
77.	Security Pant Flat Front, 10 oz Polyester.	10B8	\$0.140	\$14.86
	COTTON GARMENTS			
78.	Long Sleeve Shirt, 6 oz. 100% Cotton.	0101	\$0.224	\$13.47
79.	Short Sleeve Shirt, 6 oz. 100% Cotton.	0201	\$0.213	\$12.78
80.	Long Sleeve, Snap Front Shirt Heavyweight 8 oz. 100% Cotton Denim.	0178	\$0.236	\$14.59
81.	Long Sleeve Open Collar Shirt, 7 oz. 100% Cotton Denim.	0361	\$0.184	\$11.64
82.	Short Sleeve Open Collar Shirt, 7 oz. 100% Cotton Denim.	04SS	\$0.181	\$11.18
83.	Long Sleeve Button Down Collar Shirt, 7 oz. 100% Cotton Denim.	0850	\$0.187	\$11.39
84.	Short Sleeve Button Down Collar Shirt, 7 oz. 100% Cotton Denim.	2205	\$0.183	\$10.91
85.	Flat Front Pant, 8.25 oz. 100% Cotton.	1001	\$0.283	\$17.52
86.	Pleated Front Pant, 100% Cotton	1148	\$0.341	\$23.62
87.	UniFirst Classic Fit Jean, 13.75 oz. 100% Cotton Denim.	1091	\$0.251	\$14.38
88.	UniFirst Relaxed Fit Jean, 13.75 oz. 100% Cotton Denim.	10HD	\$0.298	\$17.28
89.	Wrangler Regular Fit Jean, 15 oz. 100% Cotton Denim.	1150	\$0.320	\$20.06
90.	Wrangler Relaxed Fit Jean, 14.5 oz. 100% Cotton Denim.	1144	\$0.341	\$20.14
91.	Wrangler Cowboy Cut Jean, 14.5 oz. 100% Cotton Denim.	1118	\$0.417	\$23.48
92.	Wrangle Women's Jean, 100% Cotton Denim.	1092	\$0.334	\$19.92
93.	Women's Pleated Pant, 100% Cotton.	1146	\$0.341	\$23.54
94.	Duck Jacket, 12 oz. 100% Washed Cotton.	18BW	\$0.649	\$38.22
95.	LS Coverall, 8.75 oz. 100% Cotton.	3001	\$0.449	\$26.59
	FR GARMENTS			
	100% Cotton FR			
96.	Prewashed Relaxed Fit Denim Jean, Armorex Indura 14 oz. FR Cotton. HRC-2, ATPV-20.7	11KG	\$0.634	\$36.71
	88/12 Cotton/Nylon Flame Resistant Blend			
97.	Long Sleeve Shirt, Armorex 7 oz. UltraSoft. HRC-2, ATPV- 8.7	09FR	\$0.337	\$37.47
98.	Pant, Armorex 9 oz. UltraSoft. HRC-2, ATPV-12.4	10FR	\$0.373	\$40.44
99.	Coverall, Armorex 9 oz. UltraSoft. HRC-2, ATPV-12.4	30FR	\$0.634	\$72.66
100.	SS Tee Shirt,6 oz 88/12 Cotton/Nylon Blend FR Fabric. HRC-2, ATPV-10.9 ***Non-Standard Merchandise.	02US	\$0.340	\$42.09
	TecaSafe			
101.	Long Sleeve Shirt w/Snap Front, 7 oz. Armorex Tecasafe Plus FR. HRC-2, ATPV-10.1 Navy, ATPV-9.0 Lt. Blue & Khaki	09AU	\$0.270	\$40.44
102.	Long Sleeve Shirt, 7 oz. Armorex Tecasafe Plus FR. HRC-2, ATPV-10.1 Navy, ATPV-9.0 Lt. Blue & Khaki	09TC	\$0.265	\$43.21
103.	Pant, 8.5 oz. Armorex Tecasafe Plus FR. HRC-2, ATPV-10.2	10TS	\$0.326	\$51.72

**National Joint Powers Alliance
Program Product and Rates**

	Contract Item - Description	UniFirst Item #	Weekly Rental Rate Per Unit	Lost / Damage Charge
104.	Coverall, 7 oz. Armorex Tecasafe Plus FR. HRC-2, ATPV-10.1 Navy, ATPV-9.0 Khaki	30TS	\$0.572	\$92.94
	Nomex			
105.	Long Sleeve Shirt, 4.5 oz. Armorex Nomex CXP. HRC-1, ATPV-5.1	01NX	\$0.417	\$64.82
106.	Pant, 6 oz. Armorex Nomex. HRC-1, ATPV-5.8	10NX	\$0.434	\$69.11
107.	Coverall, 6 oz. Armorex Nomex CXP. HRC-1, ATPV 6.5	30NX	\$0.767	\$120.82
	ENHANCED VISIBILITY GARMENTS			
108.	Enhanced Visibility Long Sleeve Shirt, 65/35 Poly/Cotton Blend, w/Yellow 3M Scotchlite Reflecting Striping on Front, Back and Sleeves.	013C	\$0.322	\$21.36
109.	Enhanced Visibility Short Sleeve Shirt, 65/35 Poly/Cotton Blend, w/Yellow 3M Scotchlite Reflecting Striping on Front, Back and Sleeves.	023C	\$0.296	\$19.60
110.	Enhanced Visibility Pant, 65/35 Poly/Cotton Blend, w/Yellow 3M Scotchlite Reflecting Striping on Legs.	123C	\$0.327	\$22.41
111.	Enhanced Visibility Jacket, 65/35 Poly/Cotton Blend, w/Yellow 3M Scotchlite Reflecting Striping on Front, Back and Sleeves. (optional liner 1721)	15EH	\$0.441	\$29.21
112.	Enhanced Visibility Coverall, 65/35 Poly/Cotton Blend, w/Yellow 3M Scotchlite Reflecting Striping on Front, Back and Sleeves. ***Non-Standard Merchandise.	30RR	\$0.655	\$46.96
113.	Enhanced Visibility Long Sleeve Shirt, 65/35 Poly/Cotton Blend, w/Orange 3M Scotchlite Reflecting Striping on Front, Back and Sleeves.	013B	\$0.323	\$21.41
114.	Enhanced Visibility Short Sleeve Shirt, 65/35 Poly/Cotton Blend, w/Orange 3M Scotchlite Reflecting Striping on Front, Back and Sleeves.	023B	\$0.296	\$19.60
115.	Enhanced Visibility Pant, 65/35 Poly/Cotton Blend, w/Orange 3M Scotchlite Reflecting Striping on Legs.	123B	\$0.327	\$22.41
116.	Enhanced Visibility Jacket, 65/35 Poly/Cotton Blend, w/Orange 3M Scotchlite Reflecting Striping on Front, Back and Sleeves. (optional liner 1721)	15EI	\$0.441	\$29.21
117.	Enhanced Visibility Coverall, 65/35 Poly/Cotton Blend, w/Orange 3M Scotchlite Reflecting Striping on Front, Back and Sleeves. ***Non-Standard Merchandise.	30RQ	\$0.650	\$47.09
	HI-VIS GARMENTS			
118.	Hi-Vis Long Sleeve Shirt, 100% Fluorescent Lime-Yellow Polyester with 1 1/2" 3M Scotchlite Reflective Striping on Front, Back, and Sleeves.	09AH	\$0.349	\$35.31
119.	Hi-Vis Short Sleeve Shirt, 100% Fluorescent Lime-Yellow Polyester with 1 1/2" 3M Scotchlite Reflective Striping on Front, Back, and Sleeves.	06AH	\$0.321	\$32.89
120.	Hi-Vis Short Sleeve Tee-Shirt, 100% Fluorescent Lime-Yellow or Orange Polyester with 3M Scotchlite Reflective Striping on Front and Back.	02HY	\$0.216	\$18.80
121.	Hi-Vis Short Sleeve Tee-Shirt, 100% Fluorescent Lime-Yellow or Orange Polyester with 3M Scotchlite Reflective Segmented Striping on Front and Back. ***Non-Standard Merchandise.	02IY	\$0.264	\$24.06
122.	Hi-Vis Jacket, 100% Fluorescent Lime-Yellow Polyester with 2" 3M Scotchlite Reflective Striping on Front, Back, and Sleeves. (optional liner 1727)	15EG	\$0.828	\$69.08
123.	Optional Zip in/out Liner for Style 15EG.	1727	\$0.218	\$15.29
	FOOD PREP GARMENTS			
124.	Snap Front Food Prep Long Sleeve Shirt 4.25 oz. 65/35 Poly/Cotton Blend.	0198	\$0.145	\$10.71
125.	Snap Front Food Prep Short Sleeve Shirt 4.25 oz. 65/35 Poly/Cotton Blend.	0240	\$0.116	\$8.48
126.	Women's Snap Front Food Prep Long Sleeve Shirt 65/35 Poly/Cotton Blend.	0369	\$0.157	\$11.12
127.	Women's Snap Front Food Prep Short Sleeve Shirt 65/35 Poly/Cotton Blend.	0540	\$0.142	\$9.44
128.	Snap Front Food Long Sleeve Shirt 100% Cotton.	0157	\$0.260	\$14.26
129.	Snap Front Food Short Sleeve Shirt 100% Cotton.	0626	\$0.232	\$12.74
130.	Food Prep Polo with Snap Placket 5.4 oz 100% Post Consumer recycled Polyester.	066A	\$0.121	\$12.44

**National Joint Powers Alliance
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	Contract Item - Description	UniFirst Item #	Weekly Rental Rate Per Unit	Lost / Damage Charge
131.	Snap Front Food Prep Long Sleeve Shirt w/Knit Cuffs 65/35 Poly/Cotton Blend.	03UA	\$0.178	\$12.53
132.	V-neck Baker's Short Sleeve Shirt 65/35 Poly/Cotton Blend.	0221	\$0.105	\$6.44
133.	Food Prep Pant - no Buttons 65/35 Poly/Cotton Blend.	10HE	\$0.189	\$14.26
134.	Pleated Front Food Prep Pant - no Buttons - no Pockets 65/35 Poly/Cotton Blend.	11UM	\$0.190	\$13.21
	CHEF WEAR			
135.	Skull Cap with Elastic Shirring in the Back 100% Cotton.	9490	\$0.140	\$3.90
136.	Long Sleeve Chef Coat, Double Breasted w/Plastic Buttons 7 oz. 65/35 Poly/Cotton Blend.	2531	\$0.130	\$10.39
137.	3/4 Sleeve Chef Coat, Double Breasted w/Knotted Buttons 65/35 Poly/Cotton Blend.	2537	\$0.168	\$12.31
138.	1/2 Sleeve Chef Coat, Double Breasted w/Plastic Buttons 65/35 Poly/Cotton Blend.	5025	\$0.131	\$8.94
139.	Full Sleeve Chef Coat, Double Breasted w/Knotted Buttons 100% polyester.	25GA	\$0.176	\$16.63
140.	Baggy Chef Pants 100% Spun Poly.	117A	\$0.138	\$12.86
	BUTCHER/LABS/SMOCKS			
141.	Snap Front Frock, Knit Cuffs, Inside Chest Pocket 7.2 oz. 100% Spun Poly.	50AY	\$0.123	\$11.26
142.	Snap Front Frock, Open Cuffs, Inside Chest Pocket 7.2 oz. 100% Spun Poly.	50AZ	\$0.121	\$10.95
143.	Snap Front Butcher Coat, Open Cuffs no Pockets 100% Spun Poly.	5026	\$0.104	\$10.97
144.	Snap Front Butcher Coat, Open Cuffs Inside Chest & 2 Lower Pockets 7.2 oz. 100% Spun Poly.	5033	\$0.100	\$10.18
145.	Snap Front Butcher Coat, Open Cuffs, Outside Chest & 2 Lower Pockets 7 oz. 65/35 Poly/Cotton.	5009	\$0.144	\$11.28
146.	Snap Front Butcher Coat, Open Cuffs, Inside Chest & 2 Lower Pockets 65/35 Poly/Cotton.	5020	\$0.145	\$11.80
147.	Men's Lab Coat with Outside Chest & 2 Lower Pockets 80/20 Poly/Cotton Blend.	2524	\$0.142	\$10.51
148.	Snap Front Lab Coat, Knit Cuffs, Outside Chest & 2 Lower Pockets 80/20 Poly/Cotton Blend.	2550	\$0.246	\$16.38
149.	Snap Front Lab Coat, Knit Cuffs, Inside Chest & 2 Lower Pockets 80/20 Poly/Cotton Blend. ***Non-Standard Merchandise.	2630	\$0.258	\$16.20
150.	Unisex Consultation Lab Coat with 2 Chest, 2 Lower Oversized (Pocket within a Pocket), and 2 Lower Inside Pockets 65/35 Poly/Cotton Blend.	25CL	\$0.164	\$12.58
151.	Texture Shield Front Protective Coat with Outside Chest & 2 Lower Pockets 65/35 Poly/Cotton.	25BD	\$0.256	\$14.14
152.	Men's Counter Coat with 3 Outside Pockets 5 oz. 80/20 Poly/Cotton Blend.	2526	\$0.127	\$9.75
153.	Women's Short Sleeve Smock 2 Lower Pockets 5 oz. 80/20 Poly/Cotton Blend.	4520	\$0.177	\$11.99
	SCRUBS/PATIENT WEAR			
154.	Unisex Scrub Shirt V-neck 65/35 Poly/Cotton Blend.	4254	\$0.106	\$5.79
155.	Unisex Scrub Shirt V-neck 2-Tone Raglan Sleeve 65/35 Poly/Cotton Blend.	7249	\$0.179	\$9.62
156.	Unisex Scrub Shirt Reversible V-neck 55/45 Poly/Cotton Blend.	7204	\$0.101	\$5.06
157.	Unisex Scrub Pant 65/35 Poly/Cotton Blend.	1276	\$0.109	\$7.11
158.	Unisex Scrub Cargo Pant 65/35 Poly/Cotton Blend.	7245	\$0.161	\$11.51
159.	Unisex Scrub Pant Reversible 55/45 Poly/Cotton Blend.	7221	\$0.112	\$5.47
160.	Unisex Warm up Jacket, Knit Cuffs, 2 Lower Pockets 65/35 Poly/Cotton Blend.	4502	\$0.165	\$10.19
161.	Ladies V-Neck Tunic Scrub Shirt 65/35 Poly/Cotton Blend.	7205	\$0.145	\$10.18

