

Introduction and Overview of Standard Textile

- Family owned company since 1940
- Employ 1,200 in the United States
- 22 manufacturing facilities worldwide
- Selling in over 40 countries

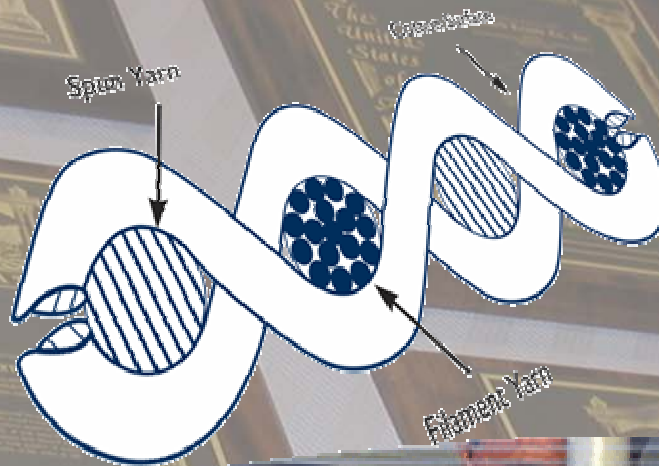


Mission Statement

- Contribute to patient care excellence and staff protection in **cost effective** and **sound environmental** ways.
- Develop innovative technologies and systems which **better serve our customers and lower their total cost.**

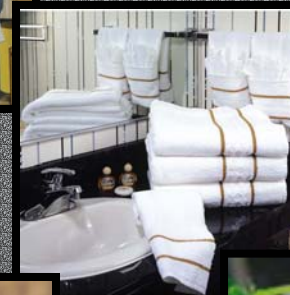
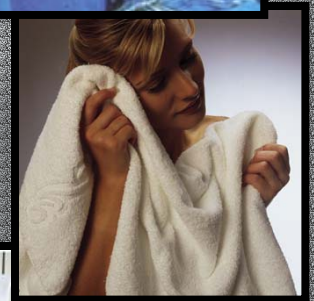
Research & Development

- Engineering economic value and user benefits into our *Healthcare, Hospitality,* and *Institutional* textile products.



Standard Textile Products

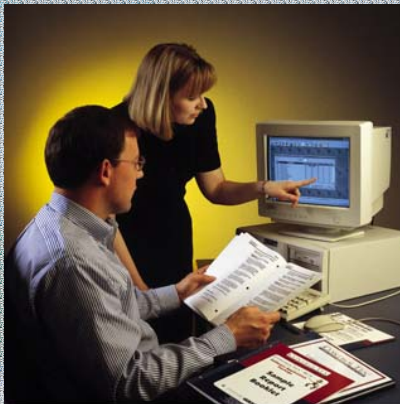
- Reusable health care, hospitality and institutional textiles



STAN

Standard Textile Services

- Management systems and software.
- Improve quality, lower costs, boost efficiency and reduce waste.



CONTROL **TEX**[®]
LINEN MANAGEMENT SYSTEMS



CONTROL **TEX**[®] **LBS**[™]
LAUNDRY BUSINESS SYSTEMS

Benefits of GPO Contracts

- Reduce costs and increase efficiencies
- Level playing field for vendors
- Increase purchasing options for hospitals
- Lower total costs to our customers

Reduce Costs and Increase Efficiencies

- Decreased costs across the entire supply chain
- Decreased marketing expenses
- Reduced bidding department and sales force

Level Playing Field for Vendors

- GPOs help us compete with large companies



Increase Purchasing Options for Hospitals

- Hospitals may purchase
 - under GPO contracts or
 - from any vendor in the marketplace

Customer Efficiencies

- Lower prices and product standardization
- Supply chain efficiency
- Value-Added Services
 - Example: ControlTex Software systems



Conclusion

GPOs:

- Lower costs for vendors
- Lower total costs for our customers
- Level playing field for small and medium size vendors
- Improve supply chain efficiency

STANDARD