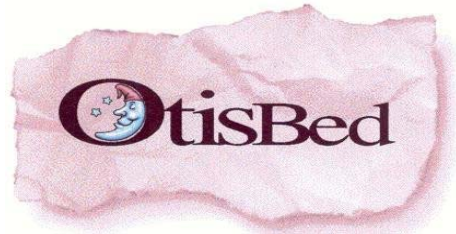


Useful News...

A PUBLICATION OF OTIS BED MANUFACTURING
volume6 EXPO 2003 ISSUE



NEW!!! DON'T MISS OUT ON THE EXCITEMENT!!!

OTIS GOES EL' NATURAL!!!

SNUGGLE UP TO OUR NEW LINE AND START REAPING THE REWARDS TODAY!

Otis Introduces...The F-Class! Leave it to Otis Bed to create a **fiber futon mattress** that performs even more for you! These four new additions are the only fiber & foam in the industry that can be compressed in our signature compact box and come out feeling fresh and comfortable! **UNBEATABLE PRICE POINTS!** You **MUST SEE** these mattresses to believe it at the Expo in Las Vegas this coming March 2-4, 2003.

.....**PUT YOUR MONEY WHERE YOUR BED IS!!!**

The **Specialty Sleep** category is capitalizing on the mattress market changes. Foam mattresses are replacing traditional innerspring mattresses by the millions...and **futon sleep systems** will be the next force in the industry. **FUTONS FOR PRIMARY SLEEP!** Attention all fellow futoniers', it is up to you specialty stores, right here and right now, to utilize the fabulous futon for its other incredibly useful function ... **SLEEP!** The futon is not just for guests anymore ..."**futon**sleep is for you! We at Otis Bed challenge you to find a better value in comfort, durability, and price in **sleep and seating** than a futon! Otis Bed's tufted foam mattresses offer the only pressure relieving sleep with guarantees against body impressions! Be among the first wave to Experience the S-Class InnerCOMFORT Futon Sleep System and start making profits today!

Too hot to handle! ...the upcoming **FLAMMABILITY** laws are setting our industry on fire. By January 2004, we all need to be prepared for the new open flame standards that all mattresses will have to pass. Currently testing is under way and we want you to trust that *otis Bed* is on top of these changes in order to comply with the upcoming standards and to manufacture the **SAFEST high performance mattresses** possible! Karen Day is on the Barrier Task Force Committee in California and on the Board of directors for the fai...feel free to email her for more information at kday@otisbed.com or 602.625.2294

Futon & Specialty sleep expo
specials!!!

Buy any 12 mattresses and futons...

And Receive the

13th FREE!!!

FREE SHIPPING...when you purchase
futon sleep systems

Order must be 42003 or more!



Look for Our New Ad campaign...Need Beauty Sleep!

Otis Bed would like to welcome Dawn Sayler to our family! She is our new "Grip Strip Lady" Due to the high demand of our "Grip Strips" we installed a new position to fulfill all your needs!

Brian Gannon, our production manager, has returned back to work with his surgeries behind him. Welcome Back Brian...we missed you!!!

Karen Day moved back to Arizona, so look for her smiling face and visits soon! You can reach her at 602.625.2294 (cell), 480.659.5230 (fax), kday@otisbed.com