

Sterling Imperial 625 Pillow Top



This award recognizes Sterling's Sustainable mattress design for its outstanding comfort, practical value and environmental benefits worth 2 LEED points.



Sterling Sleep Systems 7311 Doig Dr., Garden Grove, CA 92841 888.281.2817 SterlingSleepHospitality.com • sales@sterlingsleep.com



What Makes Our Award-Winning Bed Design a Better Choice?





What Makes Our Award-Winning Bed Design a Better Choice?

- Replaceable Zippered Covers
- Ability to Clean Inside and Out
- 50% Lower Cost of Bed Ownership. Replace Components Instead of Complete Beds*
- 40% Reduction in Solid Waste Generated by Old Bed Disposal
- Adjust Firmness with Available Optional Parts

Sterling Imperial Mattresses									
Cashmere Blend, Aloe Vera-Treated Tick					Mattress Height				
3" Thick Tack & Jump Quilted Cover	Choice of Plush Memory Foam or	Imperial	675	Euro Top	15"				
L&P 6" Bolsa [®] 609 Pocket Coil	Firm Latex Overlays 3" Overlays 675	Imperial	655	Pillow Top	13"				
Fully Foam Encased	2" Overlays 655 & 650	Imperial	650	Plush Top	13"				
Foam Edge Support Heavy-Duty Foundation 10-Year Warranty		Imperial	625	Pillow Top	12"				
		Imperial	620	Plush Top	12"				
,	Cashmere blend, Aloe vera-treated tick,	Imperial	615	Pillow Top	11"				
	with 2" thick Ribbon "S" Quilt	Imperial	605	Plush Top	11"				

Sterling Hospitality Mattresses									
Aloe Vera-Treated Tick					Mattress Height				
2" Thick Ribbon "S" Quilted Cover	Choice of Plush 2" Memory Foam or	Hospitality	555	Pillow Top	13"				
L&P 8" Quantum [®] Edge Pocket Coil	Firm Latex Overlays	Hospitality	550	Plush Top	13"				
Edge Support		Hospitality	525	Pillow Top	12"				
Heavy-Duty Foundation 10-Year Warranty		Hospitality	520	Plush Top	12"				
	Edge 206 Caring Cate	Hospitality	325	Pillow Top	11"				
		Hospitality	320	Plush Top	11"				

All bed sets are FR compliant 16 CFR 1632 &1633

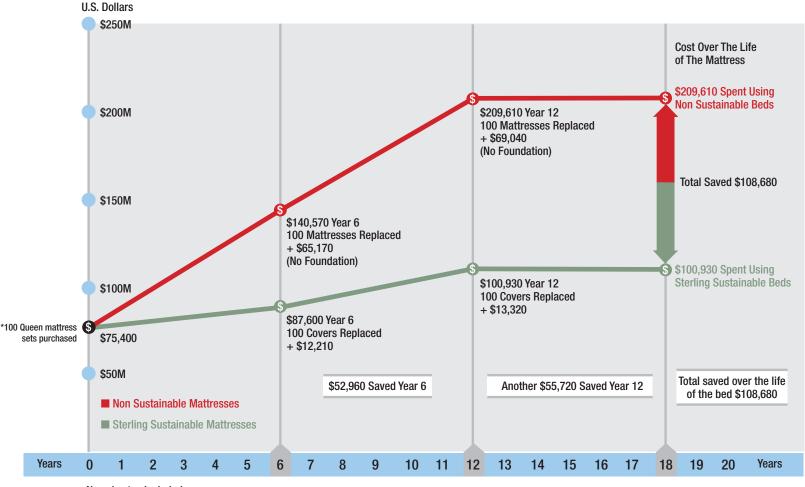
Mattress sizes may vary 1/2" (+ /-) from stated dimensions

Dimensions - EK 76"x80" | CK 72"x84" | HK 72"x80" |QN 60"x80" | FXL 54"x80" | F 54"x75" | TXL 38"x80" | TW 38"x75"

*See our analysis that shows how purchasing 100 Sustainable Queen Beds can save \$100,000 in the cost of bed ownership over the life of the product



