



**Board of Directors Meeting
Transit Authority of the Lexington-Fayette Urban
County Government
200 West Loudon Ave, Conference Room 110
Lexington, KY 40508**

**May 16, 2018
5:00 PM**

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200 West Loudon Ave.
Lexington, KY 40508
859-255-7756
Fax: 859-233-9446
www.lextran.com

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Agenda
Board of Directors
Transit Authority of the Lexington-Fayette Urban County Government
200 West Loudon Avenue, Lexington, KY 40508
May 16, 2018

I.	Call to order	5:00
II.	Approval of Board Meeting Minutes	5:00 — 5:05
	i. April 18, 2018 Board Meeting	
III.	Public Comment on Agenda Items / Public Hearing	5:05 — 5:10
IV.	Chair's Report	5:10 — 5:15
V.	Presentation on Wheels service from American Red Cross	5:15 — 5:25
VI.	Action Items	5:25 — 5:55
	i. Resolution No. 2018-10 - Camera System Upgrade	
	ii. Resolution No. 2018-11 - Operator Uniforms	
	iii. Resolution No. 2018-12 - Engine Rebuilds	
VII.	Change Order	5:55 — 6:05
VIII.	Old Business	6:05 — 6:10
	i. Review of Board committees and positions	
IX.	New Business	6:10 — 6:15
X.	General Manager's Report	6:15 — 6:25
	i. Financial Statement	
	ii. General Managers Report	
	iii. Key Performance Indicators	
XI.	Proposed Agenda Items	6:25 — 6:30
XII.	Closed Session	
XIII.	Adjournment	6:30



**Board of Directors Meeting
Transit Authority of the Lexington-Fayette Urban County Government
Lextran**

**200 West Loudon Ave, Conference Room 110
Lexington, KY 40508**

April 18, 2018

MEMBERS PRESENT

Malcolm Ratchford, Chair
George Ward, Vice-Chair
Christian Motley
Elias Haddad
Rick Christman

MEMBERS ABSENT

Marci Krueger-Sidebottom
Dr. August Julian
Adrienne Thakur

STAFF PRESENT

Carrie Butler, General Manager
Jill Barnett, Assistant General Manager
Carla McHale, Director of Human Resources
Catherine Swartz, Payroll & Finance Coordinator
Chris Meetin, Maintenance Manager
Fred Combs, Planning and Technology Manager
Jim Barrett, Director of Maintenance
John Givens, Director of Risk Management
Keith Srutowski, Director of Purchasing
Mary Kate Gray, Community Relations Manager
Nikki Falconbury, Director of Finance
Ronda Brooks, Administrative Assistant
Stephanie Hoke, Finance Coordinator
Tracy Sewell, Director of Operations

STAFF ABSENT

OTHERS PRESENT

Joseph David, Transportation Planner, LFUCG, MPO
Matthew Gidcomb, Kentuckians for the Commonwealth
Jacob Walbourn, Lextran Attorney

I. CALL TO ORDER

Mr. Ratchford called the April 18, 2018 meeting of the Lextran Board of Directors to order at 5:00 p.m.

II. APPROVAL OF MINUTES

Mr. Ratchford called for a motion to approve the minutes from the March 21, 2018 board meeting and the April 11, 2018 work session. Mr. Ward made a motion to approve the minutes, and it was seconded by Mr. Haddad. The minutes were approved unanimously.

III. PUBLIC COMMENT

There was no public commentary.

IV. CHAIR'S REPORT

Mr. Ratchford delivered the following update:

- Mr. Ratchford and Ms. Butler are serving on the Town Branch Park Partners advisory board.
- Mr. Ratchford and Mr. Ward continue to communicate with Transdev regarding Lextran on ways to improve.

V. ACTION ITEMS

- Revised Resolution No. 2018-08 - Credit and Building Loan – Ms. Butler reviewed the resolution for a line of credit with Fifth Third Bank with principal amount not to exceed \$1,000,000. Mr. Ratchford called for a motion to accept resolution 2018-08. Mr. Ward made a motion, and Mr. Motley seconded. The motion carried unanimously.
- Resolution No. 2018-09 - FY2019 Operating Budget – Ms. Butler reviewed the resolution for the FY2019 Operating Budget. The FY2019 Operating Budget was previously reviewed at the Finance Committee meeting as well as the April 11, 2018 Work Session. Mr. Ratchford called for motion to approve and accept the FY2019 Operating Budget. Mr. Ward made a motion, and Mr. Christman seconded. The motion carried unanimously.

VI. CHANGE ORDER

There were no change orders.

VII. OLD BUSINESS

There was no old business to report.

VIII. GENERAL MANAGER'S REPORT

Ms. Falconbury presented the financial statements, found on pages 37-38 of the April 18, 2018 board packet. Ms. Falconbury introduced staff members Catherine Swartz, Payroll & Finance Coordinator, and Stephanie Hoke, Finance Coordinator.

Ms. Falconbury reviewed the Balance Sheet, and with nine months into the year, there is nothing out of the norm to note. Expenses are still under budget, \$271,000, mostly due to professional services, which is the timing of the contract for maintenance vehicles and the engine rebuilds and media advertising. Lextran received notification of \$188,000 from state funds, which is very unusual to get two awards in one year. The funds will be used as the local match from 5307 grant for capital maintenance.

Ms. Butler reviewed the General Manager's report and Key Performance Indicators, found on pages 28-34 of the April 18, 2018 board packet. Highlights of the report include:

- Community Involvement - The Town Branch Park Partners advisory board meeting March 1, 2018. Ms. Butler and Mr. Ratchford sit on this advisory board. The Town Branch Fund Board of Advisors will work with the advisory group, known as Town Branch Park Partners, to evaluate strategies for accessibility and inclusiveness in the park's design and programming, and will also solicit recommendations from local residents related to the design, programming and operations of Town Branch Park.
- Paycom - After a few setbacks, the transition to the new payroll system continues.
- Public meetings were held in March regarding the proposed service improvements for May.
- Procurement Updates: RFP's for Operator uniforms, deferred compensation services, bus engine rebuilds, website design, Employee Assistance Program. A RFP is being put together for fuel.
- Two new hires – Service Worker and Maintenance Mechanic.
- KPI's – Wheels ridership has been above average for the last three years. There was a discussion regarding paratransit and the $\frac{3}{4}$ mile guideline and Americans with Disabilities Act and Federal Transit Administration regulations. This issue will be brought back for discussion at a later date.

IX. PROPOSED AGENDA ITEMS

- Board appointees
- Bylaws – update new address
- Resolution for Camera System Upgrades (on board digital video recorders)
- Paratransit Service

X. CLOSED SESSION

There was no closed session.

XI. ADJOURNMENT

The meeting adjourned by consensus at 5:35 p.m.

DRAFT



May 16, 2018

TO: The Board of Directors

FROM: Carrie Butler, General Manager

SUBJECT: Resolution to Purchase a Camera System Upgrade for Buses

Attached is a resolution requesting authority to purchase a camera system upgrade for Lextran's buses.

Lextran currently utilizes a proprietary camera system on its buses from Transit Solutions, LLC. The system was originally purchased as part of a technology integration project that was approved by the Lextran Board of Directors on May 19, 2010 in Resolution 2010-05. Components of that camera system have become obsolete and are no longer supported by the manufacturer. Lextran has upgraded the oldest equipment on some of its buses, but there are still 31 buses that require an upgrade.

Transit Solutions has provided a quote to complete these upgrades. The quote from Transit Solutions was determined to offer a fair and reasonable price. It is recommended a contract be awarded to Transit Solutions according to the terms of their quote.

The term of the contract awarded will be until the completion of the upgrade project which is expected to take approximately one week. Transit Solutions shall be paid an amount not to exceed the following:

- 31 Hybrid Video Recorders – \$62,000.00
- 31 Power Distribution Cables for Analog or 1 IP Camera Solution – \$2,170.00
- 31 HDD with failover capability – \$18,445.00
- 31 Slim Line IR Wedge 3 Megapixel IP Cameras – \$6,200.00
- 31 Universal Mounts for Front-Facing Cameras – \$3,875.00
- 31 Wireless Access Points, Antennas and Brackets – \$9,920.00
- 7 Lockable Enclosures to store HVRs on 7 Lextran Trolleys and Cutaways – \$1,505.00
- Cable and installation on 31 buses – \$21,204.00
- 3 spare Hybrid Video Recorders – \$6,000.00
- 5 spare HDD with failover capability – \$2,975.00
- 3 spare Slim Line IR Wedge 3 Megapixel IP Cameras – \$600.00
- 3 spare Wireless Access Points, Antennas and Brackets – \$960.00
- Shipping – \$600.00

The entire project has a not-to-exceed amount of \$136,454.00.

This procurement shall be paid with funds from the Safety and Security line item of Lextran's 5307 grant. No local match is needed due to the use of toll credits.

If you have any questions or wish to review the quote from Transit Solutions, please call me at 255-7756.



RESOLUTION

**TRANSIT AUTHORITY OF THE LEXINGTON-FAYETTE
URBAN COUNTY GOVERNMENT**

MOTION: _____ **SECOND:** _____

DATE: May 16, 2018 RESOLUTION NO.: 2018-10

WHEREAS, the Board of Directors of the Transit Authority of the Lexington-Fayette Urban County Government approved Resolution 2010-05 for a technology project on May 19, 2010; and

WHEREAS, components of the bus camera system from that project have become obsolete and require an upgrade on 27 of the Authority’s buses; and

WHEREAS, the camera system is a proprietary system supplied by Transit Solutions, LLC and their quote to upgrade the 27 buses has been determined to be a fair and reasonable price;

NOW, THEREFORE, BE IT RESOLVED, that the Board of Directors of the Transit Authority of the Lexington-Fayette Urban County Government (Lextran) hereby authorizes and directs the General Manager to execute a contract with Transit Solutions, LLC to provide the camera system upgrades on 27 buses according to the terms as set forth in the quote submitted by Transit Solutions, LLC, which is incorporated herein by reference. The term of the contract awarded will be until the completion of the upgrade project. Transit Solutions shall be paid an amount not to exceed the following amounts:

- 31 Hybrid Video Recorders – \$62,000.00
- 31 Power Distribution Cables for Analog or 1 IP Camera Solution – \$2,170.00
- 31 HDD with failover capability – \$18,445.00
- 31 Slim Line IR Wedge 3 Megapixel IP Cameras – \$6,200.00
- 31 Universal Mounts for Front-Facing Cameras – \$3,875.00
- 31 Wireless Access Points, Antennas and Brackets – \$9,920.00
- 7 Lockable Enclosures to store HVRs on 7 Lextran Trolleys and Cutaways – \$1,505.00
- Cable and installation on 31 buses – \$21,204.00
- 3 spare Hybrid Video Recorders – \$6,000.00
- 5 spare HDD with failover capability – \$2,975.00
- 3 spare Slim Line IR Wedge 3 Megapixel IP Cameras – \$600.00
- 3 spare Wireless Access Points, Antennas and Brackets – \$960.00
- Shipping – \$600.00

The entire project will not exceed \$136,454.00.

Chairperson, Malcolm Ratchford

Date



May 16, 2018

TO: The Board of Directors

FROM: Carrie Butler, General Manager

SUBJECT: Resolution to Award a Contract for Operator Uniforms

Attached is a resolution requesting authority to enter into a contract for uniforms for Lextran's bus Operators and Transportation Supervisors, as well as safety boots, cold weather gear, and rainwear for Maintenance employees.

RFP 1801 was issued February 1, 2018 with proposals received on March 15, 2018. A staff evaluation committee reviewed and approved the proposals for compliance and responsiveness. A responsive proposal was received from four (4) qualified proposers:

- Cintas
- Galls
- Kentucky Uniforms
- National Workwear

The evaluation committee ranked the proposals received. Interviews were held with the three highest-ranking proposers. Proposals were re-scored following interviews. Galls received the highest ranking and is recommended to be awarded the contract according to the terms of their proposal in response to RFP 1801.

Lextran provides employees \$400 annually for the purchase of uniforms. The employees purchase their uniforms directly from the contractor. The pricing for uniforms shall be at the rates submitted by Galls in their proposal. A summary of potential items to be offered is attached hereto and incorporated herein by reference. The term of the contract awarded will be for five (5) years.

If you have any questions or wish to review the proposal from Galls, please call me at 255-7756.



RESOLUTION

**TRANSIT AUTHORITY OF THE LEXINGTON-FAYETTE
URBAN COUNTY GOVERNMENT**

MOTION: _____ **SECOND:** _____

DATE: May 16, 2018 RESOLUTION NO.: 2018-11

WHEREAS, the Transit Authority of the Lexington-Fayette Urban County Government (Lextran) issued RFP 1801 for operator uniforms; and

WHEREAS, RFP 1801 resulted in proposals from four qualified proposers; and

WHEREAS, the proposal of Galls was the highest ranked proposal;

NOW, THEREFORE, BE IT RESOLVED, that the Board of Directors of the Transit Authority of the Lexington-Fayette Urban County Government (Lextran) hereby authorizes and directs the General Manager to execute a contract with Galls to provide operator uniforms as well as safety boots, cold weather gear, and rainwear for Maintenance employees according to the terms as set forth in RFP 1801 and the proposal submitted by Galls which are incorporated herein by reference. The pricing for uniforms shall be at the rates submitted by Galls in their proposal. A summary of potential items to be offered is attached hereto and incorporated herein by reference. The term of the contract awarded will be for five (5) years.

