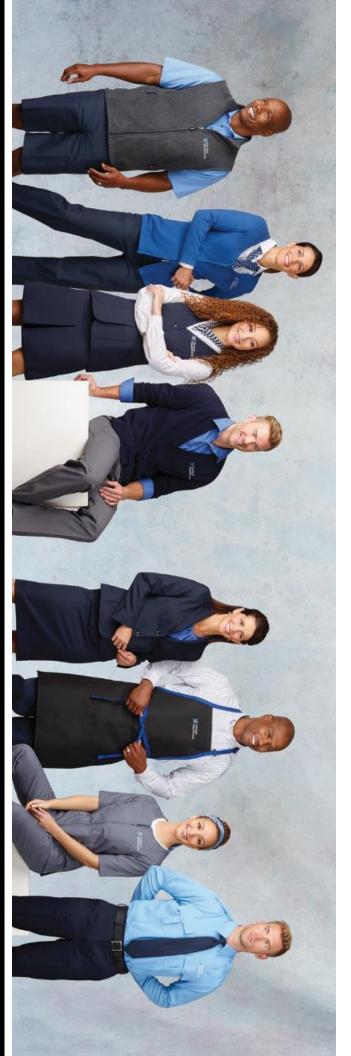


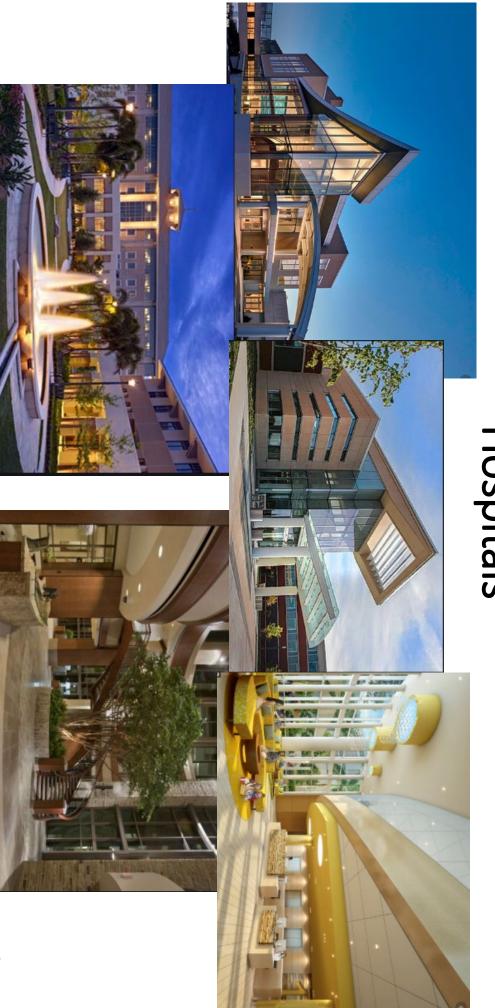
### Building a Healthcare Program thru Edwards A Company That's Been Around Since 1867



### Healthcare Programs

- Hospitals
- Assisted Living Facilities





### Hospitals



### **Assisted Living Facilities**

### Building the Brand It's all about Image!

- The most significant contributing factors to attract patients to a healthcare facility are the "physicians and employees," and "the clinic's environment."
- symbolizes confidence to patients and their families. Medical Professionals wear uniforms to display a professional look that is distinctive and
- Wearing uniforms erases confusion and allows employees from different departments to be identified easily for assistance.
- Uniforms represent consistency and trust to patients.
- Wearing uniforms help medical professionals have a sense of pride in their jobs and their company. When you feel good about your work, performance increases.



- Doctors / Physicians
- Nurses / LPN's
- Lab Techs
- MRI Technicians
- Physical Therapists
- Respiratory Therapists





### Steps In!



### This is Where







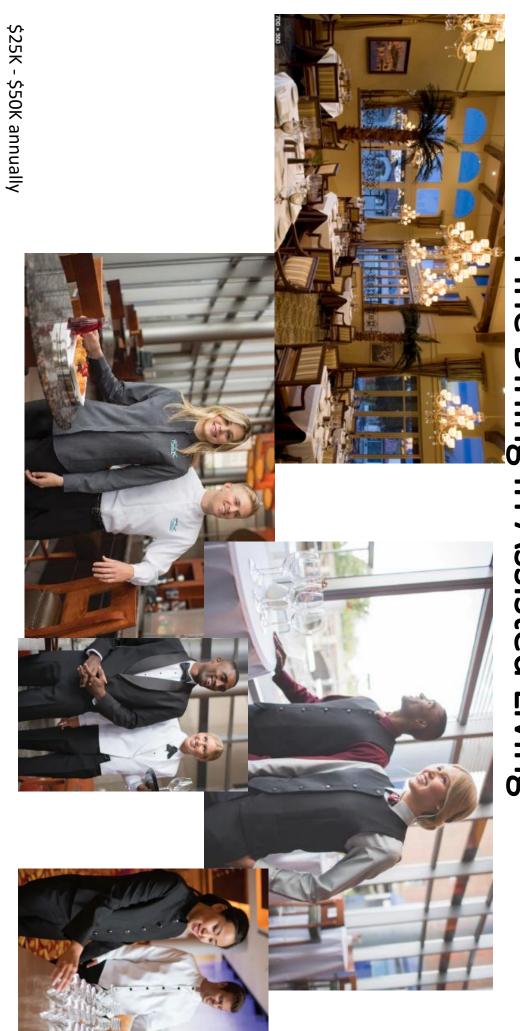












## Fine Dining in Assisted Living





## Niche Markets









### Pants / Shorts

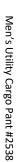
150+ Year Old Company Founded on Pants and Shorts Stock Sizes or Hemmed to Needed Length In Stock product Availability Many Different Fabrications and Styles In Stock Daily





Men's Synergy Washable Suit Pant #2535













Women's Essential EZ Fit Pant #2793

### EVS / Housekeeping





**Essential Soft Stretch Collection** 











**Bengal Ultra Stretch Collection** 













**Pincord Ultra Stretch Collection** 







**Premier Poly Collection** 



**Melange Ultra Light Collection** 

Sorrento Power Stretch Collection

**Pinnacle Poly Collection** 

Crisp, Professional comfortable all **Uniforms Stay** day long.

Large Patch Pockets, 100% Stretch Poly, Features including Industrial Laundry Hidden Zippers, Moisture Wick, Soil Release, Scotchgard and more! Friendly,

### **Custom Aprons**

### INTRODUCING APRONS. CUSTOM

We now offer low minimum custom aprons. aprons are 65% Polyester/35% Cotton Twill, Create a specialty apron, or change a color endless. Made in the USA, these custom from a stock design, the possibilities are Our team can assist you in creating 7.5 oz. and feature Soil Release. your one-of-a-kind design.

Menal Menal ۵ Stitching-Thick Contrast Nothiput. botte B

Send us your ideas. We'll do the rest

ST.

### STYLE

and determine pocket requirements and locations. Chaose apron type (bib, waist, bistro, cobbler or vest)

Select from our library of colors, as shown. COLOR

Add webbing, contrast stitching, fastener buckles EXTRAS

or grommets.

 Price varies based on selection. DETAILS

The Custom Apron Program requires a 40-piece

minimum per color, and per style.

All custom garments may incur a 10% overage/shortage

 A pre-production sample can be requested at an Shipping takes place two weeks after garment approval additional cost.



Gert to right) Black, Brown, Hunter Geren, Kelly Green, Klabi, Manoen, Newy, Orange, Pink, Yurple, Rod, Royal, Teol, White, Yellow, Ehtt Fink, Silver Gray, Chenreal Gray, Light Blao, Turquetine, Black Denim





# Why Choose Edwards Over Other Vendors?

- Edwards is a Uniform Company we focus on Program Business.
- Our products are built to last 50+ washings.
- Our products are classic styles that stay in the market longer.
- Our products remain in our line for extended periods of time.
- Our Territory Managers understand the Program Business
- We have an internal Programs Team to help you from start to finish!
- We care about you and your business!

# Why Edwards Over a Rental Program?

- Potential cost savings of up to 45%.
- Edwards offers a breadth of products not offered in rental services.
- No contracts to sign.
- No "under-wash" fees fees for cleaning that are not performed as the wearer does not turn in the uniform for servicing
- Home washing often results in longer lasting garments as harsh cleaning chemicals are not used in the washing process
- Purchasing uniforms eliminates hidden contract costs.
- No new employee set up fees.
- No annual rental cost increases.
- No lost garment fees.

