



The Sterling Sustainable Mattress Advantage

	Sterling Sustainable Mattress	Typical Disposable Hotel Mattress	Mattress w/Removable Cover
Modular Sustainable Design: all parts interchangeable & replaceable	yes	no	no
Earn 2 points toward USGBC LEED certification	yes	no	no
Ships ready to install	yes	yes	yes
Houskeeping can upgrade mattress cover in room	yes	no	yes
Mattress cover upgrade makes room available for guests	yes	no	yes
Treatable for Bed bugs (inside and out)	yes	no	no
Treatment keeps room open	yes	no	no
Extended life span (2-3x original)	yes	no	no
Precision fit replacement parts available separately	yes	no	no
5 year mattress cost	\$398	\$370	\$385
10 year mattress cost	\$506	\$870	\$900
15 year mattress cost	\$614	\$1,370	\$1,415

- 15 year savings (per bed) with the Sterling Sustainable Mattress: **\$756**
- 15 year savings for 100 room hotel with two Queens per room: **\$151,200**
- 15 year room revenues value (property earning 10% net, pre-tax): **\$1,512,000**
- 15 year cubic feet solid waste reduction: **24,000 cubic feet**
- Choosing Sterling Sustainable mattresses **can save you 50% on your mattress replacement lifecycle**, while providing guests with a **superior nights sleep!**
- A superior guest experience translates to **higher occupancy rates**. How much could your rates increase?

Above table is based on the following assumptions:
 5/10/15 year replacement interval estimate costs

	Total 5 year interval cost		
	Sterling Sustainable Mattress	Typical Disposable Hotel Mattress	Mattress with Removable Cover
Initial mattress cost	\$398	\$370	\$385
End of 5 year replacement mattress cost	\$0	\$370	\$385
End of 5 year replacement mattress cover & foam overlay cost	\$103	\$0	\$0
Est. cost of mattress or replacement part installation, removal, and disposal labor	\$5	\$45	\$45
Est. cost of room change out down time	\$0	\$85	\$85
Total 5 year interval cost	\$108	\$500	\$515