50% Lower Mattress Costs



No sales tax included

No recycling fees included

* See details and assumptions on the following page



50% Lower Mattress Costs Data

	Spending	Year 1	Spendin	g Year 6	Spending Year 12		Cost Over the Life	of the Mattress
Cost Comparison Based on 6-Year Mattress Replacement Cycles	With Sterling Sustainable Mattress	Without	With Sterling Sustainable Mattress	Without	With Sterling Sustainable Mattress	Without	With Sterling Sustainable Mattress	Without
Queen mattress – Sterling 520 4 Star & Comparably Priced Competitors Mattress	\$387	\$387	\$0	\$426	\$0	\$464	\$387	\$1,277
Queen foundation – Sterling 8 inch & Comparably Priced Competitors Foundation	\$141	\$141	\$0	\$0	\$0	\$0	\$141	\$141
*Room down time - lost revenue - based on 2018 average \$126 daily room rate	\$126	\$126	\$0	\$126	\$0	\$126	\$126	\$378
**FF&E (BED INSTALLATION) - old bed removal, transportation & dump fee	\$100	\$100	\$0	\$100	\$0	\$100	\$100	\$300
REPLACEMENT PARTS ie. Queen Zippered Mattress Cover \$111	\$0	\$0	\$122	\$0	\$133	\$0	\$255	\$0
INSTALLED COST for 1 Queen Mattress & Foundation set in the guest room	\$754	\$754	\$122	\$652	\$133	\$690	\$1,009	\$2,096
Spending year 1, year 6 & year 12 for 100 beds	\$0	\$0	\$12,210	\$65,170	\$13,320	\$69,040		
100 Queen beds - running totals	\$75,400	\$75,400	\$87,610	\$140,570	\$100,930	\$209,610	\$100,930	\$209,610
Dollars saved	\$0		\$52,	960	\$55,7	/20	\$108,	680
No sales tax or recycle fees included								

Component part replacement prices increased 10% year 6 and 20% year 12

Replacement mattress prices increased 10% year 6 and 20% year 12

By Julie Sickel / August 13, 2015 / Contact Reporter.

The number of available rooms in U.S. hotels surpassed 5 million for the first time, according to STR. The company's most recent hotel census, for June, shows 5,001,163 rooms across 53,554 properties. Aug 13, 2015"

https://www.statista.com/statistics/195704/average-hotel-room-rate-in-the-us-since-2005/

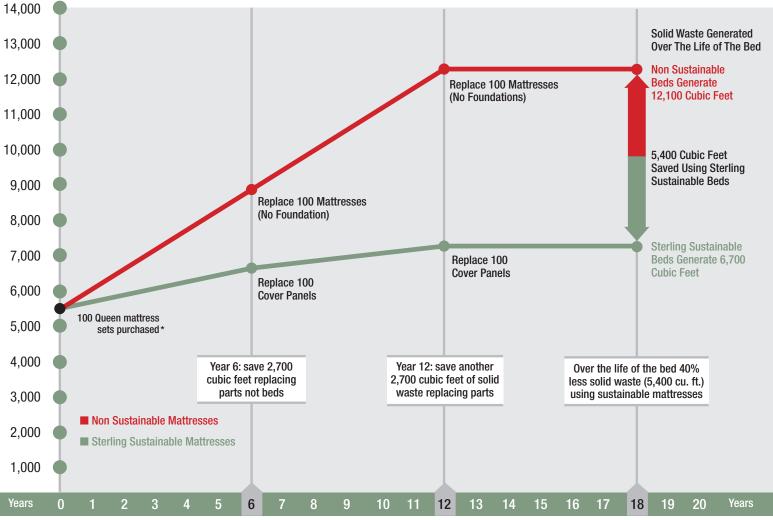
*The average daily rate of the U.S. hotel industry reached 126.72 U.S. dollars in 2017.