### RENT OR PURCHASE?



Total Cost Per Year Total Cost Over 5 Years	Prep & Emblem	Fuel/Delivery Fee	Damage Charges	Lost Charges	Turnover @ 10%	30 Man Acct Per Year	30 Man Acct Per Week	Price Per Man Per Week	
\$10,223.88 \$51.119.40	\$3.00 Emblem \$1.00 Per Garment \$210.00 \$66.00 \$276 Per Year	\$7.50 Per Week \$390 Per Year	\$98.94	\$98.94	3 Men	\$9,360.00	\$180.00	\$6.00	Cost To Rent
45% Savings over 5 Year Period	12 Garments Per Year		6 Damaged Garments	6 Lost Garments				11 Shirts 11 Pants	Inventory
\$5,639.58 \$28,197.90	Included In Price		\$98.94 (\$16.49 Avg x 6 Garments	\$98.94 (\$16.49 Avg x 6 Garments	\$494.70	\$4,947.00 / Year 1		\$15.99/Shirt \$16.99/Pant	Cost to Purchase
								5 Shirts 5 Pants	Inventory

Edwards

### What are the Top 10 questions to ask when developing a program ?

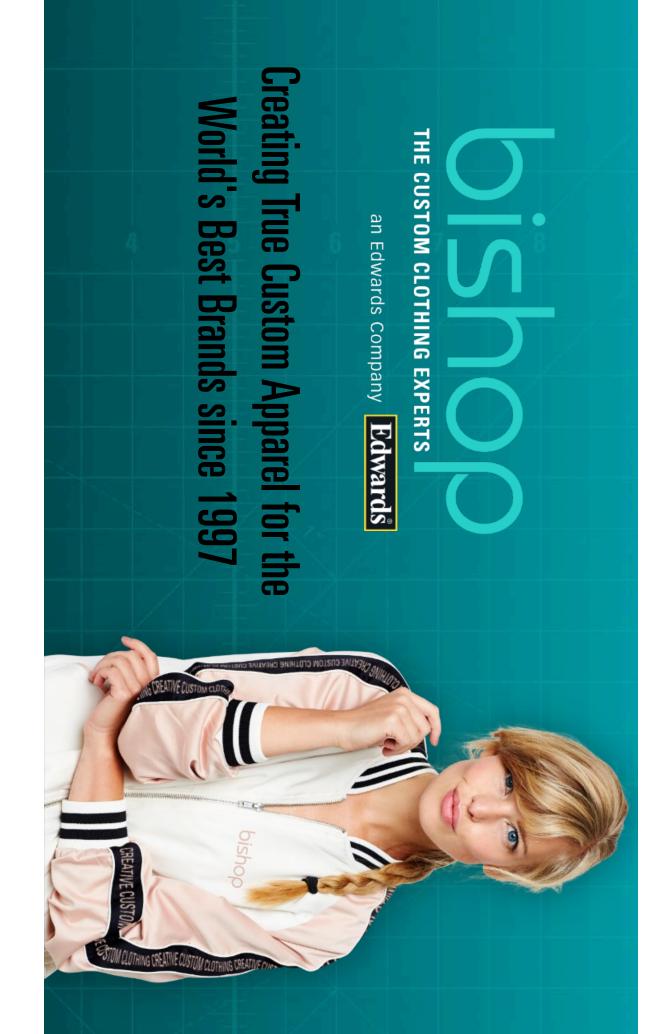
- Is there an existing program today? If so, is there a contract? When does it expire?
- What are the pain points the end user is experiencing?
- Who is involved in the decision making process?
- What is the expected annual volume?
- How many wearers are there? How many men? How many women?
- What are the job titles / responsibilities of the employees?
- Do you plan to have employees home launder?
- Is the program company paid or employee paid? Will the company buy any or all of the required uniform garments?
- Will this program require on line ordering? Customized reporting?
- What is the estimated launch date?

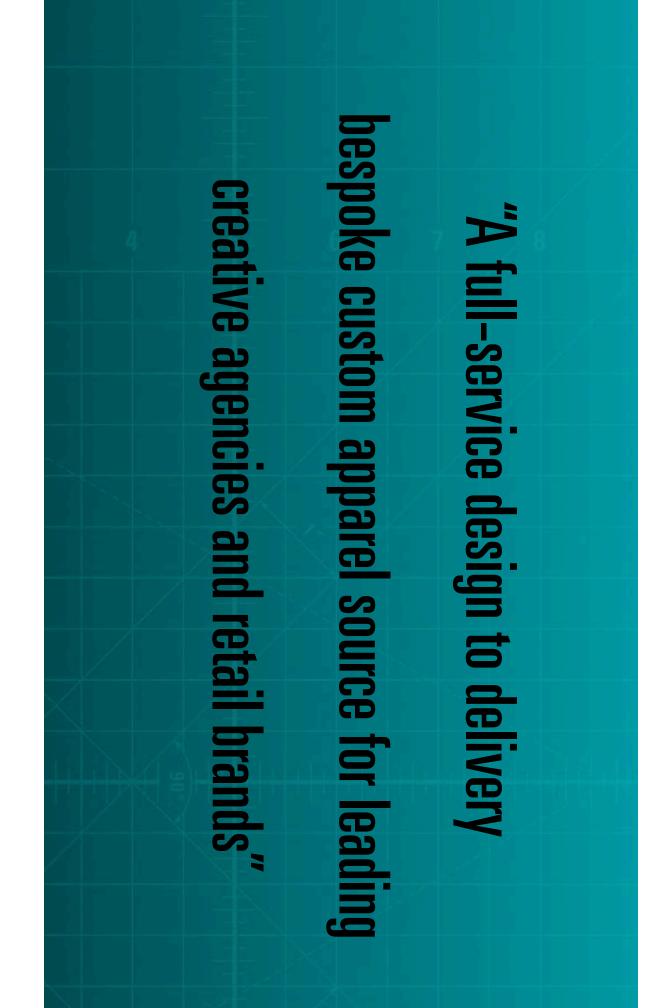


# Now is the Time to Build Healthcare Programs!

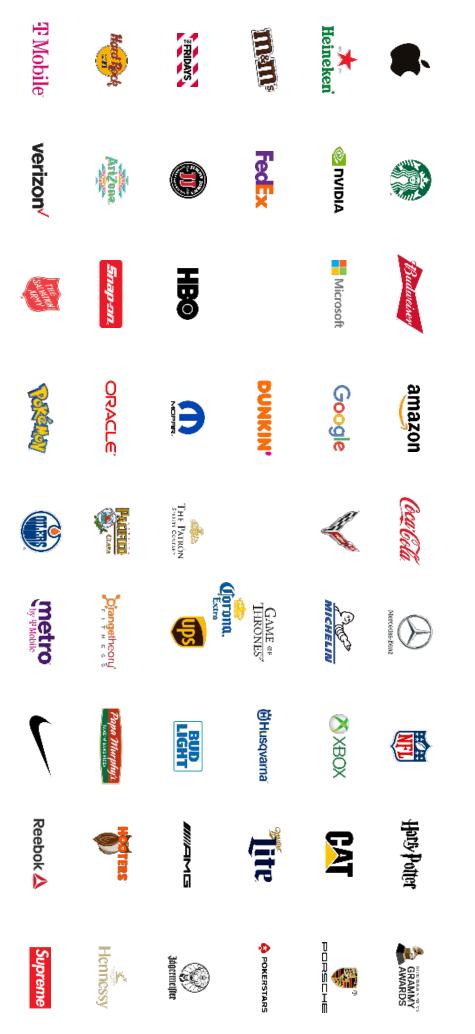
- There are many opportunities for Edwards to partner with you to help grow your business – Hospitals, Assisted Living Facilities, Clinics, Doctor / Dentist Offices – to name a few!
- After seeing this presentation, what questions do you have for us?







# We Design and Manufacture for Brands you Know and Love



### We are NOT...



### cus-tom-ize verb

 Add a logo or graphic to a pre-made garment;
what the others do.

