

Clear All

Sales Professional Checklist



Date: _____

Customer Name: _____ Sales Professional Name: _____

Contract Signer Name: _____ Sales ID/Employee ID: _____ MC# _____

Competitor Code: _____ Gain Reason Code: _____

Contract Signer Phone Number: _____ Contract Signer Email: _____

Payment Terms: _____ AWRV: _____

*If COD/credit declined – a complete auto charge form must be approved in the package. Please review the AC form and requirement with the customer.

Garment Installation Charges: _____ Free Service Weeks: _____

Install Type (check all that apply): Garments Allied MRS Healthcare A2A AED

Desired Install Date: _____

REQUIRED FORMS: (ALL forms must be filled out COMPLETELY)

YES

<input type="checkbox"/>	Credit Application
<input type="checkbox"/>	Service Agreement with all signatures and approvals, per Signing Matrix, for any modifications to contract language or free service greater than 2 weeks
<input type="checkbox"/>	Salesforce.com Account Detail Print View
<input type="checkbox"/>	Salesforce.com Approved Contract Assist Detail Print View

OTHER FORMS: (Please complete forms as required for the type of customer)

YES N/A

<input type="checkbox"/>	<input type="checkbox"/>	Employee Roster
<input type="checkbox"/>	<input type="checkbox"/>	Schedule I: Price list with all products, sizes, and styles
<input type="checkbox"/>	<input type="checkbox"/>	Schedule II: Location List (REQUIRED for multi-location accounts)
<input type="checkbox"/>	<input type="checkbox"/>	Non-Service Express ProForma (REQUIRED for any NSE)
<input type="checkbox"/>	<input type="checkbox"/>	Contract Addendum
<input type="checkbox"/>	<input type="checkbox"/>	National/Regional Account Customer Profile with all applicable Schedules included
<input type="checkbox"/>	<input type="checkbox"/>	Purchase Order
<input type="checkbox"/>	<input type="checkbox"/>	Other backup paperwork: _____
<input type="checkbox"/>	<input type="checkbox"/>	AED Order Form
<input type="checkbox"/>	<input type="checkbox"/>	HSI CPR/AED Order Form

EMBLEMS:

Sketch Approved by Customer

Name Emblem Color Codes	Lettering	Background	Border
Emblem Text Type	_____	_____	_____
Company Emblem Design#	_____		
Other Emblem Design#	_____		

Direct Embroidery Stitch-Out Approved by Customer (Sketch and original Stitch-Out)

LOGO MATS:

Sketch Approved by Customer



Marquette Downtown Development Authority

Prepared by:
Bob Heise
Account Executive
(715) 360-1567
heise-bob@aramark.com
October 19, 2022*



This Service Proposal is subject to the terms and conditions in Aramark's standard Service Agreement. A Service Agreement must be executed prior to merchandise being supplied. Prices do not include any applicable taxes. Customer is responsible for lost or ruined leased and/or rented merchandise and other ancillary charges listed in your Service Agreement. For Managed Restroom Service, the initial price offered is based on estimated usage calculated from information about your restrooms, customers and business. Actual prices can fluctuate, up or down, once typical usage is confirmed after service starts or in connection with one-time events or other business changes that impact usage.
*Proposal good through 11-02-2022



SERVICE PROPOSAL

About Aramark

With Aramark Uniform Services in your corner, you have the knowledge and support of an industry leader for more than 75 years. Our affiliated companies provide rental, lease and direct purchase uniforms and workplace supplies for more than 400,000 customers across North America.

The Aramark Difference



Innovation We use insights from our clients to fuel new ideas to deliver products that help your business thrive.



Service Excellence Backed by a consistent process during each service visit and a dedicated team at 800-ARAMARK, you'll have what you need when you need it.



Our People Our Route Sales Representatives are focused on building long-lasting relationships and understanding your business.



This Service Proposal is subject to the terms and conditions in Aramark's standard Service Agreement. A Service Agreement must be executed prior to merchandise being supplied. Prices do not include any applicable taxes. Customer is responsible for lost or ruined leased and/or rented merchandise and other ancillary charges listed in your Service Agreement. For Managed Restroom Service, the initial price offered is based on estimated usage calculated from information about your restrooms, customers and business. Actual prices can fluctuate, up or down, once typical usage is confirmed after service starts or in connection with one-time events or other business changes that impact usage.

