

Special: Hüsler Nest
in Independent Testing

HÜSLER NEWS

The Latest News for Our Partners and Associates • Special Edition • May 2005

Proof of Quality in Black and White

ADRIAN HÜSLER is proud of Hüsler Nest's performance under objective quality testing.

■ Over 200'000 people sleep in a Hüsler Nest – and they obviously sleep very well. So well in fact, that they tell friends and family, and by now have become our most valuable sales representatives. Seven out of 10 new customers decide on a Hüsler Nest sleeping system because of a personal recommendation. With this much evidence and subjective customer satisfaction, why are we even seeking objective proof?

Primarily out of curiosity: What can empirical testing show us about the effects of sleeping on a Hüsler Nest system?



"The objective test results prove the subjective findings of our satisfied customers."

How does Hüsler Nest compare with other brands in independent testing? Testing and research – when the results are favourable – contribute to our sales argument. It can also show us the best way to strengthen our weaknesses.

We participated in several independent tests and are proud to announce very positive feedback. Read on – and see the results for yourself in this issue!

Regards, Adrian Hüsler

Four Top Results

Numerous independent scientific teams have come to the same conclusion: Hüsler Nest is on top. We proudly announce the results.

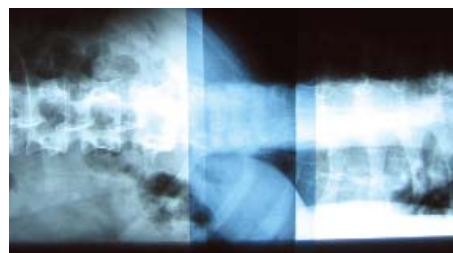
Rated "Superior" By Orthopedic Patients

For 14 nights, 108 testers suffering from various back problems slept on



Hüsler Nest beds at The Orthopedic Hospital in Speising, Vienna. The findings according to **Professor Dr. Hans Tilscher: 107**

of the 108 sleepers described their sleeping experience on a Hüsler Nest bed as "superior" even "superlative" during the various phases of their sleep cycles – falling asleep, sleeping through the night, and waking. **PAGE 2**



An Ideal Sleeping Posture

X-ray pictures from Speising, Vienna prove it: A Hüsler Nest bed protects the spinal column. Unnatural spinal compression is minimal compared to sleeping on a conventional bed.

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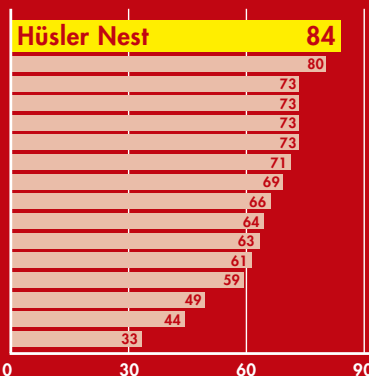


You Won't Sleep Longer. You'll Sleep Better

Dr. Jürg Schwander, Medical Director of the Clinic for Sleep Medicine, Zurzach is amazed by the results: after sleeping on a Hüsler Nest bed, his patients felt better rested and even experienced improved performance during waking hours – with the same amount of sleep. **PAGE 3**

Clinically The Best Bed

An independent comparison study of sleeping systems declares Hüsler Nest the clear winner. **PAGE 4**



a different approach to sleep

Proper Posture, Better Sleep



Univ. Prof. Dr. Hans Tilscher
Vienna/Speising: President of the health awareness institute «SOS Körper» and Member of the Board of the Ludwig Boltzmann Institute for Conservative Orthopedics

The Orthopedic Hospital in Speising, Vienna tested the effects of a bed on patients suffering from various back problems. 108 patients slept on average 14 nights in a Hüsler Nest bed. Prof. Dr. Hans Tilscher, head of the study, reports the results.

■ For the duration of his hospital stay, each tester was in the care of a qualified physiotherapist. 62 people (57%) were male, 46 (43%) were female; the youngest tester was 25, the oldest 79 years old. The average age was 53 for men and 56 for women.

The orthopedic conditions of the patients varied: 53% of male and 31% of female testers suffered from slipped discs. Further diagnoses were lower back pain, knee problems, hip joint pain, and neck/shoulder complaints.

77% of the 108 testers reported the onset of pain following vigorous activity. 53% suffered from chronic pain, mostly upon awakening, whereas 40% described (in various ways) night pain so severe it caused them to wake during the night.

“Falling asleep, sleeping through the night, and waking phases were all superior and even superlative when compared to sleeping in a conventional bed.”

Clearly superior

A short period of time was needed for the sleepers to acclimate to the new bed, but with very few exceptions, the sleepers found the quality of sleep very good, and even improved. Falling asleep, sleeping through the night, and waking phases were all superior and even superlative when compared to sleeping in a conventional bed. The testers were also impressed by the construction of the Hüsler Nest bed and the exclusive use of all-natural materials.

The Closest Thing to an Ideal Sleeping Posture



Senior Physician Dr. Thomas Rustler
Project Leader Science Division at the Orthopedic Hospital, Vienna/Speising

Sleeping postures were x-rayed at the Orthopedic Hospital in Speising and compared between Hüsler Nest and standard mattresses. Senior Physician Dr. Thomas Rustler comments on the experiment and its results.