** U.S. FF&E installation services range between \$90 - \$120 per mattress set according to our April 2018 survey



40% Less Solid Waste

Cubic feet of solid waste



*See details and assumptions on the following page



Mattress Solid Waste Generation Data

	Cubic Feet of Sol	id Waste Year 1	Cubic Feet of Solid Waste Year 6		Cubic Feet of So	id Waste Year 12	Waste Generated Ove	r The Life of the Bed
SOLID WASTE GENERATED BY OLD HOTEL BED DISPOSAL	With Sterling Sustainable Mattress	Without	With Sterling Sustainable Mattress	Without	With Sterling Sustainable Mattress	Without	With Sterling Sustainable Mattress	Without
Queen 12" tall mattress = 33 cubic feet	33	33	0	33	0	33	33	99
Queen 8" tall foundation $= 22$ cubic feet	22	22	0	0	0	0	22	22
Queen replacement mattress cover = 6 cubic feet	0	0	6	0	6	0	12	0
Queen replacement 1" foam overlay = 2 cubic feet	0	0	0	0	0	0	0	0
Cubic feet of SOLID WASTE GENERATED per bed set	55	55	6	33	6	33	67	121
Cubic feet of waste per 100 beds	5,500	5,500	600	3,300	600	3,300	6,700	12,100
100 bed sets, running totals	5,500	5,500	6,100	8,800	6,700	12,100	6,700	12,100
Cubic Feet of Solid Waste Saved	0	0 2,700		5,400		5,4	5,400	
Based on 20-year life of Leggett & Platt pocket coils								
2017 Data for US Hotels								
Number of hotel rooms	5,001,163	www.businesstraveln	ews.com/strategic/L	-s-hotel-supply-breaks	s-5-million-room-mark			
Number of beds	5,001,163	Based on 1 Queen Be	ed Set/Room to keep t	he example simple				
Number of beds replaced annually	714,452	714,452 Based on American Hotel & Lodging Association 7-year replacement cycle estimates						
Cubic feet per bed set	55 cubic feet per bed based on Queen 12" mattress and 8" foundation							
Cubic feet of solid waste generated annually by old hotel bed disposal	39,294,852 Based on 714,452 bed sets x 55 cubic feet each							
Cubic feet of solid waste a sustainable mattress can prevent annually	17,289,735 Based on preventing 44% of solid waste by replacing mattress components instead of complete beds.							

By Julie Sickel / August 13, 2015 / Contact Reporter.

The number of available rooms in U.S. hotels surpassed 5 million for the first time, according to STR. The company's most recent hotel census, for June, shows 5,001,163 rooms across 53,554 properties. Aug 13, 2015"

https://www.statista.com/statistics/195704/average-hotel-room-rate-in-the-us-since-2005/



Sterling's Modular

Design is Worth

2 LEED Points

Imperial 675 6-Diamond Euro Top

- His & her individual choice of firmness. Select your own 3" foam overlay
 - Plush memory foam
 - Firm latex
- Cashmere blend ticking and 3" thick tack and jump quilted cover
- Fully foam-encased edge support
- · Antibacterial and antimicrobial protection
- 15" mattress height, including 6" fabric-encased pocket coils
- Commercial-grade foundations
- Earns two LEED points
- 30 years of experience in the bedding industry
- 10-year warranty





Plush



Firm



50/50





Sterling's Modular

Design is Worth

2 LEED Points

Sterling Imperial 650 Plush Top

- His & her individual choice of firmness. Select your own 2" foam overlay
 - Plush Cool Gel memory foam
 - Firm latex
- Cashmere blend ticking and 3" thick tack and jump quilted cover
- Fully foam-encased edge support
- Antibacterial and antimicrobial protection
- 13" mattress height, including 6" fabric-encased pocket coils
- Commercial-grade foundations
- Earns two LEED points
- 30 years of experience in the bedding industry
- 10-year warranty





Plush



Firm



50/50





Imperial 625 5-Diamond Pillow Top

- Cashmere blend ticking and 3" thick tack and jump quilted cover
- Foam edge support
- Fully foam-encased
- Antibacterial and antimicrobial protection
- 12" mattress height, including 6" pocket coils
- Commercial-grade foundations
- Earns two LEED points
- 30 years of experience in the bedding industry
- 10-year warranty