**National Joint Powers Alliance
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	Contract Item - Description	UniFirst Item #	Weekly Rental Rate Per Unit	Lost / Damage Charge
162.	Ladies Cross-Over Tunic Scrub Shirt 65/35 Poly/Cotton Blend.	7250	\$0.179	\$11.92
163.	Ladies Fashion Scrub Slack 65/35 Poly/Cotton Blend.	10A5	\$0.187	\$12.32
164.	Ladies Warm-Up Scrub Jacket 65/35 Poly/Cotton Blend.	4538	\$0.182	\$13.52
165.	Ladies Mammography/Exam Jacket 65/35 Poly/Cotton Blend.	14AD	\$0.111	\$7.61
166.	Patients Gown 55/45 Cotton/Poly Blend.	9414	\$0.113	\$5.76

US Facility Services Pricing (Rental Service Frequency & Billing)

	Contract Item - Description	UniFirst Item #	Min Bill %	ARC %	EW	EOW	E4W	Loss / Damage
	MATS							
1.	Great Impression Dust Mat 3x5	76AQ	50%	NA	\$1.22	\$1.83	\$2.14	\$33.46
2.	Great Impression Dust Mat 4x6	76AR	50%	NA	\$1.96	\$2.94	\$3.43	\$51.23
3.	Great Impression Dust Mat 3x10	76AS	50%	NA	\$2.45	\$3.68	\$4.29	\$68.42
4.	Great Impression Dust Mat 4x8	76AU	50%	NA	\$2.61	\$3.92	\$4.57	\$70.08
5.	Dust Mats 2x3	7610	50%	NA	\$0.49	\$0.74	\$0.86	\$11.90
6.	Dust Mats 3x4	7618	50%	NA	\$0.98	\$1.47	\$1.72	\$23.92
7.	Dust Mats 4x5	7662	50%	NA	\$1.63	\$2.45	\$2.85	\$45.50
8.	Dust Mats 3x8	7624	50%	NA	\$1.96	\$2.94	\$3.43	\$54.60
9.	Dust Mats 3x12	7640	50%	NA	\$2.94	\$4.41	\$5.15	\$81.90
10.	Dust Mats 4x12	7672	50%	NA	\$3.92	\$5.88	\$6.86	\$109.20
11.	Dust Mats 4X15	4834	50%	NA	\$4.90	\$7.35	\$8.58	\$145.60
12.	Dust Mats 6X10	4838	50%	NA	\$4.90	\$7.35	\$8.58	\$144.30
13.	Dust Mats 4X10	7667	50%	NA	\$3.26	\$4.89	\$5.71	\$91.00
14.	90ML Dust Control Mat 3x5	76AN	50%	NA	\$1.38	\$2.07	\$2.42	\$37.02
15.	90ML Dust Control Mat 4x6	76AO	50%	NA	\$2.20	\$3.30	\$3.85	\$56.94
16.	90ML Dust Control Mat 3x10	76AP	50%	NA	\$2.75	\$4.13	\$4.81	\$82.20
17.	Classic Impression Mats 3x5	7801	50%	NA	\$1.53	\$2.30	\$2.68	\$45.58
18.	Classic Impression Mats 4x6	7802	50%	NA	\$2.45	\$3.68	\$4.29	\$73.48
19.	Classic Impression Mats 4x8	7803	50%	NA	\$3.26	\$4.89	\$5.71	\$122.97
20.	Classic Impression Mats 5x7	7804	50%	NA	\$3.57	\$5.36	\$6.25	\$115.64
21.	Comfort First Mat 2x3	7752	50%	NA	\$0.49	\$0.74	\$0.86	\$44.51
22.	Comfort First Mat 3x5	7751	50%	NA	\$1.22	\$1.83	\$2.14	\$68.54
23.	Comfort First Mat 4x6	7753	50%	NA	\$1.96	\$2.94	\$3.43	\$103.78
24.	Comfort First Mat 3x10	7754	50%	NA	\$2.45	\$3.68	\$4.29	\$126.49
25.	Comfort Plus, Antimicrobial, Flow-Thru Wet Mat 2x3	76AF	50%	NA	\$0.49	\$0.74	\$0.86	\$28.80
26.	Comfort Plus, Antimicrobial, Flow-Thru Wet Mat 3x5	76AT	50%	NA	\$1.22	\$1.83	\$2.14	\$56.94
27.	Comfort Plus, Antimicrobial, Flow-Thru Wet Mat 3x9	76AH	50%	NA	\$2.20	\$3.30	\$3.85	\$126.49
28.	Scraper Mat 2x3	5390	50%	NA	\$0.49	\$0.74	\$0.86	\$28.80
29.	Scraper Mat 3x5	5388	50%	NA	\$1.22	\$1.83	\$2.14	\$46.63
30.	Scraper Mat 4x6	5389	50%	NA	\$1.96	\$2.94	\$3.43	\$75.13

**National Joint Powers Alliance
Program Product and Rates**

	Contract Item - Description	UniFirst Item #	Min Bill %	ARC %	EW	EOW	E4W	Loss / Damage
31.	Scraper Mat 3x10	5391	50%	NA	\$2.45	\$3.68	\$4.29	\$77.90
32.	Custom Logo Mat 3x5 ***Non-Standard Merchandise.	UL03/UL46	50%	NA	\$1.99	\$2.99	\$3.48	\$62.58
33.	Custom Logo Mat 4x6 ***Non-Standard Merchandise.	UL16/UL59	50%	NA	\$3.18	\$4.77	\$5.57	\$90.04
34.	Custom Logo Mat 3x10 ***Non-Standard Merchandise.	UL07/UL50	50%	NA	\$3.98	\$5.97	\$6.97	\$125.63
35.	Custom Logo Mat 4x8 ***Non-Standard Merchandise.	UL18/UL61	50%	NA	\$4.24	\$6.36	\$7.42	\$153.34
36.	Quality Message Mat Rotation 3x5	9849	50%	NA	\$1.38	\$2.07	\$2.42	\$44.01
37.	Safety Message Mats Rotation 3x5	9852	50%	NA	\$1.38	\$2.07	\$2.42	\$44.01
38.	Safety Message Mats Rotation English 4x6	9856	50%	NA	\$2.20	\$3.30	\$3.85	\$71.28
39.	Safety Message Mats Rotation Eng/Span 3x5	9857	50%	NA	\$1.38	\$2.07	\$2.42	\$44.01
40.	Welcome Message Mat 3x5	UM32	50%	NA	\$1.38	\$2.07	\$2.42	\$45.58
41.	Welcome Message Mat 4x6	UM33	50%	NA	\$2.20	\$3.30	\$3.85	\$73.48
42.	Coffee Message Mat 3x5	7815	50%	NA	\$1.38	\$2.07	\$2.42	\$48.10
43.	Quality Message Mat 3x5	7685	50%	NA	\$1.38	\$2.07	\$2.42	\$44.01
44.	Quality Message Mat Rotation 3x4	9848	50%	NA	\$1.10	\$1.65	\$1.93	\$36.26
45.	Safety Message Mats Rotation 3x4	9851	50%	NA	\$1.10	\$1.65	\$1.93	\$36.26
46.	Welcome Message Mat 3x4	44UT	50%	NA	\$1.10	\$1.65	\$1.93	\$52.13
47.	Deli Message Mat 3x10	UM01	50%	NA	\$3.37	\$5.06	\$5.90	\$105.46
48.	Seafood Message Mat 3x10	UM02	50%	NA	\$3.37	\$5.06	\$5.90	\$105.46
49.	Dairy Message Mat 3x10	UM03	50%	NA	\$3.37	\$5.06	\$5.90	\$105.46
50.	Produce Message Mat 3x10	UM04	50%	NA	\$3.37	\$5.06	\$5.90	\$105.46
51.	Pharmacy Message Mat 3x10	UM05	50%	NA	\$3.37	\$5.06	\$5.90	\$105.46
52.	Meats Message Mat 3x10	UM06	50%	NA	\$3.37	\$5.06	\$5.90	\$105.46
53.	Floral Message Mat 3x10	UM07	50%	NA	\$3.37	\$5.06	\$5.90	\$105.46
54.	Bakery Message Mat 3x10	UM08	50%	NA	\$3.37	\$5.06	\$5.90	\$105.46
	MOPS							
55.	Wet Mop Small 12 oz.	8117	50%	NA	\$0.24	\$0.36	\$0.44	\$4.52
56.	Wet Mop Large 24 oz.	8116	50%	NA	\$0.49	\$0.74	\$0.91	\$6.28
57.	Wet Mop X-Large 28 oz.	8118	50%	NA	\$0.65	\$0.98	\$1.20	\$7.09
58.	Wet Mop Handle	8165	100%	NA	\$0.00	-	-	\$7.35
59.	Dust Mop 12"	8312	50%	NA	\$0.18	\$0.27	\$0.33	\$5.59
60.	Dust Mop 18"	8318	50%	NA	\$0.28	\$0.42	\$0.52	\$6.58
61.	Dust Mop 20"	8320	50%	NA	\$0.31	\$0.47	\$0.57	\$8.45
62.	Dust Mop 22"	8322	50%	NA	\$0.34	\$0.51	\$0.63	\$3.55
63.	Dust Mop 30"	8330	50%	NA	\$0.46	\$0.69	\$0.85	\$9.62
64.	Dust Mop 42"	8342	50%	NA	\$0.64	\$0.96	\$1.18	\$11.84
65.	Dust Mop Frame 12"	8135	100%	NA	NC	-	-	\$5.07
66.	Dust Mop Frame 18"	8134	100%	NA	NC	-	-	\$5.28
67.	Dust Mop Frame 20"	8136	100%	NA	NC	-	-	\$5.33
68.	Dust Mop Frame 22"	813A	100%	NA	NC	-	-	\$6.19
69.	Dust Mop Frame 30"	813B	100%	NA	NC	-	-	\$8.00
70.	Dust Mop Frame 42"	8137	100%	NA	NC	-	-	\$9.13