Chairperson, Malcolm Ratchford

Date



Price Quote

Galls, LLC
 1340 Russell Cave Road
 Lexington, KY 40505
 800-876-4242 phone
 877-914-2557 fax

Attention:

Account Number
 Name Lextran Operator Uniforms
 Street Address
 City & State

Quote Date 3/14/2018

RFP #1801 Lextran- Transit Authority of Lexington-Fayette Urban County Government- Operator Uniforms

	Item #	Description	Qty	Your Price	Ext. Total
1	SH180	DRESS SHIRT SS MENS - EDWARDS 1245	1	\$17.75	\$17.75
2	SR474	DRESS SHIRT SS WMNS - EDWARDS 5245	1	\$17.75	\$17.75
3	SH1696	POLO SHIRT LS MEN - SANMAR 8000LS	1	\$20.00	\$20.00
4	ST365	POLO SHIRT LS WMNS - SANMAR L801	1	\$20.00	\$20.00
5	SW1648	POLO SHIRT SS MEN - SANMAR K8000	1	\$17.75	\$17.75
6	SW1649	POLO SHIRT SS WMNS - SANMAR LK8000	1	\$17.75	\$17.75
7	TR055	TROUSER MENS - EDWARDS 2577	1	\$17.00	\$17.00
8	TU014	TROUSER WMNS - EDWARDS 8567	1	\$17.00	\$17.00
9	TT843	SHORTS MENS - EDWARDS 2487	1	\$17.00	\$17.00
10	TT866	SHORTS WMNS - EDWARDS 8465	1	\$17.00	\$17.00
11	JA085	JACKET - HI QUALITY 3 SEASON JACKET	1	\$23.00	\$23.00
12	TBD	SWEATER UNISEX - EDWARDS 4090	1	\$27.00	\$27.00
13	SW1228	VEST UNISEX - EDWARDS 4092	1	\$23.00	\$23.00
14	HW508	HAT - 8 POINT CAP W/ EYELET FOR BADGE	1	\$36.00	\$36.00
15	LP157	BELT	1	\$19.00	\$19.00
16	0	SHOES - All shoes will be 15% off retail	0	\$0.00	\$0.00
17	UA494	TIE - SAMUAL BROOME CLIP	1	\$5.00	\$5.00
18	SP567	SOCKS - All socks will be 15% off retail	1	\$3.00	\$3.00
19	EMBROIDERY	EMBROIDERY PER APPLICATION	1	\$4.75	\$4.75
20	SH167	DRESS SHIRT LS MENS - EDWARDS 1295	1	\$18.75	\$18.75
21	SR144	DRESS SHIRT LS WMNS - EDWARDS 5295	1	\$18.75	\$18.75
22	TBD	DRESS SHIRT LS WMNS - EDWARDS 5273	1	\$18.75	\$18.75
23	SR969	DRESS SHIRT 3/4 SLEEVE WMNS - EDWARDS 5040	1	\$18.75	\$18.75
24	FW844	MENS 6" BOOT - ORIGINAL SWAT 115101 - SLIP RESISTANT / POLISHABLE TOE	1	\$70.00	\$70.00
25	FW952	WMNS 6" BOOT - ORIGINAL SWAT 115111 - SLIP RESISTANT / POLISHABLE TOE	1	\$70.00	\$70.00

26	FX068	GALLS 8" NON ZIPPER BOOT - POLISHABLE TOE	1	\$38.00	\$38.00
27	FX069	GALLS COMPOSITE TOE BOOT - POLISHABLE TOE	1	\$42.00	\$42.00
28	ST012	QTR ZIP UNISEX CARDIGAN - EDWARDS 381	1	\$35.00	\$35.00
29	JX778	OUTERWEAR GALLS SOFTSHELL	1	\$31.00	\$31.00
30	JA277	OUTERWEAR - REDKAP JT38 LINED JACKET	1	\$38.00	\$38.00
31	JA787	OUTERWAR GALLS 3 IN 1 SYSTEM (JACKET, FLEECE AND HOOD)	1	\$55.00	\$55.00
32	RW032	RAINCOAT - NEESE 48" 1650C	1	\$10.00	\$10.00
33	HS452	SAFETY VEST - ML KISHIGO 1193	1	\$10.00	\$10.00
34	UA495	TIE - SAMUAL BROOME BREAKAWAY	1	\$5.00	\$5.00
35	GL409	GLOVES - GALLS WP FLEECE GLOVES	1	\$11.00	\$11.00
36	GL632	GLOVES - LEATHER GLOVES	1	\$12.00	\$12.00
37	RW083	RAINPANTS - NEESE 523PT	1	\$50.00	\$50.00
				Subtotal	\$871.75
				Shipping	\$0.00
				TAX	\$0.00
				Total	\$871.75

2017/2018 8% DISCOUNT PRICE LIST

Page #	Style #	Description	Colors	XS-XL	2XL	3XL-4XL		Laundry
Ladies Sweaters								
xx	038	Corporate Performance Fine Gauge Twin Set	All Colors	\$24.79	\$29.75	\$32.23		H
xx	040	Jewel Neck Fine Gauge Cardigan	All Colors	\$16.51	\$19.82	\$21.47		H
xx	046	Long Fine Gauge V-Neck Cardigan	All Colors	\$17.25	\$20.70	\$22.43		H
xx	064	Full-Zip Fine Gauge Cardigan	All Colors	\$18.17	\$21.80	\$23.62		H
xx	119	V-Neck Long Cardigan	All Colors	\$19.27	\$23.13	\$25.06		H
xx	7026	Open Cardigan Vest	All Colors	\$17.02	\$20.42	\$22.13		H
xx	7045	V-Neck Acrylic Cardigan	All Colors	\$22.03	\$26.44	\$28.64		H
xx	7055	Scoop Neck Sweater	All Colors	\$13.75	\$16.50	\$17.88		H
xx	7056	Open Cardigan	All Colors	\$18.35	\$22.02	\$23.86		H
xx	7061	Drop Neck Acrylic Cardigan	All Colors	\$17.43	\$20.92	\$22.66		H
xx	7062	Full Zip V-Neck Cardigan	All Colors	\$18.35	\$22.02	\$23.86		H
xx	7065	V-Neck Acrylic Sweater	All Colors	\$18.35	\$22.02	\$23.86		H
xx	7090	V-Neck Cotton Sweater	All Colors	\$18.35	\$22.02	\$23.86		H
xx	7111	Jewel Neck Cotton Cardigan	All Colors	\$18.35	\$22.02	\$23.86		H

				XS-XL	2XL	3XL-4XL	5XL	6XL	
Men's and Unisex Sweaters									
xx	165	Value V-Neck Vest	All Colors	\$13.11	\$15.73	\$17.04	\$19.67		H
xx	265	Value V-Neck Sweater	All Colors	\$15.18	\$18.22	\$19.73	\$22.77		H
xx	301	Zip Front Acrylic Vest, Tuff-Pil® Plus	All Colors	\$20.93	\$25.12	\$27.21	\$31.40		H
xx	302	Zip Front Vest, Heavy Weight Acrylic, Tuff-Pil® Plus	All Colors	\$23.69	\$28.43	\$30.80	\$35.54	\$35.54	H
xx	350	V-Neck Cardigan/Two Pockets, Acrylic, Tuff-Pil® Plus	All Colors	\$22.03	\$26.44	\$28.64	\$33.05		H
xx	351	V-Neck Cardigan/No Pockets, Acrylic, Tuff-Pil® Plus	All Colors	\$18.35	\$22.02	\$23.86	\$27.53		H
xx	372	Zip Front Cardigan, Heavy Weight Acrylic, Tuff-Pil® Plus	All Colors	\$25.71	\$30.86	\$33.43	\$38.57	\$38.57	H
xx	381	Zip Front Cardigan, Acrylic, Tuff-Pil® Plus	All Colors	\$23.87	\$28.65	\$31.04	\$35.81		H
xx	383	V-Neck Button Cardigan, Heavy Weight Acrylic, Tuff-Pil® Plus	All Colors	\$26.63	\$31.96	\$34.62	\$39.95	\$39.95	H
xx	561	V-Neck Vest, Acrylic, Tuff-Pil® Plus	All Colors	\$14.49	\$17.39	\$18.84	\$21.74		H
xx	565	V-Neck Sweater, Acrylic, Tuff-Pil® Plus	All Colors	\$16.10	\$19.32	\$20.93	\$24.15		H
xx	665	Crew Neck Sweater, Acrylic, Tuff-Pil® Plus	Navy	\$16.10	\$19.32	\$20.93	\$24.15		H
xx	712	Quarter-Zip Sweater	All Colors	\$22.03	\$26.44	\$28.64	\$33.05		H
xx	4012	Quarter-Zip Acrylic Sweater	All Colors	\$22.03	\$26.44	\$28.64	\$33.05		H
xx	4052	Quarter-Zip Acrylic Vest	All Colors	\$20.19	\$24.23	\$26.25	\$30.29		H
xx	4072	Quarter-Zip Fine Gauge Sweater	All Colors	\$19.27	\$23.13	\$25.06	\$28.91		H
xx	4073	Full-Zip Fine Gauge Sweater	All Colors	\$19.78	\$23.74	\$25.71	\$29.67		H
xx	4074	Quarter-Zip Fine Gauge Vest	All Colors	\$17.94	\$21.53	\$23.32	\$26.91		H
xx	4080	V-Neck Fine Gauge Cardigan	All Colors	\$19.78	\$23.74	\$25.71	\$29.67		H
xx	4086	Crew Neck Fine Gauge Sweater	All Colors	\$17.43	\$20.92	\$22.66	\$26.15		H
xx	4090	V-Neck Fine Gauge Sweater	All Colors	\$17.43	\$20.92	\$22.66	\$26.15		H
xx	4092	V-Neck Fine Gauge Vest	All Colors	\$15.18	\$18.22	\$19.73	\$22.77		H
xx	4700	V-Neck Cotton Sweater	All Colors	\$18.35	\$22.02	\$23.86	\$27.53		H
xx	4701	V-Neck Cotton Vest	All Colors	\$15.59	\$18.71	\$20.27	\$23.39		H

Page #	Style #	Description	Colors	XXS	XS-XL	2XL	3XL-4XL	5XL-6XL	Laundry
Unisex Shirts and Polos									
xx	1030	Jacquard Batiste Camp Shirt	All Colors	\$15.00	\$15.00	\$18.00	\$19.49	\$22.49	IL
xx	1031	Batiste Camp or Service Shirt	All Colors	\$14.67	\$14.67	\$17.61	\$19.08	\$22.01	IL
xx	1032	Tropical Leaf Camp Shirt	All Colors	\$14.67	\$14.67	\$17.61	\$19.08	\$22.01	H
xx	1034	Tropical Palm Camp Shirt	All Colors	\$14.67	\$14.67	\$17.61	\$19.08	\$22.01	H
xx	1035	Tropical Hibiscus Camp Shirt - Multicolor	All Colors	\$14.67	\$14.67	\$17.61	\$19.08	\$22.01	IL
xx	1036	Tropical Hibiscus Camp Shirt - 2-color	All Colors	\$14.67	\$14.67	\$17.61	\$19.08	\$22.01	IL
xx	1215	Transit Shirt (Safari Shirt) - Short Sleeve	All Colors		\$13.11	\$15.73	\$17.04		IL
xx	1505	Soft Touch Blended Pique Polo - Short Sleeve with Pocket	All Colors	\$8.08	\$8.08	\$9.70	\$10.50	\$12.12	IL
xx	1510	Soft Touch Blended Pique Polo - Tipped Collar and Sleeve	All Colors	\$9.03	\$9.03	\$10.84	\$11.74	\$13.55	IL
xx	1515	Soft Touch Blended Pique Polo - Long Sleeve	All Colors	\$10.40	\$10.40	\$12.48	\$13.52	\$15.60	IL
xx	1525	Soft Touch Blended Pique Polo - Long Sleeve with Pocket	All Colors	\$10.69	\$10.69	\$12.83	\$13.90	\$16.04	IL
xx	1530	Soft Touch All Cotton Pique Polo	All Colors	\$9.45	\$9.45	\$11.34	\$12.29	\$14.18	H
xx	1535	Soft Touch All Cotton Pique Polo - Short Sleeve with Pocket	All Colors	\$9.98	\$9.98	\$11.98	\$12.97	\$14.97	H
xx	1540	Soft Touch All Cotton Pique Polo - Long Sleeve	All Colors	\$11.35	\$11.35	\$13.62	\$14.76	\$17.03	H
xx	1578	Hi-Performance Mesh Polo - Long Sleeve	All Colors	\$10.93	\$10.93	\$13.12	\$14.21	\$16.40	IL