## We are True Custom

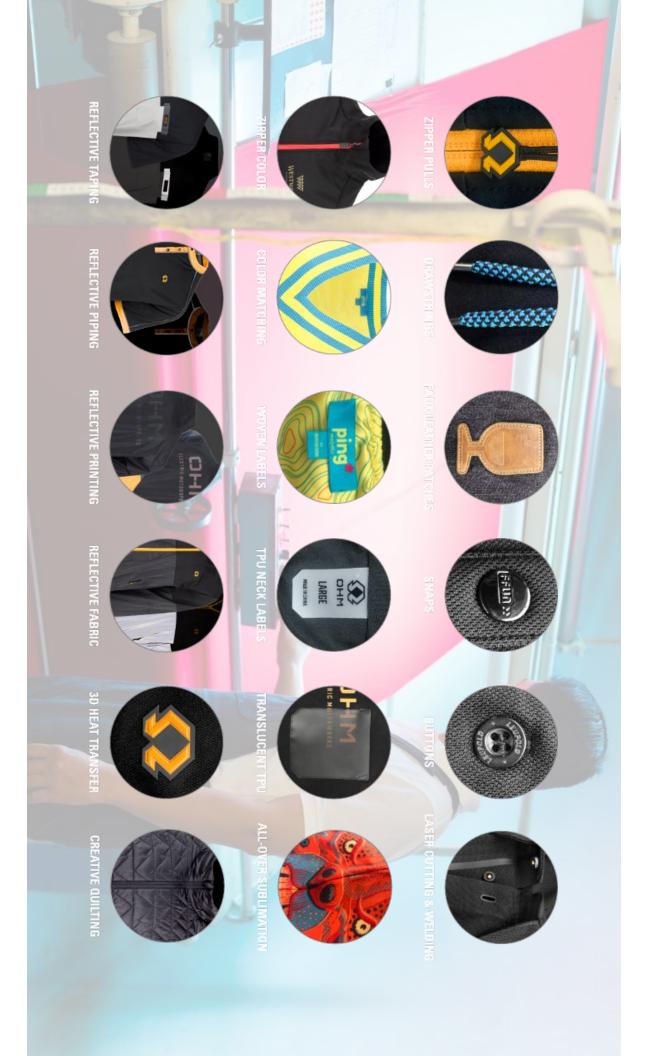
### true cus-tom noun

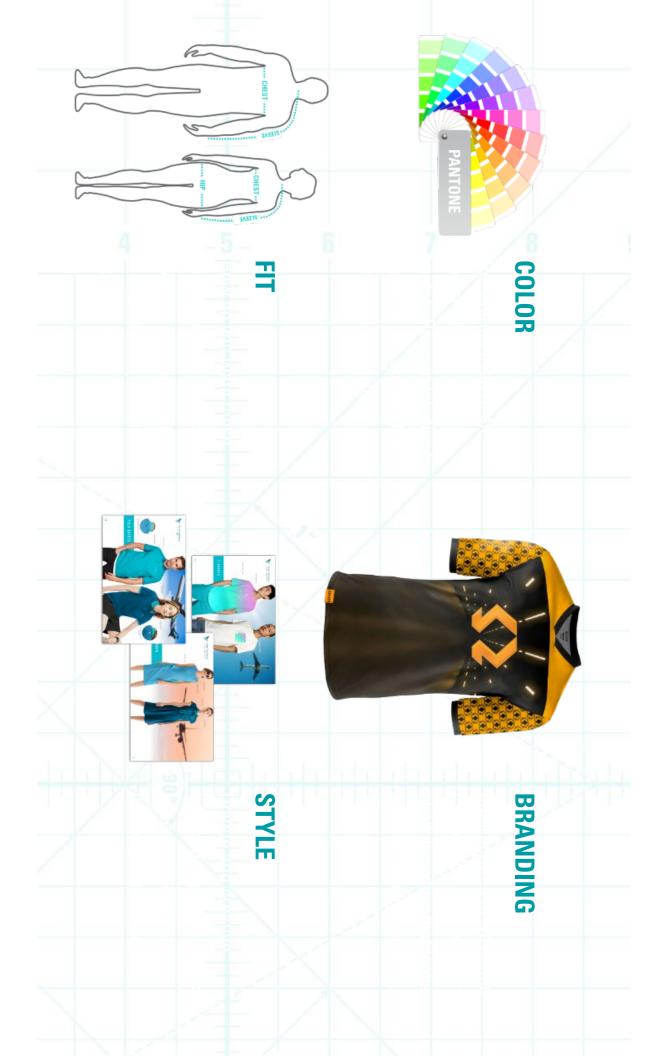
1. Every garment made-to-order.

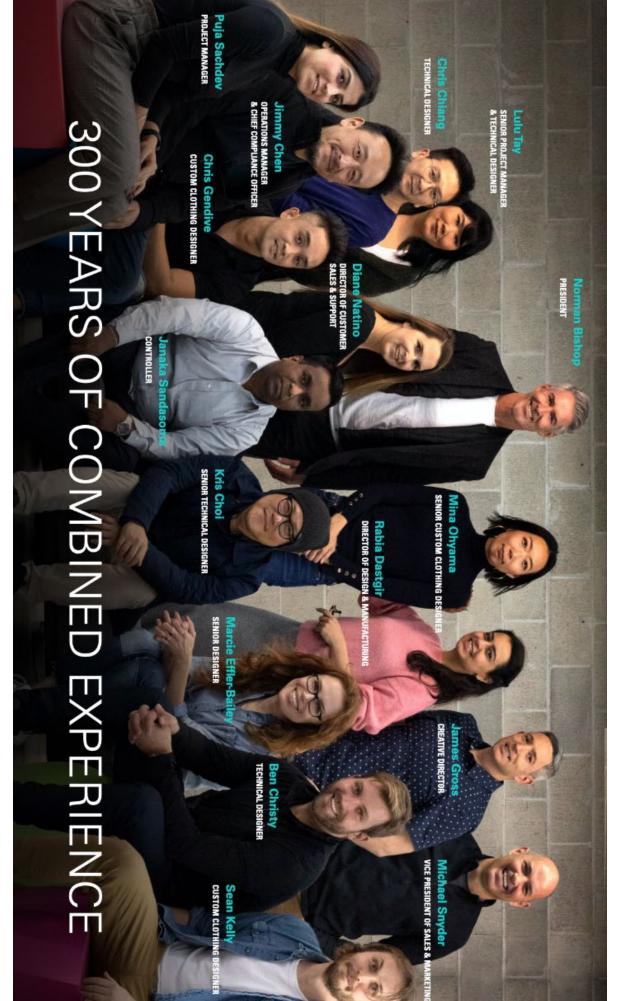
2. Custom fabrics. Custom fit. Custom colors. Custom decorations.

3. Complete control over the entire process, start to finish.















The World's First Plant-Based Textile Repellent



chos women's sacks

**Organic Cotton Sock Collection** 

with USA grown organic col 3 dye hee natural colors logs in the URA spot while tops

Teflon EcoElite<sup>™</sup> Renewably Sourced

HARVEST & MILL



# YOU SEE ONLY A FRACTION OF WHAT WE DO

- OUR WORLD CLASS CUSTOM APPAREL
- SAMPLING & PRESENTATIONS
- PHOTO-REAL DESIGN
- QUALITY CONTROL
- CUSTOMER SERVICE
- SHIPPING LOGISTICS
- FABRIC DEVELOPMENT
- FIT / PATTERN CREATION
- SUSTAINABILITY REVIEW
- ORGANIC TREND ANALYSIS
- GLOBAL SOURCING REVIEW
- PROGRAM MERCHANDISING
- 3rd PARTY TESTING & INSPECTIONS



## **THE CUSTOM PROCESS**

the better the design output. Knowledge is power when it comes to hyper-branding custom apparel. The more our design team knows about the mission at hand,

#### **OUR WISH LIST:**

- 1. All available vector (functional) art files
- 2. Brand guidelines
- Budget-we will reverse engineer to your budget estimates, maximizing quality and design impact.
- Quantity needed
- 5. In-hands delivery deadline
- 6. End-user website links
- 7. Insight to any additional relevant graphic elements (historical images, patterns, textures, etc.)
- œ Web links / pictures / sketches of any existing garments which have features or styling you wish incorporated
- و Are there specific functional elements that we can incorporate? (pocketing, range of motion needs, technical finishes, etc.)
- 10 Aside from the expected custom labeling, can we add messaging and / or specific function to the INSIDE of the garment?
- 11. Anything notable about demographics, corporate culture, mission statements, strategic partnerships or co-branding?
- 12. Are there any specific avoidances?



#### without a doubt a big part of the Bishop secret Our unrivalled photo-real design process is sauce

what you see is what you will get. prior to the physical sampling process starting up, it instils great confidence that It not only provides great clarity for the design decision making process, but

This said, a pretty picture is just that, a pretty picture. There is another step in the process that is just as important. Enter engineering!

same review process sampling and production without delay. Even minor revisions will go through the confirm production viability. This ensures that all designs are ready to move to Every Bishop photo-real design board goes through a full engineering review to

When we speak to our over 300 years of apparel design and sourcing experience, it is these layers of experience through the entire custom apparel process that solidified our stellar reputation.

Not this....





This!