■ The best way to measure an ergonomical sleeping posture is to find the most horizontal and least compressed way to lie – usually on one’s side. We analysed this in a series of tests performed at the Orthopedic Hospital in Speising. Our tester was a healthy, physically active 37 year old male, 192 cm tall and 85 kilos heavy. He had no previous history of spinal or joint problems.

We compared a new standard hospital mattress to a Hüsler Nest sleeping system. The Hüsler Nest was installed directly onto the metal frame of the hospital bed. The tester laid on his right side with legs bent to 110 degrees at the knees and hips, and supported

under the head by a 7 cm thick sheep’s wool pillow.

Sleeping on a conventional mattress resulted in a left compression of the spine at the 3rd disc and a Cobb Angle of 9 degrees as well

“No matter what weight, height, or body type, the sleeper is given the most orthopedically correct sleeping posture.”

as a right convex opposing compression to the height of the 1st upper spinal disc and an angle of 10 degrees.

The Hüsler Nest bed system formed a right spinal disc curvature at the 4th disc of 3 degrees – the

upper spine formed a long, straight, left convex curvature at the 6th upper spinal disc with a degree of 6.

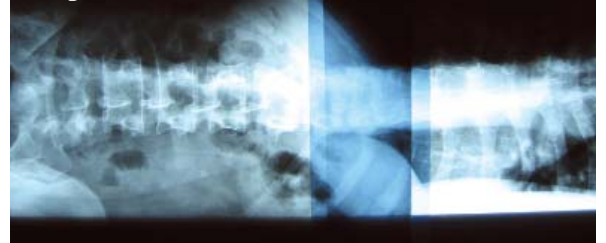
Perfectly Horizontal

By providing equal support at the shoulder and hip area and a flexible base for the spinal column, a Hüsler Nest sleeping system provides the closest horizontal posture with the least amount of compression for the entire spine. In addition, adjustment of the Liforma Support Unit provides optimal individual laying positions. No matter what weight, height, or body type, the sleeper is given the most orthopedically correct sleeping posture.

Sleeping posture on a conventional bed as seen through an x-ray of the spine and hip area: Visible compression.



Sleeping posture on a Hüsler Nest as seen through an x-ray of the spine and hip area: Minimal compression.



Better Rest with the Same Amount of Sleep

Sleeping on a Hüsler Nest doesn't make you sleep longer – it makes you sleep better. This is the result of a study at the Clinic for Sleep Medicine, Zurzach. The most important results of the study and a talk with the clinic's director, Dr. Jürg Schwander.



PD Dr. med Jürg Schwander
Specialist Internal Medicine (FMH)
and Endocrinology, Medical Director of the Clinic
for Sleep Medicine, Zurzach

■ Dr. Schwander, you have devoted 12 years to the study of sleep medicine. Recently you conducted a scientific study concerning the effects of switching to a Hüsler Nest sleeping system. What can you tell us after observing the results of that study?

Even I was amazed. On the one hand, the amount of sleep in a Hüsler Nest was unchanged – on the other hand, our testers reported a great improvement in the quality of rest. The quality of sleep was also greatly improved, as was performance during waking hours. The number of testers was small but we were able to measure the results according to statistical significance. The findings were extraordinary.

The study took into consideration a discomfort phase during the 3 stages of acclimatisation from an old bed to a new one. You found that the pain felt during this phase increased at first, then decreased to levels below those experienced when sleeping in the old bed.

A customer consultation at Hüsler Nest reveals a particularly interesting phenomenon: A small amount of discomfort during the initial use of a Hüsler Nest is possible. Surprisingly however, the discomfort does not interfere with the sleeper's rest – and the improved sleep quality is felt almost immediately. But such contradictions are not surprising to those who study the science of sleep.

The study of sleep is a new science. How far has it taken us?

We have made great advancements toward understanding the nature of sleep – yet it is far from complete. The process of understanding certain sleep phenomena has made great strides: Today we know of 80 different sleep disorders. The study of sleep has also revealed a startling connection between somatic and psychological medicine – sleep disorders are the key to many illnesses.

The clinic treats sleeping disorders. How do you go about doing this?

Outpatient therapy usually begins with a questionnaire and an initial consultation. The patient is then required to begin keeping a «sleep journal» and is given an actometer to measure his or her level of movement.

Through measuring the level of activity and reading the entries in the sleep journal, we develop a way to introduce therapy specific to the needs of the patient. Our treatment methods have a success rate of 80 percent.

At which stage do you introduce the sleep laboratory?

If a particular course of therapy is not working, or if the symptoms are unusual we employ the use of a polysomnograph – a device used by us in the sleep laboratory to gather objective data while the patient sleeps.