**National Joint Powers Alliance
Program Product and Rates**

	Contract Item - Description	UniFirst Item #	Min Bill %	ARC %	EW	EOW	E4W	Loss / Damage
71.	Dust Mop 24"	8324	50%	NA	\$0.37	\$0.56	\$0.68	\$7.36
72.	Dust Mop 36"	8336	50%	NA	\$0.55	\$0.83	\$1.02	\$9.44
73.	Dust Mop 48"	8348	50%	NA	\$0.73	\$1.10	\$1.35	\$11.32
74.	Dust Mop 60"	8360	50%	NA	\$0.92	\$1.38	\$1.70	\$13.14
75.	Dust Mop Frame 24"	8132	100%	NA	NC	-	-	\$6.25
76.	Dust Mop Frame 36"	8133	100%	NA	NC	-	-	\$8.07
77.	Dust Mop Frame 48"	8138	100%	NA	NC	-	-	\$9.22
78.	Dust Mop Frame 60"	8139	100%	NA	NC	-	-	\$12.20
79.	Dust Mop Handle 1 1/8" x 60"	8131	100%	NA	NC	-	-	\$8.19
	MICRO FIBER							
80.	Micro Fiber Mitt	8430	50%	0.5%	\$0.143	\$0.179	-	\$1.44
81.	Micro Fiber High Duster Cover	8421	50%	0.5%	\$0.143	\$0.179	-	\$1.35
82.	High Duster Frame	8429	100%	NA	\$0.143	\$0.179	-	\$3.81
83.	Micro Fiber Canvas Back Dust Mop 18"	8432	50%	0.5%	\$0.612	\$0.765	-	\$4.81
84.	Micro Fiber Dust/Wet Mop Handle	8419	100%	NA	\$0.357	\$0.446	-	\$7.71
85.	Micro Fiber Dust/Wet Mop Base 18"	8425	100%	NA	\$0.204	\$0.255	-	\$7.94
86.	Micro Fiber Canvas Back Dust Mop 24"	8433	50%	0.5%	\$0.765	\$0.956	-	\$5.53
87.	Micro Fiber Canvas Back Dust Mop 36"	8434	50%	0.5%	\$1.122	\$1.403	-	\$8.25
88.	Micro Fiber Canvas Back Dust Mop 48"	8435	50%	0.5%	\$1.377	\$1.721	-	\$11.80
89.	Micro Fiber Canvas Back Dust Mop 60"	8441	50%	0.5%	\$1.632	\$2.040	-	\$14.65
90.	Micro Fiber Dust Mop 18"	8418	50%	0.5%	\$0.510	\$0.638	-	\$4.85
91.	Micro Fiber Dust Mop 24"	8424	50%	0.5%	\$0.653	\$0.816	-	\$5.80
92.	Micro Fiber Dust Mop 36"	8436	50%	0.5%	\$1.020	\$1.275	-	\$8.34
93.	Micro Fiber Dust Mop Base 24"	8426	100%	NA	\$0.398	\$0.498	-	\$9.85
94.	Micro Fiber Dust Mop Base 36"	8427	100%	NA	\$0.479	\$0.599	-	\$13.32
95.	Micro Fiber Dust/Wet Mop Handle	8419	100%	NA	\$0.357	\$0.446	-	\$7.71
96.	Micro Fiber Dust/Wet Mop Base 18"	8425	100%	NA	\$0.204	\$0.255	-	\$7.94
97.	Micro Fiber Wet Mop 18" Scrubber Pad	8423	50%	0.5%	\$0.143	\$0.179	-	\$3.14
98.	Micro Fiber Glass Towel 16x16	8437	50%	3.0%	\$0.092	\$0.115	-	\$1.31
99.	Micro Fiber Multipurpose Towel 12x12	8417	50%	3.0%	\$0.061	\$0.076	-	\$0.72
100.	Micro Fiber Multipurpose Towel 16x16	8438	50%	3.0%	\$0.071	\$0.089	-	\$0.92
101.	Bucketless Handle 18" Direct Sale only	8422	100%	NA	\$102.00	-	-	NA
102.	6 Gallon Bucket Direct Sale only	8431	100%	NA	\$46.92	-	-	NA
103.	Disposable Wet Mop Direct Sale only	8123	100%	NA	\$4.08	-	-	NA
	WIPERS - TOWELS							
104.	18 X 18 Red Wiper Folded	8021-10	50%	2.0%	\$0.061	\$0.076	\$0.085	\$0.25
105.	18 X 18 White Wiper Folded	8021-07	50%	2.0%	\$0.071	\$0.089	\$0.099	\$0.25
106.	18 X 18 Red Wiper Bagged	8023-10	50%	2.0%	\$0.051	\$0.064	\$0.071	\$0.25
107.	Bath Towel 20 X 40	8523	50%	2.0%	\$0.306	\$0.383	\$0.428	\$1.20
108.	Bath Towel 24 x 48	8574	50%	2.0%	\$0.367	\$0.459	\$0.514	\$1.92
109.	Bath Towel 27 X 54	8586	50%	2.0%	\$0.500	\$0.625	\$0.700	\$7.74

**National Joint Powers Alliance
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	Contract Item - Description	UniFirst Item #	Min Bill %	ARC %	EW	EOW	E4W	Loss / Damage
110.	Bath Towel 22 X 44	8577	50%	2.0%	\$0.347	\$0.434	\$0.486	\$2.22
111.	Soda Towel Red Border 15 X 22	8560	50%	2.0%	\$0.082	\$0.103	\$0.115	\$0.55
112.	Towel Herringbone 15 X 26	9465	50%	2.0%	\$0.082	\$0.103	\$0.115	\$0.51
113.	Grill Pad 8 X 10	9987	50%	2.0%	\$0.092	\$0.115	\$0.129	\$0.78
114.	Wash Cloth Terry 12 X 12	8545	50%	2.0%	\$0.092	\$0.115	\$0.129	\$0.30
115.	Towels Turk 16 X 27	8521	50%	2.0%	\$0.092	\$0.115	\$0.129	\$0.80
116.	Terry Cloths U1st Green Stripe 16 X 19 Bagged	8581	50%	2.0%	\$0.071	\$0.089	\$0.099	\$0.50
117.	Terry Cloths U1st Green Stripe 16 X 19 Folded	8554	50%	2.0%	\$0.082	\$0.103	\$0.115	\$0.50
118.	Glass Towel Red Striped 16 X 30	8561	50%	2.0%	\$0.082	\$0.103	\$0.115	\$0.51
119.	Continuous Roll Towel 40 Yrds *Only where available.	8529	50%	NA	\$2.040	\$3.06	\$3.77	\$21.24
120.	Continuous Roll Towel Cabinet *Only where available.	9993	100%	NA	NC	-	-	\$119.08
	APRONS							
121.	Poly/Cotton Bib Apron 2 Lower Pockets 30" Long	7012	50%	1.0%	\$0.194	-	-	\$7.26
122.	100% Cotton Shop Apron 2 Upper & 2 Lower Pkts 40" Long	7006	50%	1.0%	\$0.357	-	-	\$8.27
123.	100% Spun Poly Bib Apron No Pocket 34" Long	7046	50%	1.0%	\$0.153	-	-	\$2.09
	LOCKERS/HARDWARE							
124.	Laundry Soil Lock-Up	8950	100%	NA	NC	-	-	\$136.50
125.	Laundry Soil Lock-Up Maxi	8958	100%	NA	NC	-	-	\$222.30
126.	4 Compartment Hanger	8962	100%	NA	NC	-	-	\$263.90
127.	6 Compartment Hanger	8955	100%	NA	NC	-	-	\$370.80
128.	8 Compartment Hanger Standard	8951	100%	NA	NC	-	-	\$293.80
129.	8 Compartment Hanger Wide w/Pad Lock	8959	100%	NA	NC	-	-	\$334.10
130.	9 Compartment Folded	8952	100%	NA	NC	-	-	\$315.58
131.	Wiper Bag (30"x40" Nylon)	9076	100%	NA	NC	-	-	\$6.68
132.	Hanger Recovery Rack	8957	100%	NA	NC	-	-	\$8.72
133.	Bag Rack	8956	100%	NA	NC	-	-	\$8.00
134.	Laundry Pipe Rail	8939	100%	NA	NC	-	-	\$208.00
135.	Hamper	9958	100%	NA	NC	-	-	\$262.60
136.	Rolling Rack	9917	100%	NA	NC	-	-	\$32.50
137.	Wiper/Towel Exchange	8917	100%	NA	NC	-	-	\$263.90
138.	Laundry/Linen Mesh Bags (30x40)	9075	50%	NA	NC	-	-	\$5.20
139.	Towel Manager	8964	100%	NA	NC	-	-	\$293.80
140.	6 Gallon Wiper/Safety Can	9949	100%	NA	NC	-	-	\$63.60
141.	15 Gallon Wiper/Safety Can	9948	100%	NA	NC	-	-	\$81.60
	FENDER COVER							
142.	Fender Cover 30x50	7521	50%	NA	\$0.53	-	-	\$3.29
143.	Seat Cover 54x60	7522	50%	NA	\$0.82	-	-	\$5.92

**National Joint Powers Alliance
Program Product and Rates**

Revenue discounts are not available for the services below.

US Disposables Pricing (Weekly Billing / Delivery Frequency)

	Contract Item - Description	UniFirst Item #	EW	EOW	E4W	E6W	E8W	E10W	E12W	Loss / Damage
	PAPER NAPKINS									
1.	Linen Like Paper Napkins, 1,000 Case Flat Pack.	6236	\$84.53	\$42.27	\$21.13	\$14.37	\$10.99	\$9.30	\$7.61	NA
	PAPER									
2.	Jumbo Sanitary Tissue Roll (1,600 ft per roll, 2 ply)	6225	\$5.58	\$2.79	\$1.40	\$0.95	\$0.73	\$0.61	\$0.50	NA
3.	Jumbo Sanitary Tissue, 6 Roll Case	6201	\$35.82	\$17.91	\$8.96	\$6.09	\$4.66	\$3.94	\$3.22	NA
4.	Jumbo Sanitary Tissue Dispenser	6251	NC	-	-	-	-	-	-	\$12.04
5.	Mini-Twin Sanitary Tissue Roll (751 ft per roll, 2 ply)	6221	\$2.92	\$1.46	\$0.73	\$0.50	\$0.38	\$0.32	\$0.26	NA
6.	Mini-Twin Sanitary Tissue, 12 Roll Case	6211	\$35.72	\$17.86	\$8.93	\$6.07	\$4.64	\$3.93	\$3.21	NA
7.	Mini-Twin Dispenser	6210	NC	-	-	-	-	-	-	\$19.98
8.	Over/Under Sanitary Tissue, 36 Roll Case (312 ft per roll, 2 ply)	6238	\$60.34	\$30.17	\$15.09	\$10.26	\$7.84	\$6.64	\$5.43	NA
9.	Over/Under Dispenser	6237	NC	-	-	-	-	-	-	\$11.34
10.	Toilet Seat Covers 20/250 Packs in Case	99F1	\$59.82	\$29.91	\$14.96	\$10.17	\$7.78	\$6.58	\$5.38	NA
11.	Toilet Seat Cover Dispenser	99F2	NC	-	-	-	-	-	-	\$15.30
12.	Mini Center Pull Hand Towel	6214	\$4.25	\$2.13	\$1.06	\$0.72	\$0.55	\$0.47	\$0.38	NA
13.	Mini Center Pull Hand Towel Dispenser	6213	NC	-	-	-	-	-	-	\$19.28
14.	Water Tight Center Pull Hand Towel	6220	\$7.29	\$3.65	\$1.82	\$1.24	\$0.95	\$0.80	\$0.66	NA
15.	Water Tight Center Pull Hand Towel Dispenser	6219	NC	-	-	-	-	-	-	\$26.41
16.	Center Pull Hand Towel 2 PLY - (600 ft/580 shts per roll)	6249	\$6.38	\$3.19	\$1.60	\$1.08	\$0.83	\$0.70	\$0.57	NA
17.	Center Pull Hand Towel 2 PLY - 6 Roll Case	6248	\$39.02	\$19.51	\$9.76	\$6.63	\$5.07	\$4.29	\$3.51	NA
18.	Center Pull Hand Towel Dispenser	6268	NC	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$24.75
19.	Hard Wound roll Towel, White (700 ft/884 towels per roll)	6230	\$8.95	\$4.48	\$2.24	\$1.52	\$1.16	\$0.98	\$0.81	NA
20.	Hard Wound roll Towel, White 6 Roll Case	6233	\$53.65	\$26.83	\$13.41	\$9.12	\$6.97	\$5.90	\$4.83	NA
21.	Hard Wound roll Towel, Brown (700 ft/884 towels per roll)	6232	\$7.20	\$3.60	\$1.80	\$1.22	\$0.94	\$0.79	\$0.65	NA
22.	Hard Wound roll Towel, Brown 6 Roll Case	6234	\$42.90	\$21.45	\$10.73	\$7.29	\$5.58	\$4.72	\$3.86	NA