#### 2022 Trend Report **BEYOND TREND**

D

largest clients or prime targets. We would love to present the Bishop 2022 Trend Report to your team and your

trend forecast that encompasses all things fashion, but then weaves in the Every year the 300+ years of Bishop team experience organically creates a the heart of what we do in concert with our creative agency partners. latest embellishment innovation given the hyper-branding mission is at

## 6 TREND GROUPS • 13 SUBTRENDS

merchandising teams as well as their largest clients. that we tailor trend presentations with both their Consequently our most advanced partners routinely request As trends are fluid, this content evolves throughout the year

in-person given the added luxury of compelling garment samples to compliment. These presentations can be both virtual, or most effective

ahead of the pack. Schedule a trends presentation with us and get





\$:0







## The Tag-it Vest

This high neck hooded technical double-knit vest provides warmth and stretch for yearlong use w unrestricted movement. It can be one of those core items that can be paired and layered with a variety of apparel pieces.

The top panels with custom accordion quilting will ensure warmth and a textural play balanced with solid bottom and side panels keeping the tailored silhouette intact. The vest comes with a removable hood, to suit varying client needs and choices.



The polyester content can be replaced with recycled polyester. A patch that lists a count of bottles saved per garment can be added inside or outside the vest. Adding a bottle count as a design detail instills a very interesting purpose to the garment and a story to tell.

WHO

7

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style aviator tag pull. The reflective on the pull tag is balanced with a style aviator tag pull. The reflective on the pull tag is balanced with a tech pixel inspired reflective taping along the armhole area, which can be further explored in zinc / silver infused yarn to keep odor away by inhibiting bacterial load.

The zipper pulls can be removed and used as a 'key chain for your car keys, etc. providing dual utility to your clients and associates.

The left chest logo can be either a high density 3D embroidery or a silicone embossed patch for a premium finish.

There are various opportunities to further apply branding to the vest by adding a step and repeat print to the hood liner or by adding one of your favorite slogans or tag lines to the storm flap.



DHM



## The Tag-it Vest

#### FABRIC

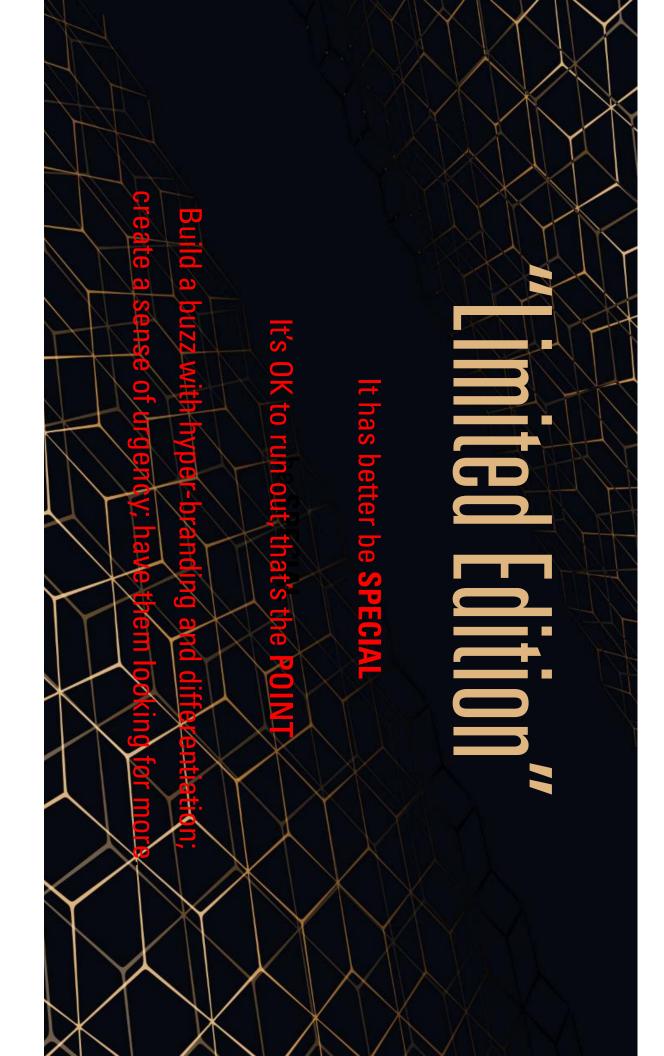
- 75% Cotton / 25% Recycled Polyester Double Interlock
- 275 gsm
- Reflective pixel grid (armhole taping)

#### FEATURES

- 1. Embroidered left chest logo
- 2. Textured Ottoman panels at upper chest, back, and centre hood
- 3. Striped back nape locker loop
- 4. Removable key tag zipper pull with reflective tab
- 5. Inspiration: Uniform Experiment (FRAGILE zipper pulls)
- 6. Hood zipper
- 7. Pixel print reflective armhole binding
- 8. Striped tape printed storm flap



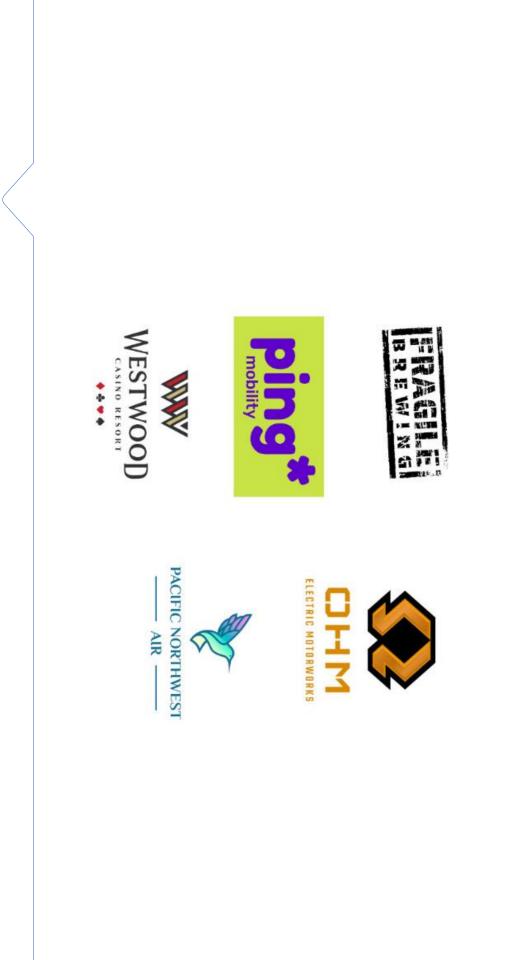






## **Custom Uniform Programs**

### -our job in not to deter the use of stock apparel items, it is to work in concert with them!



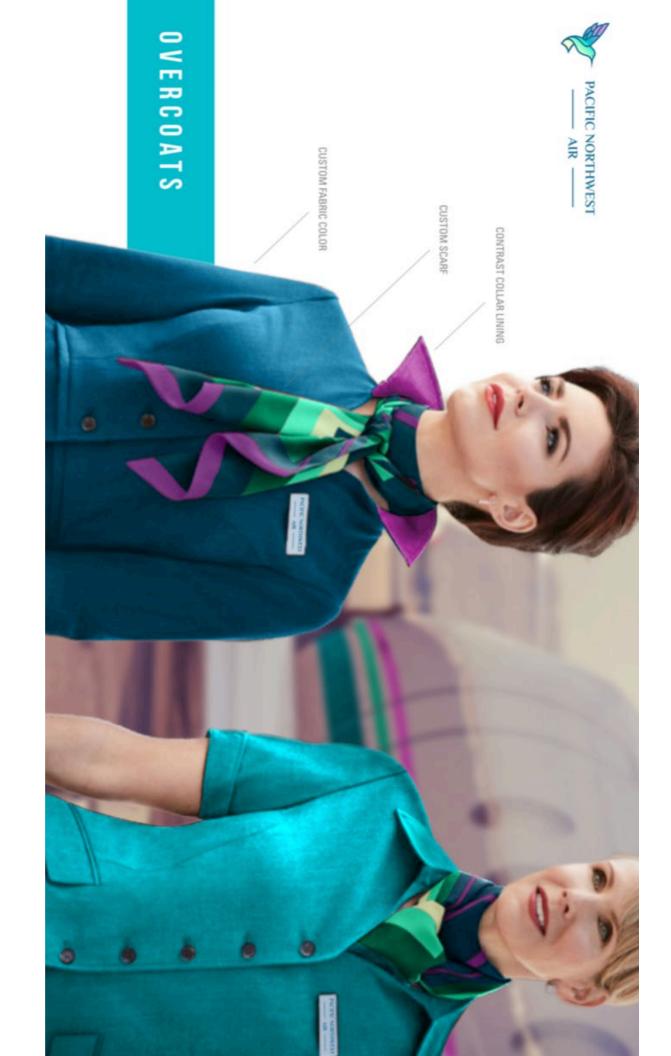
Synergy Healthcare coming soon!

