



MATTRESS SELECTION GUIDE

DIRECT
SUPPLY®



Direct Supply understands the challenges of finding the right equipment for your communities.

Your priorities are clear: find the mattress that keeps your residents safe and comfortable at the best value. Direct Supply wants to help.

This Mattress Selection Guide outlines some of the key considerations that can help you identify the right mattress for your residents and staff. With more than 20 years of devotion to the Senior Living profession, we have the knowledge to help you make the best decision.

That way, you don't spend money on the wrong equipment. Instead, you will get exactly what you want: equipment that gets the job done for the right value.

Keep Your Budget Healthy
Discover the advantages of owning your dynamic mattresses.

Many Senior Living communities are saving money as they purchase their dynamic mattresses rather than rent them.

Dynamic mattresses are easier than ever to set up, clean and maintain – basic maintenance can be performed in two steps, taking mere minutes.

Contact your account manager today to find out how much your community could save by owning your dynamic mattresses.

Call 1-800-634-7328 for more information today.

Select the Right Mattress

What is the skin integrity of your residents?

Assessing the Situation

Before making your mattress selection, it's essential you assess your residents' skin integrity and determine which stage of pressure ulcer needs to be addressed. The National Pressure Ulcer Advisory Panel provides the following stage definitions:

Low Risk/Wound Prevention

Residents with 12+ Braden risk scores

Stage I

Intact skin with non-blanchable redness of a localized area usually over a bony prominence. Darkly pigmented skin may not have visible blanching; its color may differ from the surrounding area.

Stage II

Partial thickness or loss of dermis presenting as a shallow open ulcer with a red-pink wound bed, without slough. Also may present as an intact or open/ruptured, serum-filled blister.

Stage III

Full-thickness tissue loss. Subcutaneous fat may be visible but bone, tendon or muscle are not exposed. Slough may be present but does not obscure the depth of tissue loss. May include undermining and tunneling.

Stage IV

Full-thickness tissue loss with exposed bone, tendon or muscle. Slough or eschar may be present on some parts of the wound bed. Often include undermining and tunneling.

Foam Mattresses

Wound Prevention – may be considered for up to

Stage III wounds

- Provide varying levels of static pressure redistribution for prevention and treatment
- Often feature enhanced scapular, sacral and heel sections to further reduce pressure in these vulnerable areas

Dynamic Mattresses

Wound Treatment – may be considered for use on Stage III and IV wounds

- Utilize air to change load distribution, moving areas of pressure and often achieving greater levels of pressure redistribution
- Often utilize airflow – called low air loss – to prevent and treat maceration by reducing moisture

These pressure redistribution support surfaces may be appropriate for use as part of an overall care plan to prevent and treat decubitus ulcers. Resident-specific assessment could alter your particular usage of these mattresses.



Select the Right Mattress

Foam Mattresses



Type of Foam



Standard Urethane

The more common of the two, standard urethane can be constructed of varying density and softness levels to answer the diverse support needs of your resident population.

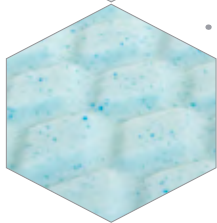
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Viscoelastic

Also known as memory foam, viscoelastic conforms to a resident's body shape. It is often used with ambulatory residents and rehabilitation residents. However, to some residents, viscoelastic may feel uncomfortably warm, and turning may be difficult for some because of the cradling effect.

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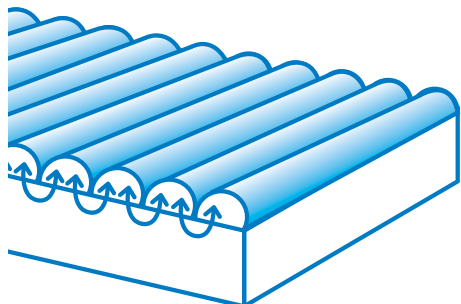


Foam With Gel

Gel infused into any kind of foam can improve heat dissipation for greater comfort and a cooler sleep surface, while also helping reduce shear.