**National Joint Powers Alliance
Program Product and Rates**

	Contract Item - Description	UniFirst Item #	EW	EOW	E4W	E6W	E8W	E10W	E12W	Loss / Damage
23.	Multi Fold Towel - 250 Pack	6223	\$1.97	\$0.99	\$0.49	\$0.33	\$0.26	\$0.22	\$0.18	NA
24.	Universal Wiper Pop-up 2-Ply 110 Count	6247	\$3.32	\$1.66	\$0.83	\$0.56	\$0.43	\$0.37	\$0.30	NA
25.	Multi-Use Wiper, 140 Pack	6227	\$19.82	\$9.91	\$4.96	\$3.37	\$2.58	\$2.18	\$1.78	NA
26.	Multi-Use Wiper - (5 Packs of 150) Case	6207	\$101.07	\$50.54	\$25.27	\$17.18	\$13.14	\$11.12	\$9.10	NA
27.	Multi-Use Wiper, Self-Dispensing Box (280)	6208	\$39.90	\$19.95	\$9.98	\$6.78	\$5.19	\$4.39	\$3.59	NA
28.	Multi-Use Wiper Dispenser (FOR 6207)	6258	NC	-	-	-	-	-	-	\$20.76
29.	Touchless Electric Dispenser for Hard Wound Roll Towel	6229	NC	-	-	-	-	-	-	\$41.09
30.	Touchless Mechanical Dispenser For Hard Wound Roll Towel	6231	NC	-	-	-	-	-	-	\$35.10
31.	Tri-Fold Hand Towel 2 PLY - Pack	6226	\$1.65	\$0.83	\$0.41	\$0.28	\$0.21	\$0.18	\$0.15	NA
32.	Tri-Fold Hand Towel, 2 PLY, 21 Pack Case	6206	\$35.29	\$17.65	\$8.82	\$6.00	\$4.59	\$3.88	\$3.18	NA
33.	Tri-Fold Dispenser	6257	NC	-	-	-	-	-	-	\$23.76
34.	House Hold Paper Towel Roll	6243	\$2.55	\$1.28	\$0.64	\$0.43	\$0.33	\$0.28	\$0.23	NA
35.	House Hold Paper Towel Case of 12 Rolls	6242	\$31.13	\$15.57	\$7.78	\$5.29	\$4.05	\$3.42	\$2.80	NA
36.	Wipers-Uni-Wipe 450/Case 12x14	8054	\$50.29	\$25.15	\$12.57	\$8.55	\$6.54	\$5.53	\$4.53	NA
37.	Wipers-Uni-Wipe Scrim 1000/Case 12x15	8055	\$57.22	\$28.61	\$14.31	\$9.73	\$7.44	\$6.29	\$5.15	NA
38.	Wipers-Uni-Wipe Air Lay 1000/Case 12x13	8057	\$57.22	\$28.61	\$14.31	\$9.73	\$7.44	\$6.29	\$5.15	NA
39.	Maximum Strength Wipers-4 Ply x 492 ft	6212	\$27.80	\$13.90	\$6.95	\$4.73	\$3.61	\$3.06	\$2.50	NA
40.	Maximum Strength Wiper Dispenser	6239	NC	-	-	-	-	-	-	\$19.28
41.	Maximum Strength Wipers-4 Ply x 492 ft	6212	\$27.80	\$13.90	\$6.95	\$4.73	\$3.61	\$3.06	\$2.50	NA
42.	Maximum Strength Wiper Dispenser	6239	NC	-	-	-	-	-	-	\$19.28
43.	Windshield Wiper 9.125"x10.25" Case of 2250	6241	\$34.39	\$17.20	\$8.60	\$5.85	\$4.47	\$3.78	\$3.10	NA
44.	Windshield Wiper Dispenser	6240	NC	-	-	-	-	-	-	\$15.12
	RESTROOM PRODUCT									
45.	Auto Flush Urinal/Toilet Clamp System/Service.	99GY	\$2.30	-	-	-	-	-	-	\$114.75
46.	Mat Disposable Urinal	99FE	\$6.58	\$3.29	\$1.65	\$1.12	\$0.86	\$0.72	\$0.59	NA
47.	Mat Disposable Toilet	99FF	\$6.58	\$3.29	\$1.65	\$1.12	\$0.86	\$0.72	\$0.59	NA
48.	Urinal Toss in Block 12/Case	99F9	\$20.32	\$10.16	\$5.08	\$3.45	\$2.64	\$2.24	\$1.83	NA
49.	Urinal Screen w/Cherry Block 12/Case	99F7	\$28.90	\$14.45	\$7.23	\$4.91	\$3.76	\$3.18	\$2.60	NA
50.	Urinal Screen w/Cherry Block	62A5	\$2.41	\$1.21	\$0.60	\$0.41	\$0.31	\$0.27	\$0.22	NA

**National Joint Powers Alliance
Program Product and Rates**

	Contract Item - Description	UniFirst Item #	EW	EOW	E4W	E6W	E8W	E10W	E12W	Loss / Damage
51.	Autojanitor Drip Refill Country Delight	99G6	\$8.50	\$4.25	\$2.13	\$1.45	\$1.11	\$0.94	\$0.77	NA
52.	Autoclean Refill Linen Fresh	99G5	\$9.01	\$4.51	\$2.25	\$1.53	\$1.17	\$0.99	\$0.81	NA
53.	Autoclean Starter Kit	99FD	\$90.10	\$45.05	\$22.53	\$15.32	\$11.71	\$9.91	\$8.11	NA
54.	Autojanitor Drip Dispenser	99G3	NC	-	-	-	-	-	-	\$24.77
55.	Clean Seat Refill	99GX	\$9.95	\$4.98	\$2.49	\$1.69	\$1.29	\$1.09	\$0.90	NA
56.	Clean Seat Dispenser	99GW	NC	-	-	-	-	-	-	\$11.34
	SOAPS									
	Heavy Duty 2000 ML									
57.	2000 ml Power Gold w/Crushables (waterless)	1929	\$14.11	\$7.06	\$3.53	\$2.40	\$1.83	\$1.55	\$1.27	NA
58.	2000 ml Supro Max (waterless)	1939	\$14.64	\$7.32	\$3.66	\$2.49	\$1.90	\$1.61	\$1.32	NA
59.	2000 ml Supro Max Cherry	1968	\$14.40	\$7.20	\$3.60	\$2.45	\$1.87	\$1.58	\$1.30	NA
60.	2000 ml Multi Green w/Particles	1926	\$13.80	\$6.90	\$3.45	\$2.35	\$1.79	\$1.52	\$1.24	NA
61.	2000 ml Natural Orange w/Pumice	1925	\$11.65	\$5.83	\$2.91	\$1.98	\$1.51	\$1.28	\$1.05	NA
62.	2000 ml Dispensing System	1921/1922	NC	-	-	-	-	-	-	\$13.50
	Heavy Duty 5000 ML									
63.	5000 ml Power Gold w/Crushables (waterless)	1935	\$44.55	\$22.28	\$11.14	\$7.57	\$5.79	\$4.90	\$4.01	NA
64.	5000 ml Supro Max (waterless)	1934	\$63.38	\$31.69	\$15.85	\$10.77	\$8.24	\$6.97	\$5.70	NA
65.	5000 ml Multi Green w/Particles	1932	\$27.55	\$13.78	\$6.89	\$4.68	\$3.58	\$3.03	\$2.48	NA
66.	5000 ml Natural Orange w/Pumice	1931	\$34.00	\$17.00	\$8.50	\$5.78	\$4.42	\$3.74	\$3.06	NA
67.	5000 ml Dispensing System (black)	1930	NC	-	-	-	-	-	-	\$10.13
	Hand Cleaners General Purpose									
68.	800 ml Pink-n-Clean Skin Cleanser	1914	\$2.72	\$1.36	\$0.68	NA	NA	NA	NA	NA
69.	800 ml Lotion Skin Cleanser	1911	\$4.52	\$2.26	\$1.13	\$0.77	\$0.59	\$0.50	\$0.41	NA
70.	1250 ml Luxury Foam Wash	1980	\$14.94	\$7.47	\$3.74	\$2.54	\$1.94	\$1.64	\$1.34	NA
71.	1250 ml Dispensing System Foam Soap	1943	NC	-	-	-	-	-	-	\$10.13
72.	800 ml Dispensing System	1908/1909	NC	-	-	-	-	-	-	\$15.47
	Anti-Bacterial Cleaners									
73.	800 ml Micrell Anti-Bacterial Soap-amber	1918	\$4.32	\$2.16	\$1.08	NA	NA	NA	NA	NA
74.	1200 ml Touch Free Antibacterial Foam	8807	\$26.78	\$13.39	\$6.70	\$4.55	\$3.48	\$2.95	\$2.41	NA

**National Joint Powers Alliance
Program Product and Rates**

	Contract Item - Description	UniFirst Item #	EW	EOW	E4W	E6W	E8W	E10W	E12W	Loss / Damage
75.	1250 ml Luxury Foam Wash Anti-Bacterial	1981	\$16.42	\$8.21	\$4.11	\$2.79	\$2.13	\$1.81	\$1.48	NA
76.	2000 ml Antibacterial Lotion Soap	1982	\$14.86	\$7.43	\$3.72	\$2.53	\$1.93	\$1.63	\$1.34	NA
77.	2000 ml Rich Pink Antibacterial Lotion	1923	\$10.29	\$5.15	\$2.57	\$1.75	\$1.34	\$1.13	\$0.93	NA
78.	5000 ml Rich Pink Antibacterial Lotion	1950	\$22.61	\$11.31	\$5.65	\$3.84	\$2.94	\$2.49	\$2.03	NA
79.	800 ml Micrell Dispensing System	1917	NC	-	-	-	-	-	-	\$15.47
80.	1200 ml Touch Free Foam Dispenser	8806	NC	-	-	-	-	-	-	\$21.48
81.	1250 ml Dispensing System Foam Soap	1943	NC	-	-	-	-	-	-	\$10.13
82.	2000 ml Dispensing System (for 1982)	1983	NC	-	-	-	-	-	-	\$10.75
83.	5000 ml Dispensing System (black)	1930	NC	-	-	-	-	-	-	\$10.13
	Purell Waterless Hand Sanitizers & Wipes Direct Sale									
84.	Purell Instant Hand Sanitizer 4oz.	1999	\$2.30	\$1.15	\$0.58	\$0.39	\$0.30	\$0.25	\$0.21	NA
85.	Purell Instant Hand Sanitizer 8oz.	1955	\$4.53	\$2.27	\$1.13	\$0.77	\$0.59	\$0.50	\$0.41	NA
86.	Purell w/ Dermaglycerin 12oz.	1977	\$9.05	\$4.53	\$2.26	\$1.54	\$1.18	\$1.00	\$0.81	NA
87.	Purell 2 in 1 Hand Santizer 12oz.	1956	\$7.63	\$3.82	\$1.91	\$1.30	\$0.99	\$0.84	\$0.69	NA
88.	Purell Sanitizing Hand Wipes - 100 Count.	19AQ	\$5.17	\$2.59	\$1.29	\$0.88	\$0.67	\$0.57	\$0.47	NA
89.	Purell Sanitizing Hand Wipes - 1000 Count.	19AS	\$48.38	\$24.19	\$12.10	\$8.22	\$6.29	\$5.32	\$4.35	NA
90.	Purell Sanitizing Hand Wipes - 4000 Count.	19AR	\$173.14	\$86.57	\$43.29	\$29.43	\$22.51	\$19.05	\$15.58	NA
91.	Purell Sanitizing Hand Wipes - 1200 Count Canister.	8830	\$50.41	\$25.21	\$12.60	\$8.57	\$6.55	\$5.55	\$4.54	NA
92.	Purell Sanitizing Hand Wipes Stand	8808	NC	-	-	-	-	-	-	\$81.63
93.	Purell Sanitizing Hand Wipes Dispenser	19AP	NC	-	-	-	-	-	-	\$35.80
94.	Purell Sanitizing Hand Wipes 1200 Count Canister Dispenser.	8818	NC	-	-	-	-	-	-	\$28.65
	Purell Waterless Hand Sanitizers Rental/Direct Sale									
95.	250 ml Purell Refill (clear)	1990	\$4.79	\$2.40	\$1.20	\$0.81	\$0.62	\$0.53	\$0.43	NA
96.	800 ml Purell Refill (clear)	1920	\$5.70	\$2.85	\$1.43	\$0.97	\$0.74	\$0.63	\$0.51	NA
97.	1000 ml Purell Instant Hand Sanitizer	1988	\$10.68	\$5.34	\$2.67	\$1.82	\$1.39	\$1.17	\$0.96	NA
98.	1000 ml Purell Instant Hand Sanitizer w/Dermaglycerin	19AM	\$16.34	\$8.17	\$4.09	\$2.78	\$2.12	\$1.80	\$1.47	NA
99.	1200 ml Purell Foam Instant Hand Sanitizer - Touch Free	1976	\$35.09	\$17.55	\$8.77	\$5.97	\$4.56	\$3.86	\$3.16	NA
100.	1200 ml Purell Gel Instant Hand Sanitizer - Touch Free	19AT	\$16.55	\$8.28	\$4.14	\$2.81	\$2.15	\$1.82	\$1.49	NA
101.	800 ml Purell Dispensing System	1919	NC	-	-	-	-	-	-	\$15.47

