



with NIXON UNIFORM SERVICE

When was Nixon Uniform Service established? And what prompted the development of this company?

Nixon Uniform Service & Medical Wear was established in 1967. Since then the company has sharpened its focus in serving the healthcare market, particularly the surgery vertical.

Can you tell us a bit about your facilities?

Nixon has five facilities strategically located through the mid-Atlantic. Nixon's latest edition is a 90,000 square foot, state-of-the-art, healthcare processing facility in New Castle, DE. It is ergonomically, economically and environmentally advanced and includes water conservation measures and safe treatment for chemical handling to protect the community. In addition, the facility was designed with universal precautions as a primary consideration. It features cutting edge systems and processes to more efficiently handle soiled medical linen.

Specifically, what products and services do you provide?

At a high level, Nixon provides a medical textile rental service; including reliable provision, laundering, delivery and inventory management services. Our products range from custom embroidered lab coats and scrubs to patient apparel, sheets, towels, and other surgery specific products.

What sets Nixon Uniform Service apart from the competition?

Unlike any of our competitors, Nixon's entire business infrastructure has been engineered around serving the healthcare market. From our processing systems to our service delivery model, Nixon provides specialized service to the healthcare market, particularly the surgery vertical. Additionally, Nixon's product line has been designed to accommodate the unique needs of

the healthcare market, providing yet another level of specialized service. Those factors, coupled with the company's size, history, and reputation have helped establish Nixon as the mid-Atlantic's market leader.

How has business been in recent years?

Nixon has enjoyed double digit growth for the past five years.

Any plans for further growth in the near future?

Nixon is perpetually researching and adding new products to the line, in order to better serve our target markets. Nixon's near future growth plans are very aggressive, but in line with past performance. Nixon's objective is to continue to grow in a consistent but controlled manner.

Anything else you'd like to add?

The operations at the new Delaware plant will focus on professional laundering and finishing of medical wear and textiles. A dedicated service team will oversee account management for Nixon customers. All of the Nixon textiles are processed with modern techniques that meet or exceed hospital standards. Through this approach to controlled growth, Nixon provides stability and a job-enriching environment for its full-time staff of nearly 400 associates. As a result of its proactive approach to employee satisfaction, Nixon has been named six times by the *Wilmington News Journal* as one of Delaware's best places to work. Most of all, every Nixon professional is unwavering in their dedication to improve customer service for its more than 6,000 customers and tens of thousands of medical textile users, including patients and professionals. ☛

For additional information on Nixon Uniform Service please visit www.nixonmedical.com or call 866.300.5608.

