

Floor Samples

What are floor samples?

- Mattress retailers will display floor samples for comfort tests and product demonstrations.
- All mattresses are displayed with a pillow sham and foot protector for cleanliness and to protect against damage.
- Floor samples are generally replaced every 6-12 months.
- Large retailers will often sell samples in total for a smoother transition versus the complexities of selling at the individual store level.

Are the mattresses considered new or used?

- A used product is defined as one that has shifted possession from the seller to the buyer by transaction.
- These floor samples have never left the retailers' possession.
- Mattresses were solely displayed as a sample in a retail setting.
- Mattresses have never been used for their intended purpose.
- Considered new. Marketed and sold as floor samples.

Quality Control

- Floor samples are sent to a distribution center for inspection by quality control.
- Mattresses are sterilized with Steri-Fab; sterilization method used by most mattress manufacturers.
- Mattresses are bagged in a 4-millimeter bag for added protection.
- Labels are placed on the front to designate style, firmness, and product height.
- Mattresses are ready for the retail floor.