**National Joint Powers Alliance
Program Product and Rates**

	Contract Item - Description	UniFirst Item #	EW	EOW	E4W	E6W	E8W	E10W	E12W	Loss / Damage
102.	250 ml Purell Dispensing System (white)	1991	NC	-	-	-	-	-	-	\$4.66
103.	1000 ml Purell Instant Hand Sanitizer Dispenser	1989	NC	-	-	-	-	-	-	\$9.32
104.	1200 ml Purell Foam or Gel Touch Free Dispenser	1975	NC	-	-	-	-	-	-	\$21.48
105.	Purell Foam or Gel Touch Free Dispenser Floor Stand	8817	NC	-	-	-	-	-	-	\$40.11
	Healthcare Products									
106.	800 ml Provon Antimicrobial Lotion Soap	1960	\$6.72	\$3.36	\$1.68	\$1.14	\$0.87	\$0.74	\$0.60	NA
107.	1200 ml Purell Surgical Scrub w/ Moisturizers - Touchfree	1979	\$189.11	\$94.56	\$47.28	\$32.15	\$24.58	\$20.80	\$17.02	NA
108.	1250 ml Provon Foam Soap	1984	\$16.90	\$8.45	\$4.23	\$2.87	\$2.20	\$1.86	\$1.52	NA
109.	1250 ml Provon Medicated Foam w/Moisturizers & Triclosan	1958	\$20.15	\$10.08	\$5.04	\$3.43	\$2.62	\$2.22	\$1.81	NA
110.	2000 ml Provon Foaming Antimicrobial Soap w/Moisturizers	1967	\$27.20	\$13.60	\$6.80	\$4.62	\$3.54	\$2.99	\$2.45	NA
111.	800 ml Provon Dispensing System (white)	1959	NC	-	-	-	-	-	-	\$1.69
112.	1200 ml Purell Surgical Scrub Touch Free Dispenser	1978	NC	-	-	-	-	-	-	\$21.48
113.	1250 ml Provon Dispensing System Foam Soap	1957	NC	-	-	-	-	-	-	\$10.13
114.	1250 ml Provon Dispensing System Foam Soap	1957	NC	-	-	-	-	-	-	\$10.13
115.	2000 ml Provon Dispensing System Foam Soap	1966	NC	-	-	-	-	-	-	\$37.80
	E2 Rated Food Industry Hand Soaps									
116.	800 ml IHC Food Industry Sanitizing Soap (clear)	1915	\$7.55	\$3.78	\$1.89	\$1.28	\$0.98	\$0.83	\$0.68	NA
117.	2000 ml E2 Lotion Soap Sanitizing	1985	\$20.85	\$10.43	\$5.21	\$3.54	\$2.71	\$2.29	\$1.88	NA
118.	1250 ml E2 Foam Soap Sanitizing	1945	\$26.98	\$13.49	\$6.75	\$4.59	\$3.51	\$2.97	\$2.43	NA
119.	2000 ml E2 Foam Soap Sanitizing	1944	\$40.46	\$20.23	\$10.12	\$6.88	\$5.26	\$4.45	\$3.64	NA
120.	1250 ml Dispensing System Foam Soap	1943	NC	-	-	-	-	-	-	\$10.13
121.	2000 ml Dispensing System Foam Soap	1946	NC	-	-	-	-	-	-	\$17.19
	Shower Soaps									
122.	800 ml Spa Bath-Body & Hair Shampoo	1912	\$5.92	\$2.96	\$1.48	\$1.01	\$0.77	\$0.65	\$0.53	NA
123.	1250 ml Luxury Foam Hair and Body Wash	1964	\$15.90	\$7.95	\$3.98	\$2.70	\$2.07	\$1.75	\$1.43	NA
124.	1250 ml Dispensing System Foam Soap	1943	NC	-	-	-	-	-	-	\$10.13
125.	2000 ml Shower Up Shower Gel	1951	\$13.84	\$6.92	\$3.46	\$2.35	\$1.80	\$1.52	\$1.25	NA
126.	2000 ml Luxury Foam Hair and Body Wash	1963	\$25.81	\$12.91	\$6.45	\$4.39	\$3.36	\$2.84	\$2.32	NA
127.	2000 ml Dispensing System Foam Soap	1946	NC	-	-	-	-	-	-	\$17.19

**National Joint Powers Alliance
Program Product and Rates**

	Contract Item - Description	UniFirst Item #	EW	EOW	E4W	E6W	E8W	E10W	E12W	Loss / Damage
	Skin Conditioners									
128.	500 ml Hand Medic Refill	1987	\$8.98	\$4.49	\$2.25	\$1.53	\$1.17	\$0.99	\$0.81	NA
129.	500 ml Hand Medic Dispensing System	1986	NC	-	-	-	-	-	-	\$15.47
	GREEN Cert. Soaps									
130.	800 ml GREEN Cert. Liquid Hand Soap	8811	\$6.85	\$3.43	\$1.71	\$1.16	\$0.89	\$0.75	\$0.62	NA
131.	1200 ml GREEN Cert. Touch Free Foam Soap	8813	\$23.99	\$12.00	\$6.00	\$4.08	\$3.12	\$2.64	\$2.16	NA
132.	1250 ml GREEN Cert. Foam Soap	8810	\$16.70	\$8.35	\$4.18	\$2.84	\$2.17	\$1.84	\$1.50	NA
133.	2000 ml GREEN Cert. Foam Soap	8812	\$25.08	\$12.54	\$6.27	\$4.26	\$3.26	\$2.76	\$2.26	NA
134.	1200 ml Touch Free Foam Dispenser	8806	NC	-	-	-	-	-	-	\$21.48
135.	2000 ml Dispensing System Foam Soap	1946	NC	-	-	-	-	-	-	\$17.19
136.	1250 ml Dispensing System Foam Soap	1943	NC	-	-	-	-	-	-	\$10.13
	TRASH CAN LINERS									
137.	Trash Can Liner 10 Gal High Density 24X24 (1000/CS) Natural	8928	\$26.86	\$13.43	\$6.72	\$4.57	\$3.49	\$2.95	\$2.42	NA
138.	Trash Can Liner 33 Gal Low Density 33X39 (250/CS) Clear	8929	\$36.45	\$18.23	\$9.11	\$6.20	\$4.74	\$4.01	\$3.28	NA
139.	Trash Can Liner 33 Gal Low Density 33X39 (100/CS) Black	8930	\$19.35	\$9.68	\$4.84	\$3.29	\$2.52	\$2.13	\$1.74	NA
140.	Trash Can Liner 45 Gal Low Density 40X46 (250/CS) Clear	8931	\$53.20	\$26.60	\$13.30	\$9.04	\$6.92	\$5.85	\$4.79	NA
141.	Trash Can Liner 45 Gal Low Density 40X46 (100/CS) Black	8932	\$27.80	\$13.90	\$6.95	\$4.73	\$3.61	\$3.06	\$2.50	NA
142.	Trash Can Liner 56 Gal Low Density 43X47 (100/CS) Black	8933	\$35.60	\$17.80	\$8.90	\$6.05	\$4.63	\$3.92	\$3.20	NA
143.	Trash Can Liner 60 Gal Low Density 38X58 (100/CS) Black	8934	\$37.85	\$18.93	\$9.46	\$6.43	\$4.92	\$4.16	\$3.41	NA
	AIR FRESHENERS									
144.	Gel Fan Dispenser (areas up to 3,000 cubic ft 2-3 stalls)	8781	NC	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$5.87
145.	Fragrance Gel – Orange (E4W/Weekly Bill)	8782	\$7.00	-	\$1.75*	-	-	-	-	NA
146.	Fragrance Gel – Apple (E4W/Weekly Bill)	8783	\$7.00	-	\$1.75*	-	-	-	-	NA
147.	Fragrance Gel – Cherry Berry (E4W/Weekly Bill)	8784	\$7.00	-	\$1.75*	-	-	-	-	NA
148.	Fragrance Gel – Country Garden (E4W/Weekly Bill)	8785	\$7.00	-	\$1.75*	-	-	-	-	NA
149.	Fragrance Gel – Linen Fresh (E4W/Weekly Bill)	8786	\$7.00	-	\$1.75*	-	-	-	-	NA
150.	T Cell Dispenser (areas up to 6,000 cubic ft 3-4 stalls)	8793	NC	-	-	-	-	-	-	\$4.21
151.	T Cell Fan Dispenser (areas up to 6,000 cubic ft 3-4 stalls)	8303	NC	-	-	-	-	-	-	\$12.56
152.	Fragrance T Cell Citrus (E8W/Weekly Bill)	8794	\$14.00	-	-	-	\$1.75*	-	-	NA

**National Joint Powers Alliance
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	Contract Item - Description	UniFirst Item #	EW	EOW	E4W	E6W	E8W	E10W	E12W	Loss / Damage
153.	Fragrance T Cell Crystal Breeze (E8W/Weekly Bill)	8795	\$14.00	-	-	-	\$1.75*	-	-	NA
154.	Fragrance T Cell Blue Splash (E8W/Weekly Bill)	8796	\$14.00	-	-	-	\$1.75*	-	-	NA
155.	Fragrance T Cell Polar Mist (E8W/Weekly Bill)	8797	\$14.00	-	-	-	\$1.75*	-	-	NA
156.	Fragrance T Cell Wakening Spring (E8W/Weekly Bill)	8798	\$14.00	-	-	-	\$1.75*	-	-	NA
157.	Fragrance T Cell Mango Blossom (E8W/Weekly Bill)	8799	\$14.00	-	-	-	\$1.75*	-	-	NA
158.	Fragrance T Cell Cucumber Melon (E8W/Weekly Bill)	8800	\$14.00	-	-	-	\$1.75*	-	-	NA
159.	Fragrance T Cell Pure (E8W Fill/Weekly Bill)	8815	\$14.00	-	-	-	\$1.75*	-	-	NA
160.	Microburst 9000 Aerosol Dispenser (areas up to 6,000 cubic ft 3-4 stalls)	8787	\$0.00	-	-	-	-	-	\$0.00	\$12.08
161.	Fragrance Aerosol MB 9000 Linen Fresh (E12W/Weekly Bill)	8788	\$21.00	-	-	-	-	-	\$1.75*	NA
162.	Fragrance Aerosol MB 9000 Ocean Breeze (E12W/Weekly Bill)	8789	\$21.00	-	-	-	-	-	\$1.75*	NA
163.	Fragrance Aerosol MB 9000 Mountain Peaks (E12W/Weekly Bill)	8790	\$21.00	-	-	-	-	-	\$1.75*	NA
164.	Fragrance Aerosol MB 9000 Orchard Fields (E12W/Weekly Bill)	8791	\$21.00	-	-	-	-	-	\$1.75*	NA
165.	Fragrance Aerosol MB 9000 Country Delight (E12W/Weekly Bill)	8792	\$21.00	-	-	-	-	-	\$1.75*	NA
166.	Fragrance Aerosol MB 9000 Cinnamon (E12W/Weekly Bill)	8801	\$21.00	-	-	-	-	-	\$1.75*	NA
167.	Fragrance Aerosol MB 9000 Mango (E12W/Weekly Bill)	8802	\$21.00	-	-	-	-	-	\$1.75*	NA
168.	Fragrance Aerosol MB 9000 Orange (E12W/Weekly Bill)	8804	\$21.00	-	-	-	-	-	\$1.75*	NA
169.	Fragrance Aerosol MB 9000 Vanilla (E12W/Weekly Bill)	8805	\$21.00	-	-	-	-	-	\$1.75*	NA

**National Joint Powers Alliance
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Service Charges:

1. Garment Preparation Charges **waived for the initial installation of service at each customer site.**
Incremental Up-Charge for non-standard sizes is not waived.

Garment	Sizes	US Charge
Garment Prep Charge (SVCE)		
All	All Sizes	\$0.50
Incremental Up-Charge for Non-Standard Sizes (SPCL)		
Shirts	Size 2XL – 6XL	\$1.50 each
	Size 7XL and up	\$3.00 each
Men’s Pants	Size 44 – 48	\$2.00 each
	Size 50 - 56	\$2.50 each
	Size 58 and up	\$3.00 each
Woman’s Pants	Size 22 – 28	\$2.00 each
	Size 30 and up	\$2.50 each
Jackets	Size 2XL – 5XL	\$2.65 each
	Size 6XL	\$5.00 each
	Size 7XL and up	\$7.00 each
Coveralls	Size 52 – 58	\$2.65 each
	Size 60 – 64	\$5.00 each
	Size 66 and up	\$7.00 each
Misc	Size 44 – 48	\$1.25 each
	Size 50 – 56	\$1.75 each
	Size 58 and up	\$2.25 each

* Includes hemming cost incurred on oversize garments

2. Personalization Charges - Emblems

Emblem fees waived for the initial installation of service at each location.

Employee Name Emblems 3-3/8" x 1-3/8"	\$0.35
*** Non-Standard Merchandise , Customer Identity 4" x 2"	\$1.25

3. Personalization Charges – Direct Embroidery

Direct Embroidery Employee Name	\$1.50
Direct Embroidery Company Logo (up to 4,999 stitches)	\$2.50
Direct Embroidery Company Logo (5,000-9,999 stitches)	\$3.75

4. Minimum Charge (per stop) \$25.00

**National Joint Powers Alliance
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5. DEFE Surcharge Per Weekly Service Invoice \$2.00

DEFE CHARGE. Customer's invoices may include a DEFE CHARGE, that may vary for different customers, to cover all or only portions of certain expenses including:

D = DELIVERY, or expenses associated with the actual delivery of services and products to customers' places of business, primarily Route Sales Representative commissions, managements salaries, vehicle depreciation, equipment maintenance, insurance, road use charges and local access fees.

E = ENVIRONMENTAL, or expenses (past, present and future) UniFirst absorbs related to wastewater resting, purification, effluent control, solids disposal, supplies and equipment for pollution controls an energy conservation and overall regulatory compliance.