*Proposal good through 11-02-2022



SERVICE PROPOSAL

10/19/2022*

Marquette Downtown Development Authority
337 West Washington St.
Marquette, MI 49855
(906) 228-9475 x101

FACILITY SERVICES ORDERED:

MERCHANDISE	QUANTITY	MINIMUM BILLED PERCENTAGE	RATE (PER ITEM)	FREQUENCY
Laundry Bag Stand	1	100%	\$0.250	Weekly
Shop Towel, 18x18-Red	125	100%	\$0.080	Weekly
Mat, Standard, 4x6-Dark Grey	12	50%	\$5.000	Weekly
Mat , ScraperBlack	10	50%	\$5.000	Weekly
Mat, Standard, 3x10-Dark Grey	4	50%	\$6.500	Weekly

This Service Proposal is subject to the terms and conditions in Aramark Uniform Service's standard Service Agreement. A Service Agreement must be executed prior to merchandise being supplied. Prices do not include any applicable taxes. Customer is responsible for lost or ruined leased and/or rented merchandise and other ancillary charges listed in your Service Agreement. For Managed Restroom Service, the initial price offered is based on estimated usage calculated from information about your restrooms, customers and business. Actual prices can fluctuate, up or down, once typical usage is confirmed after service starts or in connection with one-time events or other business changes that impact usage.

*Proposal good through 11-02-2022

Aramark Uniform Services | www.aramarkuniform.com | 800-ARAMARK (272-6275)



SERVICE PROPOSAL

ESTIMATED WEEKLY PRICING SUMMARY	
Estimated Base Weekly Invoice Total	\$111.84

Presented by:
Bob Heise
Account Executive
(715) 360-1567
heise-bob@aramark.com

Thank-You For Considering Aramark!

We know you have a choice when it comes to uniform companies. That is why we make sure everything we do and everything we offer is with you in mind. As an industry leader for over 75 years, we work hard to provide solutions to help keep your workplace cleaner, safer and healthier.

This Service Proposal is subject to the terms and conditions in Aramark Uniform Service's standard Service Agreement. A Service Agreement must be executed prior to merchandise being supplied. Prices do not include any applicable taxes. Customer is responsible for lost or ruined leased and/or rented merchandise and other ancillary charges listed in your Service Agreement. For Managed Restroom Service, the initial price offered is based on estimated usage calculated from information about your restrooms, customers and business. Actual prices can fluctuate, up or down, once typical usage is confirmed after service starts or in connection with one-time events or other business changes that impact usage.

*Proposal good through 11-02-2022

Aramark Uniform Services | www.aramarkuniform.com | 800-ARAMARK (272-6275)



SERVICE AGREEMENT

Customer #: _____ Use only for current customers

Customer's Service Location (for multiple locations, see attached list)

Customer's Billing Address (if different)

CUSTOMER NAME: Marquette Downtown Development Authority	CUSTOMER NAME: Marquette Downtown Development Authority
ADDRESS: 337 West Washington St.	ADDRESS: 337 West Washington St.
CITY / STATE / ZIP: Marquette, MI 49855-4323	CITY / STATE / ZIP: Marquette, MI 49855

ALLIED MERCHANDISE AND SERVICES ORDERED:

MERCHANDISE	QUANTITY*	RATE (per item)	FREQUENCY	MINIMUM BILLED PERCENTAGE	INVENTORY MAINTENANCE	REPLACEMENT CHARGE (per item)
Laundry Bag Stand	1	\$0.250	Weekly	100%	Not Incl.	\$16.10
Shop Towel, 18x18-Red	125	\$0.080	Weekly	100%	Not Incl.	\$1.00
Mat, Standard, 4x6-Dark Grey	12	\$5.000	Weekly	50%	Not Incl.	\$100.05
Mat, ScraperBlack	10	\$5.000	Weekly	50%	Not Incl.	\$150.00
Mat, Standard, 3x10-Dark Grey	4	\$6.500	Weekly	50%	Not Incl.	\$132.25

*Represents total allocated units, including items at Customer's location(s) and items in the process of being laundered.
 **There will be an extra charge reflected on your invoice for any non-standard sized garments.

ADDITIONAL CHARGES:

DESCRIPTION	RATE	DESCRIPTION	RATE
Service Charge	\$6.00 per Week	Company Emblem	\$0.00 per Emblem
Preparation Charge	\$0.00 per Garment	Other Emblem	\$0.00 per Emblem
Bill Assure	28% per Week	Name Emblem	\$0.00 per Emblem
Multi-day Stop Charge	\$10.00 per Additional Stop	Other Charges/Services: _____	_____

Additional Terms/Charges:
 Temporary Energy Fee: \$4.00 per invoice. See www.aramarkuniform.com/TEF for details.

