

**in this issue**

- :: [Mattress Milestones](#)
- :: [Lean Principles at Sound Sleep](#)
- :: [Sound Sleep Products Goes Vertical](#)
- :: [Blumenthal Print works Recognized](#)

**Mattress Milestones**

Founded in 1982, Lady Americana is one of the fastest growing companies in the bedding industry. With factories coast-to-coast in the United States, Canada, Mexico and Asia, Lady Americana is rapidly developing a worldwide reputation of quality and value. In 1992 Mathis Brothers Furniture enters the mattress manufacturing business by opening Factory Direct. The store featured a small showroom in the front with a mattress factory operating at the back of the store enabling customers to literally see their bed being made from behind the window separating the showroom from the factory. After the phenomenal growth of Factory Direct, the brothers decided to give the mattress a brand name eventually settling on purchasing Lady Americana. Under the leadership of Mathis Brothers the franchise has grown to 25 factories worldwide and is continuing to be a leader in the industry.



**Sound Sleep goes Vertical  
Pacific Components added**

August 1, 2009 Sound Sleep announces the acquisition of the Pacific Spring Manufacturing facility. Under the agreement, Sound Sleep Products will acquire the 48,000 square foot Pacific Spring facility, inventory, equipment, and personnel. As a long time valued supplier, Pacific Spring has been recognized in the industry as the most efficient wood component manufacturer in the Pacific Northwest, building a trouble free product for the past 29 years. The expansion will allow Sound to continue its effort to be a low cost, value oriented producer and be a leader in the northwest market place. The additional square footage will be dedicated to

1. The cutting and manufacturing of all wood products.
2. The slicing and fabricating of foam and latex.
3. The warehousing of special purchases.
4. Future spring manufacturing.

Vertical manufacturing will insure product consistency, allow quick reaction to market demands, and help control costs. All of which are beneficial to the retailer.

**Lean Principles at Sound Sleep**

The central theme of the Lean Manufacturing philosophy is the elimination of wasteful, non-valued added work. At Sound Sleep Products we work hard to lower manufacturing and administration costs by reducing and eliminating waste such as:

- \*Over-production: We produce product to your demand in a one-piece flow factory
- \*Wait Time: We have a balanced work production line that keeps everyone working.
- \*Transportation Waste: We stage raw materials close to the production worker.
- \*Over-Processing Waste: We work to eliminate duplication and non-value added work in our processes.
- \*Inventory Waste: We work with vendors to receive raw materials just in time and operators do not produce batches ahead of schedules.
- \*Motion Waste: We layout work cells so operators have their tools and supplies near them.
- \*Defect Waste: First time quality is stressed throughout all work processes.

We know that you do not want to pay for wasteful manufacturing practices that are absorbed and passed on as higher prices. Although we are just beginning the journey of lean manufacturing, we work hard to eliminate waste so we can maintain our low prices.



**Blumenthal Print works Recognized as a Valued Vendor!**

Thanks to the generous offerings of premium knit ticking from Blumenthal Print works, Sound Sleep Products has been able to offer outstanding summer and back to school values. Ticking normally found on mattress sets retailing for over \$1000 can be found on special value Comfort Rest sets for \$399 to \$599.

Thank you Blumenthal.....