

## Comparison Chart

### The Sterling Advantage Sustainable Mattress vs Disposable Mattress

	Sterling Sustainable Mattress	Typical Disposable Hotel Mattress
<b>THE BASICS</b>		
Does the purchase of this bed earn 2 LEED Points toward USGBC Certification?	<b>YES</b>	<b>NO</b>
Can this bed be cleaned inside and out?	<b>YES</b>	<b>NO</b>
Can Housekeeping replace the mattress cover in the room?	<b>YES</b>	<b>NO</b>
Can Cover replacement make the room available for guests in less than 15 min?	<b>YES</b>	<b>NO</b>
Can you effectively treat the mattress for Bed Bugs with harmless *DE inside and out?	<b>YES</b>	<b>NO</b>
Will this *DE bed bug treatment make the guest room available immediately?	<b>YES</b>	<b>NO</b>
Can mattress end of life be extended 3X by replacing worn bed parts in the room?	<b>YES</b>	<b>NO</b>
<b>ENVIRONMENTAL IMPACT</b>		
Can buying this mattress prevent 50% of the solid waste generated by old hotel mattress disposal?	<b>YES</b>	<b>NO</b>
<b>THE FINANCIAL IMPACT \$\$\$</b>		
Can choosing this bed reduce your cost of ownership by 50% over a 15 year period?	<b>YES</b>	<b>NO</b>
<b>Doing The Math - YEARS 1 - 5</b>		
Initial purchase price for a Queen Mattress set delivered with installation	<b>\$475</b>	<b>\$475</b>
Cost for Installation in the room	<b>\$25</b>	<b>\$25</b>
<b>YEARS 6 - 10</b>		
Replace mattress cover and foam comfort layer parts in the room	<b>\$175</b>	<b>\$0</b>
Replace the mattress set instead of replacing just the worn or soiled parts	<b>\$0</b>	<b>\$475</b>
Cost for Installation in the room	<b>\$0</b>	<b>\$25</b>
Old bed removal and disposal	<b>\$0</b>	<b>\$50</b>
Room Change out one day down time	<b>\$0</b>	<b>\$100</b>
<b>YEARS 11- 15</b>		
Replace mattress cover and foam comfort layer parts in the room	<b>\$175</b>	<b>\$0</b>
Replace the mattress set instead of replacing just the worn or soiled parts	<b>\$0</b>	<b>\$475</b>
Cost for Installation in the room	<b>\$0</b>	<b>\$25</b>
Old bed removal and disposal	<b>\$0</b>	<b>\$50</b>
Room Change out one day down time	<b>\$0</b>	<b>\$100</b>
<b>15 YEAR TOTAL COST OF OWNERSHIP FOR 1 BED</b>	<b>\$850</b>	<b>\$1,800</b>

Half the cost of ownership, half the solid waste, cleaner beds for your guests, bad for the bed bugs, good for your bottom line & the planet