LT-XLTail

S-XL 2XL 3XL-4XL 5XL-6XL

2017/2018 8% DISCOUNT PRICE LIST

Men's Shirts and Polos

xx	1013	Midweight Denim Shirt - Short Sleeve	Denim	\$11.27	\$13.52	\$14.65	\$16.91	IL
xx	1027	Easy Care Button Down Oxford - Short Sleeve	White, Blue	\$10.35	\$12.42	\$13.46	\$15.53	IL
xx	1027	Easy Care Button Down Oxford - Short Sleeve	Colors,Stripes	\$11.73	\$14.08	\$15.25	\$17.60	IL
xx	1027	Easy Care Button Down Oxford - Short Sleeve	French Blue	\$13.57	\$16.28	\$17.64	\$20.36	IL
xx	1033	Spread Collar Dress Shirt with Stretch Broadcloth	Colors	\$15.41	\$18.49	\$20.03	\$23.12	H
xx	1077	Easy Care Button Down Oxford - Long Sleeve	White, Blue	\$10.81	\$12.97	\$14.05	\$16.22	IL
xx	1077	Easy Care Button Down Oxford - Long Sleeve	Colors,Stripes	\$12.42	\$14.90	\$16.15	\$18.63	IL
xx	1077	Easy Care Button Down Oxford - Long Sleeve	French Blue	\$14.49	\$17.39	\$18.84	\$21.74	IL
xx	1090	Heavyweight Denim Shirt - Long Sleeve	Denim	\$17.25	\$20.70	\$22.43	\$25.88	IL
xx	1093	Midweight Denim Shirt - Long Sleeve	Denim	\$11.91	\$14.30	\$15.49	\$17.87	IL
xx	1110	Traditional Broadcloth Shirt - Short Sleeve	All Colors	\$10.81	\$12.97	\$14.05	\$16.22	IL
xx	1160	Traditional Broadcloth Shirt - Long Sleeve	All Colors	\$11.73	\$14.08	\$15.25	\$17.60	IL
xx	1212	Navigator Shirt - Short Sleeve	White, Blue	\$12.19	\$14.63	\$15.85	\$18.29	IL
xx	1225	Security Shirt, Polyester - Short Sleeve	All Colors	\$11.27	\$13.52	\$14.65	\$16.91	IL
xx	1226	Security Shirt, Poly/Cotton - Short Sleeve	White	\$11.27	\$13.52	\$14.65	\$16.91	IL
xx	1230	Easy Care Poplin Shirt - Short Sleeve	All Colors	\$11.50	\$13.80	\$14.95	\$17.25	IL
xx	1245	Lightweight Poplin Shirt - Short Sleeve	All Colors	\$11.73	\$14.08	\$15.25	\$17.60	H
xx	1262	Navigator Shirt - Long Sleeve	White, Blue	\$13.11	\$15.73	\$17.04	\$19.67	IL
xx	1275	Security Shirt, Polyester - Long Sleeve	All Colors	\$12.19	\$14.63	\$15.85	\$18.29	IL
xx	1276	Security Shirt, Poly/Cotton - Long Sleeve	White	\$12.19	\$14.63	\$15.85	\$18.29	IL
xx	1280	Easy Care Poplin Shirt - Long Sleeve	All Colors	\$12.19	\$14.63	\$15.85	\$18.29	IL
xx	1287	Easy Care Point Collar Poplin Shirt - Long Sleeve	All Colors	\$12.19	\$14.63	\$15.85	\$18.29	IL
xx	1288	Roll-Up Long Sleeve Shirt	All Colors	\$15.18	\$18.22	\$19.73	\$22.77	H
xx	1290	Broadcloth Café Shirt - Long Sleeve	All Colors	\$11.91	\$14.30	\$15.49	\$17.87	IL

2017/2018 8% DISCOUNT PRICE LIST

xx	1291	Batiste Café Shirt	All Colors	\$14.26	\$17.11	\$18.54	\$21.39	IL
xx	1292	Batiste Shirt - Long Sleeve	All Colors	\$14.26	\$17.11	\$18.54	\$21.39	IL
xx	1295	Lightweight Poplin Shirt - Long Sleeve	All Colors	\$12.19	\$14.63	\$15.85	\$18.29	H
xx	1298	Chambray Roll-Up Long Sleeve Shirt	All Colors	\$16.79	\$20.15	\$21.83	\$25.19	IL
xx	1313	Broadcloth Value Shirt - Short Sleeve	All Colors	\$9.43	\$11.32	\$12.26	\$14.15	IL
xx	1363	Broadcloth Value Shirt - Long Sleeve	All Colors	\$9.89	\$11.87	\$12.86	\$14.84	IL
xx	1390	Tuxedo Shirt - Wing Collar 1/8" Pintuck	White	\$10.99	\$13.19	\$14.29	\$16.49	IL
xx	1392	Batiste Banded Collar Shirt	All Colors	\$14.26	\$17.11	\$18.54	\$21.39	IL
xx	1393	Tuxedo Shirt - Point Collar Quarter Pleat	White	\$10.99	\$13.19	\$14.29	\$16.49	IL

Page #	Style #	Description	Colors	S-XL	2XL	3XL-4XL	5XL-6XL	Laundry
Men's Shirts and Polos								
xx	1396	Broadcloth Banded Collar Shirt - Long Sleeve	All Colors	\$11.91	\$14.30	\$15.49	\$17.87	IL
xx	1398	Batiste Stand-up Collar Shirt - Long Sleeve	All Colors	\$14.67	\$17.61	\$19.08	\$22.01	IL
xx	1500	Soft Touch Blended Pique Polo	All Colors	\$7.27	\$8.72	\$9.45	\$10.91	IL
xx	1512	Snag Proof Polo	All Colors	\$10.69	\$12.83	\$13.90	\$16.04	IL
xx	1514	Crew Neck T-Shirt	All Colors	\$7.55	\$9.06	\$9.82	\$11.33	IL
xx	1516	Micro Pique Polo with Self Collar	All Colors	\$10.40	\$12.48	\$13.52	\$15.60	H
xx	1575	Tipped Collar Hi-Performance Mesh Polo	All Colors	\$9.45	\$11.34	\$12.29	\$14.18	IL
xx	1576	Hi-Performance Mesh Polo	All Colors	\$8.50	\$10.20	\$11.05	\$12.75	IL
xx	1580	Flat-Knit Performance Polo	All Colors	\$10.40	\$12.48	\$13.52	\$15.60	IL
xx	1586	Snap Front Food Service Polo	All Colors	\$9.26	\$11.11	\$12.04	\$13.89	IL
xx	1740	CottonPlus Twill Shirt - Short Sleeve	All Colors	\$12.42	\$14.90	\$16.15	\$18.63	IL
xx	1750	CottonPlus Twill Shirt - Long Sleeve	All Colors	\$12.83	\$15.40	\$16.68	\$19.25	IL
xx	1925	Signature Pinpoint Button Down Oxford - Short Sleeve	All Colors	\$13.34	\$16.01	\$17.34	\$20.01	H
xx	1965	Signature Pinpoint Point Down Oxford - Long Sleeve	All Colors	\$14.03	\$16.84	\$18.24	\$21.05	H
xx	1973	Tattersall Dress Poplin Shirt - Long Sleeve	All Colors	\$15.59	\$18.71	\$20.27	\$23.39	H
xx	1975	Signature Pinpoint Button Down Oxford - Long Sleeve	All Colors	\$14.03	\$16.84	\$18.24	\$21.05	H
xx	1976	Signature Non-Iron Button Down Dress Shirt	All Colors	\$18.86	\$22.63	\$24.52	\$28.29	H
xx	1978	Signature Non-Iron Spread Collar Dress Shirt	All Colors	\$18.86	\$22.63	\$24.52	\$28.29	H
xx	1983	Double Stripe Dress Poplin Shirt - Long Sleeve	All Colors	\$15.59	\$18.71	\$20.27	\$23.39	H
				28-42	44-48	50-54		

Men's Shorts and Pants								
xx	2290	Polyester Flat Front Pant	Navy/Black	\$15.96	\$19.15	\$20.75		IL
xx	2290	Polyester Flat Front Pant	Grey Heather	\$17.43	\$20.92	\$22.66		IL
xx	2410	Business Casual Pleated Front Chino Short - 9" Inseam	All Colors	\$15.59	\$18.71	\$20.27		IL
xx	2450	Blended Chino Flat Front Short - 9" Inseam	All Colors	\$13.34	\$16.01	\$17.34		IL
xx	2460	Blended Chino Flat Front Short - 11" Inseam	All Colors	\$14.26	\$17.11	\$18.54		IL
xx	2468	Utility Flat Front Cargo Short - 11" Inseam	All Colors	\$12.65	\$15.18	\$16.45		IL
xx	2472	Microfiber Flat Front Short - 9" Inseam	All Colors	\$17.43	\$20.92	\$22.66		IL
xx	2474	Microfiber Pleated Front Short - 9" Inseam	All Colors	\$17.43	\$20.92	\$22.66		IL
xx	2475	Blended Chino Flat Front Cargo Short - 9" Inseam	All Colors	\$15.18	\$18.22	\$19.73		IL
xx	2477	Utility Pleated Front Chino Short - 9" Inseam	All Colors	\$10.58	\$12.70	\$13.75		IL
xx	2485	Blended Chino Flat Front Cargo Short - 11" Inseam	All Colors	\$16.10	\$19.32	\$20.93		IL
xx	2487	Utility Flat Front Chino Short - 11" Inseam	All Colors	\$11.27	\$13.52	\$14.65		IL
xx	2510	Business Casual Flat Front Chino Pant	All Colors	\$17.02	\$20.42	\$22.13		IL
xx	2525	Synergy™ Washable Flat Front Dress Pants	All Colors	\$27.55	\$33.06	\$35.82		H
xx	2550	Classic Trouser	Black	\$16.10	\$19.32	\$20.93		H
xx	2551	Rugged Comfort 5-Pocket Work Pant	All Colors	\$15.41	\$18.49	\$20.03		IL
xx	2555	Slim Chino Flat Front Pant with Comfrot Stretch Cotton (sizes 28-42 only)	All Colors	\$14.95				H
xx	2560	Pinstripe Flat Front Dress Pant	All Colors	\$33.07	\$39.69	\$43.00		DC
xx	2568	Utility Flat Front Cargo Pant	All Colors	\$14.95	\$17.94	\$19.44		IL
xx	2570	Blended Chino Flat Front Pant	All Colors	\$16.10	\$19.32	\$20.93		IL
xx	2574	Microfiber Easy Fit Flat Front Pant	All Colors	\$20.70	\$24.84	\$26.91		IL
xx	2575	Blended Chino Flat Front Cargo Pant	All Colors	\$17.71	\$21.25	\$23.02		IL
xx	2577	Utility Flat Front Chino Pant	All Colors	\$11.96	\$14.35	\$15.55		IL
xx	2578	Easy Fit Flat Front Chino Pant	All Colors	\$17.94	\$21.53	\$23.32		IL
xx	2588	Easy Fit Flat Front Microfiber Dress Pant - Repreve Fiber	All Colors	\$22.03	\$26.44	\$28.64		H
xx	2595	Flat Front Polyester Security Pant	All Colors	\$13.57	\$16.28	\$17.64		IL
xx	2610	Business Casual Pleated Front Chino Pant	All Colors	\$17.02	\$20.42	\$22.13		IL

2017/2018 8% DISCOUNT PRICE LIST

xx	2620	Washable Poly/Wool Pleated Front Pant	All Colors	\$27.55	\$33.06	\$35.82		H
xx	2630	All Cotton Pleated Front Pant	All Colors	\$21.11	\$25.34	\$27.45		IL
xx	2650	Poly/Wool Pleated Front Pant	All Colors	\$27.55	\$33.06	\$35.82		DC
xx	2670	Blended Chino Pleated Front Pant	All Colors	\$16.10	\$19.32	\$20.93		IL
xx	2674	Microfiber Easy Fit Pleated Front Pant	All Colors	\$20.70	\$24.84	\$26.91		IL
xx	2677	Utility Pleated Front Chino Pant	All Colors	\$11.96	\$14.35	\$15.55		IL
xx	2678	Easy Fit Pleated Front Chino Pant	All Colors	\$17.94	\$21.53	\$23.32		IL
xx	2680	Signature Pleated Front Dress Pant	All Colors	\$33.07	\$39.69	\$43.00		DC
xx	2695	Polyester Pleated Front Pant	All Colors	\$14.26	\$17.11	\$18.54		IL
xx	2720	Washable Poly/Wool Flat Front Pant	All Colors	\$27.55	\$33.06	\$35.82		H

Page #	Style #	Description	Colors	28-42	44-48	50-54	Laundry
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Men's Shorts and Pants

xx	2750	Poly/Wool Flat Front Pant	All Colors	\$27.55	\$33.06	\$35.82		DC
xx	2780	Signature Flat Front Dress Pant	All Colors	\$33.07	\$39.69	\$43.00		DC
xx	2793	Essential Easy-Fit Flat Front Pant	All Colors	\$11.91	\$14.30	\$15.49		IL
xx	2796	Essential Flat Front Pant - No Pockets	Black	\$11.27	\$13.52	\$14.65		IL

S-XL 2XL 3XL-4XL

Unisex Housekeeping Pant

xx	2889	Draw String Cargo Pant	All Colors	\$9.15	\$10.98	\$11.90		IL
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XS-XL 2XL 3XL-4XL 5XL-6XL

Men's and Unisex Outerwear Jackets

xx	3410	3-Season Jacket	All Colors	\$24.65	\$26.50	\$28.35	\$30.32	H
xx	3420	Soft-Shell Jacket/3-Layer Bonded	All Colors	\$26.55	\$28.54	\$30.53	\$32.66	H
xx	3425	Soft-Shell Vest/3-Layer Bonded	All Colors	\$23.70	\$25.48	\$27.26	\$29.15	H
xx	3430	Coach's Jacket	All Colors	\$10.40	\$11.18	\$11.96	\$12.79	H
xx	3435	Hooded Rain Jacket	All Colors	\$19.90	\$21.39	\$22.89	\$24.48	H
xx	3440	Performance Tek™ Jacket	All Colors	\$18.95	\$20.37	\$21.79	\$23.31	H
xx	3450	Microfleece Jacket	All Colors	\$12.83	\$13.79	\$14.75	\$15.78	H
xx	3455	Microfleece Vest	All Colors	\$12.30	\$13.22	\$14.15	\$15.13	H
xx	3460	Sweater Knit Fleece	All Colors	\$22.75	\$24.46	\$26.16	\$27.98	H