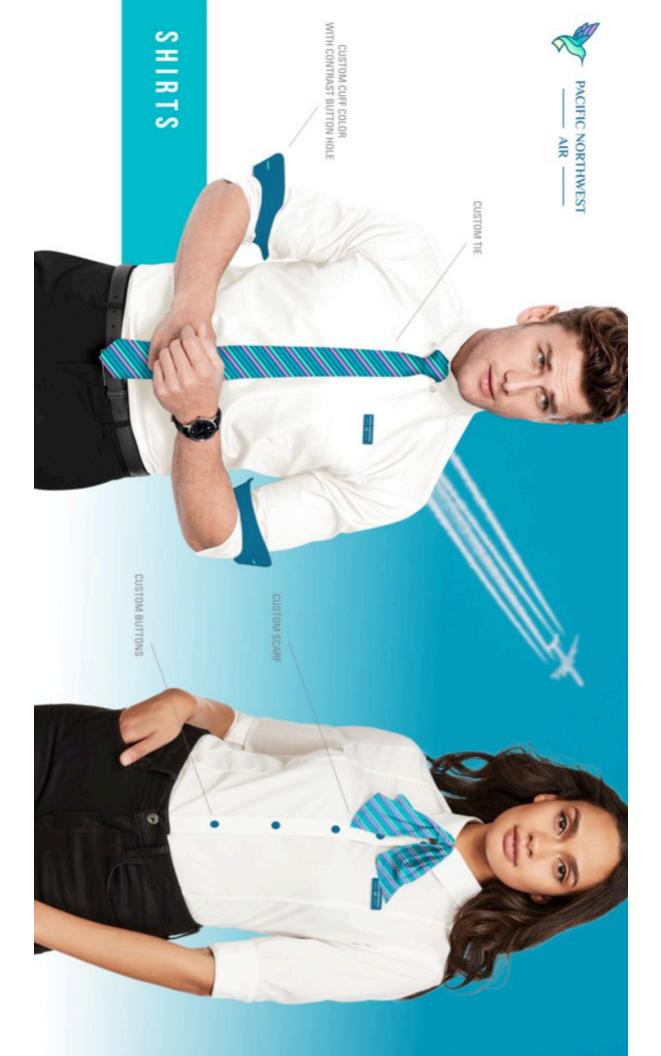






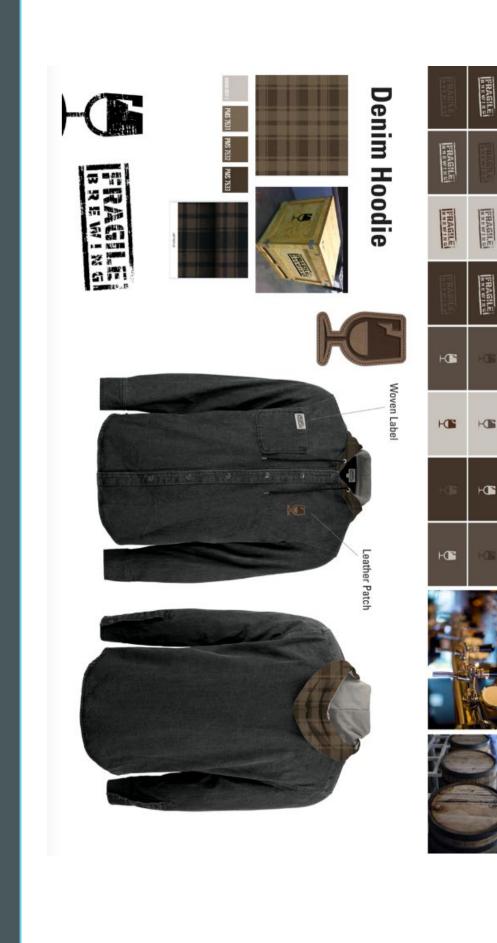


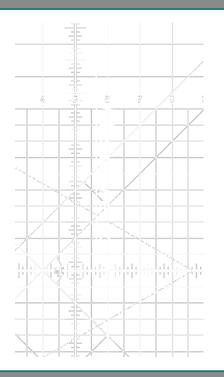




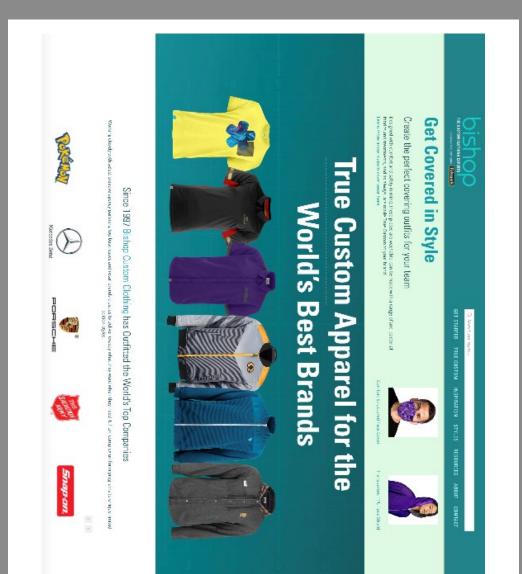


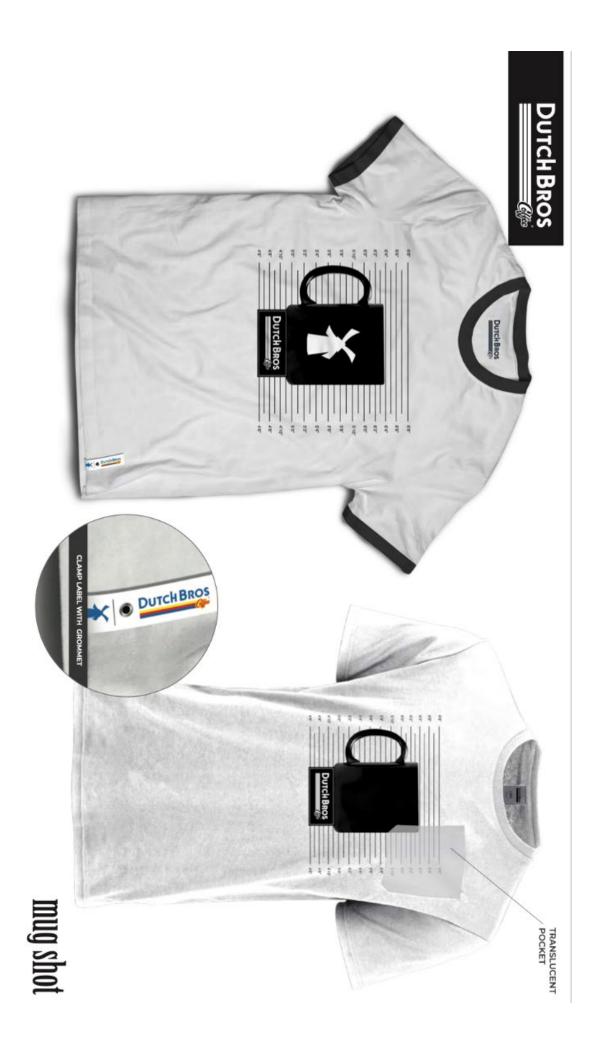






A website designed specifically for your use, to highlight the compelling creative agency/ Bishop partnership