Imperial 620 4-Diamond Plush Top

- Cashmere blend ticking and 3" thick tack and jump quilted cover
- · Foam edge support
- · Fully foam-encased
- · Antibacterial and antimicrobial protection
- 12" mattress height, including 6" pocket coils
- · Commercial-grade foundations
- Earns two LEED points
- 30 years of experience in the bedding industry
- 10-year warranty













Imperial 605 Plush Top

- Cashmere blend ticking and 2" ribbon "S" quilted cover
- Foam edge support
- · Fully foam-encased
- Antibacterial and antimicrobial protection
- 11" mattress height, including 6" pocket coils
- Commercial-grade foundations
- · Earns two LEED points
- 30 years of experience in the bedding industry
- 10-year warranty















Sterling Hospitality 555 Pillow Top

- Choice of firmness for both sleepers by selecting a 2" overlay
 - Plush cool gel memory foam
 - Firm latex
- Aloe vera-treated ticking and 2" thick ribbon "S" quilted cover
- Leggett & Platt Quantum® Edge support
- 13" mattress height including 8" pocket coils
- Antibacterial, antimicrobial treated cover
- Commercial-grade foundation
- · Earns two LEED points
- · 30 years of experience in the bedding industry
- 10-year warranty



Sterling's Modular Design is Worth 2 LEED Points



Plush



Firm



50/50





Hospitality 525 5-Star Pillow Top

- Aloe vera-treated ticking and 2" thick ribbon "S" quilted cover
- L&P Quantum® Edge support
- 12" mattress height, including 8" pocket coils
- · Antibacterial, antimicrobial treated cover
- Commercial-grade foundation
- · Earns two LEED points
- 30 years in the bedding industry
- 10-year warranty















Hospitality 520 4-Star Plush Top

- Aloe vera-treated ticking and 2" thick ribbon "S" quilted cover
- Leggett & Platt Quantum® Edge support
- 12" mattress height, including 8" pocket coils
- · Antibacterial, antimicrobial treated cover
- Commercial-grade foundation
- Earns two LEED points
- 30 years of experience in the bedding industry
- 10-year warranty















Hospitality 320 Plush Top

- Aloe vera-treated ticking and 2" thick ribbon "S" quilted cover
- Leggett & Platt 7" VertiCoil® Edge innerspring
- 11" mattress height
- · Antibacterial and antimicrobial treated cover
- Commercial-grade foundation
- · Earns two LEED points
- 30 years of experience in the bedding industry
- 10-year warranty















AWARD OF EXCELLENCE

Case Goods and Freestanding Furniture - Individual Furnishings Items CATEGORY

DURST, HONORARY FIIDA EVICE PRESIDENT/CEO, IIDA

I I D A

hospitalitydesign

IIDA/HD Product Design Award Winner – Award of Excellence. 2 LEED points Every component of this mattress is:

Removable Replaceable Interchangeable



SUSTAINABLE MATTRESSES

WWW.STERLINGSLEEPHOSPITALITY.COM



	Dimensions and Coil Counts	
Twin	38" x 75"	612
Twin XL	38" x 80"	650
Full	54" x 75"	816
Full XL	54" x 80"	866
Queen	60" x 80"	968
E King	76" x 80"	1188
Cal King	72" x 84"	1189
Hotel King (Special Order)	72" x 80"	

	Total Bed Height
Mattress	13"
Foundation	8"
Metal bed frame	7"
Total bed height =	28"



The Sterling Advantage

	With Sterling Sustainable Mattress	Without Sterling Sustainable Mattress
Can this bed reduce your cost of ownership by 50%?	Yes	No
Can buying this mattress prevent over 40% of the solid waste generated by old hotel mattress disposal?	Yes	No
Do replaceable parts make this bed last three times longer?	Yes	No
Can this bed be cleaned inside and out?	Yes	No
Can the mattress cover be replaced easily in the guest room?	Yes	No
Can cover replacement make rooms ready for guests in less than 15 minutes?	Yes	No
Does this bed earn two LEED points?	Yes	No

All Sterling Sleep System mattresses meet the 1632, 1633 Federal Flammability Standards and California TB603. U.S. patents: 7,191,483 and 7,386,903. Other patents pending.