36-46 S
36-48 R 40-48 XLong
38-48 L 50-52 54-58

Men's Suit Coats and Blazers

xx	3500	Single Breasted Polyester 2-Button Blazer	All Colors	\$32.66	\$39.19	\$42.46		DC
xx	3525	Synergy™ Washable 2-Button Suit Coat - (No X-Long)	All Colors	\$60.67	\$72.81	\$78.88		H
xx	3660	Pinstripe 3-Button Suit Coat	All Colors	\$76.82	\$92.18	\$99.87		DC
xx	3680	Wool Blend 2-Button Suit Coat	All Colors	\$76.82	\$92.18	\$99.87		DC
xx	3760	Microfiber Washable 2-Button Suit Coat - (No X-Long)	All Colors	\$60.67	\$72.81	\$78.88		H
xx	3830	Hopsack 2-Button Blazer	All Colors	\$68.95	\$82.74	\$89.64		DC

S-XL 2XL 3XL-4XL

Men's Service Shirts & Tunics

xx	4275	Junior Cord Service Shirt	All Colors	\$16.10	\$19.32	\$20.93		IL
xx	4276	Service Shirt - Black Polyester	Black	\$16.10	\$19.32	\$20.93		IL
xx	4278	Solid Hidden Placket Tunic	All Colors	\$16.10	\$19.32	\$20.93		IL
xx	4280	Batiste Service Shirt - Pinnacle Collection	All Colors	\$17.02	\$20.42	\$22.13		IL
xx	4287	Pincord Tunic	All Colors	\$16.10	\$19.32	\$20.93		IL
xx	4889	Zip Front Service Shirt	All Colors	\$13.75	\$16.50	\$17.88		IL
xx	4890	Polyester Twill Service Shirt/Contrasting Panels-Premier Collection	All Colors	\$17.94	\$21.53	\$23.32		IL

S-XL 2XL 3XL-4XL 5XL-6XL

Men's Vests & Unisex Vests

xx	4006	Apron Vest with Chest Pocket - Unisex (XS-4XL only)	All Colors	\$7.77	\$9.33	\$10.11		IL
xx	4106	Apron Vest with Two Waist Pockets - Unisex (XS-4XL only)	All Colors	\$7.77	\$9.33	\$10.11		IL
xx	4390	Diamond Brocade Vest	All Colors	\$16.51	\$19.82	\$21.47	\$24.77	DC
xx	4391	Swirl Brocade Vest	All Colors	\$16.51	\$19.82	\$21.47	\$24.77	DC
xx	4392	Bistro Vest	All Colors	\$17.43	\$20.92	\$22.66	\$26.15	IL
xx	4396	Grid Brocade Vest	Black	\$17.43	\$20.92	\$22.66	\$26.15	DC
xx	4490	Economy Vest	All Colors	\$12.88	\$15.46	\$16.74	\$19.32	IL
xx	4495	Black Satin Shawl Vest	Black	\$16.51	\$19.82	\$21.47	\$24.77	IL
xx	4525	Synergy™ Washable Dress Vest	All Colors	\$26.63	\$31.96	\$34.62		H

2017/2018 8% DISCOUNT PRICE LIST

xx	4550	Firenza™ Vest	Black	\$15.59	\$18.71	\$20.27	\$23.39	H
xx	4680	Wool Blend High Button Vest	All Colors	\$30.82	\$36.98	\$40.07		DC

Ladies Blouses and Polos

				XXS-XL	2XL	3XL-4XL	
xx	5027	Easy Care Button Down Oxford - Short Sleeve	White, Blue	\$10.35	\$12.42	\$13.46	IL
xx	5027	Easy Care Button Down Oxford - Short Sleeve	Colors, Stripes	\$11.73	\$14.08	\$15.25	IL
xx	5027	Easy Care Button Down Oxford - Short Sleeve	French Blue	\$13.57	\$16.28	\$17.64	IL

2017/2018 8% DISCOUNT PRICE LIST

xx	5029	Maternity Stretch Broadcloth Blouse (S-3XL only)	All Colors	\$19.27	\$23.13	\$25.06		H
xx	5033	¾ Sleeve Tailored Stretch Broadcloth Blouse	All Colors	\$15.41	\$18.49	\$20.03		H
xx	5034	V-Neck Tailored Stretch Broadcloth Blouse	All Colors	\$15.41	\$18.49	\$20.03		H
xx	5037	Easy Care Poplin Blouse - ¾ Sleeve	All Colors	\$12.19	\$14.63	\$15.85		IL
xx	5040	Lightweight Open Neck Poplin Blouse - ¾ Sleeve	All Colors	\$12.19	\$14.63	\$15.85		H
xx	5045	V-Neck Tailored Stretch Broadcloth Blouse - ¾ Sleeve	All Colors	\$15.41	\$18.49	\$20.03		H
xx	5046	Open Neck Short Sleeve Stretch Blouse	All Colors	\$15.41	\$18.49	\$20.03		H
xx	5077	Easy Care Button Down Oxford - Long Sleeve	White, Blue	\$10.81	\$12.97	\$14.05		IL
xx	5077	Easy Care Button Down Oxford - Long Sleeve	Colors,Stripes	\$12.42	\$14.90	\$16.15		IL
xx	5077	Easy Care Button Down Oxford - Long Sleeve	French Blue	\$14.49	\$17.39	\$18.84		IL

Page # Style # Description Colors XXS-XL 2XL 3XL-4XL Laundry

Ladies Blouses and Polos

xx	5212	Navigator Blouse - Short Sleeve	White, Blue	\$12.19	\$14.63	\$15.85		IL
xx	5230	Easy Care Poplin Blouse - Short Sleeve	All Colors	\$11.50	\$13.80	\$14.95		IL
xx	5245	Lightweight Open Neck Poplin Blouse - Short Sleeve	All Colors	\$11.73	\$14.08	\$15.25		H
xx	5262	Navigator Blouse - Long Sleeve	White, Blue	\$13.11	\$15.73	\$17.04		IL
xx	5273	Lightweight Poplin Blouse - Long Sleeve	All Colors	\$12.19	\$14.63	\$15.85		H
xx	5280	Easy Care Poplin Blouse - Long Sleeve	All Colors	\$12.19	\$14.63	\$15.85		IL
xx	5288	Roll-Up Long Sleeve Blouse	All Colors	\$15.18	\$18.22	\$19.73		H
xx	5290	Broadcloth Café Blouse - Long Sleeve	All Colors	\$11.91	\$14.30	\$15.49		IL
xx	5291	Batiste Café Blouse	All Colors	\$14.26	\$17.11	\$18.54		IL
xx	5292	Batiste ¾ Sleeve Blouse	All Colors	\$14.26	\$17.11	\$18.54		IL
xx	5293	Batiste Long Sleeve Blouse	All Colors	\$14.26	\$17.11	\$18.54		IL
xx	5295	Lightweight Open Neck Poplin Blouse - Long Sleeve	All Colors	\$12.19	\$14.63	\$15.85		H
xx	5298	Chambray Roll-Up Long Sleeve Blouse	All Colors	\$16.79	\$20.15	\$21.83		IL
xx	5313	Broadcloth Value Blouse - Short Sleeve	All Colors	\$9.43	\$11.32	\$12.26		IL
xx	5363	Broadcloth Value Blouse - Long Sleeve	All Colors	\$9.89	\$11.87	\$12.86		IL
xx	5390	Tuxedo Shirt - Wing Collar 1/8" Pintucks	White	\$10.99	\$13.19	\$14.29		IL
xx	5392	Batiste Banded Collar Blouse	All Colors	\$14.26	\$17.11	\$18.54		IL
xx	5393	Tuxedo Shirt - Point Collar Quarter Pleat	White	\$10.99	\$13.19	\$14.29		IL
xx	5396	Broadcloth Banded Collar Blouse - Long Sleeve	All Colors	\$11.91	\$14.30	\$15.49		IL
xx	5398	Batiste Stand-up Collar Blouse - Long Sleeve	All Colors	\$14.67	\$17.61	\$19.08		IL
xx	5410	Sleeveless Cowl-Neck Knit Top	All Colors	\$13.11	\$15.73	\$17.04		H
xx	5420	Drop Neck Knit Top	All Colors	\$12.19	\$14.63	\$15.85		H
xx	5430	¾-Sleeve Crossover Knit Top	All Colors	\$14.67	\$17.61	\$19.08		H
xx	5460	Long-Sleeve Cowl-Neck Knit Top	All Colors	\$14.67	\$17.61	\$19.08		H
xx	5500	Soft Touch Blended Pique Polo	All Colors	\$7.27	\$8.72	\$9.45		IL
xx	5512	Snag Proof Polo	All Colors	\$10.69	\$12.83	\$13.90		IL
xx	5514	Crew Neck T-Shirt - Short Sleeves	All Colors	\$7.55	\$9.06	\$9.82		IL
xx	5516	Micro Pique Polo with Self Collar	All Colors	\$10.40	\$12.48	\$13.52		H
xx	5575	Tipped Collar Hi-Performance Mesh Polo	All Colors	\$9.45	\$11.34	\$12.29		IL
xx	5576	Hi-Performance Mesh Polo	All Colors	\$8.50	\$10.20	\$11.05		IL
xx	5580	Flat-Knit Performance Polo	All Colors	\$10.40	\$12.48	\$13.52		IL
xx	5581	Flat-Knit Performance Polo - ¾ Sleeve	All Colors	\$12.30	\$14.76	\$15.99		IL
xx	5583	Johnny Collar Hi-Performance Mesh Polo	All Colors	\$8.50	\$10.20	\$11.05		IL
xx	5586	Snap Front Food Service Polo	All Colors	\$9.26	\$11.11	\$12.04		IL
xx	5740	CottonPlus Twill Blouse - Short Sleeve	All Colors	\$12.42	\$14.90	\$16.15		IL
xx	5750	CottonPlus Twill Blouse - Long Sleeve	All Colors	\$12.83	\$15.40	\$16.68		IL
xx	5925	Signature Pinpoint Soft Collar Oxford - Short Sleeve	All Colors	\$13.34	\$16.01	\$17.34		H
xx	5973	Tattersall Dress Poplin Blouse - Long Sleeve	All Colors	\$15.59	\$18.71	\$20.27		H
xx	5975	Signature Pinpoint Soft Collar Oxford - Long Sleeve	All Colors	\$14.03	\$16.84	\$18.24		H
xx	5976	Signature Non-Iron Soft Collar Oxford Blouse - ¾ Sleeve	All Colors	\$18.86	\$22.63	\$24.52		H
xx	5978	Signature Non-Iron Soft Collar Oxford Blouse - Long Sleeve	All Colors	\$18.86	\$22.63	\$24.52		H
xx	5983	Double Stripe Dress Poplin Blouse - Long Sleeve	All Colors	\$15.59	\$18.71	\$20.27		H

Page # Style # Description Colors XS-XL 2XL 3XL-4XL Laundry

Ladies Outerwear Jackets

xx	6420	Soft-Shell Jacket/3-Layer Bonded	All Colors	\$26.55	\$28.54	\$30.53		H
xx	6425	Soft-Shell Vest/3-Layer Bonded	All Colors	\$23.70	\$25.48	\$27.26		H
xx	6435	Hooded Rain Jacket	All Colors	\$19.90	\$21.39	\$22.89		H
xx	6440	Performance Tek™ Jacket	All Colors	\$18.95	\$20.37	\$21.79		H
xx	6450	Microfleece Jacket	All Colors	\$12.83	\$13.79	\$14.75		H
xx	6455	Microfleece Vest	All Colors	\$12.30	\$13.22	\$14.15		H
xx	6460	Sweater Knit Fleece	All Colors	\$22.75	\$24.46	\$26.16		H

2017/2018 8% DISCOUNT PRICE LIST

			0-20	22-24	26-28				
Ladies Suit Coats and Blazers									
xx	6500	Single Breasted Polyester 2-Button Blazer	All Colors	\$32.66	\$39.19	\$42.46			DC
xx	6525	Synergy™ Washable 2-Button Suit Coat - shorter length	All Colors	\$60.67	\$72.81	\$78.88			H
xx	6575	Synergy™ Washable 2-Button Suit Coat - longer length	All Colors	\$60.67	\$72.81	\$78.88			H
xx	6660	Pinstripe 3-Button Suit Coat	All Colors	\$76.82	\$92.18	\$99.87			DC
xx	6680	Wool Blend 1-Button Suit Coat	All Colors	\$76.82	\$92.18	\$99.87			DC
xx	6760	Microfiber Washable 2-Button Suit Coat	All Colors	\$60.67	\$72.81	\$78.88			H
xx	6830	Hopsack 2-Button Blazer	All Colors	\$68.95	\$82.74	\$89.64			DC

			XXS-XL	2XL	3XL	AA-C	D-E		
Ladies Housekeeping Tunics & Dresses									
xx	7275	Junior Cord Hidden Placket Tunic	All Colors				\$15.18	\$18.22	IL

2017/2018 8% DISCOUNT PRICE LIST

xx	7276	Tunic - Black Polyester	Black				\$16.10	\$19.32	IL
xx	7278	Solid Hidden Placket Tunic	All Colors	\$16.10	\$19.32	\$20.93			IL
xx	7280	Batiste Tunic - Pinnacle Collection	All Colors	\$17.02	\$20.42	\$22.13			IL
xx	7287	Pincord Double Breasted Tunic	All Colors	\$16.10	\$19.32	\$20.93			IL
xx	7775	Junior Cord Double Breasted Tunic	Dark Grey				\$15.18	\$18.22	IL
xx	7887	Zip Front Tunic	All Colors	\$13.75	\$16.50	\$17.88			IL
xx	7889	Snap Front Tunic	All Colors	\$9.15	\$10.98	\$11.90			IL
xx	7890	Polyester Twill Tunic/Contrasting Panels - Premier Collection	All Colors	\$17.94	\$21.53	\$23.32			IL
xx	9891	Polyester Twill Dress/Contrasting Panels - Premier Collection	All Colors	\$24.38	\$29.26	\$31.69			IL
xx	9895	Junior Cord Dress	All Colors				\$19.78	\$23.74	IL