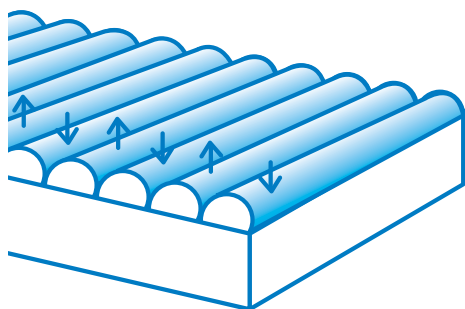
Select the Right Mattress

Dynamic Air Mattresses



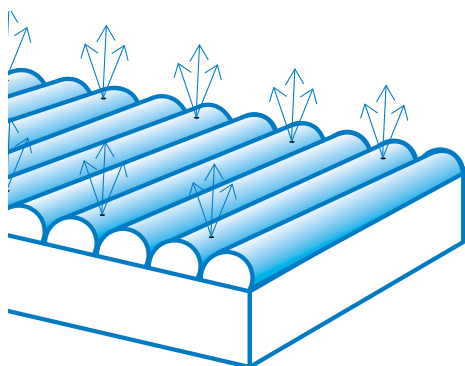
Nonpowered Convertible Mattresses

Relying on foam and air sectors and valve release technology, these mattresses provide pressure management by automatically directing air to different sectors as a resident moves. These mattresses are ideal for residents who do not require moisture control. They can be operated as nonpowered dynamic mattresses or converted to a powered surface with the addition of an alternating pressure pump. The alternating pressure pump will automatically inflate over a timed period to load and offload pressure across a resident's body.



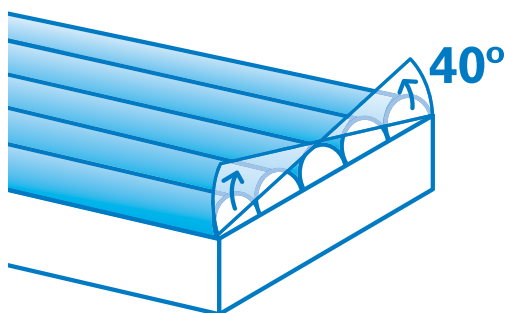
Alternating Pressure Mattresses

These mattresses provide pressure redistribution by loading and unloading through inflation and deflation – alternating pressure – of air sectors. Residents with multiple wounds, full thickness skin loss or even Stage I wounds may benefit from alternating pressure, which is often combined with low air loss.



Low Air Loss Mattresses

The air sectors in these mattresses allow air to flow toward the resident to control temperature and moisture. Residents who sweat or have maceration may benefit from low air loss mattresses. Low air loss is often combined with alternating pressure or lateral rotation.



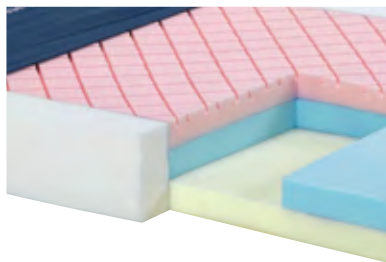
Lateral Rotation Mattresses

With an ability to laterally rotate a resident up to 40 degrees, these mattresses may be appropriate for residents with pulmonary or circulatory ailments. Others can be used as an adjunct to turning – each manufacturer may have a different indication for use. Lateral rotation is often combined with low air loss or alternating pressure.

Select the Right Mattress Configurations



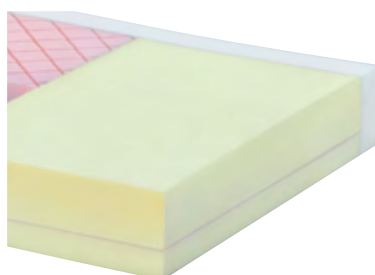
Without Side Perimeter



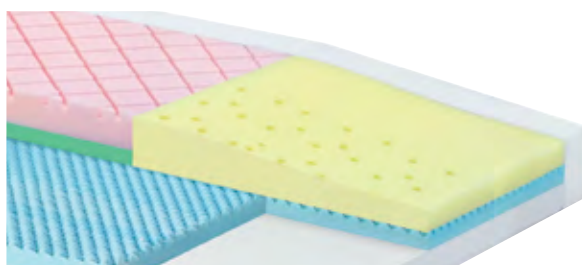
With Firm Side Perimeter



With Raised Perimeter



Standard Heel Surface



Heel Slope

Mattress With Raised Side Perimeter

Raised side perimeters provide extra protection against falls, while also reducing the need for bedrails. For the most effective fall protection, look for one-piece raised perimeters rather than glued-on extensions.

Heel Section

When looking for mattresses for your community, it's important to consider the weight load on residents' heels, as the bony prominences of the heels are particularly vulnerable to pressure ulcers.

■ Standard Heel Surface

Look for heel sections with super-soft or memory foam, which provide better pressure reduction for vulnerable heels than the standard foam in the rest of the mattress.

■ Heel Slope

A sloped heel section redirects pressure to residents' calves, where there is more fatty tissue and muscle to absorb pressure. Heel slopes may be an ideal feature for residents who require a higher level of pressure management.

Select the Right Mattress

Other Considerations

Side Perimeters

Deciding what type of perimeter is needed on a mattress may be important to resident safety.

■ Mattress Without Side Perimeter

Mattresses without firm side perimeters may compress under a resident's weight and may result in falls during ingress/egress or sleep. They may put residents at increased risk of entrapment.

