

REGION

Paris Companies expands facility, shifts business model

— Award-winning firm succeeding in challenging times

by HARRY ZIMBLER, Editor

DuBois — Paris Companies, the award-winning linen, uniform and laundry firm, recently placed its new \$14 million plant on line. The 50,000 square foot building will allow the company to better serve its clients in the highly competitive health care industry,

Together with his leadership team, David Stern, president and CEO of Paris Companies, headquartered in DuBois, saw an opportunity for his company to grow, and went for it.

"In the 1990s, we saw that the healthcare market was a place for us to go, so we did. Hospital laundries are less efficient than we are, so it made sense," he said.

Today, with its new, fully accredited plant, the company serves the linen needs for more than 100 hospitals, nursing homes, and medically related facilities. It all started with five hospitals, Stern noted.

The largest independent textile services provider in the Mid-Atlantic region,

Paris employs 600 people at its sites in DuBois, Sayre, Williamsport and Pittsburgh, Pennsylvania, Olean, New York, and Ravenna, Ohio.

The state-of-the-art linen laundering plant is designed to employ 240 people and process about 50 million pounds of linen

each year.

Stern takes great pride in developing the people who work for Paris. "I think I have a talent for

that," he said. "Many of our managers are home-grown. I really enjoy seeing them blossom."

He also believes in creating a work environment that is as safe and healthy as



Paris Co. President & CEO David Stern.

Photo by Harry Zimbler

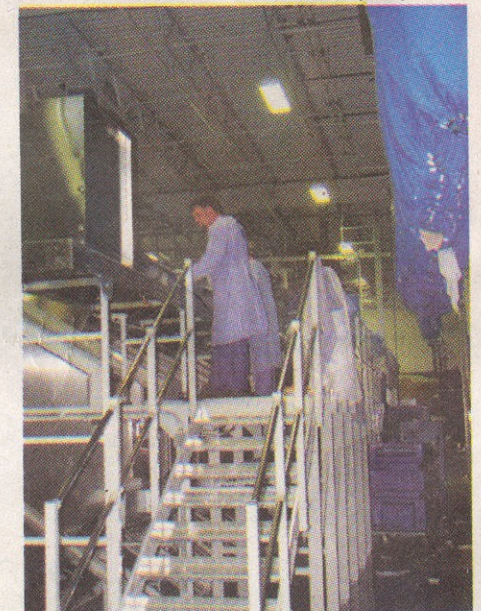
far away from those that have been cleaned. Stern explained that airflow is also accounted for.

"The plant's negative air flow design allows air to flow from the clean side of the plant to the soiled side, but not in the other direction," he said. "Air from the soiled side is removed from the building."

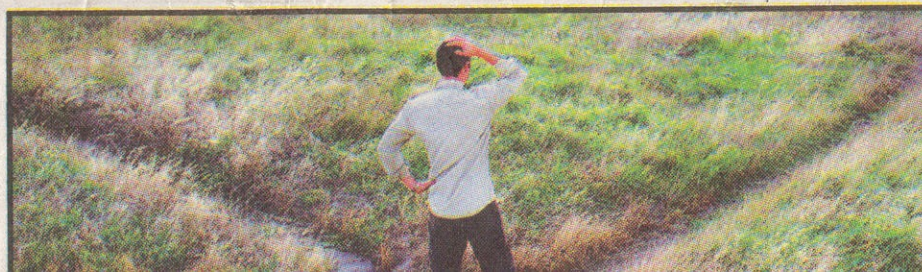
Stern wants Paris to maintain its excellent reputation within the health care industry, and also believes strongly in protecting the health and well being of his employees.

"I don't want them doing any jobs that I wouldn't want my daughter to do," he stated.

Photo by Harry Zimbler



The largest independent textile services provider in the Mid-Atlantic region, Paris employs 600 people at its six sites.



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