Page #	Style #	Description	Colors	XS-XL	2XL	3XL	Laundry
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Ladies Vests

xx	7270	Tunic Vest	All Colors	\$14.95	\$17.94	\$19.44	IL
xx	7390	Diamond Brocade Vest	All Colors	\$16.51	\$19.82	\$21.47	DC
xx	7391	Swirl Brocade Vest	All Colors	\$16.51	\$19.82	\$21.47	DC
xx	7392	Bistro Vest	All Colors	\$17.43	\$20.92	\$22.66	IL
xx	7396	Grid Brocade Vest	Black	\$17.43	\$20.92	\$22.66	DC
xx	7490	Economy Vest	All Colors	\$12.88	\$15.46	\$16.74	IL
xx	7495	Black Satin Shawl Vest	Black	\$16.51	\$19.82	\$21.47	IL
xx	7526	Synergy™ Washable Vest	All Colors	\$27.55	\$33.06	\$35.82	H
xx	7550	Firenza™ Vest	Black	\$15.59	\$18.71	\$20.27	H
xx	7551	Sleeveless Tunic	Black	\$17.43	\$20.92	\$22.66	H
xx	7575	Synergy™ Washable Sleeveless Tunic	All Colors	\$36.75	\$44.10	\$47.78	H
xx	7680	Wool Blend High Button Vest	All Colors	\$30.82	\$36.98	\$40.07	DC

0-18 18W-20W 22W-24W 26W-28W

Ladies Shorts, Pants, Skirts and Dress

xx	8279	Polyester Flat Front Pant	Navy & Black	\$16.84	\$16.84	\$20.20	\$21.89	IL
xx	8279	Polyester Flat Front Pant	Grey Heather	\$18.72	\$18.72	\$22.47	\$24.34	IL
xx	8419	Business Casual Pleated Front Chino Short - 9"/9½" Inseam	All Colors	\$15.59	\$15.59	\$18.71	\$20.27	IL
xx	8422	Microfiber Flat Front Short - 9"/9½" Inseam	All Colors	\$17.43	\$17.43	\$20.92	\$22.66	IL
xx	8459	Blended Chino Flat Front Short - 9"/9½" Inseam	All Colors	\$13.34	\$13.34	\$16.01	\$17.34	IL
xx	8465	Utility Flat Front Chino Short - 9"/9½" Inseam	All Colors	\$10.58	\$10.58	\$12.70	\$13.75	IL
xx	8467	Utility Pleated Front Chino Short - 9"/9½" Inseam	All Colors	\$10.58	\$10.58	\$12.70	\$13.75	IL
xx	8468	Utility Flat Front Cargo Short - 9"/9½" Inseam	All Colors	\$12.65	\$12.65	\$15.18	\$16.45	IL
xx	8473	Blended Chino Flat Front Cargo Short - 9"/9½" Inseam	All Colors	\$15.18	\$15.18	\$18.22	\$19.73	IL
xx	8519	Business Casual Flat Front Chino Pant	All Colors	\$17.02	\$17.02	\$20.42	\$22.13	IL
xx	8550	Mid Rise Flat Front Hospitality Pant	Black	\$16.10	\$16.10	\$19.32		H
xx	8567	Utility Flat Front Chino Pant	All Colors	\$11.96	\$11.96	\$14.35	\$15.55	IL
xx	8568	Utility Flat Front Cargo Pant	All Colors	\$14.95	\$14.95	\$17.94	\$19.44	IL
xx	8569	Pinstripe Flat Front Dress Pant	All Colors	\$33.07	\$33.07	\$39.69	\$43.00	DC
xx	8572	Microfiber Easy Fit Flat Front Pant	All Colors	\$20.70	\$20.70	\$24.84	\$26.91	IL
xx	8573	Blended Chino Flat Front Cargo Pant	All Colors	\$17.71	\$17.71	\$21.25	\$23.02	IL
xx	8576	Easy Fit Flat Front Chino Pant	All Colors	\$17.94	\$17.94	\$21.53	\$23.32	IL
xx	8579	Blended Chino Flat Front Pant	All Colors	\$16.10	\$16.10	\$19.32	\$20.93	IL
xx	8591	Flat Front Polyester Security Pant	All Colors	\$13.57	\$13.57	\$16.28	\$17.64	IL
xx	8619	Business Casual Pleated Front Chino Pant	All Colors	\$17.02	\$17.02	\$20.42	\$22.13	IL
xx	8629	Pleated Front Washable Poly/Wool Pant	All Colors	\$27.55	\$27.55	\$33.06	\$35.82	H
xx	8639	All Cotton Pleated Front Pant	All Colors	\$21.11	\$21.11	\$25.34	\$27.45	IL
xx	8667	Utility Pleated Front Chino Pant	All Colors	\$11.96	\$11.96	\$14.35	\$15.55	IL
xx	8679	Blended Chino Pleated Front Pant	All Colors	\$16.10	\$16.10	\$19.32	\$20.93	IL
xx	8691	Polyester Pleated Front Pant	All Colors	\$14.26	\$14.26	\$17.11	\$18.54	IL
xx	8759	Poly/Wool Flat Front Pant	All Colors	\$27.55	\$27.55	\$33.06	\$35.82	DC
xx	8783	Signature Flat Front Dress Pant	All Colors	\$33.07	\$33.07	\$39.69	\$43.00	DC
xx	9711	Chino Skirt, Medium Length - 25" long	All Colors	\$19.78	\$19.78	\$23.74	\$25.71	IL
xx	9769	Pinstripe Straight Dress Skirt	All Colors	\$33.07	\$33.07	\$39.69	\$43.00	DC
xx	9779	Chino Skirt, Long Length - 35" long	All Colors	\$20.70	\$20.70	\$24.84	\$26.91	IL
xx	9789	Signature Straight Dress Skirt	All Colors	\$33.07	\$33.07	\$39.69	\$43.00	DC
xx	9792	Microfiber Straight Skirt	All Colors	\$20.70	\$20.70	\$24.84	\$26.91	IL

2017/2018 8% DISCOUNT PRICE LIST

xx	9799	Polyester Straight Skirt with Elastic Back and Pockets	All Colors	\$18.86	\$18.86	\$22.63	\$24.52	IL
				0-20	22-24	26-28	30-32	
xx	8525	Synergy™ Washable Flat Front Mid-Rise Dress Pant	All Colors	\$27.55	\$33.06	\$35.82		H
xx	8526	Synergy™ Washable Flat Front Dress Pant with belt loops	All Colors	\$27.55	\$33.06	\$35.82	\$41.33	H
xx	8551	Rugged Comfort Mid-Rise Work Pant	All Colors	\$15.41	\$18.49	\$20.03		IL
xx	8555	Slim Chino Flat Front Pant with Comfort Stretch Cotton (Size 0-20 only)	All Colors	\$14.95				H
xx	8760	Mid-Rise Flat Front Microfiber Dress Pant - Repreve Fiber	All Colors	\$22.03	\$26.44	\$28.64		H
xx	8793	Essential Easy-Fit Flat Front Pant	All Colors	\$11.91	\$14.30	\$15.49	\$17.87	IL
xx	8794	Essential Front Pant - No Pockets	Black	\$11.27	\$13.52	\$14.65	\$16.91	IL
xx	9725	Synergy™ Washable Dress Skirt - Drop Waist	All Colors	\$27.55	\$33.06	\$35.82		H
xx	9745	Synergy™ Washable A-Line Skirt - Drop Waist or Elastic Inserts	All Colors	\$27.55	\$33.06	\$35.82	\$41.33	H
xx	9761	Microfiber Washable Dress Skirt - Drop Waist	All Colors	\$22.03	\$26.44	\$28.64		H
xx	9925	Synergy™ Washable Jewel Neck Dress - Short Sleeve	All Colors	\$45.95	\$55.14	\$59.74	\$68.93	H

Page #	Style #	Description	Colors	XXS-XL	2XL	3XL	Laundry
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Ladies Housekeeping Pants

xx	8280	Batiste Pull-On Pant - Pinnacle Collection	All Colors	\$15.18	\$18.22	\$19.73	IL
xx	8886	Solid Poly/Cotton Pull-On Pant	All Colors	\$10.58	\$12.70	\$13.75	IL
xx	8888	Solid Polyester Pull-On Pant	All Colors	\$12.42	\$14.90	\$16.15	IL
xx	8891	Polyester Twill Pull-On Pant - Premier Collection	All Colors	\$15.18	\$18.22	\$19.73	IL
xx	8897	Polyester Black Pull-On Pant	Black	\$10.58	\$12.70	\$13.75	IL

XS-XL	2XL	3XL-4XL	5XL-6XL
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Cook and Server Shirts

xx	1302	Snap Front Cook Shirt	White	\$6.76	\$8.11	\$8.79	\$10.14	IL
xx	1302	Snap Front Cook Shirt	Black	\$7.82	\$9.38	\$10.17	\$11.73	IL
xx	1303	Button Front Cook Shirt	White	\$6.76	\$8.11	\$8.79	\$10.14	IL
xx	1303	Button Front Cook Shirt	Black	\$7.82	\$9.38	\$10.17	\$11.73	IL
xx	1304	Button Front Cook Shirt with Contrasting Trim	White/Black	\$7.82	\$9.38	\$10.17	\$11.73	IL
xx	1304	Button Front Cook Shirt with Contrasting Trim	White/Checker	\$7.82	\$9.38	\$10.17	\$11.73	IL
xx	1305	Mesh Back Cook Shirt	White & Black	\$7.82	\$9.38	\$10.17	\$11.73	IL
xx	1350	Double Breasted Bistro Shirt - Short Sleeve	Black	\$11.27	\$13.52	\$14.65	\$16.91	IL
xx	1351	Double Breasted Bistro Shirt - Long Sleeve	Black	\$12.19	\$14.63	\$15.85	\$18.29	IL

XS-XL	2XL	3XL-4XL	5XL-6XL
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Chef Pants

xx	2000	Basic Baggy Chef Pant	All Colors	\$12.19	\$14.63	\$15.85	\$18.29	IL
xx	2001	Traditional Baggy Chef Pant	All Colors	\$12.65	\$15.18	\$16.45	\$18.98	IL
xx	2002	Ultimate Baggy Chef Pant	All Colors	\$13.75	\$16.50	\$17.88	\$20.63	IL

XS-XL	2XL	3XL-4XL	5XL-6XL
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Chef Coats and Server Jackets

xx	3300	Casual 8-Button Chef Coat	White	\$10.07	\$12.09	\$13.10	\$15.11	IL
xx	3301	Classic 10-Button Chef Coat	White	\$10.07	\$12.09	\$13.10	\$15.11	IL
xx	3301	Classic 10-Button Chef Coat	Black & Steel Grey	\$11.91	\$14.30	\$15.49	\$17.87	IL
xx	3302	Classic 10-Knot Button Chef Coat	White	\$11.50	\$13.80	\$14.95	\$17.25	IL
xx	3302	Classic 10-Knot Button Chef Coat	Black	\$13.34	\$16.01	\$17.34	\$20.01	IL
xx	3303	Classic 10-Black Button Chef Coat with Black Trim	White	\$12.83	\$15.40	\$16.68	\$19.25	IL
xx	3306	Classic 10-Button Short Sleeve Chef Coat	White	\$9.15	\$10.98	\$11.90	\$13.73	IL
xx	3306	Classic 10-Button Short Sleeve Chef Coat	Black	\$10.99	\$13.19	\$14.29	\$16.49	IL
xx	3308	Classic 12-Cloth Button Chef Coat with Black Trim	White	\$19.32	\$23.18	\$25.12	\$28.98	H
xx	3311	Single Breasted Server Coat	White	\$9.66	\$11.59	\$12.56	\$14.49	IL
xx	3311	Single Breasted Server Coat	Black	\$11.50	\$13.80	\$14.95	\$17.25	IL
xx	3318	Classic 12-Cloth Button Chef Coat	White	\$18.17	\$21.80	\$23.62	\$27.26	H
xx	3331	12-Cloth Button Chef Coat with Mesh Back - Short Sleeve	White	\$11.91	\$14.30	\$15.49	\$17.87	H
xx	3331	12-Cloth Button Chef Coat with Mesh Back - Short Sleeve	Black	\$13.57	\$16.28	\$17.64	\$20.36	H
xx	3333	10-Button Midweight Chef Coat with Mesh Back - Short Sleeve	White & Black	\$13.11	\$15.73	\$17.04	\$19.67	IL
xx	3363	10-Button Midweight Chef Coat with Mesh Back - Long Sleeve	White	\$12.83	\$15.40	\$16.68	\$19.25	IL
xx	3363	10-Button Midweight Chef Coat with Mesh Back - Long Sleeve	Black	\$14.26	\$17.11	\$18.54	\$21.39	IL
xx	6301	Ladies' Classic 10-Button Chef Coat (XS-3XL only)	White	\$10.07	\$12.09	\$13.10		IL
xx	6301	Ladies' Classic 10-Button Chef Coat (XS-3XL only)	Black	\$11.91	\$14.30	\$15.49		IL