Aramark Uniform Services (AUS) will provide Customer with a uniform, apparel and/or allied product (Merchandise) rental, lease and/or processing of customer-owned-goods program. Customer agrees to pay for all of Customer's requirements for rented and/or leased Merchandise according to the terms and conditions of this Agreement and any addendums (which constitute our entire agreement), including increases in inventories or additions in Merchandise. A rental program will be provided unless otherwise specified. AUS will provide regularly scheduled deliveries of rented Merchandise, freshly processed, repaired and finished, and will replace rented and leased Merchandise that is worn out through normal wear at no additional charge. Customer may reduce standard Merchandise and services to accommodate normal turnover of employees. Customer must notify AUS of an employee's termination and will promptly return Merchandise issued to that employee. All other Merchandise reductions may be made with the approval of AUS. Customer agrees that AUS is its exclusive provider of rented and/or leased Merchandise and related services.

This Agreement is effective on the date of the last signature to this Agreement, and will continue for 60 consecutive months following the later of such date or the date Merchandise is first installed. This Agreement will automatically renew for consecutive like terms unless either party gives the other party written notice of termination at least 60 days before the end of the then current term by certified mail, return receipt requested. All rented or leased Merchandise is the property of AUS. Rented and leased Merchandise that is lost or ruined will be promptly paid for by Customer at the then current replacement charge; except for Merchandise ruined through normal wear, ruined Merchandise covered by EasyCare® and Merchandise covered by Inventory Maintenance or Bill Assure.

Terms and Conditions Continued on Next Page

TERMS AND CONDITIONS (continued)

If an "EasyCare" charge is included, AUS will replace the corresponding Merchandise that is ruined without any additional ruin charge. Merchandise that is ruined as a result of intentional abuse is not covered by EasyCare and Customer is still responsible for preparation, name and emblem charges. Either party may discontinue EasyCare by providing written notice to the other party, in which case standard ruin charges will apply.

If an "Inventory Maintenance" charge is included, AUS will replace the corresponding Merchandise that is lost or ruined by Customer without any additional loss or ruin charges. Merchandise that is lost or ruined as a result of willful misconduct or intentional abuse is not covered by Inventory Maintenance.

If a "Bill Assure" charge is included, AUS will replace rented or leased Merchandise that is lost or ruined without any additional loss or ruin charges. Merchandise that is lost or ruined as a result of willful misconduct or intentional abuse is not covered by Bill Assure and Customer is still responsible for preparation, name and emblem charges. Either party may discontinue Bill Assure at any time by providing written notice to the other party, in which case standard loss and ruin charges will apply.

Each year, on or after the beginning of the month in which the anniversary date of this Agreement occurs, AUS may increase the charges then in effect by the greater of the percentage change in the Consumer Price Index over the previous 12 months or 5%. In addition, charges may be further increased upon written notice (which may be by invoice or monthly statement). Customer may reject any such additional increase by notifying AUS in writing within 15 days of receiving notice of such increase. If Customer rejects an additional increase, AUS reserves the right to terminate this Agreement in whole or in part. In consideration of the sizeable investment AUS is making in Merchandise, Customer agrees that AUS may impose minimum per invoice recurring Merchandise charges equal to the greater of (a) \$25 or (b) 75% of the initial amount of such charges. AUS will charge customer for every week during this Agreement even if Customer requests reduced or no service for a particular week or weeks.

For customers extended credit, payment terms are net 10 days after the end of the month of delivery. A late payment charge equal to the lesser of 1.5% per month (18% per year) or the maximum permitted by law will be charged by AUS on all past due amounts. AUS may elect at any time to revoke credit privileges. Customer acknowledges that a signed invoice is not required for payment. Customer may be assessed a returned check fee of \$25.00. Customer is responsible for all sales and use taxes.

Service Guaranty: Customer may terminate this Agreement at a location for material deficiencies in service at such location by informing AUS in writing (by certified mail, return receipt requested) of the precise nature of the service deficiencies and allowing AUS at least 30 days to correct or begin to correct the deficiencies. If AUS has not corrected or begun to correct the deficiencies at the location, Customer may then terminate this Agreement at the location by giving AUS 30 days written notice (by certified mail, return receipt requested) containing an explanation of the material deficiencies that AUS has not begun to correct. While AUS will work in good faith to resolve orally communicated issues, Customer agrees that the above writings-based procedure must be followed to terminate this Agreement.