F = FUEL, or the gas, diesel fuel, oil and lubricant expenses associated with keeping UniFirst's fleet vehicles on the road and servicing its customers.

E = ENERGY, primarily the natural gas UniFirst uses to run boilers and gas dryers, plus other local utility charges.

Notes:

1. Please note that repairs, size exchanges and automatic garment replacement due to normal wear and tear are included in your weekly rental rates.
2. *** Indicates an Item of "Non-Standard Merchandise" hereby expressly made subject to the buy-back provisions in the Agreement.
3. The application of direct embroidery or silkscreen to any Contract Item automatically classifies that item as "Non-Standard Merchandise" item subject to the buy-back provisions specified in the Agreement.
4. Auto replacement fees may apply but that fee is expected to cover all expected towel losses and those replacement items will be added to your returned inventory to compensate for possible misplacements of goods.
5. All product and prices are quoted based on standard UniFirst sizes and colors unless otherwise noted.
6. The weekly rental rates listed above are quoted in individual units. The weekly rental charges associated with the utilization of each such item will be flat rated and invoiced based upon the "Billed Quantity" indicated on the service invoice, whether or not such quantity is actually delivered in a given week.

**National Joint Powers Alliance
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Customer, as a Company National Account, may also elect to purchase from Company the garment items specified below, or any other items which Company stocks for the benefit of its customers (collectively, the "Purchased Items"). In all such instances, Customer shall pay the prices then specified herein, and if not specified, eighty percent (80%) of the prices then listed in Company's then current "Buyer's Guide". In order to qualify for the prices set forth herein, or the discount herein authorized, all orders for such Purchased items must be submitted by Customer's Locations directly to Company's corporate distribution center in Owensboro, Kentucky. Contact numbers for this facility are as follows: Telephone: (877)-864-2202; Facsimile: (877)-864-2244; email: nacsgroup@unifirst.com. Orders for Purchased Items placed locally with Company's Route Sales Representatives or (Service Center) personnel shall be deemed to be sales outside the scope of this Agreement, not entitled to the prices or discounts offered herein.

	Contract Item - Description	UniFirst Item #	US Direct Purchase Price ALL sizes
1.	Flat Front Pant, 7.75 oz. 65/35 Poly/Cotton Blend.	1002	\$15.10
2.	Pleated Pant, 7.75 oz. 65/35 Poly/Cotton Blend.	1122	\$16.60
3.	Jean Style Pant, 7.75 oz. 65/35 Poly/Cotton Blend.	1060	\$15.80
4.	Flexwaist Pant, 8 oz. 65/35 Poly/Cotton Blend.	1138	\$14.05
5.	Cargo Pant, 8 oz. 65/35 Poly/Cotton Blend.	10AI	\$19.35
6.	Security Pant Flat Front, 10 oz Polyester.	10B8	\$17.70
7.	Flat Front Short, 7.5 oz. 65/35 Poly/Cotton Blend.	1034	\$11.85
8.	Pleated Short, 65/35 Poly/Cotton Blend.	1129	\$14.65
9.	Cargo Short, 65/35 Poly/Cotton Blend.	1271	\$17.50
10.	Flat Front Pant, 8.25 oz. 100% Cotton.	1001	\$19.30
11.	Pleated Front Pant, 100% Cotton	1148	\$28.15
12.	UniFirst Classic Fit Jean, 13.75 oz. 100% Cotton Denim.	1091	\$15.85
13.	UniFirst Relaxed Fit Jean, 13.75 oz. 100% Cotton Denim.	10HD	\$19.00
14.	Wrangler Regular Fit Jean, 15 oz. 100% Cotton Denim.	1150	\$22.05
15.	Wrangler Relaxed Fit Jean, 14.5 oz. 100% Cotton Denim.	1144	\$22.15
16.	Wrangler Cowboy Cut Jean, 14.5 oz. 100% Cotton Denim.	1118	\$25.85
17.	Prewashed Denim Jean, Indura 14 oz. FR Cotton. HRC-2, ATPV-18.3	11KG	\$40.35
18.	Pant, Armorex 9 oz. 88/12 Cotton/Nylon Blend FR Fabric. HRC-2, ATPV-12.4	10FT	\$38.55
19.	Pant, 9 oz. UltraSoft. HRC-2, ATPV-12.4	10FR	\$41.60
20.	Pant, 8.5 oz. Tecasafe Plus FR. HRC-2, ATPV-9.3	10TS	\$61.60
21.	Pant, 6 oz. Armorex Nomex. HRC-1, ATPV-5.8	10NX	\$75.95
22.	Enhanced Visibility Pant, 65/35 Poly/Cotton Blend, Navy w/Yellow 3M Scotchlite Reflecting Striping on Legs.	123C	\$24.65
23.	Enhanced Visibility Pant, 65/35 Poly/Cotton Blend, Charcoal w/Orange 3M Scotchlite Reflecting Striping on Legs.	123B	\$24.65
24.	Food Prep Pant - no Buttons 65/35 Poly/Cotton Blend.	10HE	\$15.70
25.	Pleated Front Food Prep Pant - no Buttons - no Pockets 65/35 Poly/Cotton Blend.	11UM	\$14.55
26.	Baggy Chef Pants 100% Spun Poly.	117A	\$14.15
27.	Unisex Scrub Pant 65/35 Poly/Cotton Blend.	1276	\$7.85
28.	Unisex Scrub Cargo Pant 65/35 Poly/Cotton Blend.	7245	\$12.65
29.	Unisex Scrub Pant Reversible 55/45 Poly/Cotton Blend.	7221	\$6.55
30.	Long Sleeve Work Shirt, 4.75 oz. 65/35 Poly/Cotton Blend.	0102	\$11.30

**National Joint Powers Alliance
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	Contract Item - Description	UniFirst Item #	US Direct Purchase Price ALL sizes
31.	Short Sleeve Work Shirt, 4.75 oz. 65/35 Poly/Cotton Blend.	0202	\$9.40
32.	Women's Long Sleeve Work Shirt, 4.25 oz. 65/35 Poly/Cotton Blend.	0335	\$12.00
33.	Women's Short Sleeve Work Shirt, 4.25 oz. 65/35 Poly/Cotton Blend.	0436	\$9.85
34.	Women's 3/4 Sleeve Work Shirt, 4.25 oz. 65/35 Poly/Cotton Blend.	05AH	\$16.15
35.	Micro Check Long Sleeve Shirt, 4 oz. 65/35 Poly/Cotton Blend.	03UM	\$14.95
36.	Micro Check Short Sleeve Shirt, 4 oz. 65/35 Poly/Cotton Blend.	04UM	\$12.80
37.	Micro Check Short Sleeve Shirt-Jac, 4 oz. 65/35 Poly/Cotton Blend.	15UM	\$17.45
38.	Long Sleeve Oxford Shirt, 60/40 Cotton/Poly Blend.	0111	\$14.55
39.	Short Sleeve Oxford Shirt, 60/40 Cotton/Poly Blend.	0211	\$13.30
40.	Women's Long Sleeve Oxford Shirt, 60/40 Cotton/Poly Blend.	0112	\$14.60
41.	Women's Short Sleeve Oxford Shirt, 60/40 Cotton/Poly Blend.	0422	\$14.15
42.	Long Sleeve Button Down Shirt, 65/35 Cotton/Poly Blend.	0820	\$16.80
43.	Short Sleeve Button Down Shirt, 65/35 Cotton/Poly Blend.	0636	\$15.45
44.	Women's Long Sleeve Button Down Shirt, 65/35 Cotton/Poly Blend.	0960	\$15.95
45.	Women's Short Sleeve Button Down Shirt, 65/35 Cotton/Poly Blend.	4248	\$14.75
46.	Security Shirt Long Sleeve, Epaulets, Military Creases 4.25oz. 65/35 Poly/Cotton Blend.	0167	\$21.30
47.	Security Shirt Short Sleeve, Epaulets, Military Creases 4.25oz. 65/35 Poly/Cotton Blend.	0607	\$18.20
48.	Flexwear Stripe Long Sleeve Shirt, 4.25 oz. 65/35 Poly/Cotton Blend.	0314	\$16.10
49.	Flexwear Stripe Short Sleeve Shirt, 4.25 oz. 65/35 Poly/Cotton Blend.	0414	\$12.95
50.	Flexwear Stripe Long Sleeve Shirt, 4.25 oz. 65/35 Poly/Cotton Blend.	0137	\$17.40
51.	Flexwear Stripe Short Sleeve Shirt, 4.25 oz. 65/35 Poly/Cotton Blend.	0237	\$15.35
52.	Breeze Weave Striped Long Sleeve Shirt, 3.85 oz. 65/35 Poly/Cotton Blend.	0172	\$15.10
53.	Breeze Weave Striped Short Sleeve Shirt, 3.85 oz. 65/35 Poly/Cotton Blend.	0405	\$12.90
54.	UniWeave Stripe Long Sleeve Shirt, 4.25 oz. 65/35 Poly/Cotton Blend.	0348	\$14.15
55.	UniWeave Stripe Short Sleeve Shirt, 4.25 oz. 65/35 Poly/Cotton Blend.	0448	\$12.80
56.	UniWeave Stripe Long Sleeve Shirt, 4.25 oz. 65/35 Poly/Cotton Blend.	0123	\$13.40
57.	UniWeave Stripe Short Sleeve Shirt, 4.25 oz. 65/35 Poly/Cotton Blend.	0223	\$11.75
58.	Contrast Stripe Long Sleeve Shirt, 4.25 oz. 65/35 Poly/Cotton Blend.	0171	\$17.30
59.	Contrast Stripe Short Sleeve Shirt, 4.25 oz. 65/35 Poly/Cotton Blend.	0276	\$13.15
60.	Bold Stripe Long Sleeve Shirt w/Navy Body, 4.25 oz. 65/35 Poly/Cotton Blend.	0373	\$14.80
61.	Bold Stripe Short Sleeve Shirt w/Navy Body, 4.25 oz. 65/35 Poly/Cotton Blend.	0482	\$13.35
62.	Striped Long Sleeve Shirt, 4.25 oz. 65/35 Poly/Cotton Blend.	0138	\$13.40
63.	Striped Short Sleeve Shirt, 4.25 oz. 65/35 Poly/Cotton Blend.	0238	\$11.70
64.	Heathered Long Sleeve Shirt, 65/35 Poly/Cotton Blend.	0381	\$16.05
65.	Heathered Short Sleeve Shirt, 65/35 Poly/Cotton Blend.	0481	\$13.30
66.	Pique Polo no Pocket, 5.4 oz. 50/50 Poly/Cotton Blend.	077A	\$14.05
67.	Pique Polo with Pocket, 5.3 oz. 50/50 Poly/Cotton Blend.	0268	\$15.20
68.	Pique Herringbone Polo w/Pocket, 50/50 Poly/Cotton Blend.	04AA	\$15.60
69.	Birdseye Polo w/Pocket, 50/50 Poly/Cotton Blend.	0775	\$19.05
70.	Pique Contrast Collar/Cuff Polo, 50/50 Poly/Cotton Blend.	0267	\$15.20