2017/2018 8% DISCOUNT PRICE LIST

			XXS-XL	2XL	3XL-4XL	5XL-6XL		
Chef Coats and Server Jackets								
xx	3900	Men's Steward Jacket (S-6XL only)	White & Black	\$27.14	\$32.57	\$35.28	\$40.71	H
xx	3901	Men's Eton Server Jacket (S-6XL only)	White & Black	\$27.55	\$33.06	\$35.82	\$41.33	H
xx	6900	Ladies' Steward Jacket (XXS-4XL only)	White & Black	\$27.14	\$32.57	\$35.28		H
xx	6901	Ladies' Steward Jacket (XXS-4XL only)	White & Black	\$27.55	\$33.06	\$35.82		H

1 Size

Chef Hats								
xx	HT00	Poplin Chef Hat	White	\$3.45				IL
xx	HT00	Poplin Chef Hat	Black	\$4.14				IL
xx	HT01	Scull Cap with Tie Back	Black	\$3.45				IL
xx	HT02	Beanie with Elastic Back	All Colors	\$3.45				IL
xx	HT03	Ball Cap Chef Hat	All Colors	\$3.86				H
xx	HT04	Beanie with Velcro® Closure	White & Black	\$3.86				H
xx	HT05	Beanie with Mesh Top and Velcro® Closure	White & Black	\$3.86				H

Page #	Style #	Description	Colors	30-44	46-48	50-56	Laundry
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Belts							
xx	BC00	Leather Garrison Belt	Black	\$10.99	\$13.19	\$14.29	
xx	BP00	Dress Leather Belt	Black	\$11.91	\$14.30	\$15.49	
xx	RB00	Reversible Leather Belt	Brown/Black	\$11.91	\$14.30	\$15.49	
				S-XL	2XL	3XL-4XL	
xx	BC01	Rugged Leather Garrison Belt	Brown & Black	\$14.67	\$17.61	\$19.08	
xx	WD00	D-Ring Web Belt	All Colors	\$5.29	\$6.35	\$6.88	
xx	BP01	Dress Leather Belt	Brown & Black	\$15.18	\$18.22	\$19.73	

1 Size

Aprons							
xx	9002	Bib Apron with Three Pockets, 24L x 28W	All Colors	\$4.83			IL
xx	9003	Three Pocket Waist Apron, 11L x 23W	All Colors	\$3.45			IL
xx	9004	Bib Apron without Pockets, 28L x 24W	All Colors	\$4.55			IL
xx	9005	Butcher Apron with Two Patch Pockets, 34L x 23W	All Colors	\$5.47			IL
xx	9005	Butcher Apron with Two Patch Pockets, 34L x 23W	Blk/Wht Pinstripe	\$6.67			IL
xx	9006	Cobbler Apron - Reg. 28L x 17W	All Colors	\$6.39			IL
xx	9006	Cobbler Apron - Long 30½L x 17¾W	All Colors	\$7.67			IL
xx	9007	Half Bistro Two-Pocket Waist Apron, 19L x 28W	All Colors	\$4.51			IL
xx	9007	Half Bistro Two-Pocket Waist Apron, 19L x 28W	Blk/Wht Pinstripe	\$4.74			IL
xx	9008	Bistro Apron, One Pocket, 33L x 28W	All Colors	\$5.47			IL
xx	9009	V-Neck Bib Apron, Two Pockets, 32L x 28W	All Colors	\$6.39			IL
xx	9009	V-Neck Bib Apron, Two Pockets, 32L x 28W	Blk/Wht Pinstripe	\$6.90			IL
xx	9010	E-Z Slide Bib Apron, Three Pockets, 24L x 28W	Black	\$6.39			IL
xx	9012	Bistro Apron, Two Pocket, 33L x 28W	All Colors	\$5.47			IL
xx	9012	Bistro Apron, Two Pocket, 33L x 28W	Blk/Wht Pinstripe	\$6.21			IL
xx	9015	Butcher Apron with Two Patch Pockets, 34L x 23W	Blk/Wht Chalkstripe	\$6.67			IL
xx	9017	Half Bistro Two-Pocket Waist Apron, 19L x 28W	Blk/Wht Chalkstripe	\$4.74			IL
xx	9019	Bistro Apron, Two Pocket, 33L x 28W	Blk/Wht Chalkstripe	\$6.21			IL
xx	9021	Pocketless Dealer Apron, Regular 11L x 21W	Black	\$4.37			H
xx	9026	Split Bistro Apron - Color Blocked, 33L x 27W	All Colors	\$6.39			IL
xx	9027	Half Bistro Apron - Color Blocked, 19L x 28W	All Colors	\$5.06			IL
xx	9028	Bib Apron - Color Blocked, 28L x 24W	All Colors	\$6.90			IL
xx	9030	Bar Apron, No Pocket, 33L x 28W	All Colors	\$4.28			IL
xx	9045	Tea Apron for Housekeeping Dress	All Colors	\$2.99			IL
xx	9046	Polyester Twill Housekeeping Dress Apron - Premier Collection	All Colors	\$4.83			IL

Neckwear							
xx	BT10	Black Apron Poly/Cotton Bow Tie	Black	\$2.53			DC
xx	CD00	Signature Circles and Dots Silk Tie	All Colors	\$10.99			DC
xx	CL00	Security Solid Clip-On Polyester Tie	All Colors	\$2.53			DC
xx	CL22	Security Solid Clip-On Polyester Tie	All Colors	\$2.99			DC
xx	CR00	Crossroads Polyester Tie	All Colors	\$10.07			DC
xx	CR50	Crossroads Polyester Scarf	All Colors	\$10.07			DC
xx	CT10	Crossover Polyester Tie	Black	\$4.37			DC
xx	DT00	Dots and Diamonds Polyester Tie	Black	\$8.97			DC

2017/2018 8% DISCOUNT PRICE LIST

xx	HB00	Herringbone Polyester Tie	All Colors	\$7.31			DC
xx	HB60	Herringbone Polyester Neckerchief	All Colors	\$7.31			DC
xx	HC00	Signature Honeycomb Silk Tie	All Colors	\$10.99			DC
xx	HC60	Signature Honeycomb Silk Ascot	All Colors	\$8.23			DC

2017/2018 8% DISCOUNT PRICE LIST

xx	MD00	Signature Mini-Diamond Silk Tie	All Colors	\$10.99	DC
xx	NT00	Nucleus Tie	All Colors	\$10.99	DC
xx	NT60	Nucleus Twisted Ascot	All Colors	\$10.99	DC
xx	QS00	Quint Stripe Tie	All Colors	\$8.74	DC
xx	RP00	Narrow Stripe Polyester Tie	All Colors	\$8.74	DC
xx	SC51	Floral Scarf 31" Square	All Colors	\$8.74	DC
xx	SC52	Floral Block Polyester Scarf	All Colors	\$8.28	DC
xx	SC53	Checkerboard Chiffon Scarf	All Colors	\$8.74	DC
xx	SC54	Circle & Dots Neckerchief	All Colors	\$10.99	DC
xx	SC56	Solid Crinkle Chiffon Scarf	All Colors	\$8.74	DC
xx	SC57	Solid Satin Mixed Weave Scarf	All Colors	\$8.28	DC

Page #	Style #	Description	Colors	Laundry
Neckwear				
xx	SC60	Spatter Floral Scarf 9" x 54" Oblong	All Colors	\$10.07 DC
xx	SD00	Solid Color Polyester Tie	All Colors	\$5.47 DC
xx	SW00	Signature Wide Stripe Silk Tie	All Colors	\$10.99 DC
xx	TR00	Trellis Tie	All Colors	\$10.07 DC



May 16, 2018

TO: The Board of Directors

FROM: Carrie Butler, General Manager

SUBJECT: Resolution to Award a Contract for Engine Rebuilds

Attached is a resolution requesting authority to enter into a contract for engine rebuilds for Lextran's buses.

RFP 1803 was issued March 15, 2018 with proposals received on April 26, 2018. A staff evaluation committee reviewed and approved the proposals for compliance and responsiveness. A responsive proposal was received from one (1) qualified proposer:

- Cummins Crosspoint

The proposal from Cummins Crosspoint was determined to offer a fair and reasonable price and is recommended to be awarded the contract according to the terms of their proposal in response to RFP 1803.

The term of the contract awarded will be for one (1) year. Pricing will be per the pricing sheet submitted by Cummins Crosspoint which is attached hereto and incorporated herein by reference.

The number of engine rebuilds that will be needed during the contract period is unknown, but based upon past history it is anticipated there will be four (4) needed.

If you have any questions or wish to review the proposal from Cummins Crosspoint, please call me at 255-7756.



RESOLUTION

**TRANSIT AUTHORITY OF THE LEXINGTON-FAYETTE
URBAN COUNTY GOVERNMENT**

MOTION: _____ **SECOND:** _____

DATE: May 16, 2018 RESOLUTION NO.: 2018-12

WHEREAS, the Transit Authority of the Lexington-Fayette Urban County Government (Lextran) issued RFP 1803 for engine rebuilds; and

WHEREAS, RFP 1803 resulted in a proposal from one qualified proposer; and

WHEREAS, the proposal from Cummins Crosspoint was determined to be responsive and offer a fair and reasonable price;

NOW, THEREFORE, BE IT RESOLVED, that the Board of Directors of the Transit Authority of the Lexington-Fayette Urban County Government (Lextran) hereby authorizes and directs the General Manager to execute a contract with Cummins Crosspoint to provide engine rebuilds per the terms as set forth in RFP 1803 and the proposal submitted by Cummins Crosspoint which are incorporated herein by reference. The pricing shall be at the rates submitted by Cummins Crosspoint in their proposal which is attached hereto and incorporated herein by reference. The term of the contract awarded will be for one (1) year.

Chairperson, Malcolm Ratchford

Date

Cummins Inc RFP # 1803 FOR ENGINE REBUILDS

YEAR	ESN	CPL	QTY	RECON	PRICE	AVAIL.	CHANGES	LABOR PER CHANGE	LABOR	TOTAL LABOR	DPF #	NEW DPF 'PRICE	DPF CLEANING PRICE
2004	46412595	8161	6	DR6725RX	\$16,857.89	10M/1INDY	2	\$276.00	\$8,970.00	\$9,246.00	N/A		
2005	46533240	8692	4	DR6391RX	\$16,465.84	8M/1INDY	5	\$690.00	\$8,970.00	\$9,660.00	N/A		
2007	46805498	915	17	DR6548RX	\$23,505.30	27M/OINDY	9	\$1,242.00	\$8,970.00	\$10,212.00	4352923	\$2,038.34	\$940.00
2009	73011656	2797	2	DR6723RX	\$12,588.66	9M/1INDY	13	\$1,794.00	\$8,970.00	\$10,764.00	4965287	\$1,287.38	\$940.00
2009	73013055	2797	1	DR6723RX	\$12,588.66	9M/1INDY	13	\$1,794.00	\$8,970.00	\$10,764.00	4965287	\$1,287.38	\$940.00
2011	73223920	3632	2	DR6994RX	\$13,953.87	0M/OINDY	2	\$276.00	\$8,970.00	\$9,246.00	2871462RX	\$787.75	\$940.00
2011	73219053	3123	5	DR6955RX	\$24,280.20	0M/OINDY	18	\$2,484.00	\$8,970.00	\$11,454.00	2871463RX	\$799.79	\$940.00
2012	73436375	3733	1	DR6953RX	\$24,418.80	3M/OINDY	18	\$2,484.00	\$8,970.00	\$11,454.00	N/A		\$940.00
2012	73428884	3632	2	DR6994RX	\$13,953.87	0M/OINDY	3	\$414.00	\$8,970.00	\$9,384.00	N/A		\$940.00
2014	73658246	3665	3	DR7073RX	\$24,547.32	MTO	38	\$5,244.00	\$8,970.00	\$14,214.00	N/A		\$940.00
2016	73949987	3518	7	DR6997RX	\$26,089.56	0M/OINDY	18	\$2,484.00	\$8,970.00	\$11,454.00	N/A		\$940.00
2017	74204885	5232	5	DR7715RX	\$25,175.80	MTO	7	\$966.00	\$8,970.00	\$9,936.00	N/A		\$940.00

- 1) Labor per change is 1 hour of labor (\$138) per every change to the Recon Engine of parts from original engine.
- 2) Any part that is not in usable condition off original engine or a part that is needed to complete the upfit will be sold at dealer price level.
- 3) Listed DPF that came up by ESN# with a price. N/A means the DPF was not registered and would need number of current DPF to properly quote.
- 4) The cleaning price for DPF is listed separate and not with labor quote and would need to be added if cleaning. This includes the removal and installation.
- 5) Columns F, K, and depending on cleaning or getting a new DPF should be added together for the quote of each ESN#



Contractor	Type of Service	Original Price	Change	Reason for Change	Prior Change Orders
Chase Environmental	Removal of lifts and tanks	\$26,215.00	\$4,294.65	Diesel fuel piping under 18" concrete pad removed and additional sample collected; sump removed and sample collected. Sump filled in. Originally diesel fuel piping was thought to travel into the building adjacent to the fuel tank immediately into a dispenser. Gas supply line not known to be in area was hit and had to be repaired. Oil and water separator was not empty as was thought and oily water had to be removed and disposed.	\$0.00



