

**Q. What does this new relationship do for me?**

A. This new relationship gives you the opportunity to get the advantages of a Tempur-Pedic® mattress on the best bed frames in the industry.

**Q. In addition to the comfort, what are the additional benefits of a Tempur-Pedic mattress?**

A. A Joerns mattress with TEMPUR® provides residents with a higher quality of life by offering the same calming and healing environment that can be found in the comfort of their own bed. In a study done by Prince Market Research, 83% of the patients at St. Thomas hospital in Nashville reported that they were very satisfied or satisfied with the ability of the Tempur-Pedic mattress to help them “sleep soundly in spite of hospital interruptions.”

When your residents sleep better you may expect:

- Enhanced healing from injury and illness
- Stronger resistance to infection
- Improved pain management
- Less need for pharmacologic sleep agents
- Fewer resident falls

Studies have shown that Tempur-Pedic mattresses provide exceptional sleep benefits to a variety of residents, including those diagnosed with:

- Fibromyalgia
- Pregnancy
- Alzheimers disease
- Back pain

Back pain is an especially important consideration when improving sleep. Over 30% of Americans suffer from back pain. Even when not the primary diagnosis, back pain can contribute to low quality sleep for many residents.

Facilities recognize the contribution of comfort and restorative sleep to healing and well-being, and understand that non-pharmacological aids to better sleep can produce enhanced clinical outcomes. We believe these facilities will turn to Joerns Tempur-Pedic mattresses for solutions for their residents.

**Q. Can I treat residents with pressure ulcers on this surface?**

A. Yes. Tempur-Pedic medical mattresses have been clinically proven effective in the treatment of Stage I, II, and uncomplicated III and IV pressure ulcers in individuals with available unaffected turning surfaces. In a study published in the journal of Ostomy Wound

Management, the data showed that the Tempur-Pedic mattress was an effective treatment surface for all stages of pressure ulcers, with overall wound sizes reduced by an average of 69% over 85 days on the mattress, or 25.5% per week. In a study of healing in Stage III and IV pressure ulcers currently underway, the Tempur-Pedic has delivered 17% greater reduction in wound area and 39% greater reduction in wound depth than the low air loss surface also being studied.

**Q. How does higher quality sleep translate to fewer falls?**

A. Restorative sleep is a key component in an effective fall-reduction program. Research has shown that elderly individuals with untreated insomnia are 90% more likely to fall than those who did not have sleep problems. Studies have shown that people sleep much better on Tempur-Pedic mattresses. As one nurse commented, “It makes sense. People will sleep better on the Tempur-Pedic. When they sleep better they get up less. When they don’t get up, they fall less!”

**Q. Why are Tempur-Pedic medical mattresses referred to as a “Novel therapeutic approach for agitation in Alzheimer’s disease?”**

A. Many facilities are striving to find effective ways to reduce agitation in residents with dementia. A pilot study conducted in 2007 by clinicians at the University of Kentucky found that environmental interventions, such as replacing the resident’s sleep surface with Tempur-Pedic, may serve as adjunctive therapy to pharmacotherapy for agitated nursing home residents with Alzheimer’s disease. Tempur-Pedic offers a non-invasive, effective therapeutic intervention to manage agitation in residents with Alzheimer’s.

**Q. Tempur-Pedic is the global leader in premium bedding. How do I use that to better market and sell my facility?**

A. Most facilities give the prospective resident and/or their family a facility tour. When the facility has Joerns Tempur-Pedic mattresses, the admissions coordinator is able to tell the family during the tour, “And if your mom (dad) is admitted, they will be sleeping on a Tempur-Pedic.” Most admissions coordinators would love to be able to say that. An increase in close rate of 1 to 3% is not unreasonable to expect. Promoting the presence of Tempur-Pedic mattresses in the facility in marketing brochures and direct mail (within the Tempur-Pedic brand guidelines) will also give these materials added punch.

**Q. How do I transfer or turn residents on these mattresses?**

A. The superior immersion and envelopment features of the Tempur-Pedic® mattress may require extra care in the turning of residents on the surface. Standing on the side of the bed that you want to turn the resident onto, depress the surface on that side with both hands, taking advantage of the slow material recovery to create a depression that will ease turning someone by rolling them “downhill”. A drawsheet can then be used to complete the reposition. The care provider is thus using gravity and the properties of the TEMPUR® material to their advantage.

**Q. Why should I pay more for the Joerns mattress with TEMPUR?**

A. Providing your residents with Joerns mattresses with TEMPUR shows you understand the importance of creating a comfortable, homelike environment where your residents will be at ease. These mattresses provide superior pressure management and increased resident satisfaction. Family members would be pleased to know that their loved one will not only maintain high quality sleep, but also high quality of life in your facility.

In addition, TEMPUR material has a higher density and uniform in cell structure than non-TEMPUR versions, making it extremely durable.

Tempur-Pedic surfaces support the body in perfect alignment, providing residents with all the comfort, pain relief and therapeutic benefits they need and deserve. In an analysis done over a period of 1.5 million resident days Tempur-Pedic medical mattresses reduced the incidence of facility-acquired pressure ulcers to 2.25%, and the incidence rate of significant pressure ulcers (a second Stage II, or a Stage III or IV) to less than 1%. This is significantly less than the national average of 5%.

**Q. How fast will the Joerns Tempur-Pedic mattresses pay for themselves?**

A. While the payback time varies greatly by facility, the Joerns Tempur-Pedic mattresses typically pay for themselves in less than one year.

**Q. Are these mattresses similar to the Tempur-Pedic mattresses sold to the general public?**

A. Tempur-Pedic manufactures many types of TEMPUR material for use in consumer mattresses, some of which are also used in the medical mattresses. In a recent survey, residents reported that they slept better and had higher levels of satisfaction and comfort on the Tempur-Pedic mattresses. The residents enjoyed the luxury of a comfortable mattress, just as people do at home.

**Q. How is TEMPUR different from other materials that claim to be viscoelastic?**

TEMPUR material is extremely dense: there are simply more cells per square inch than in most viscoelastic foams, and the cells themselves are consistently shaped. The higher density and consistency allows for greater sensitivity of the material to conform to an individual's body shape and contributes to improved durability, preventing the bottoming out that can occur in less dense material.

**Q. Will the Joerns Tempur-Pedic mattress make the resident feel hot?**

A. No. TEMPUR material consists of open cells which are breathable and self-ventilating. In heat transfer evaluations, Tempur-Pedic medical mattresses test cooler than regular high resiliency foam medical mattresses. Residents may discover they need fewer blankets to sleep comfortably because of increased circulation experienced through the relief of pressure points.

**Q. What fire codes do these mattresses meet?**

A. They exceed the flame resistance requirements of CFR 1633, CTB 129, and the NFPA 101 Life Safety Code.