



# Creating Profitable Scrubs Programs for Promo Product Pros

*“Where has Uniform Stores been all my life?!? I am the biggest advocate of using Uniform Stores. There is zero downside and all upside.”*

Mike Smith  
Sales Representative, Rad Wear

Rad Wear is a full-service distributor that specializes in customized apparel and promotional items. They provide multiple uniform programs across several different industries that include medical, corporate, and education. Each uniform program is unique and has different requirements.

Mike, a Rad Wear Sales Representative, sought a scrubs program solution for a hospital client but faced challenges managing its complexity, including diverse brands, colors, logos, stipends, locations, departments, embroidery and distribution logistics, while needing to ensure profitability. He found the solution he was looking for with **Uniform Stores**.

“We sought a solution for our existing uniform programs that would effectively integrate and unify all the various components of the programs,” said Mike.

## CHALLENGES

- Rad Wear lacked an efficient solution for a hospital client’s scrub program needs.
- Both Rad Wear and their client were burdened with excessive administrative and logistical tasks managing the uniform program.
- Scrubs program management is labor-intensive and typically yields low margins for promotional product distributors.

## SOLUTIONS

With Uniform Stores, Rad Wear was provided:

- A modern, employee-friendly uniform management platform for their client, enhancing the shopping experience.
- A dedicated account manager to set up the uniform website and provide ongoing support.
- Streamlined logistics covering embroidery setup, order delivery, and employee assistance.

## RESULTS

- Rad Wear’s client is delighted with the program’s offerings and user-friendliness, elevating Mike’s standing with the client and the administrator’s standing with their employees.
- Mike can now dedicate his efforts to expanding business instead of managing scrubs programs, and the administrator can concentrate on their primary responsibilities.

“Our biggest challenge was coordinating the ordering process and webstore platform, apparel supplier, decoration, fulfillment, and logistics.”

## WHY UNIFORM STORES

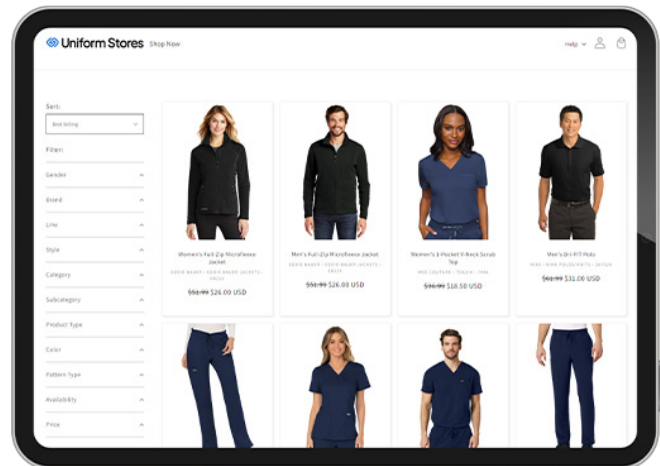
After exploring the use of a fulfillment center for the fulfillment process, a notably time-consuming and labor-intensive aspect of uniform programs, Mike learned about Uniform Stores from his Scrub Authority account manager.

In early 2025, Rad Wear chose to partner with Uniform Stores because unlike generalist company store platforms, Uniform Stores offers a platform designed *specifically* for healthcare apparel programs and provides an all-in-one solution.

According to Mike, “What made us decide to go with Uniform Stores was the fact that they could provide a solution for my needs as well as my clients needs. Uniform Stores was able to provide a webstore platform, they were my apparel supplier, and they provided the decoration and fulfillment.” He added, “Setting everything up was easy, we received all the help we needed from our dedicated account manager.”

### With Uniform Stores, Rad Wear was able to:

- Offer their client an integrated, comprehensive solution for all uniform requirements.
- Reduce time and effort associated with managing a large-scale uniform program; after product selection and store setup, the program operates autonomously.
- Prioritize business development and acquisition instead of managing orders, coordinating embroidery, shipping products, and handling customer service issues.



## THE RESULTS

Mike successfully provided an efficient uniform solution, eliminating logistical burdens for both himself and his client:

**Streamlined Processes:** With one user-friendly platform managing everything from ordering to embroidery to delivery, the entire process became streamlined for both Mike and his customer, freeing up their valuable time to focus on more important things.

**Happy Client:** Both the hospital administration and employees appreciated the variety of uniform options and the platform’s user-friendly ordering process. Employees gained more uniform choices, and the administration benefited from a streamlined method to fulfill their program’s uniform requirements.

Mike said, “Their automation platform is a turnkey solution for any apparel program. No more stressing about inventory or backorders, decoration, fulfillment, shipping, sending multiple PO’s, etc. Once your program is up and running you can literally sit back and watch the dollars roll in.”

Ultimately, Rad Wear delivered a simple, efficient uniform program that managed logistics for both Rad Wear and its client, while remaining profitable.

**[Click here](#) to learn more about the Uniform Stores platform, or scan this QR code to book a free demo >**