■ Mattress With Firm Side Perimeter

Mattresses with firm side perimeters provide improved safe transfer support, remind the resident he or she is near the mattress edge, and may help reduce the risk of entrapment.

Weight Capacities

Foam mattresses are available in multiple levels of weight capacities – from 250 to 1,000 lbs. – to meet the needs of your diverse resident population. Mattresses that don't support a resident's body weight won't provide optimum redistribution, and put the resident at risk of bottoming out. And if a mattress has a weight capacity that is too high for a resident, it may be less effective, too.

Cover

Most mattresses have a nonstretch, 2-way or 4-way cover.

■ Nonstretch

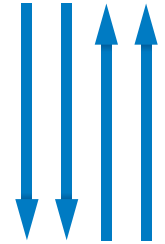
Nonstretch covers generally offer the most moisture resistance and may be a good option for incontinent residents. In addition, they may help protect against shear. However, such covers may create warmer sleeping environments.

■ 2- or 4-Way Stretch

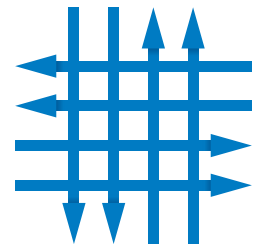
Generally, the more stretch a cover has the less moisture resistant it is. However, it may feel cooler and more comfortable for the resident, and allow better immersion and envelopment.

Warranties

Reliable warranties are essential in extending the life and quality of your mattresses. Look for non-prorated warranties because they'll ensure you get the most for your money.



2-Way Stretch Cover



4-Way Stretch Cover



Now you have the information you need to help you select the right mattress. From clinical efficacy to warranty and weight capacity information, you can use the following comparison charts to help identify the right model for your needs. If you have any questions, don't hesitate to call.



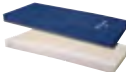

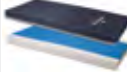




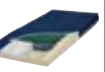
And once you've identified the mattresses you need, please contact your personal account manager to discuss how to obtain the models of your choice for your community.

Call us at 1-800-634-7328 for a quote. Direct Supply makes it easy for you to place your order with delivery and installation services, budget-friendly financing options and a 100% satisfaction guarantee.

Foam Mattress

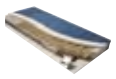









Comparison Chart

Brand									
	Panacea®	Panacea®	Panacea®	Panacea®	Panacea®	Panacea®	Invacare	Invacare	Invacare
Mattress	Panacea® Prime & Original Plus	Panacea® Original & Support Plus	Panacea® Support & Support Plus	Panacea® Flip™	Panacea® Immerse™	Panacea® ImmersaGel™	Softform Premier	Softform Excel	Glissando™
Layers of Foam	2	3	4	4	2	2	2	2	2
Firm Perimeters	Yes. Raised "Plus" Perimeters Available	Yes. Raised "Plus" Perimeters Available	Yes. Raised "Plus" Perimeters Available	Yes	Yes. Raised "Plus" Perimeters Available	Yes. Raised "Plus" Perimeters Available	Yes. Raised Perimeters Available	Yes. Raised Perimeters Available	Yes
Heel Slope	No	Yes, Optional	Yes, Optional	No	No	No	No	No	No
Cover Type	2-Way Stretch	4-Way Stretch	4-Way Stretch	4-Way Stretch	4-Way Stretch	4-Way Stretch	4-Way Stretch	4-Way Stretch	2-Way Stretch
Weight Capacity	300 lbs.	500 lbs.	500 lbs.	350 lbs.	350 lbs.	350 lbs.	500 lbs. - 650 lbs.	450 lbs.	500 lbs.
Limited Warranty	Mattress: 5 Year, Non-Prorated Cover: 1 Year	Mattress: 7 Year, Non-Prorated Cover: 1 Year	Mattress: 7 Year, Non-Prorated Cover: 1 Year	Mattress: 5 Year, Non-Prorated Cover: 1 Year	Mattress: 5 Year, Non-Prorated Cover: 1 Year	Mattress: 5 Year, Non-Prorated Cover: 1 Year	8 Year, Non-Prorated	6 Year, Non-Prorated	8 Year, Non-Prorated
Dimensions	35"W 6"H 76", 80" or 84"L	35", 39" or 42"W 6"H 76", 80" or 84"L *	35", 39" or 42"W 6"H 76", 80" or 84"L *	35", 39" or 42"W 6½"H 76", 80" or 84"L *	35", 39" or 42"W 6"H 76", 80" or 84"L *	35", 39" or 42"W 6"H 76", 80" or 84"L *	36", 39", 42" or 48"W 6"H 76", 80" or 84"L	36"W 6"H 76", 80" or 84"L	36"W 6"H 76", 80" or 84"L

