



# FACES *of* TRADE<sup>®</sup>

## American Textile Company



**Duquesne,  
Pennsylvania**

**Jack Ouellette**  
President & CEO

Industry  
**Protective Bedding Products**

Number of U.S. Employees  
**100**

Years of International Involvement  
**17 +**

[www.americantextile.com](http://www.americantextile.com)

From its facility in Duquesne, Pennsylvania, American Textile Company manufactures and distributes protective bedding products such as mattress, pillow, featherbed, and comforter covers to the majority of major retailers in the United States. Established in 1925, the company is a leader in the protective and allergen-barrier bedding categories. Family-owned for more than 75 years, American Textile continues to pursue the development of healthy bedding products that improve the quality of sleep.

The company has been involved in international trade with El Salvador and Guatemala for seven years. Proximity to the United States, English-speaking management, and efficient computer links have contributed to the company's success in the region. Jack Ouellette, president and CEO, explains why eliminating trade barriers is important to his company's future growth:

**"A free trade agreement with Central America and the Dominican Republic will make our products more price competitive in the marketplace. It will also improve speed to market for products, resulting in cost savings and increased sales. Any increase in sales and profitability will translate into greater job security for our employee base in Pennsylvania."**