



Significant cost savings Unparalleled safety programs Cross-functional workforce

Goal

To ensure our clients maintain a competitive advantage by delivering cost-efficient, best-in-class facility management services and achieving superb safety records

Client Site Characteristics

Type of Business: Automotive manufacturers

Locations: 12 facilities in Michigan, Ohio, Florida, Indiana, Wisconsin, South Carolina, Nevada, Texas, Colorado, and Nebraska

Building Types: Manufacturing plants and commercial offices

Total Square Feet: More than 19 million

Number of Site Employees: 12,750

Number of ARAMARK Employees across 12 Sites: 407

ARAMARK-provided Services

- Building and general maintenance (HVAC, infrastructure, fire life safety, MAC, docks and doors, cranes, electrical distribution, lighting, elevators, UPS, boilers and chillers)
- Building management (new facility additions, upgrades, machinery installation)
- Contract management (machinery maintenance)
- Grounds maintenance
- Housekeeping
- Janitorial services (manufacturing/commercial)
- Process cleaning (process equipment, presses, paint shops, dies, scrap system cleaning)
- Snow removal
- Uniform provision

ARAMARK Facility Services has been partnering with major automotive manufacturers for nearly 30 years. Throughout its tenure, ARAMARK has sought to achieve two prevailing goals for its partner companies: cost savings and superior safety records.

COST REDUCTION, EFFICIENCY, AND SAFETY

In manufacturing facilities, maintaining a safe facility while reducing costs is vital to a successful operation. By partnering with ARAMARK, our clients have increased efficiency, eliminated costs, and instituted comprehensive workplace safety programs.

- ARAMARK's Maintenance Management Program playbook incorporates core maintenance principles and work processes to ensure that our clients' maintenance objectives are met, their maintenance operation is effective and efficient, and their equipment performs as designed.
- Our automotive partners have saved millions of dollars by using an ARAMARK-secured labor force for key areas such as maintenance, industrial cleaning, and janitorial services and by capitalizing on ARAMARK's Supply Chain Management team to reduce equipment and consumables.
- In 2009, ARAMARK's automotive partners saved more than \$4.8 million through the negotiation of straightforward collective bargaining agreements and effective staff management, including incorporating flexible work schedules.
- Quarterly business reports pinpoint the exact sources of savings for each local facility and outline additional savings opportunities.
- Through our "No One Gets Hurt" approach to safety, ARAMARK has maintained consistently solid safety records for all of the companies we serve. For one automotive manufacturer in 2009, ARAMARK was the only service provider in the industry to have no OSHA-recordable injuries.

BUILDING STRONG RELATIONSHIPS

ARAMARK continues to build a strong relationship with the industry's primary labor union. Having the trust and respect of the union makes it easier for automotive companies to move forward with full facility management programs in their manufacturing plants. As always, ARAMARK will be relentless in pursuing this goal.