



## THE LOOK

# 1 CASE STUDY SNAPSHOT SECURITY

## PROBLEM

A large security provider with a nationwide footprint and locations in all major cities needed to outfit 200,000+ employees. Job functions included security guards, greeters, screeners, event staff, customer service agents, drivers, maintenance staff and loss prevention agents.

## REQUIREMENTS

- // Just-in-Time inventory and a wide range of sizes
- // Security apparel for both men and women
- // Easy logistics – drop shipping, online ordering, inventory planning and management, reporting
- // Custom styles and colors along with quality decoration services

## SOLUTION

- // Edwards met every requirement for the large staff of 200,000+ employees
- // Everyone was outfitted in suiting, neckwear, sweaters and pants, all supplied by Edwards
- // The program was up and running with custom inventory within 6 months and Edwards has been servicing it for a year

“Edwards is that one-stop-shop we were looking for! We are able to order stock styles as well as custom styles that supply our needs. And, their in-house decoration team saves us time and money!”

—Security Uniform Purchaser

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## THE LOOK

# CASE STUDY SNAPSHOT ASSISTED LIVING

## PROBLEM

An assisted living facility that operates 33 locations nationwide needed to outfit 750 employees. Job functions included care givers, administration, cleaning/EVS, volunteers, and food and beverage. Logistical issues included clear organization of orders and easy fulfillment for employees at all locations.

## REQUIREMENTS

- // Quality decoration services that could bring focus to the brand and allowed for quick completion
- // Drop shipping to each location so each employee could receive their uniform in a timely manner

## SOLUTION

- // Decorated polos, wovens and aprons with one-piece minimums, which is quick for new-hire uniforms
- // All 750 employees across the 33 locations go to work each day wearing Edwards. Each order is drop shipped to the end user's location directly from Edwards
- // Edwards has been servicing this program for over 5 years

"Working with Edwards helped add time to my day as they helped coordinate the logistics of outfitting my staff over our 33 locations. Decoration with Edwards was quick and easy too!"

—Assisted Living Uniform Purchaser

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## THE LOOK

# CASE STUDY SNAPSHOT ENTERTAINMENT & RETAIL

## PROBLEM

A large zoo and waterpark needed to outfit 2,000 seasonal employees within a quick timeframe of 2–3 months to be ready for their busy season. Job functions included positions such as administration, zookeepers, gift shop, visitor services, volunteers, curators, and special events.

## REQUIREMENTS

- // Easy logistics with fit lines for sizing staff, orders by employee, reporting, drop shipping and webstore integration
- // Consistent turnaround times, order tracking and apparel fit. Quick delivery for turnover
- // Provide assets and resources with digital images and graphics for web platforms

## SOLUTION

- // Outfit the staff in wovens, polos, sweaters, pants and outerwear supplied by Edwards
- // Edwards met all the requirements and the 2,000 staff members had their new uniforms within 2 months
- // Edwards continues to service this program, and has for the past 10 years

“Edwards helped guide us through modernizing our uniforms. We couldn’t be happier with the results. Thank you Edwards!”

—Zoo Staff Apparel Purchaser

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# CASE STUDY SNAPSHOT HOSPITALITY & GAMING

## PROBLEM

A major gaming establishment was getting ready to open a new casino and hotel location. They were looking for a supplier who could easily dress all departments with job-appropriate uniforms. Job functions included parking, front desk, dining, floor staff, dealers, customer service and security.

## REQUIREMENTS

- // Employee uniforms that were flexible, comfortable to wear, and durable enough for the toughest tasks
- // Functional suiting, shirts and pants that offered reliability and were always in stock

## SOLUTION

- // The staff was outfitted in suiting, pants, woven shirts and outerwear, all supplied by Edwards
- // Edwards met all requirements and the staff was in their new uniforms (including machine washable suiting!) within 60 days
- // This has been a great partnership and Edwards has serviced the program for over 5 years

"We were opening a new location and looking for a supplier that carried uniforms for both our hotel and casino staff. Our employees love the easy-care features of their uniforms and are comfortable throughout their shift."

—Gaming Property Uniform Purchaser

THE LOOK

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## THE LOOK

# CASE STUDY SNAPSHOT WAREHOUSE & SERVICE CREWS

## PROBLEM

A manufacturing company was looking for a uniform supplier to dress their employees in styles that would stand up to daily wear and tear. They needed a supplier that could carry uniforms for their office staff, distribution center, and delivery trucks and provide in-house decoration.

## REQUIREMENTS

- // Tough styles that could be home laundered again and again. Easy care as employees would be responsible for cleaning their own uniforms
- // Quick and easy decoration to help brand stand out
- // Large size range and quick-turn orders for new hires and replacement staff

## SOLUTION

- // Edwards was able to meet all requirements and the staff was in their new uniforms within 6 weeks
- // The distribution center purchased hardworking CottonPlus Twills and Utility Chino Pants. The delivery drivers were comfortable in their Easy Fit Pants during long rides and the office staff looked great in their Pinpoint Oxfords

“We couldn’t be happier with working with Edwards for our team members’ uniform needs. It doesn’t get any easier than this one-stop-shop for all of our uniform needs – and decoration!”

—Warehouse Uniform Buyer

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