Customer agrees to pay all loss or ruin charges and all unpaid statements upon any termination or expiration of this Agreement. EasyCare, Inventory Maintenance and Bill Assure do not cover lost or ruined Merchandise identified in connection with any reduction or elimination of Merchandise or any termination or expiration of this Agreement. If Customer breaches this Agreement or terminates this Agreement early (except in accordance with the above Service Guaranty), in whole or in part, Customer agrees to pay AUS liquidated damages (intended as a good faith pre-estimate of the actual damages AUS would incur and not as a penalty), equal to the greater of (a) 50% of the average weekly charges during the three months prior to termination multiplied by the number of weeks remaining in the current term, or (b) a buyback of all Merchandise in inventory at the then current replacement charge. Upon any expiration or termination of this Agreement, or any reduction or elimination of "Special Merchandise" under this Agreement, Customer will purchase, at the then current replacement charge, all Special Merchandise. "Special Merchandise" is

By signing below, Customer agrees to order the merchandise and services referenced herein and further agrees to the terms and conditions contained in this Agreement.

Marquette Downtown Development

Authority (906) 228-9475 x101

Name of Customer Customer Phone #

Jodi Lanciani, Operations Director

Jodi Lanciani 10-30-2022

Signature of Authorized Customer Representative Date

Merchandise that is not part of Company's standard product line or is embroidered, silkscreened, logoed or otherwise customized.

Unless specified in writing in this Agreement, the Merchandise supplied is not flame resistant or resistant to hazardous substances and is not designed for use in areas where it may catch fire or where contact with hazardous substances is possible. Customer agrees to indemnify, defend and hold AUS harmless from and against any loss, claim, expense, including attorney's fees, or liability incurred by AUS as a result of the use of the Merchandise in areas where contact with flames or hazardous substances is possible or where it is alleged that the Merchandise was not appropriate for the actual use. Customer will immediately notify AUS of any toxic or hazardous substance introduced onto the Merchandise and agrees to be responsible for any loss, damage or injury experienced by AUS or its employees as a result of the existence of such substances. AUS reserves the right not to handle or process any Merchandise soiled with toxic or hazardous substances. For reflective Merchandise, any garments supplied satisfy specific ANSI/ISEA standards only if so labeled. Customer acknowledges that AUS makes no representation, warranty or covenant regarding the visibility performance of any reflective Merchandise and that reflective properties may be reduced or ultimately lost through laundering. Customer is responsible for determining if additional safety measures are needed under specific conditions.

Customer agrees that Customer has selected the Merchandise and is responsible for determining its appropriateness and for the safe and proper use, placement and securing of the Merchandise. Except as set forth herein, the Merchandise and related services are provided "as is" without warranty of any kind, whether express or implied or statutory, and AUS disclaims any and all implied warranties, including but not limited to any implied warranties of merchantability, fitness for a particular purpose, good and workmanlike manner and non-infringement of third party rights. In no event will AUS, its affiliates and their respective officers, directors or employees be liable to Customer for any indirect, special, incidental, consequential (including lost revenue or profits), punitive or extraordinary damages.

Any controversy or claim arising out of or relating to this Agreement will be settled by binding arbitration administered by the American Arbitration Association under its Commercial Arbitration Rules, and judgment on an arbitration award may be entered in any court having jurisdiction. The parties agree to utilize a single arbitrator and the most expedited process available in the forum where the arbitration is held. In this business-to-business Agreement, the terms are tailored to your specific requirements. Based on the foregoing, you agree to waive any right to bring any class and/or representative action based on any business dispute(s) between us. In the event any action, lawsuit or arbitration is required to be brought for collection of any amount due under this Agreement, Customer agrees to pay all AUS's fees and costs involved in collection, including reasonable attorney's fees.

The performance of AUS's duties under this Agreement may be subject to circumstances beyond AUS's control, including strikes, lockouts, product availability, government acts, wars, and acts of God. AUS's failure to perform under this Agreement because of such events will not be considered a breach.

If Customer sells or transfers its business (whether by asset sale, stock sale or otherwise), Customer agrees to require the new owner or operator to assume and become bound by this Agreement.

Customer confirms that, by signing this Agreement, Customer will not breach any existing contract and the person signing this Agreement is duly authorized to do so. This Agreement, the pricing contained in this Agreement and all invoices and other related information provided by AUS shall be considered confidential information of AUS and Customer agrees to hold such information in confidence and not share it with any third party, without the prior written consent of AUS. The parties agree that this Agreement may be signed electronically and in counterparts and that a signed copy of this Agreement delivered by e-mail or other means of electronic transmission shall be deemed to have the same legal effect as delivery of an original signed copy of this Agreement. This Agreement is not binding on AUS until executed by the General Manager of the AUS facility that will provide service to Customer. This Agreement can only be amended in writing signed by an AUS General Manager.