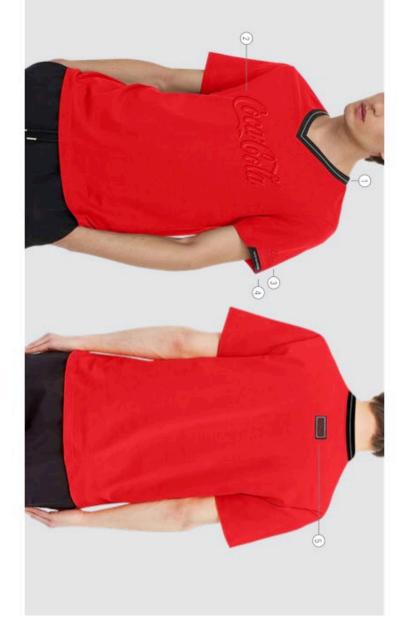




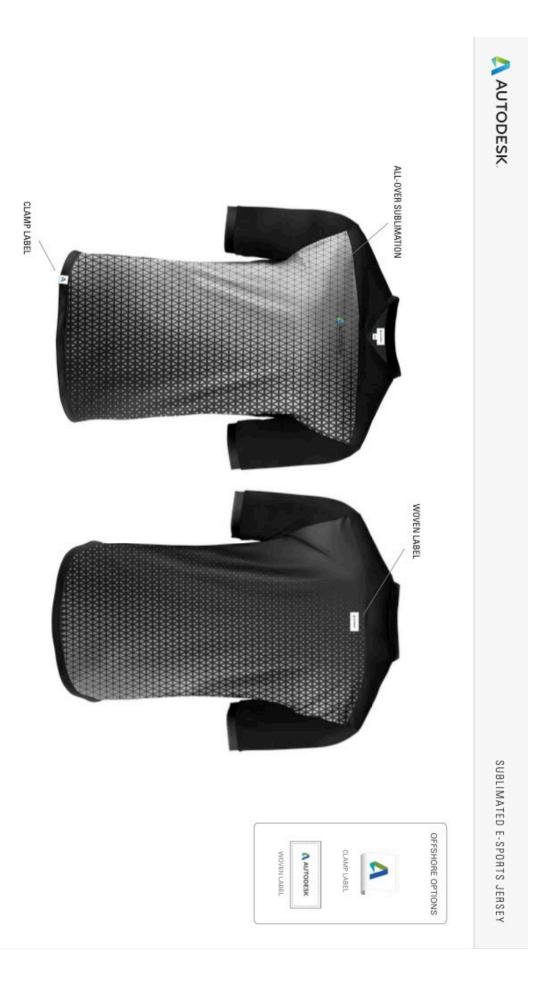


COCA COLA

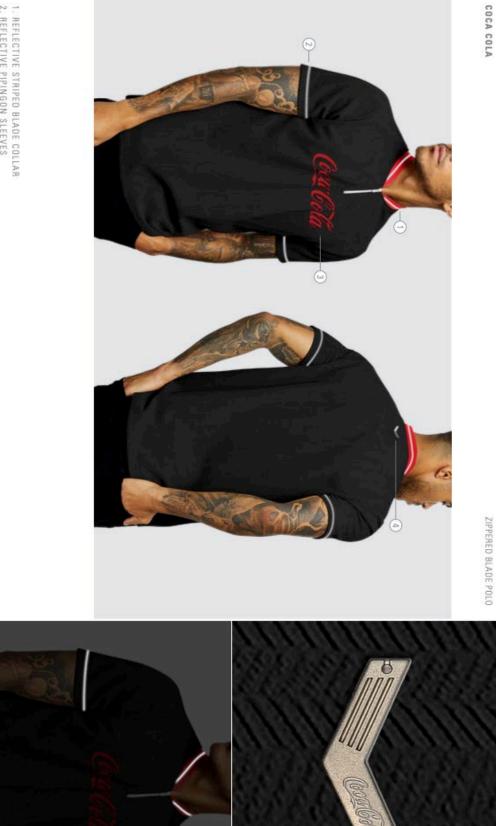
EMBOSSED TEE



CONTRAST STRIPE V-NECK
EMBOSSED BUBBLE EFFECT
TONAL RECYLCING INFO PRINT
CUSTOM PRINTED SLEEVE HEM INSERT
CROSSHATCH PU PATCH

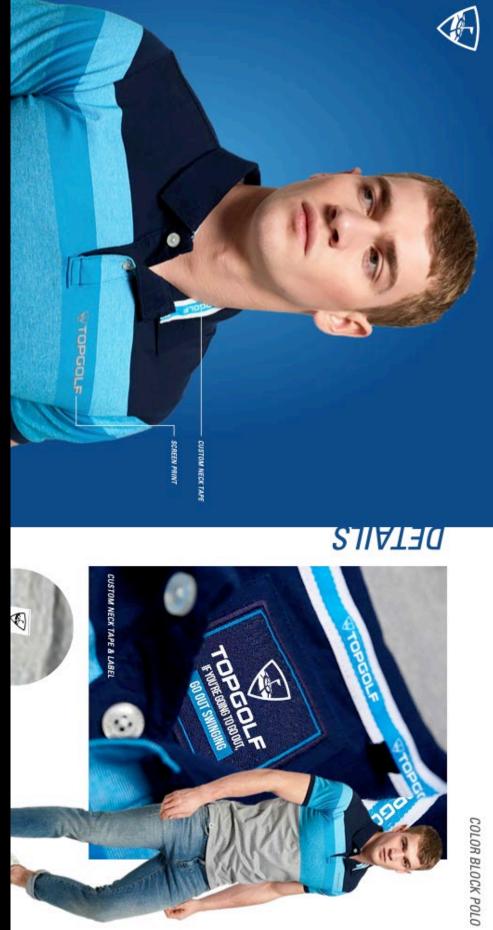




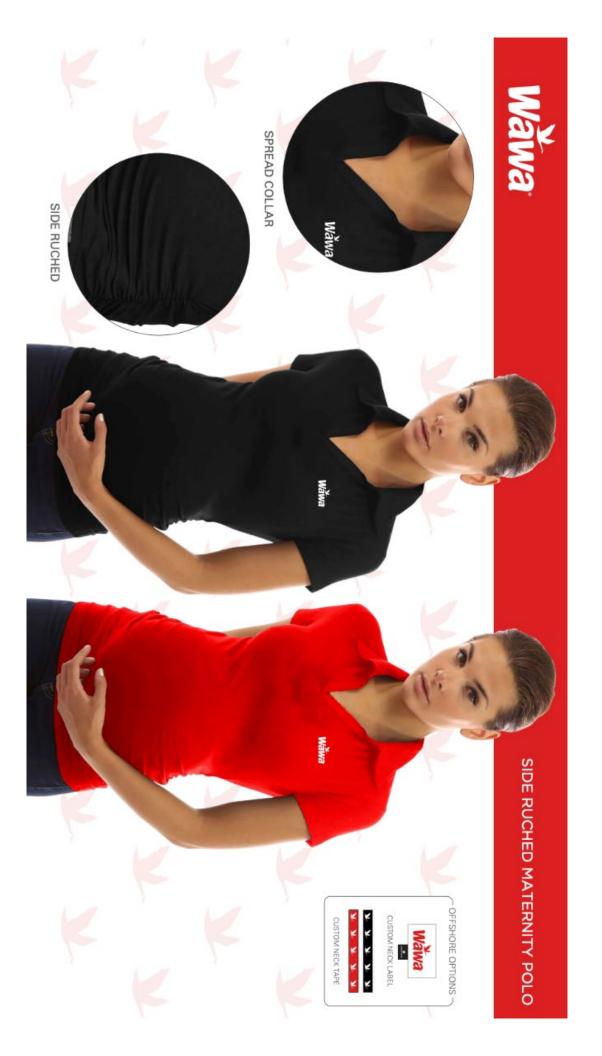


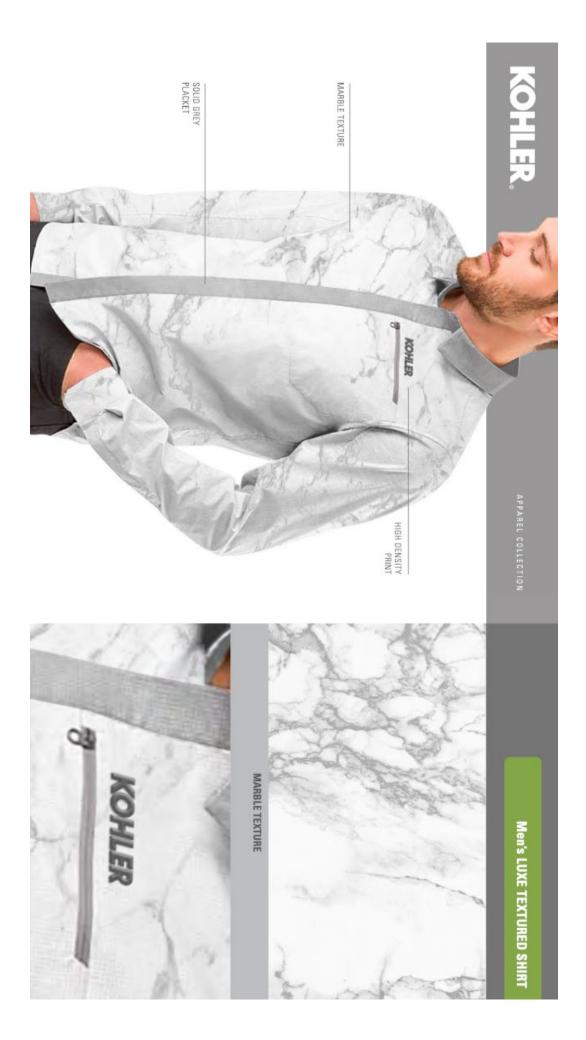
- 1. REFLECTIVE STRIPED BLADE COLLAR 2. REFLECTIVE PIPINGON SLEEVES 3. RAISED EMBROIDERY 4. CUSTOM DEBOSSED METAL PLATE