Sterling Sleep Systems • 7311 Doig Dr., Garden Grove, CA 92841 • 888.281.2817 • SterlingSleepHospitality.com • sales@sterlingsleep.com







Bolsa® fabric-encased coils provide an even surface that absorbs partner movement and prevents sleepers from rolling together.

- We produce our own wire, which ensures quality-controlled steel in every spring.
- Pre-compressed coils create a firm surface that makes the unit more responsive to body movements.



ComfortCore^{*} coils feature heat-treated, stress-relieved wire that holds its shape and provides a durable, consistent sleep surface. The wire flexes and conforms to the individual contours of the body for superior comfort and reduced partner disturbance.

Innersprings sleep up to 28% cooler than foam.*





Leggett & Platt.

*Research conducted by Kansas State University and the Institute of Environmental Research.

© 2016 Leggett & Platt, Incorporated PN290_20938_10/16

Unit Coil Counts

	Twin	Twin XL	Full	Full XL	Queen	King	Cal King
475	325	N/A	475	N/A	567	729	728
532	392	N/A	532	N/A	660	810	806
532FE	338	N/A	468	N/A	540	702	672
609	435	N/A	609	N/A	744	930	928
660	480	N/A	660	N/A	800	1024	1020

QUANTUM° EDGE BOLSA°



Quantum' Edge Elite forms a frame around our Bolsa' unit, providing a better edge than foam, reducing or eliminating that roll-off feeling, and delivering a consistent sleep surface.

- Proven 26% more durable than foam encasements.
- Ability to compress, fold, and roll-pack for your shippable mattress program.

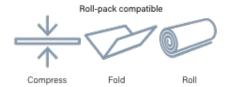
The Bolsa^{*} coils that form the interior of this unit provide an even surface that absorbs partner movement and prevents sleepers from rolling together.

- We produce our own wire, which ensures quality-controlled steel in every spring.
- Pre-compressed coils create a firm surface that makes the unit more responsive to body movements.



ComfortCore^{*} coils feature stress-relieved wire that holds its shape and provides a durable, consistent sleep surface. The wire flexes and conforms to the individual contours of the body for superior comfort and reduced partner disturbance.

Innersprings sleep up to 28% cooler than foam.*





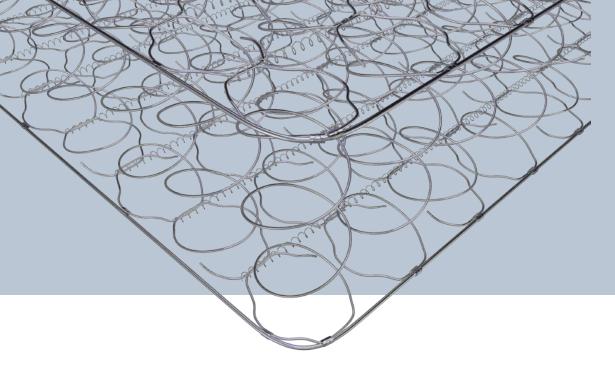


*Research conducted by Kansas State University and the Institute of Environmental Research.

Unit Coil Counts

	Twin	Twin XL	Full	Full XL	Queen	King	Cal King
816/968	612	650	816	866	968	1188	1189





With consistent coverage across the surface of the bed, VertiCoil^{*} Edge delivers a strong perimeter that reduces sagging and the feeling of roll-off at the edge of the bed.

- The open-coil design remains stable throughout every part of the mattress.
- Provides a durable, long-lasting sleep surface that springs back to its original shape after each use.
- Stress-relieved wire holds its shape and provides a durable, consistent sleep surface.



Unit Coil Counts

285

357

357FE

396FE

396

Twin

209

252

220

286

252

Twin XL

N/A

276

N/A

312

N/A

Alternating coils evenly distribute weight and counteract force to deliver proper support and improved perimeter consistency.

Full XL

N/A

391

N/A

432

N/A

Queen

340

460

378

504

418

King

N/A

575

483

648

528

Innersprings sleep up to 28% cooler than foam.*

Full

285

357

320

396

357

Leggett & Platt.

*Research conducted by Kansas State University and the Institute of Environmental Research.

BeddingComponents.com

Cal King

N/A

576

462

625

529