Board of Directors Committees and Positions

Board of Directors

Chair - Malcolm Ratchford 1st Term: Oct 23, 2014 to Jun 30, 2018

Vice Chair - George Ward 1st Term: Jul 07, 2015 to Jul 07, 2019

Augusta Julian 1st Term: Jun 19, 2014 to Jun 30, 2018

Christian Motley 1st Term: Aug 13, 2015 to Aug 13, 2019

Elias Haddad 1st Term: Oct 26, 2017 to Jun 23, 2020

Marci Krueger-Sidebottom 1st Term: Jul 05, 2016 to Jul 07, 2020

Rick Christman 3rd Term: Jun 30, 2017 to Jun 30, 2021

Adrienne Thakur Partial Term: Jan 30, 2018 to Jun 30, 2021

Finance Committee

George Ward

Marci Krueger-Sidebottom

Rick Christman

Pension Committee

Rick Christman

Nikki Falconbury

Fred Combs

Patty Byrd

Melvin Turner

Lauren Campbell



Balance Sheet
as of April 30, 2018

	Current Year-To-Date	Last Year-to-Date
Assets		
Current assets		
Operating Cash	\$13,682,539	\$11,241,027
Project Loan Account	\$1,145,044	\$1,145,044
Accounts receivable	\$1,832,239	\$327,749
Inventory	\$466,294	\$526,924
Net pension asset	\$1,331,841	\$1,547,482
Work in process	\$3,631,018	\$6,387,382
Prepaid	\$196,242	\$230,508
Total Current Assets	<u>\$22,285,218</u>	<u>\$21,406,115</u>
Long term note - Lextran Foundation Inc.	\$8,355,000	\$8,355,000
Net capital and related assets	\$26,305,147	\$25,471,657
Total Assets	<u>\$56,945,365</u>	<u>\$55,232,772</u>
Liabilities		
Current liabilities		
Accounts payable	\$2,737,261	\$2,893,637
Payroll liabilities	\$755,405	\$849,932
Short term note - Fifth Third Bank	\$906,854	\$853,767
Total Current Liabilities	<u>\$4,399,520</u>	<u>\$4,597,336</u>
Long term note - Fifth Third Bank	\$5,997,832	\$6,922,090
Net Position	\$46,548,013	\$43,713,346
Total Liabilities and Net Position	<u>\$56,945,365</u>	<u>\$55,232,772</u>

STATEMENT OF REVENUES, EXPENSES AND CHANGE IN NET POSITION

Revenues	Actual	April 2018		FY 2017
		Budget	Variance	
Property taxes	\$17,347,382	\$16,780,648	\$566,734	\$16,536,372
Passenger revenue	\$1,100,516	\$1,273,298	(\$172,781)	\$1,225,283
Federal funds	\$3,982,702	\$4,000,000	(\$17,298)	\$3,939,326
State funds	\$350,000	\$100,000	\$250,000	\$500,000
Advertising revenue	\$263,107	\$200,000	\$63,107	\$212,600
Other revenue	\$1,821,791	\$1,767,246	\$54,545	\$3,142,011
Total Revenues	\$24,865,499	\$24,121,191	\$744,308	\$25,555,592
Expenses				
Wages	\$7,352,849	\$7,038,582	\$314,267	\$6,754,524
Fringe benefits	\$4,244,525	\$4,303,193	(\$58,668)	\$3,838,516
Professional services	\$769,882	\$1,406,296	(\$636,414)	\$1,123,891
Materials and supplies	\$1,020,099	\$720,000	\$300,099	\$784,825
Fuel-Diesel	\$785,378	\$884,167	(\$98,789)	\$645,067
Fuel-Other	\$208,847	\$222,583	(\$13,736)	\$315,823
Utilities - Facilities	\$276,548	\$316,083	(\$39,535)	\$316,827
Utilities - Electric Bus	\$73,131	\$53,000	\$20,131	\$24,697
Insurance	\$602,995	\$515,000	\$87,995	\$585,564
Fuel taxes	\$171,265	\$172,008	(\$743)	\$164,908
Paratransit Expenses	\$4,493,597	\$4,456,667	\$36,930	\$4,190,029
Vanpool Expenses	\$24,000	\$30,000	(\$6,000)	\$24,000
Dues and subscriptions	\$34,681	\$34,000	\$681	\$35,379
Travel, training and meetings	\$66,228	\$109,750	(\$43,522)	\$63,861
Media advertising	\$149,227	\$244,167	(\$94,940)	\$106,281
Miscellaneous	\$18,575	\$24,333	(\$5,758)	\$20,619
Interest Expense	\$185,268	\$181,250	\$4,018	\$227,029
Leases and rentals	\$657,905	\$655,905	\$2,000	\$658,983
Depreciation	\$3,251,363	\$3,251,363	\$0	\$3,042,069
Total Expenses	\$24,386,364	\$24,618,348	(\$231,984)	\$22,922,894
Change in Net Position	\$479,135	(\$497,157)	\$976,291	\$2,632,698

Notes:

Average price of diesel fuel for FY2018 - \$1.99; Latest price of diesel fuel (May 8, 2018) - \$2.31

Latest price of CNG diesel gallon equivalent - \$1.42

Memorandum

To: Board of Directors
From: Carrie Butler, General Manager
Date: May 16, 2018
Re: General Manager's Report for the Period of April 2018

Budget Statistics

Total revenue for April 2018, was \$797,327 and the expenditures totaled \$2,167,321. This resulted in a difference of (\$1,369,994) for the month. For a year to date comparison, with expenditures subtracted from revenues, the under budget variance is \$976,291.

Community Involvement

- Pedestrian Safety Meeting- April 5
- iKnow expo at Lexington Center- April 7
- Migrant Network Coalition Guest Speaker- April 9
- CTE Electric Bus video shoot- April 9-10
- Derby Festival FAMFEST (Employee Recruitment Opportunity) – April 11
- Regional Transportation Provider Meeting – April 13
- DLP Open House at BCTC with Councilmembers from District 1 and 2- April 16
- Kentuckians for the Commonwealth Voter Registration at the Transit Center - April 17
- 16th District PTA Meeting regarding Student Success Card Program – April 19
- #LEXGIVEBACK Donation Collection for Ronald McDonald House – April 22-26
- Kentuckians for the Commonwealth Voter Registration at the Transit Center - April 23

Meetings / Updates

In April, Lextran representatives participated in the following (external) meetings:

- ONE Lexington Neighborhood Engagement - April 9
- LexWork Meeting - April 10
- Town Branch Partners Meeting - April 19
- Transdev GM Conference - April 19
- APTA Peer Review in Ann Arbor - April 24-26
- Commission for People with Disabilities - April 25
- Transportation Policy Committee - April 25
- Town Branch Tech Coordination Meeting - April 26

Paycom

Lextran staff spent the month of April setting up Applicant Tracking in Paycom. In May, staff will be entering all of the employee benefits for the new fiscal year. The Human Resources Department & Finance Department are working together to do online Open Enrollment in June.

Prep for May Service Improvements

Staff prepared for May service improvements with schedule updates and information dissemination to the public.

Lextran Board of Directors Meeting – May 2018

Procurement Update

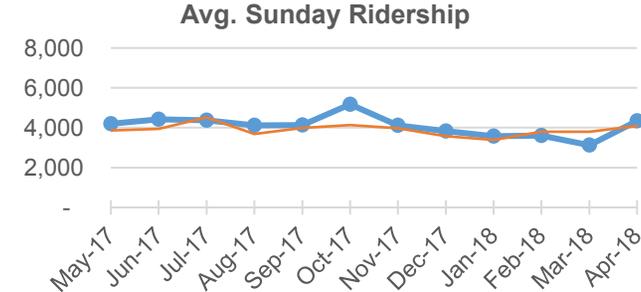
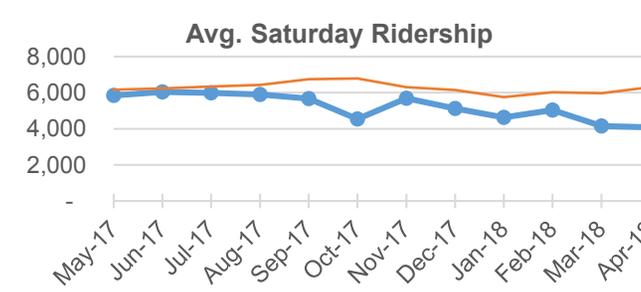
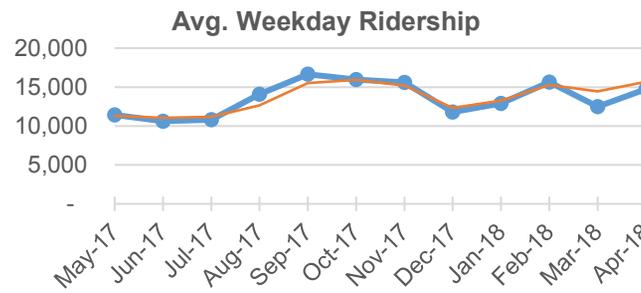
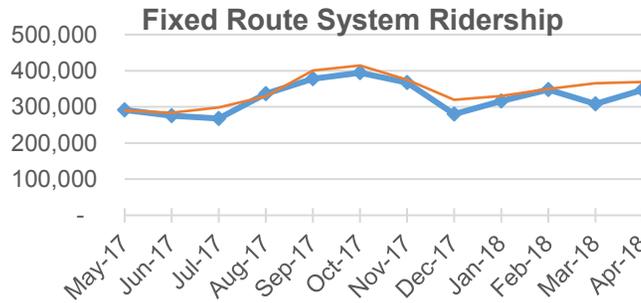
- An RFP for an Employee Assistance Program was published on April 2, 2018. The pre-proposal conference was held on April 26, 2018. Proposals are due May 22, 2018. This is expected to be a June resolution.
- An RFP is being put together for website design and hosting services. This is targeted for a May release.
- An RFP for fuel was published on April 30, 2016. The pre-proposal conference will be held on May 17, 2018. Proposals are due June 21, 2018. This will be a July resolution.
- An RFP is being put together for components for electric bus motors. This is targeted for a May release.
- Work is beginning on a procurement for a customer service/community survey.

Recruitment Activities

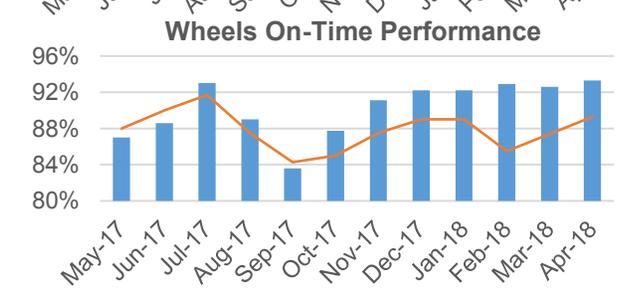
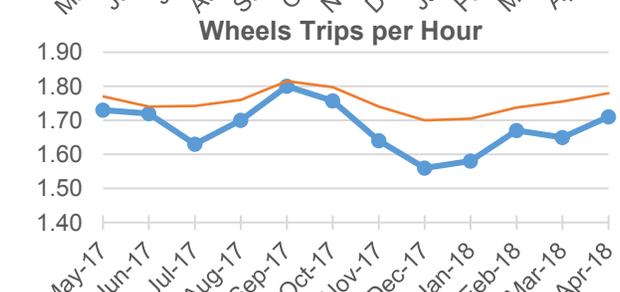
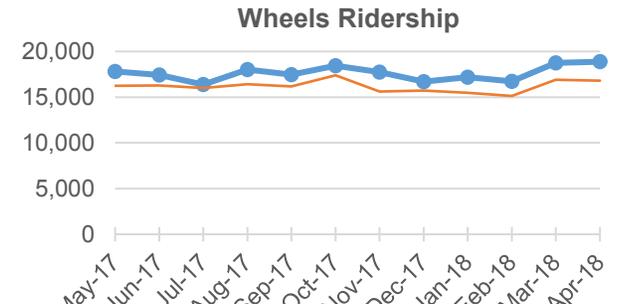
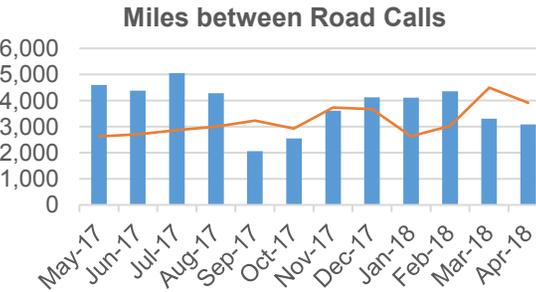
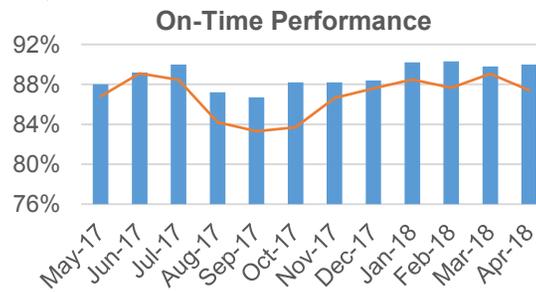
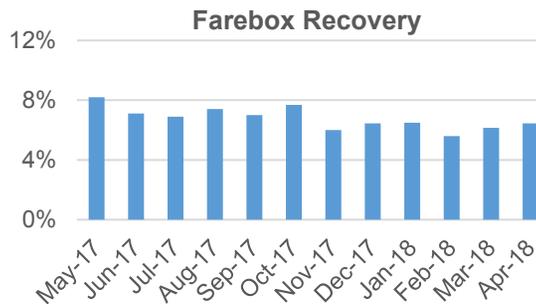
- 57 Applications received
 - Bus Operator (48)
 - Service Worker (7)
 - Maintenance Mechanic (2)
- 11 Interviews:
 - Bus Operator (9)
 - Service Worker (2)
- 2 New Hires (Service workers)

Training Activities

- Two post-accident remedial trainings
- Two new service workers obtained their permits
- One new mechanic obtained his Commercial Driver's License (CDL)
- One industrial lift truck Trainer certification by the National Safety Council (NSC)



Performance Indicator	Lextran Fixed Route System			Wheels		
	This Month	FY18 YTD	FY17 Total	This Month	FY18 YTD	FY17 Total
Total Ridership	347,013*	3,342,911	4,346,047	18,878	176,299	200,255
Total Revenue Miles	141,987	1,435,272	1,905,282	141,064	1,355,022	1,537,732
Total Revenue Hours	16,417	164,039	189,861	11,019	105,610	115,693
Pass. per Mile	2.44	2.33	2.28	0.13	0.13	0.13
Pass. per Hour	21.14	20.38	22.89	1.71	1.67	1.73



*Ridership for April used a mixture of farebox and automatic passenger count data.