Aramark Uniform Services, a division of ARAMARK Uniform & Career Apparel, LLC

Bob Heise, Account Executive

AUS Representative Name & Title

Signature - AUS Representative Date

Signature - AUS General Manager Date



2680 Palumbo Dr, Lexington, KY 40509

Telephone: (800) 504-0328 Fax: (781)423-9091

Email: AUCA-DNBI@aramark.com

To expedite account processing, please fill out all **required*** information on the cover page, as well as below, and **sign*** the application.

*Name of Business: Marquette Downtown Development Authority		*DUNS Number: 013155754	
*Trade Name / DBA Name: Downtown Development Authority		*Date Business Started:	
*Street Address: 337 West Washington St.	*City: Marquette	*State: MI	*Zip Code: 49855-4323
*Telephone: (906) 228-9475 x101	Fax:	*Email Address: <i>jodie@downtownmarquette.org</i>	
*Billing Street Address: 337 West Washington St.	*City: Marquette	*State: MI	*Zip Code: 49855
Principal Owner:			
Corporate Address:		City:	State: Zip Code:
*Check Legal Status: <input type="checkbox"/> Corporation <input type="checkbox"/> Proprietorship <input type="checkbox"/> Partnership <input type="checkbox"/> LLC <input type="checkbox"/> LLP		*Estimated Weekly Charges:	
Do you have an existing account with another Aramark line of business? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No		City and State of Aramark location:	
If so, please provide the Account Number:		Aramark telephone number:	
Other Location Address:	City:	State:	Zip Code:
Other Location Address:	City:	State:	Zip Code:

The Undersigned hereby makes this application for credit to Aramark Uniform & Career Apparel, LLC and its subsidiaries, division, affiliates or any future successors or assigns ("Creditor") and agrees to the terms and conditions printed below. In making this application, the Undersigned agrees that all amounts payable on or before the due date on any written, quoted, or agreed terms will be paid in accordance with such terms and if not paid on or before such due date, are then delinquent. It is understood that Creditor may impose and charge a finance charge which is the lesser of one and one-half percent (1 1/2%) per month or the highest rate allowed by law on any amount which becomes past due and delinquent. Additionally, the Undersigned shall be responsible for all collection costs, court costs and reasonable attorney's fees (where allowed by law) in connection with the recovery of any delinquent amount.

The Undersigned agrees to provide updated financial information upon request. The Undersigned acknowledges and agrees that Creditor may utilize outside credit reporting services/financial institutions to obtain information on the Undersigned as a condition to the continued extension of credit. Should credit availability be granted by the Creditor, all decisions with respect to the extension or continuation of credit shall be at the sole discretion of the Creditor. Creditor may terminate any credit availability within its sole discretion.

TERMS AND CONDITIONS OF SALE: The Undersigned agrees to pay for all purchases according to the terms of the Creditor. All sales are made subject to Creditor's terms and conditions of sale and Creditor objects to any different or additional terms or conditions contained in the Undersigned's purchase order or any other document submitted by the Undersigned. No terms or conditions different from or in addition to the terms of Creditor will become part of any sales agreement, purchase order, or other document unless specifically approved in writing by Creditor. Conditions for freight shall be F.O.B. shipping point with the risk of loss or damage shifting to the Undersigned upon Creditor's delivery to the Undersigned or common carrier. Items returned without prior approval may not be accepted and all returns maybe subject to a restocking charge at the sole discretion of the Creditor. Returned checks may be assessed a \$25 fee. All accounts shall be due and payable in the lockbox designated by the Creditor. Creditor reserves the right to cease extension of credit without notice or to change terms of payment pursuant to any disclosure by Undersigned according to section 409 of the Sarbanes Oxley Act. In event of litigation, sole jurisdiction and venue shall be at Creditor's discretion.

Jodi Lanciani Operations Director *10-20-2022*
Authorized Signature (Must be signed by owner, officer, partner or other authorized individual) Date

Notice: The Federal Equal Credit Opportunity Act prohibits creditors from discriminating against Credit Applicants on the basis of race, color, religion, national origin, sex, marital status, age (provided the Applicant has the capacity to enter into a binding contract); because all or part of the Applicant's income derives from any public assistance program; or because the Applicant has, in good faith, exercised any right under the Consumer Credit Protection Act. The federal agency that administers compliance with the law concerning this creditor is the Federal Trade Commission, Equal Credit Opportunity, Washington, D.C. 20580

For Office Use Only:	
Market Center Number:	Customer ID(s):
Date Submitted:	