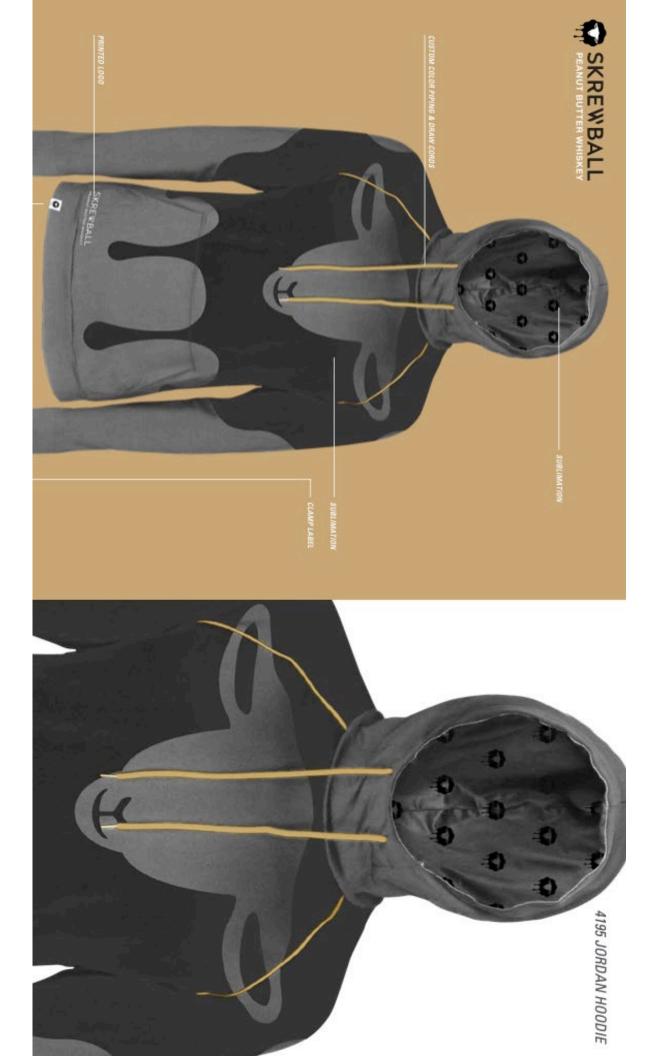




7003 - BUTTON FRONT SWEATER

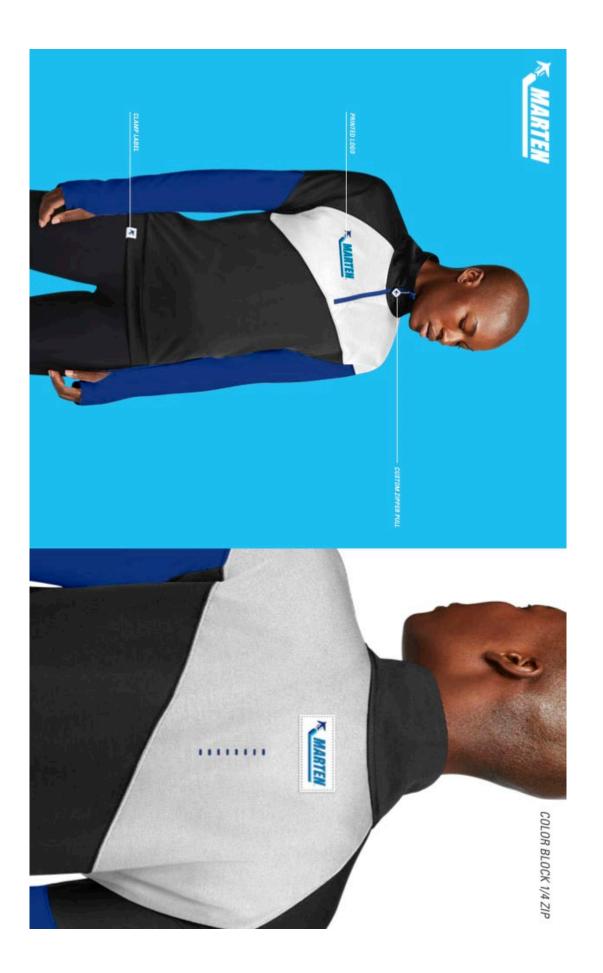




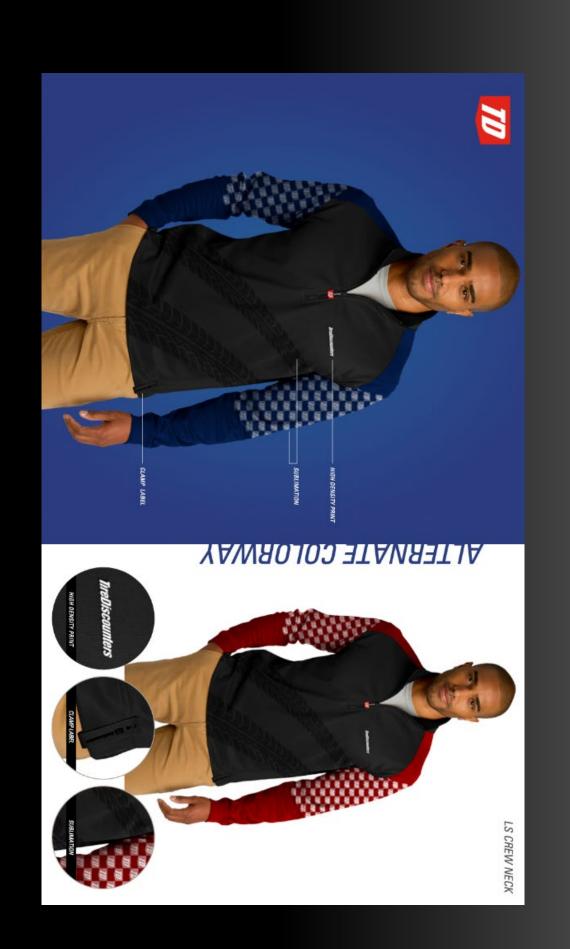










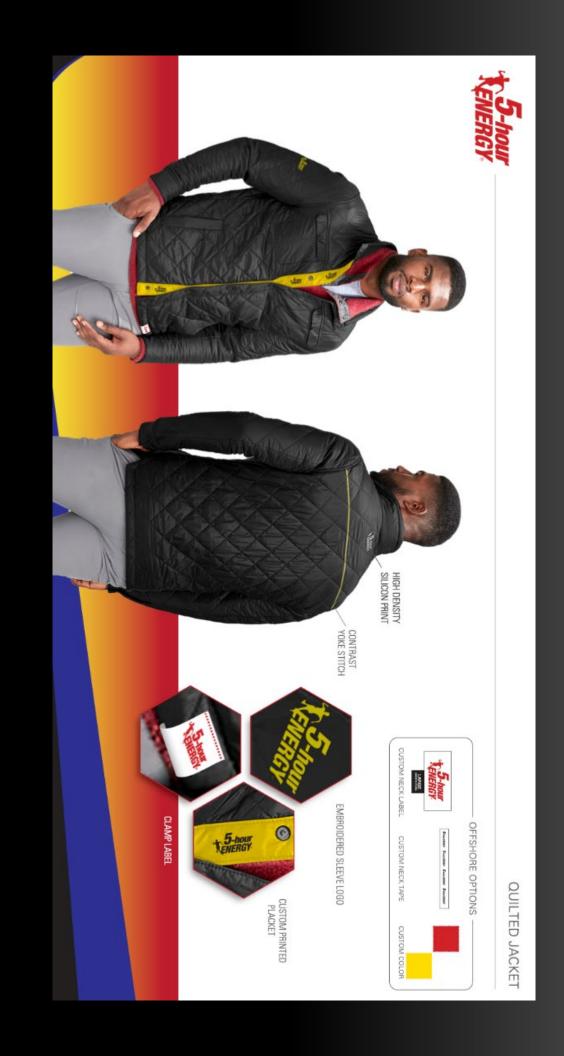






4204 - SUBLIMATED INSERT BOMBER









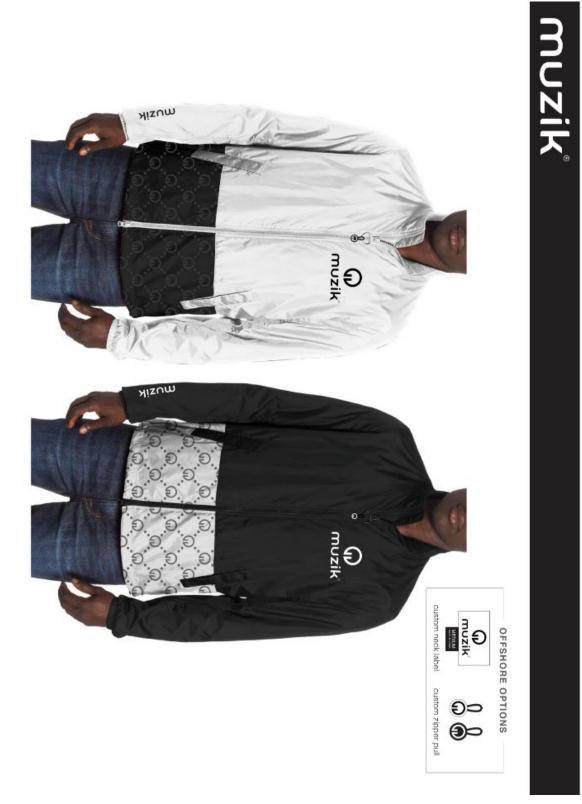
### ΧΑΨΑΩΟΙΟΟ ΞΤΑΝΑΞΤΙΑ



6126 METALLIC REVERSIBLE HOODIE

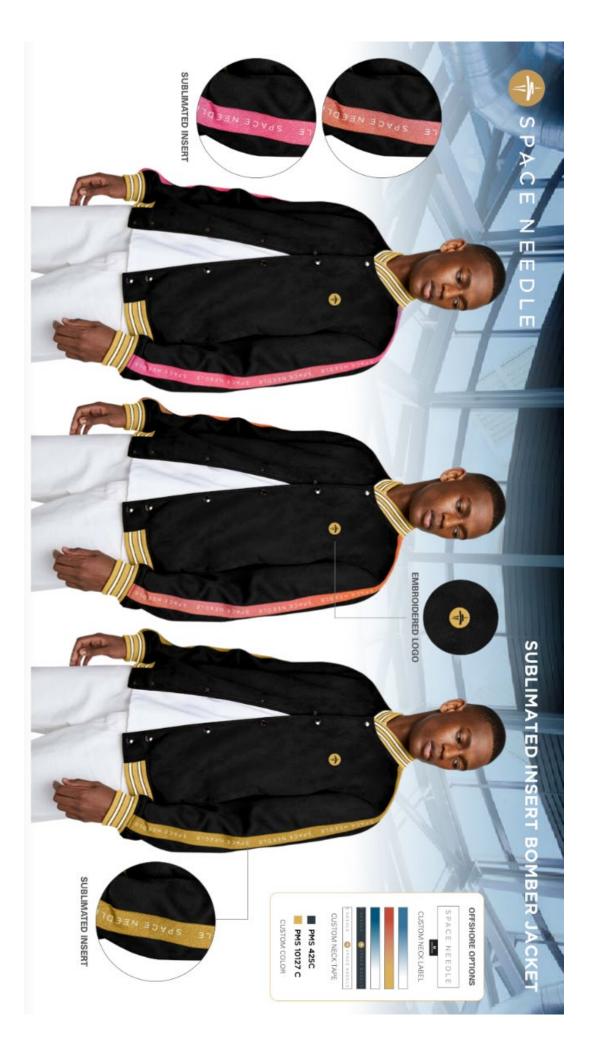
