**National Joint Powers Alliance
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	Contract Item - Description	UniFirst Item #	US Direct Purchase Price ALL sizes
71.	Pique Knit Stripe Polo w/Pocket, 50/50 Poly/Cotton Blend.	0269	\$17.80
72.	Vertical Pin Stripe Polo w/Pocket, 4.5 oz. 50/50 Poly/Cotton Blend.	4220	\$18.40
73.	Women's Cargo Pant, 7.5 oz. 65/35 Poly/Cotton Blend.	10A4	\$22.85
74.	Women's Flat Front Flexwaist Pant, 7.5 oz. 65/35 Poly/Cotton Blend.	1167	\$15.45
75.	Women's Pleated Pant, 7.5 oz. 65/35 Poly/Cotton Blend.	1113	\$21.75
76.	Women's Elastic Back Pant, 8 oz. 65/35 Poly/Cotton Blend.	1043	\$16.50
77.	Women's Flat Front Short, 65/35 Poly/Cotton Blend. ***Non-Standard Merchandise.	114D	\$17.00
78.	Women's Pleated Short, 65/35 Poly/Cotton Blend.	1125	\$20.50
79.	Women's Cargo Short, 65/35 Poly/Cotton Blend.	10A9	\$19.80
80.	Insulated Vest, 65/35 Poly/Cotton Blend.	1640	\$24.75
81.	Permalined Jacket, 65/35 Poly/Cotton Blend.	1506	\$27.65
82.	Ike Jacket, 65/35 Poly/Cotton Blend. (opt. zip-in zip-out liner).	1507	\$24.90
83.	Permalined Team Jacket, 65/35 Poly/Cotton Blend.	1550	\$28.85
84.	Coaches Jacket, 65/35 Poly/Cotton Blend. (opt. zip-in zip-out liner).	1540	\$25.30
85.	Duo Tone Team Jacket, 65/35 Poly/Cotton Blend.	1581	\$32.75
86.	Permalined Hip Jacket, 65/35 Poly/Cotton Blend.	1527	\$29.00
87.	Zip-in Liner, 100% Polyester.	1721	\$15.45
88.	Long Sleeve Coverall, 7.5 oz. 65/35 Poly/Cotton Blend.	3002	\$23.90
89.	Short Sleeve Speed Suit, 65/35 Poly/Cotton Blend.	4022	\$25.60
90.	Deluxe Insulated Coverall.	3045	\$60.10
91.	Deluxe Insulated Bib-Overall.	3528	\$47.25
92.	Polo Pocketless Solid Color 5.4 oz 100% Post Consumer recycled Polyester.	047A	\$13.05
93.	Women's Polo Pocketless Solid Color 5.4 oz 100% Post Consumer recycled Polyester.	057A	\$13.75
94.	Polo w/Pocket Solid Color Moisture Management 100% Spun Poly.	02CZ	\$13.45
95.	Women's Polo Pocketless Solid Color Moisture Management 100% Spun Poly.	0579	\$15.35
96.	Polo w/Pocket Nailhead Pattern Moisture Management 100% Spun Poly.	04AC	\$17.65
97.	Polo w/Pocket Contrast Trim Moisture Management 100% Spun Poly.	02CH	\$14.60
98.	Short Sleeve T-Shirt w/Pocket Solid Color Moisture Management 100% Spun Poly.	4277	\$10.05
99.	Long Sleeve T-Shirt w/Pocket Solid Color Moisture Management 100% Spun Poly.	0871	\$12.05
100.	Long Sleeve Shirt, 6 oz. 100% Cotton.	0101	\$14.80
101.	Short Sleeve Shirt, 6 oz. 100% Cotton.	0201	\$14.05
102.	Long Sleeve, Snap Front Shirt (Welder), 8 oz. 100% Cotton Denim.	0178	\$16.05
103.	Long Sleeve Open Collar Shirt, 7 oz. 100% Cotton Denim.	0361	\$13.90
104.	Short Sleeve Open Collar Shirt, 7 oz. 100% Cotton Denim.	04SS	\$12.30
105.	Long Sleeve Button Down Collar Shirt, 7 oz. 100% Cotton Denim.	0850	\$13.60
106.	Short Sleeve Button Down Collar Shirt, 7 oz. 100% Cotton Denim.	2205	\$12.00
107.	Wrangle Women's Jean, 100% Cotton Denim.	1092	\$21.90
108.	Women's Pleated Pant, 100% Cotton.	1146	\$28.05
109.	Duck Jacket, 12 oz. 100% Washed Cotton.	18BW	\$42.05
110.	LS Coverall, 8.75 oz. 100% Cotton.	3001	\$29.25

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	Contract Item - Description	UniFirst Item #	US Direct Purchase Price ALL sizes
111.	Long Sleeve Shirt, Armorex FR 7 oz. 88/12 Cotton/Nylon Blend FR Fabric. HRC-2, ATPV- 9.2	09FT	\$35.70
112.	Coverall, Armorex 9 oz. 88/12 Cotton/Nylon Blend FR Fabric. HRC-2, ATPV-12.4	30FT	\$69.20
113.	Long Sleeve Shirt, 7 oz. UltraSoft. HRC-2, ATPV- 8.7	09FR	\$38.55
114.	Coverall, 9 oz. UltraSoft. HRC-2, ATPV-12.4	30FR	\$74.40
115.	SS Tee Shirt, Armorex, 6 oz 88/12 Cotton/Nylon Blend FR Fabric. HRC-2, ATPV-10.9	02US	\$40.10
116.	Long Sleeve Shirt w/Snap Front, 7 oz. Armorex Tecasafe Plus FR. HRC-2, ATPV-8.4	09AU	\$44.45
117.	Long Sleeve Shirt, 7 oz. Armorex Tecasafe Plus FR. HRC-2, ATPV-8.4	09TC	\$51.45
118.	Coverall, 7 oz. Tecasafe Plus FR. HRC-2, ATPV-8.4	30TS	\$102.15
119.	Long Sleeve Shirt, 4.5 oz. Armorex Nomex CXP. HRC-1, ATPV-5.1	01NX	\$71.25
120.	Coverall, 6 oz. Armorex Nomex CXP. HRC-1, ATPV 6.5	30NX	\$132.80
121.	Enhanced Visibility Long Sleeve Shirt, 65/35 Poly/Cotton Blend, Navy w/Yellow 3M Scotchlite Reflecting Striping on Front, Back and Sleeves.	013C	\$23.50
122.	Enhanced Visibility Short Sleeve Shirt, 65/35 Poly/Cotton Blend, Navy w/Yellow 3M Scotchlite Reflecting Striping on Front, Back and Sleeves.	023C	\$21.55
123.	Enhanced Visibility Jacket, 65/35 Poly/Cotton Blend, Navy w/Yellow 3M Scotchlite Reflecting Striping on Front, Back and Sleeves. (optional liner 1721)	15EH	\$32.10
124.	Enhanced Visibility Coverall, 65/35 Poly/Cotton Blend, Navy w/Yellow 3M Scotchlite Reflecting Striping on Front, Back and Sleeves. ***Non-Standard Merchandise.	30RR	\$51.65
125.	Enhanced Visibility Long Sleeve Shirt, 65/35 Poly/Cotton Blend, Grey w/Orange 3M Scotchlite Reflecting Striping on Front, Back and Sleeves.	013B	\$23.55
126.	Enhanced Visibility Short Sleeve Shirt, 65/35 Poly/Cotton Blend, Grey w/Orange 3M Scotchlite Reflecting Striping on Front, Back and Sleeves.	023B	\$21.55
127.	Enhanced Visibility Jacket, 65/35 Poly/Cotton Blend, Charcoal w/Orange 3M Scotchlite Reflecting Striping on Front, Back and Sleeves. (optional liner 1721)	15EI	\$32.10
128.	Enhanced Visibility Coverall, 65/35 Poly/Cotton Blend, Charcoal w/Orange 3M Scotchlite Reflecting Striping on Front, Back and Sleeves. ***Non-Standard Merchandise.	30RQ	\$51.75
129.	Hi-Vis Long Sleeve Shirt, 100% Fluorescent Lime-Yellow Polyester with 3M Scotchlite Reflective Striping on Front, Back, and Sleeves.	09AH	\$38.80
130.	Hi-Vis Short Sleeve Shirt, 100% Fluorescent Lime-Yellow Polyester with 3M Scotchlite Reflective Striping on Front, Back, and Sleeves.	06AH	\$36.15
131.	Hi-Vis Short Sleeve Tee-Shirt, 100% Fluorescent Lime-Yellow or Orange Polyester with 3M Scotchlite Reflective Striping on Front and Back.	02HY	\$20.70
132.	Hi-Vis Short Sleeve Tee-Shirt, 100% Fluorescent Lime-Yellow or Orange Polyester with 3M Scotchlite Reflective Segmented Striping on Front and Back.	02IY	\$26.45
133.	Hi-Vis Jacket, 100% Fluorescent Lime-Yellow Polyester with 3M Scotchlite Reflective Striping on Front, Back, and Sleeves. (optional liner 1727)	15EG	\$75.95
134.	Optional Zip in/out Liner for Style 15EG.	1727	\$16.85
135.	Snap Front Food Prep Long Sleeve Shirt 65/35 Poly/Cotton Blend.	0198	\$11.80
136.	Snap Front Food Prep Short Sleeve Shirt 65/35 Poly/Cotton Blend.	0240	\$9.35
137.	Women's Snap Front Food Prep Long Sleeve Shirt 65/35 Poly/Cotton Blend.	0369	\$12.25
138.	Women's Snap Front Food Prep Short Sleeve Shirt 65/35 Poly/Cotton Blend.	0540	\$10.40
139.	Snap Front Food Long Sleeve Shirt 100% Cotton.	0157	\$15.70
140.	Snap Front Food Short Sleeve Shirt 100% Cotton.	0626	\$14.00
141.	Food Prep Pique Polo with Snap Placket 50/50 Poly/Cotton Blend.	0667	\$14.85
142.	Food Prep Polo with Snap Placket 5.4 oz 100% Post Consumer recycled Polyester.	066A	\$13.70
143.	Snap Front Food Prep Long Sleeve Shirt w/Knit Cuffs 65/35 Poly/Cotton Blend.	03UA	\$13.80

**National Joint Powers Alliance
Program Product and Rates**

	Contract Item - Description	UniFirst Item #	US Direct Purchase Price ALL sizes
144.	Skull Cap with Elastic Shirring in the Back 100% Cotton.	9490	\$4.30
145.	Long Sleeve Chef Coat, Double Breasted w/Plastic Buttons 65/35 Poly/Cotton Blend.	2531	\$12.40
146.	3/4 Sleeve Chef Coat, Double Breasted w/Knotted Buttons 65/35 Poly/Cotton Blend.	2537	\$14.70
147.	1/2 Sleeve Chef Coat, Double Breasted w/Plastic Buttons 65/35 Poly/Cotton Blend.	5025	\$9.85
148.	Full Sleeve Chef Coat, Double Breasted w/Knotted Buttons 100% polyester.	25GA	\$18.30
149.	Snap Front Frock, Knit Cuffs, Inside Chest Pocket 100% Spun Poly.	50AY	\$12.40
150.	Snap Front Frock, Open Cuffs, Inside Chest Pocket 100% Spun Poly.	50AZ	\$12.05
151.	Snap Front Butcher Coat, Open Cuffs no Pockets 100% Spun Poly.	5026	\$12.10
152.	Snap Front Butcher Coat, Open Cuffs Inside Chest & 2 Lower Pockets 100% Spun Poly.	5033	\$11.20
153.	Snap Front Lab Coat, Knit Cuffs, Outside Chest & 2 Lower Pockets 80/20 Poly/Cotton Blend.	2550	\$18.05
154.	Snap Front Lab Coat, Knit Cuffs, Inside Chest & 2 Lower Pockets 80/20 Poly/Cotton Blend. ***Non-Standard Merchandise.	2630	\$17.85
155.	Snap Front Butcher Coat, Open Cuffs, Outside Chest & 2 Lower Pockets 65/35 Poly/Cotton Blend.	5009	\$13.45
156.	Snap Front Butcher Coat, Open Cuffs, Inside Chest & 2 Lower Pockets 65/35 Poly/Cotton Blend.	5020	\$14.05
157.	Men's Lab Coat with Outside Chest & 2 Lower Pockets 80/20 Poly/Cotton Blend.	2524	\$12.55
158.	Women's Lab Coat with Outside Chest & 2 Lower Pockets 80/20 Poly/Cotton Blend.	2624	\$15.70
159.	Unisex Consultation Lab Coat with 2 Chest, 2 Lower Oversized (Pocket within a Pocket), and 2 Lower Inside Pockets 65/35 Poly/Cotton Blend.	25CL	\$13.85
160.	Texture Shield Front Protective Coat with Outside Chest & 2 Lower Pockets 65/35 Poly/Cotton Blend.	25BD	\$15.55
161.	Shop Coat with 2 Chest Pockets & 2 Lower Pockets 7.5 oz. 65/35 Poly/Cotton Blend.	2525	\$22.35
162.	Men's Counter Coat with 3 Outside Pockets 80/20 Poly/Cotton Blend.	2526	\$10.75
163.	Women's 3/4 Sleeve Smock 2 Lower Pockets 80/20 Poly/Cotton Blend.	4525	\$15.60
164.	Women's Short Sleeve Smock 2 Lower Pockets 80/20 Poly/Cotton Blend.	4520	\$13.20
165.	Unisex Scrub Shirt V-neck 65/35 Poly/Cotton Blend.	4254	\$6.40
166.	Unisex Scrub Shirt Reversible V-neck 55/45 Poly/Cotton Blend.	7204	\$5.60
167.	Unisex Jacket-style Top 65/35 Poly/Cotton Blend.	4502	\$11.20
168.	Ladies V-Neck Tunic Scrub Shirt 65/35 Poly/Cotton Blend.	7205	\$11.20
169.	Ladies Cross-Over Scrub Tunic Scrub 65/35 Poly/Cotton Blend.	7250	\$13.10
170.	Ladies Fashion Scrub Pant w/ Flare Leg 65/35 Poly/Cotton Blend.	7253	\$14.35
171.	Ladies Fashion Scrub Slack 65/35 Poly/Cotton Blend.	10A5	\$13.55
172.	Ladies Warm-Up Scrub Jacket 65/35 Poly/Cotton Blend.	4538	\$14.90
173.	Ladies Mammography/Exam Jacket 65/35 Poly/Cotton Blend.	14AD	\$8.40
174.	Patients Gown 55/45 Cotton/Poly Blend.	9414	\$6.35
175.	100% Cotton Brushed Twill Hat	9087	\$3.60
176.	Unstructured Low Profile Washed Cotton Cap	90BS	\$2.50
177.	Brushed Twill Sandwich Hat	90AN	\$3.65
178.	98/2 Brushed Cotton/Spandex Universal Cap	90BX	\$5.25
179.	Relaxed Profile Cap	9028	\$3.65
180.	Twill Cap	9067	\$2.00
181.	Poplin Cap w/Mesh Back	9066	\$2.00

**National Joint Powers Alliance
Program Product and Rates**

	Contract Item - Description	UniFirst Item #	US Direct Purchase Price ALL sizes
182.	2-tone Low Profile Cap	90BG	\$3.60
183.	Knit Hat	9079	\$2.15
184.	Acrylic Beanie Hat	90BW	\$2.95
185.	Twill Front, Mesh Back Hat	90DI	\$4.40
186.	3-Season Jacket	15BG	\$36.60
187.	Flannel Lined Windbreaker	1594	\$11.95
188.	Panorama Jacket	18AE	\$52.25
189.	V-Neck Long Sleeve Windshirt	01PN	\$14.70
190.	100% Cotton Women's Flat Front Pant ***Non-Standard Merchandise	11AO	\$20.95
191.	Women's 65/35 Pant w/full elastic band ***Non-Standard Merchandise	1044	\$13.15
192.	SS Polo, 50/50 Poly/Cotton Blend w/pocket ***Non-Standard Merchandise	2229	\$16.85
193.	Dickies Work Pant ***Non-Standard Merchandise	1106	\$20.05
194.	65/35 Short w/cell phone pocket ***Non-Standard Merchandise	12AC	\$15.55

Shipping Charges for Purchase Items

Order Amount	Shipping Charges
\$0-50	\$7.50
\$51-100	\$9.50
\$101-200	\$11.50
\$201-300	\$14.50
\$301 and over	5% of the order

Pricing is quoted F.O.B. Origin, sans applicable sales taxes, with applicable freight and handling charges being prepaid and added to the shipment invoice.