STUDY CONDUCTED BY THE CLINIC FOR SLEEP MEDICINE, ZURZACH

The sleeping habits of 16 women between the ages of 36 and 54 were studied. Three different phases were observed during a 2 week time period. Phase 1: The testers slept in their current bed. Phase 2: The testers became accustomed to sleeping in a Hüsler Nest bed. Phase 3: The testers slept in a Hüsler Nest bed after getting used to it. The atmosphere in the test bedroom remained unchanged throughout the experiment. The testers kept a sleep journal and wore an actometer to measure their movement. The most significant findings:

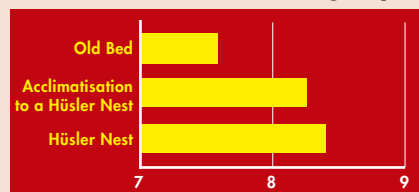
1. Quality of Rest



2. Quality of Sleep



3. Performance on Following Day



4. Quality of Bed



Results according to sleep journals kept by participants. Scale of 1–10 used. Study performed by KSM 2004.



a different approach to sleep

The Best Bed According to Medical Criteria

The ergonomie & technologie Institute GmbH, in conjunction with the Institute for Hygiene and Applied Physiology (IHA) at the Swiss Federal Institute of Technology in Zürich (ETH), evaluated 16 beds. Hüsler Nest clearly came away not only with the best medical results, but a winner in service criteria as well.

■ How does Hüsler Nest measure up in comparison to other manufacturers of sleeping systems? In order to find out, Hüsler Nest AG commissioned experts to conduct an independent study from the consumer's perspective. The top-of-the-line test beds were compared and rated on product documentation, information obtained at the place of purchase, physical testing, and bed functions.

16 Beds, 4 Test Systems

The scope of the study included 16 beds and 4 different sleeping systems: Conventional beds, organic (natural) beds, waterbeds, and airbeds. Hüsler Nest and other manufacturers were asked to provide their state-of-the-art models. The goal of the experiment was to find out which sleeping system best met the needs of the consumer. "The test circumstances were

realistic and provided a suitable background for evaluating each criteria." states Dr. Christopher H. Müller, head of the study.

A thrilling result: According to the medical criteria established by the researchers, Hüsler Nest is in first place, with a maximum point score in 10 out of 13 criteria and a total score of 84 of 93 points. The first place winner scored 80 points; the second place winner 73 points.

And more good news: With regards to service, Hüsler Nest shares the award for first place. The company's generous product guarantee and consumer documentation assured our victory in this respect.

Ergonomics: Motor Now Available

The results from the ergonomic study were close – the difference between first and 10th place was under 10%, with Hüsler Nest coming at 8th place. Unfortunately it was the lack of electrical additions that kept Hüsler Nest from a better score. We met this challenge successfully and have in the meantime added optional electrical features. Hüsler Nest also failed to gain points due to the absence of handles on the sides of the mattress, but the lightweight latex mattress is so easy to roll by hand that the company felt it in the best interest of the product not to add this feature.

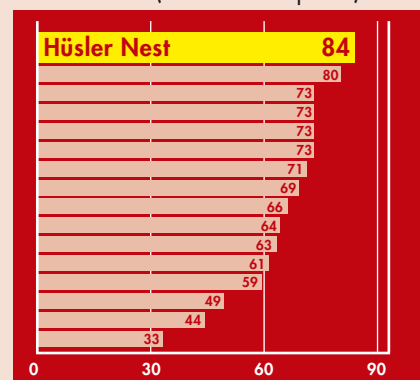
This independent study was carried out at the request of Hüsler Nest. The results of the study are therefore provided without publishing the names of the other participants.

LIST OF CRITERIA

Medical	Ergonomical	Service
Firmness	Length	Guarantee
Quietness	Width	Product documentation
Body impression	Height	
Foundation	Adjustability	
Degrees of firmness	Maintenance	
Support zones	Stability	
Mobility	Slat distance	
Mattress cover	Center beam	
Support surface	Ease of use (sitting, rising)	
Pillows, extras	Frame adjustment	
Breathability	Handling	
Scent		
Compliance certification		

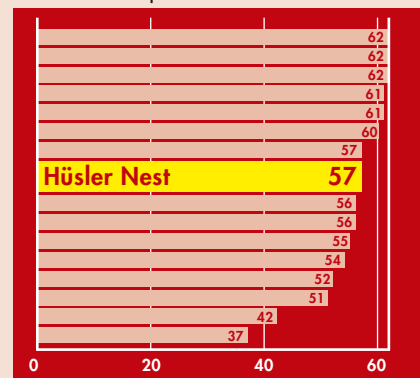
THE RANKING

Medical Criteria (Maximum 93 points)



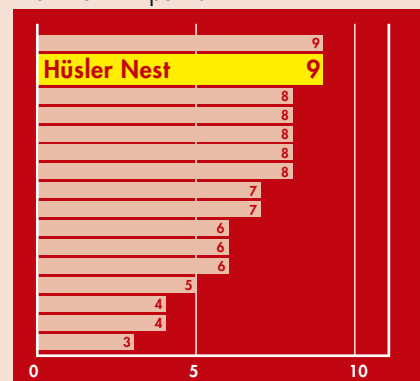
Ergonomical Criteria

Maximum 62 points



Service Criteria

Maximum 11 points



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