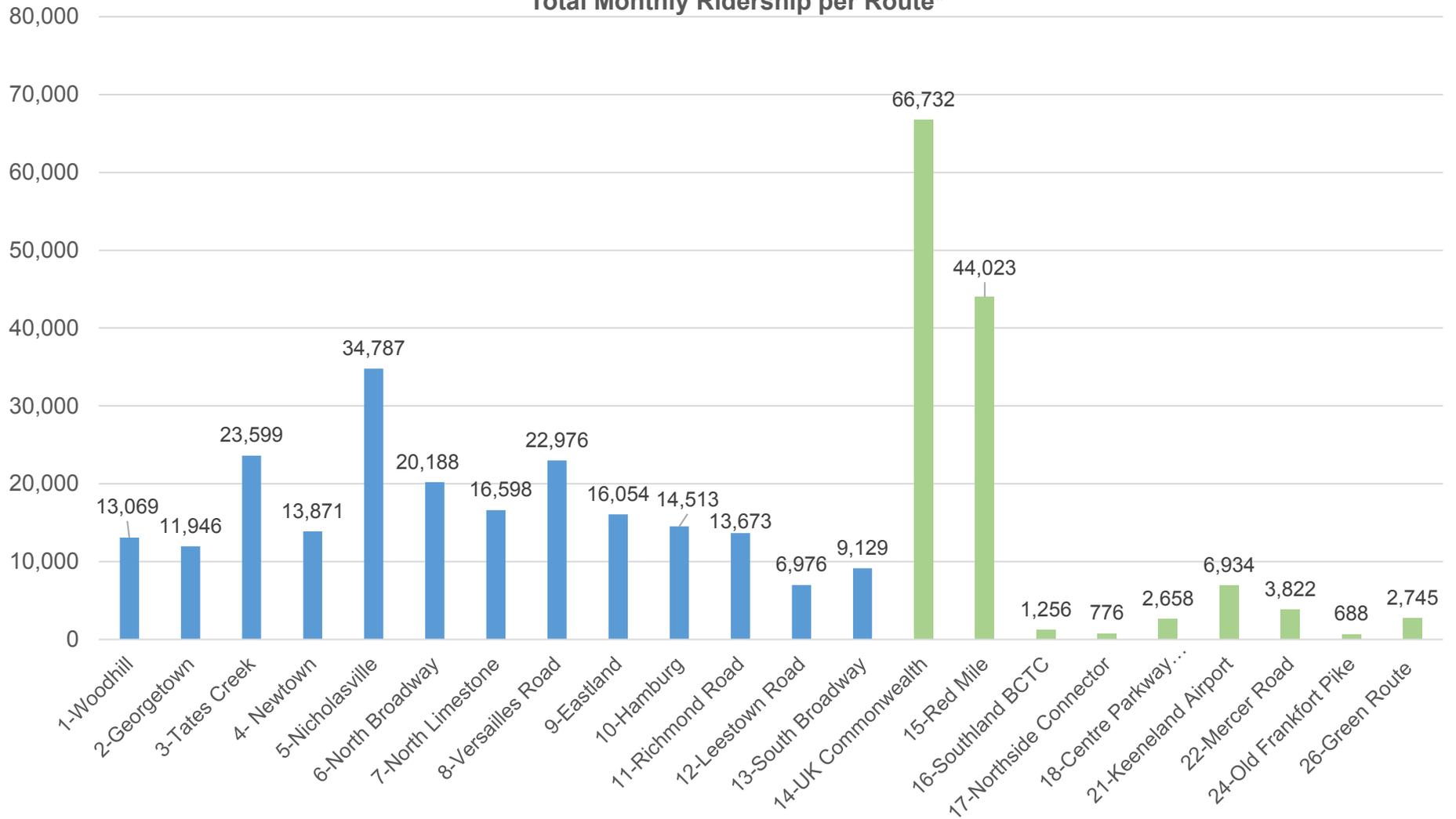
Route Performance Indicators

Route Name	Total Cost	Net Cost	Net Total Cost per Hour	Passengers per Mile	Passengers per Hour	Net Cost per Passenger	Farebox Recovery Rate	On-Time Performance
8-Versailles Road	\$81,765	\$69,090	\$85.90	3.30	28.57	\$3.01	15.5%	93.8%
6-North Broadway	\$76,426	\$65,727	\$87.43	3.10	26.85	\$3.26	14.0%	92.6%
9-Eastland	\$62,883	\$55,170	\$89.19	3.00	25.95	\$3.44	12.3%	95.0%
5-Nicholasville	\$143,197	\$131,074	\$93.06	2.86	24.70	\$3.77	8.5%	87.0%
7-North Limestone	\$73,858	\$65,983	\$90.82	2.64	22.85	\$3.98	10.7%	92.9%
4- Newtown	\$81,519	\$75,491	\$94.15	2.00	17.30	\$5.44	7.4%	90.1%
11-Richmond Road	\$87,554	\$81,805	\$94.99	1.84	15.88	\$5.98	6.6%	96.4%
1-Woodhill	\$86,543	\$81,242	\$95.44	1.78	15.35	\$6.22	6.1%	93.0%
2-Georgetown	\$79,282	\$74,399	\$95.40	1.77	15.32	\$6.23	6.2%	94.2%
3-Tates Creek	\$169,824	\$158,992	\$95.18	1.63	14.13	\$6.74	6.4%	89.5%
10-Hamburg	\$113,562	\$106,511	\$95.35	1.50	12.99	\$7.34	6.2%	89.3%
13-South Broadway	\$72,528	\$68,816	\$96.46	1.48	12.80	\$7.54	5.1%	93.1%
12-Leestown Road	\$85,038	\$81,908	\$97.92	0.96	8.34	\$11.74	3.7%	90.3%
14-UK Commonwealth	\$154,203	\$154,203	\$101.66	5.09	44.00	\$2.31	0.0%	NA
15-Red Mile	\$111,625	\$111,241	\$101.31	4.64	40.09	\$2.53	0.3%	87.0%
26-Green Route	\$17,974	\$17,974	\$101.66	1.80	15.53	\$6.55	0.0%	NA
18-Centre Parkway Connector	\$51,248	\$49,332	\$97.86	0.61	5.27	\$18.56	3.7%	86.4%
17-Northside Connector	\$19,603	\$18,902	\$98.03	0.47	4.02	\$24.36	3.6%	90.3%
21-Keeneland Airport	\$24,687	\$20,689	\$85.20	3.30	28.55	\$2.98	16.2%	86.5%
22-Mercer Road	\$33,019	\$31,086	\$95.71	1.36	11.77	\$8.13	5.9%	89.6%
16-Southland BCTC	\$25,132	\$24,411	\$98.75	0.59	5.08	\$19.44	2.9%	78.7%
24-Old Frankfort Pike	\$17,533	\$17,329	\$100.48	0.46	3.99	\$25.19	1.2%	68.5%
Total	\$1,669,003	\$1,561,376	\$95.11	2.44	21.14	\$4.50	6.4%	90%

Note: Route 14 UK Commonwealth and Route 26 Green Route do not collect fares.



April 2018 Total Monthly Ridership per Route*



*Ridership for April used a mixture of farebox and automatic passenger count data.



April Safety, Maintenance, and Operations Indicators

Indicator	Lextran Fixed Route System			Wheels		
	This Month	FY18 YTD	FY17 Total	This Month	FY18 YTD	FY17 Total
Preventable Accidents	2	35	44	1	12	22
Non-Preventable Accidents	1	49	32	1	11	9
Accident Frequency Rate	1.41	2.44	2.36	0.67	0.96	1.22
Accident Frequency Rate Goal*	1.75	1.75	1.75	2	2	2
Injury Frequency Rate	13.43	25.35	17.60	N/A	N/A	N/A
Injury Frequency Rate Goal**	27.04	27.04	27.04	N/A	N/A	N/A
Days without preventable accident	24	237	217	N/A	N/A	N/A
Days of Lost time	0	223	321	N/A	N/A	N/A
Workers Comp Claims	2	38	35	N/A	N/A	N/A
Miles Between Road Calls	3,087	3,409	4,449	N/A	N/A	N/A
Preventive Maintenance Inspections	43	373	390	N/A	N/A	N/A

*The accident frequency goals are calculated per 100,000 miles.

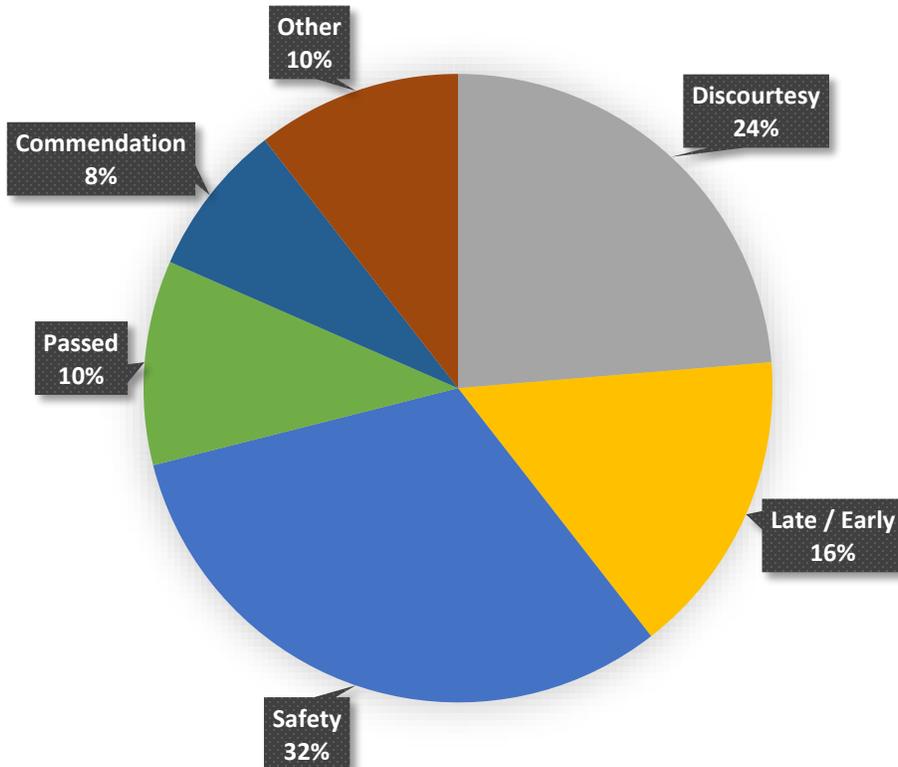
**The incident frequency goal is calculated per 200,000 working hours.

April Call Logs

Comments by Type	Lextran Fixed Route System			Wheels		
	This Month	FY18 YTD	FY17 YTD	This Month	FY18 YTD	FY17 YTD
Total Commendations	3	6	6	4	19	41
Discourtesy	9	65	75	4	60	73
Late / Early	6	32	41	6	52	59
Safety	12	58	44	5	83	96
Passed	4	43	43	0	0	0
Other	4	27	53	0	0	2
Request: Information	0	3	7	0	1	0
Request: Service	0	15	7	0	0	0
Request: Amenities	0	5	5	0	0	0
Website	0	3	5	0	0	0
Total Calls into System	11,964	127,994	38,600*	20,694	216,676	210,309
Total Calls into IVR	44,300	493,571	452,490*	N/A	N/A	N/A
Average Length of Call	1:13	1:25	1:26*	1:02	1:01	0:54
Average Time to Abandon	0:11	0:12	0:21*	1:29	1:07	1:06

*Lextran began tracking calls in November of 2016, FY17 year-to-date excludes July through October 2016.

Lextran Comments for April 2018



A Lextran bus driver in vehicle #768 caused safety concerns for a car driver near Green's Toyota on New Circle Rd about 11:22am.. She was very upset. There was already a wreck in progress with an ambulance in this area.

I just wanted to let you all know that the driver for the Leestown bus today around 2:00, is one of the kindest and thoughtful I have ever come in contact with. He's the driver w/ glasses and salt and pepper hair. I hope he drives that route frequently.

Student passenger called and states the bus driver was very rude talking to foreign students. He was talking in a belittling manner. Customer states the bus driver's customer service skills are horrible and the situation could have been handled much better.

Customer says that the driver on bus 1403 was driving with elbows on the wheel and head in hands while almost running in to the back of the car in front of him.



April 2018

Lextran in the media

April 11, 2018 - Lextran Increases Service to Keeneland for the Spring Meet

http://www.masstransitmag.com/press_release/12407459/lextran-increases-service-to-keeneland-for-the-spring-meet

April 10, 2018 - Lextran Increases Service To Keeneland For The Spring Meet

LEXINGTON, KY. (LEX 18)

<http://www.lex18.com/story/37923792/lextran-increases-service-to-keeneland-for-the-spring-meet>

April 16, 2018 LEXINGTON ACTIVATES EMERGENCY WEATHER PLAN

<https://www.wtvq.com/2018/04/16/lexington-activates-emergency-weather-plan>

April 24, 2018 Town Branch Park Advisory Board Announced

<http://smileypete.com/business/town-branch-park>