United States... All Purchased Items are shipped via UPS standard ground service from our ISO registered Central Distribution Center in Owensboro, KY, unless instructions to the contrary are specified on the order.

Canada... All Purchased Items are shipped via Canadian Post standard ground service from our Central Distribution Center in Oakville, ON, unless instructions to the contrary are specified on the order.

Expedited shipping (overnight) is available via FedEx or UPS Express. The cost of expedited shipping will be calculated on a case by case basis and we will pass along the true cost of shipping.

Purchase Items, Direct Embroidery Personalization Charges

Employee First Name	US - \$1.50	CAN - \$1.65
Customer Logo (up to 4,999 stitches)	US - \$2.50	CAN - \$2.80
Customer Logo (5,000-9,999 stitches)	US - \$3.75	CAN - \$4.15

National Joint Powers Alliance Program Product and Rates

REQUIREMENTS SUPPLIED. The Customer orders from UniFirst Corp. (together with its subsidiaries, "UniFirst") rental and related services for all of Customer's requirements for garments and other items ("Merchandise") of the type listed on the reverse, at the prices and upon the terms and conditions outlined. Additional Merchandise requested by Customer, verbally or in writing, will also be covered by this Agreement. All rental Merchandise supplied to Customer remains the property of UniFirst. Customer warrants that it is not subject to, and that this Agreement does not interfere or conflict with, any existing agreement for the supply of the Merchandise or services covered.

PERFORMANCE GUARANTEE. UNIFIRST GUARANTEES TO DELIVER HIGH QUALITY SERVICE AT ALL TIMES. All items of Merchandise cleaned, finished, inspected, repaired and delivered by UniFirst will meet or exceed its quality standards, or non-conforming items will be replaced by the next scheduled delivery day at no cost to Customer. Items of rental Merchandise requiring replacement due to normal wear and tear will be replaced at no cost to Customer, save for any applicable personalization and set-up charges.

Customer expressly waives the right to terminate this Agreement during the initial term or any extension thereof for deficiencies in services and/or quality of Merchandise unless: (1) complaints are first made in writing to UniFirst which set forth the precise nature of any deficiencies; (2) UniFirst is afforded at least sixty (60) days to correct any deficiencies complained of; and (3) UniFirst fails to correct those deficiencies complained of within sixty (60) days. In the event Customer complies with the foregoing and UniFirst fails to correct such deficiencies, Customer may terminate this Agreement by written notice to UniFirst; providing that all previous balances due UniFirst have been paid in full and that all other conditions to terminate have been satisfied. Any delay or interruption of the service provided for this Agreement, by reason of acts of God, fires, explosions, strikes or other industrial disturbances, or any other cause not within the control of UniFirst, shall not be deemed a breach or violation of this Agreement.

TERM AND RENEWAL. This agreement is effective when signed by both the Customer and UniFirst Location Manager and continues in effect for 60 months (260 revenue weeks) after installation of Merchandise (for new customers) or of any renewal date. This Agreement will be renewed automatically and continuously for multiple successive 60 month periods unless Customer or UniFirst gives written notice of non-renewal to the other at least 90 days prior to the next expiration date.

PRICES AND PAYMENTS. All charges are based upon the total Merchandise covered by this Agreement and may change as the amount of such Merchandise is increased or decreased. Customer agrees to pay the additional service-related charges listed on the front of this Agreement. Charges relating to an individual leaving the Customer's employ can be terminated by giving notice to UniFirst and by returning or paying for any Merchandise issued to that individual. Any Merchandise payments required, pursuant to this Agreement, will be at UniFirst's list replacement price(s) then in effect.

Each year, either upon the anniversary date of this Agreement or such other date as UniFirst may determine appropriate, the prices then in effect will be increased by the greater of the annual percent increase in the Consumer Price Index - All Urban Consumers, Series ID: CUUR0000SAG, other goods and services or by 5%. Additional price increases and other charges may be imposed by separate written notice or by notation on Customer's invoice. Customer may, however, decline such additional increases or charges by notifying UniFirst in writing within ten days after receipt of such notice or notation.

Prices are based on fifty-two weeks of service per year. Customer agrees to pay all charges on receipt of invoice or, if a pre-approved charge customer, per standard terms. A late charge of 1 1/4% per month (18% per year) will be added to all amounts not paid within thirty days of invoice. If Customer fails to make timely payment, UniFirst may at any time and in its sole discretion, terminate this Agreement by giving written notice to Customer, whether or not UniFirst has previously enforced Customer's obligation to make timely payments. Customer agrees to pay, and will pay, all applicable sales, use, personal property and other taxes and assessments arising out of this Agreement. Customer agrees to a minimum weekly service charge, as indicated.

DEFE CHARGE. Customer's invoices may include a DEFE CHARGE, that may vary for different customer, to cover all or only portions of certain expenses including:

- D = DELIVERY, or expenses associated with the actual delivery of services and products to customer's places of business, primarily Route Sales Representative commissions, management salaries, vehicle depreciation, equipment maintenance, insurance, road use charges and local access fees.
- E = ENVIRONMENTAL, or expenses (past, present and future) UniFirst absorbs related to wastewater testing, purification, effluent control, solids disposal, supplies and equipment for pollution controls and energy conservation and overall regulatory compliance.
- F = FUEL, or the gas, diesel fuel, oil and lubricant expenses associated with keeping UniFirst's fleet vehicles on the road and servicing its customers.
- E = ENERGY, primarily the natural gas UniFirst uses to run boilers and gas dryers, plus other local utility charges.

MERCHANDISE. Customer acknowledges that the Merchandise supplies is for general occupational use and, unless otherwise specified, affords no special wearer protections. Customer agrees to notify employees to that effect. If the Merchandise supplied is designated as flame resistant ("FR"), it is intended only to prevent the ignition and burning of fabric away from the point of high heat impingement and to be self-extinguishing upon removal of the ignition source. Flame resistant garments will not provide significant protection from burns in the immediate area of high heat contact, due to thermal transfer through the fabric and/or destruction of the fabric in the area of such exposure. Flame resistant garments are designed for continuous wear as a secondary level of protection. Primary protection is still required for work activities where direct or significant exposure to heat or open flame is likely to occur. Customer acknowledges that UniFirst makes no representation, warranty or covenant regarding the flame resistant characteristics of FR garments or their fitness or suitability for Customer's intended use. UniFirst advises that only special FR emblems be used on FR garments.

If the Merchandise supplies is visibility wear, it is intended to provide improved conspicuity of the wearer under daylight conditions and when illuminated by a light source of sufficient candlepower at night. It is Customer's responsibility to determine the level of conspicuity needed by wearers under specific work conditions. Further, Customer agrees that the garments alone do not ensure conspicuity of the wearer and that additional safety precautions may be necessary. The garments supplied satisfy particular ANSI/ISEA standards only if so labeled. Customer acknowledges that UniFirst makes no representation, warranty or covenant regarding the visibility performance of garments or their suitability for Customer's intended use. Customer agrees to indemnify and hold harmless UniFirst and its employees and agents from and against all claims, injuries or damages to any person or property resulting from Customers or Customer's employees use of the Merchandise, including without limitation all claims, injuries or damages arising from any alleged defects.

**National Joint Powers Alliance
Program Product and Rates**

Customer agrees to notify all employees who will be wearing either flame resistant garments or visibility garments that they are designed to provide only limited levels of protection and only under certain conditions. UniFirst assumes no liability for any injury, personal or otherwise. Customer agrees not to contaminate any Merchandise with asbestos, heavy metals, solvents, inks, or other hazardous or toxic substances ("contaminants"). Customer agrees to pay UniFirst for all Merchandise that is lost, stolen, damaged or abused beyond repair.

If any Merchandise supplied hereunder is Merchandise that UniFirst normally does not stock (including styles, colors, sizes or brands), or has been permanently personalized, ("Non-Standard Merchandise") then, upon the discontinuance of any service hereunder at any time for any reason, including expiration, termination, or cancellation of this Agreement, with or without cause, deletion of any Non-Standard Merchandise from Customer's service program, or due to employee reductions (in each case a "Discontinuance of Service"), Customer will purchase at the time of such Discontinuance of Service all affected Non-Standard Merchandise items then in UniFirst's inventory (in-service, shelf, as well as any manufacturer's supplies ordered for Customer's use), paying for same the replacement charges then in effect.

As a condition to the termination of this Agreement, for whatever reason, Customer will return to UniFirst all standard Merchandise in good and usable condition or pay for same at the replacement charges then in effect.

OBLIGATIONS AND REMEDIES. If Customer breaches or terminates this Agreement before the expiration date for any reason (other than for UniFirst's failure under the performance guarantee described above), Customer will pay UniFirst, as liquidated damages and not as a penalty (the parties acknowledging that actual damages would be difficult to calculate with reasonable certainty) an amount equal to 50 percent of the average weekly amounts invoiced in preceding 26 weeks, multiplied by the number of weeks remaining in the current term. These damages will be in addition to all other obligations or amounts owed by Customer to UniFirst, including the return of Merchandise or the payment of replacement charges and the purchase of any non-standard merchandise items as set forth herein.

All disputes of whatever kind between the Customer and UniFirst based upon past present or future acts, whether known or unknown, and arising out of or relating to the negotiation, formation or performance of this Agreement shall be resolved exclusively by final and binding arbitration. The arbitration shall be conducted in the capital city of the state where the Customer has its principal place of business (or some other location mutually agreed to by Customer and UniFirst) pursuant to the Expedited Procedures of the Commercial Arbitration Rules of the American Arbitration Association and shall be governed by the Federal Arbitration Act. The Customer acknowledges that, with respect to all such disputes, it has voluntarily and knowingly waived any right it may have to a jury trial or to participate in a class-action or class litigation as a representative of any other persons or as a member of any class of persons or as a member of any class of persons, or to consolidate its claims with those of any other persons or class of persons. If this prohibition against class litigation is ruled to be unenforceable for any reason in any proceeding, then the prohibition against class litigation shall be void and of no force and effect in that proceeding. This paragraph is governed by New York law (exclusive of choice of law). The arbitrators shall award to the substantially prevailing party, if any, as determined by the arbitrators, all of its costs and fees. "Costs and fees" are defined as all reasonable pre-award expenses of the arbitration, including the arbitrator's fees, administrative costs, travel expenses, out-of-pocket expenses, such as copying and telephone expenses, court costs, witness fees, and attorney's fees.

MISCELLANEOUS. The parties agree that this Agreement represents the entire agreement between them. UniFirst may, in its sole discretion, assign this Agreement. Customer may not assign this Agreement without the prior written consent of UniFirst. Customer agrees that in the event it sells or transfers its business, it will require the purchaser or transferee to assume all obligations and responsibilities under this Agreement. Neither party will be liable for any incidental, consequential, or punitive damages. In the event any portion of this Agreement is held by a court of competent jurisdiction or by a duly appointed arbitrator to be unenforceable, the balance will remain in effect. All written notices provided to UniFirst must be sent by certified mail to the attention of the Location Manager. In Texas and certain other locations, UniFirst's business is conducted by, and the term "UniFirst" as used herein, means UniFirst Holdings, Inc. dba UniFirst.