

## REQUEST FOR VENDOR PROPOSAL



### Organization & Appearance

Read's Uniforms shows are extremely organized and we maximize inventory per square foot as we have custom apparel racks and shoe racks. We create an open floor plan so shopping is a pleasant experience.

### Inventory

Our mobile division keeps its own inventory and at any given time has literally several hundred thousand dollars in merchandise ensuring more than adequate product levels in both shoes and uniforms offering a selection that is unparalleled in comparison to many other vendors in the mobile uniform sales category.

### Donation

Read's will provide a donation on ALL sales (Payroll Deduction / Cash / Credit Card) at your event.

### Incremental Sales

As a full service uniform company we can also create additional fundraising opportunities. For example, we can bring boots for departments in a hospital such as security and ems broadening our potential sales base of employees inside your hospital. Many companies are scrub only providers and as a full service uniform provider we have additional ways of increasing sales.

### Staffing

Read's Uniforms has a full time Mobile Operation and is managed by Steve Crocker [steve.crocker@readsuniforms.net](mailto:steve.crocker@readsuniforms.net). He and his staff will provide all the necessary customer service to ensure you have success with your sale. Our customers can tell you why and we are happy to provide references from large systems to small hospitals all of which we have been happily service for years.

### Technology

We use laptop computers with internet access to quickly and efficiently check customers out and for most customers we include the payroll deduction language on our receipt so we can effectively eliminate the time consuming process of filling out a form and then proceeding to check out. Also give us the tools we need to provide efficient billing support and research by employee as needed.

### Local Company

Since we provide shows to customers in markets where we also have stores that are considered local we are a true partner in that special orders can more easily be accommodated with local store pickup. The same convenient benefits apply to returns and exchanges. It is our belief that when you can partner your uniforms shows with a provider who also has a local store ultimately this leads to higher sales and more satisfied customers. In turn this also increases the donation.

### Billing Support

After the sale Read's Uniforms controller Joe Borro [joe.borro@readsuniforms.net](mailto:joe.borro@readsuniforms.net) quickly provides all information from our software solution to a .csv or excel compatible format. The data can be provided in any sort required and in some cases our customers even upload the data directly into

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their payroll system automating the process. We can even capture employee ID's and have that as one of the available data columns in the spreadsheet. Please look at the attached sample billing spreadsheet and invoice.

### Advertising Support

Read's Uniforms marketing director Ashley McFarland [ashley.mcfarland@readsuniforms.net](mailto:ashley.mcfarland@readsuniforms.net) provides all marketing materials required per your instructions to include posters/flyers and table tents at the quantities required.

**Here is a link to our web site with references for both:**

<http://www.readsuniforms.net/services/on-site-shows/>

## SAMPLE BILLING EXPORT

Date	Ref No	Last Name	First Name	Billed To	Employee ID	Balance	Periods	Amount/Period
10/11/12	28930-3	Adams		Actual Customer		\$ 57.76	3	\$ 19.25
10/9/12	28624-3	Adkins		Actual Customer		\$ 31.02	1	\$ 31.02
10/9/12	28686-3	Adkisson		Actual Customer		\$ 215.06	5	\$ 43.01
10/10/12	28849-3	Allen		Actual Customer		\$ 73.80	3	\$ 24.60
10/8/12	28548-3	Allen		Actual Customer		\$ 28.88	2	\$ 14.44
10/9/12	28715-3	Allen		Actual Customer		\$ 83.43	3	\$ 27.81
10/9/12	28585-3	Allred		Actual Customer		\$ 124.08	4	\$ 31.02
10/9/12	28711-3	Anderson		Actual Customer		\$ 141.18	5	\$ 28.24
10/11/12	28953-3	Arlington		Actual Customer		\$ 26.74	1	\$ 26.74
10/9/12	28662-3	Arndt		Actual Customer		\$ 112.31	5	\$ 22.46
10/10/12	28833-3	Austin		Actual Customer		\$ 103.75	5	\$ 20.75
Gross Sales (Tax)								\$ 48,912.84
Net Sales (Less Tax 7%)								\$ 45,712.93
Total Hospital Payroll Deduction								\$ 45,723.41

## READ'S REFERRALS AND TESTIMONIALS



**"The personalized service that Read's Uniforms provides exceeds that of any other company in terms of customer service."**

- Lynn Hornsby, Corporate Director, MSHA Volunteers & Auxiliary Resources



**"I know I can trust Read's to provide quality products and service. They're excited about what they do and that comes through to the customer."**

- Trish Hamilton, Outreach Manager, MSHA Volunteers & Auxiliary Resources



**"The Read's Uniforms team is professional, friendly and engaging with our staff. Very easy to work with and always helpful answering questions."**

- Judy Haney & Selena Kittrell, Mission Hospital Volunteer Services



# MARKETING SAMPLE



## Uniform Show

Sponsored by Mission Hospital Volunteer Organization to fund special projects and needs of Mission departments, patients, visitors and staff



MEMORIAL

**Beginning:** 7PM on Monday Feb. 25 –  
**Ending:** 4PM on Wednesday Feb. 27  
**Location:** McDowell Lobby

ST. JOSEPH

**Beginning:** 7PM on Wednesday Feb. 27 –  
**Ending:** 7PM on Thursday Feb. 28  
**Location:** Main Lobby



**K-Swiss Tubes – \$70!**



### UNIFORMS



### SHOES



Bring your ScrubClub badge card  
Buy 12, get 1 FREE!

**Payroll Deduction:**  
**Up to 5 pay periods**

(ID badge required)



visit us online at  
[readsuniforms.net](http://readsuniforms.net)



EDUCATION



HOSPITALITY



INDUSTRIAL



MEDICAL



PUBLIC SAFETY

# PAYROLL DEDUCTION SAMPLE



Read's Uniforms, Inc.  
 123 Sweeten Creek Road  
 Suite D  
 Asheville, NC 28803  
 (828)277-6380

## Invoice

Page 1

Account No.	Date	Invoice
28-1	3/17/09	83567-1

**INFORMATION ONLY**

**Bill To**  
 Mission Memorial Payroll  
 400 Ridgefield Court  
 Att: Payroll  
 Asheville, NC 28806

**Sold To** Account No. 18125-1



Clerk	Time	Station	PO Number	Ship Via	Est Delivery	Order Ref No.
Rosie Nieradka	5:34PM	3				

  

Item	Description	Qty	Ship	Price	Extended
00666417	DAN-PRO-PULLUP-BLACK-40 * SHOE List Price \$115.99 Discount 15%	1	1	98.59 m	98.59
00564360	JOX-JSL-55-PINK-SHOE 5-10 * LADIES LOWCUT SOX List Price \$6.99 Discount 10%	1	1	6.29 m	6.29
00673787	DA-FIGHT-BLACK-XL * LADIES V-TEE List Price \$14.99 Discount 10%	1	1	13.49 m	13.49

<b>Payroll Deduct</b>	Freight	0.00
	Sub Total	118.37
	Tax 6.75%	7.99
	<b>Total</b>	<b>126.36</b>
	Received	0.00
<b>You Saved 19.60</b>	Balance	126.36

I choose to authorize Mission Memorial Payroll to deduct from my paycheck the total balance due beginning the next pay period until paid in full. By signing this I acknowledge that it is a non refundable payroll deduct. Exchanges or returns for store credits may be made within 30 days with tags on the garment. If I should terminate employment at &NAME before the full amount has been paid, I agree to have the balance remaining at time of termination deducted from my final paycheck.

Signature \_\_\_\_\_  
 Employee ID \_\_\_\_\_

Amount per Period 31.59  
 Pay Periods 4