Manerati.





mmmmmm











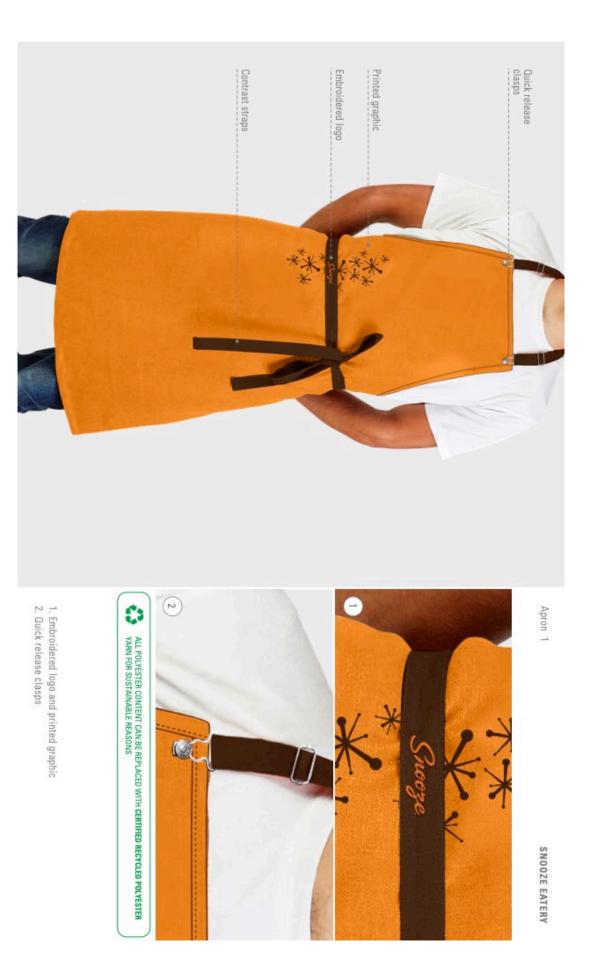
STRIPED BOARD SHORTS



MASTERS BLAZER



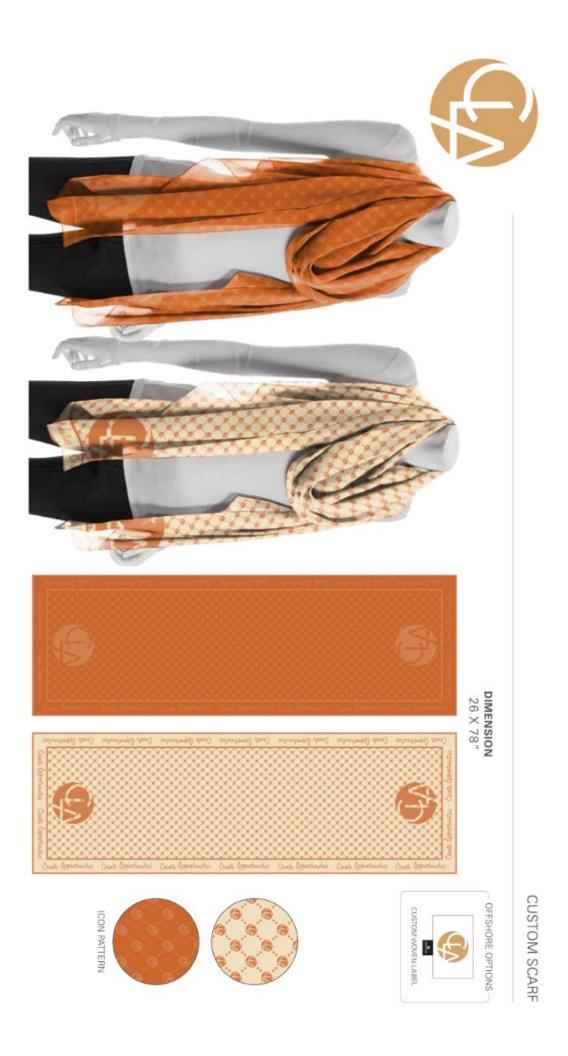
CUSTOM BIB PANTS





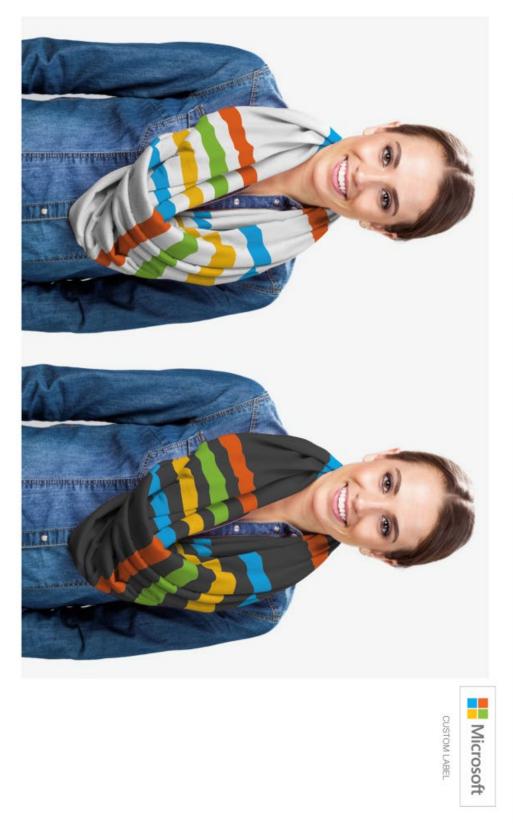








### STRIPED INFINITY SCARF



# Edwards

## Programs Made Easy! Edwards and Bishop for

# Partner with

Do You Want to Grow Your Business in 2021?