

LOCAL CONTRACT REQUIREMENTS

Salespeople Please Note: The following items must be addressed with your customer and you must make the following changes on the local contract when selling the account. Failure to do so could result in the account being rejected.

- 1. Pricing:** The prices detailed in this profile are established ceiling prices. Do not sell these items at higher prices. You may offer lower prices if competitive market conditions require it.
- 2. Term of Agreement:** 5 years. If the customer elects to choose a 4 year agreement, please increase the pricing listed by 5%. If the customer elects to choose a 3 year agreement, please increase the pricing listed by 10%
- 3. Price Increases:** Per Local Contract.
- 4. Emblem Fees:** Waived for initial installation.
- 5. Garment Preparation Charges:** Waived for initial installation.