



## **LOCAL COMPANIES STEP UP TO THE PLATE TO KEEP 60 JOBS IN KANSAS CITY**

### **FOR IMMEDIATE RELEASE**

**Contact: Jody Hanson, 816.994.0964**

(Kansas City, MO --Dec. 5, 2011) Two Kansas City family-owned companies, Ace ImageWear and Excel Linen Supply, have acquired Faultless Linen Supply's Hospitality Division. The acquisition is official as of today, and means that Ace and Excel will now provide linen, apron and dust control services to an additional 1,100 local businesses including Capital Grille, McCormick and Schmick's, P.F. Chang's, The Cheesecake Factory, Chili's Bar & Grill and Panera Bread.

Two months ago, Faultless decided to narrow its focus solely to health care in the Kansas City area, and approached Excel Linen with an offer to purchase its Hospitality Division. "We knew the best way to handle these clients with our existing facilities was to take on clients who needed tablecloth and napkin service, and then we approached Ace ImageWear, who specializes in mats, towels and aprons, to take on clients with those needs," says Dominic Brancato, Vice President, Excel Linen Supply. "If we couldn't have made this happen, Faultless would have sold its Hospitality Division to a national company."

"This acquisition resulted in saving 60 Faultless Linen Supply jobs. Plus, for all accounts, the transition will be seamless," says Ed Heilman, CEO/President, Ace ImageWear. "We hired the Faultless processors and route drivers who work on the accounts we are acquiring, and Excel is doing the same. Keeping all of these jobs in Kansas City **and** ensuring customers will not notice a change in the quality of their service makes this a win for everyone involved."

Faultless Linen Supply, a fourth-generation family-owned company in business since 1896, was happy that Ace ImageWear and Excel stepped up to the plate. "We are thrilled that Ace ImageWear and Excel Linen – two family-owned companies who both started in the early 1930's and provide such a high level of service – will take care of our hospitality clients moving forward," says Susan Witcher, President, Faultless Laundry Co.

**Ace ImageWear** specializes in customized service programs that help its customers control and protect their image. Services include uniform and safety apparel rental and purchase, logo mats, mops, microfiber products, towels, aprons, and restroom products. The Heilman family has operated Ace ImageWear since 1932 and also services accounts in the south with plants and offices in Dallas, Houston and Beaumont, Tex. For more information on Ace ImageWear, please visit [www.aceimagewear.com](http://www.aceimagewear.com) or call 816.231.5737.