									
Joerns®	Joerns®	Joerns®	Joerns®	Joerns®	Joerns®	Comfortex™	Comfortex™	Span America	Span America
PrevaMatt® Enmerse	PrevaMatt® Alleviate	Console	PrevaMatt® Defend	PrevaMatt® Ease	PrevaMatt® Basic	Rest-Q™	DeCube	Geo-Mattress with Wings®	UltraMax™
3	2	2	2	2	1	3	1, Modular	2	3
Yes. Raised Perimeters Available	Yes. Raised Perimeters Available	Yes. Raised Perimeters Available	Yes. Raised Perimeters Available	Yes. Raised Perimeters Available	No. Raised Perimeters Available	Yes. Raised Perimeters Available	Yes	Yes. Raised Wings	Yes
Yes	Yes	Yes	Yes	Yes	No	No	No	Yes	Yes
4-Way Stretch	4-Way Stretch	2-Way Stretch	2-Way Stretch	70-Denier Nylon	Nonstretch Nylon	2-Way Stretch	Nonstretch	Nonstretch	2-Way Stretch
500 lbs.	500 lbs.	500 lbs.	500 lbs.	500 lbs.	300 lbs.	350 lbs.	300 lbs. - 400 lbs.	400 lbs.	500 lbs.
Mattress: 5 Years Cover: 1 Year	Mattress: 7 Years Cover: 1 Year	Mattress: 5 Years Cover: 1 Year	Mattress: 5 Years Cover: 1 Year	Mattress: 5 Years Cover: 1 Year	2 Year, Non-Prorated	5 Year, Non-Prorated	5 Year, Non-Prorated	5 Year, Non-Prorated	8 Year, Non-Prorated
35", 36", 39" or 42"W 6"H 76", 80" or 84"L	35", 36", 39" or 42"W 6"H 76", 80" or 84"L	36" or 42"W 6"H 80"L	35", 36", 39" or 42"W 6"H 76", 80" or 84"L	35", 36", 39" or 42"W 6"H 76", 80" or 84"L	36"W 6"H 80"L	36"W 6½"H 76", 80" or 84"L	35"W 6½"H 80"L	35"W 6"H 75", 80" or 84"L	36"W 6"H 75", 80" or 84"L

Dynamic Mattress

Comparison Chart

Brand	Convertible			Alternating Pressure						
										
Mattress	Joerns®	Span America	Panacea®	Panacea®	Invacare	Panacea®	Panacea®	Panacea®	Joerns®	Panacea®
Firm Perimeters	P.R.O. Matt Plus®	Pressure-Guard® APM	Panacea® Convertible	Air Element	microAir 51 microAir 55 microAir 65	Air APL	Air Advance	Air Pro	DermaFloat LAL	Air Max
Therapy Style	Yes. Raised Perimeters Available	Yes	Yes. Raised "Plus" Perimeters Available	No	Yes. Raised Perimeters Available	No	Yes. Raised "Plus" Perimeters Available	Yes. Raised "Plus" Perimeters Available	Yes	Yes. Raised "Plus" Perimeters Available
Microclimate Management	Nonpowered Dynamic Air or Alternating Pressure	Nonpowered Dynamic Air or Alternating Pressure	Nonpowered Dynamic Air or Alternating Pressure	Alternating Pressure	Alternating Pressure	Alternating Pressure	Alternating Pressure	Alternating Pressure	Low Air	Alternating Pressure
Weight Capacity	–	–	–	Limited Low Air Loss	On Demand Low Air Loss Available on microAir 55 and 65	Limited Low Air Loss	Limited Low Air Loss	True Low Air Loss	True Low Air Loss	True Low Air Loss
Dimensions	500 lbs.	350 lbs. (Bariatric Sizes Available)	500 lbs. (Bariatric Sizes Available)	350 lbs.	350 lbs. (Bariatric Sizes Available)	350 lbs.	350 lbs. (Bariatric Sizes Available)	350 lbs.	500 lbs.	350 lbs.
	36" or 42"W 7"H 80" or 84"L	35", 42", 48" or 54"W 7"H 75" or 80"L	35"W 6"H 75" or 80"L	35"W 8"H 79"L	36"W 10"H 80"L	35"W 8"H 75" or 80"L	35", 39" or 42"W 10"H 75" or 80"L	35"W 10"H 75" or 80"L	36" or 42"W 8"H 80"L	35"W 10"H 75" or 80"L

Lateral Rotation								
								
Moxi™	Invacare	Invacare	Span America	Panacea® SoftTurn™	Panacea® MotionTurn™	Span America	Span America	Span America
SelectAir® & Select Protect®	microAir 80 microAir 85	microAir 90Z	Easy Air®	SoftTurn	MotionTurn	Pressure-Guard® Protocol	Pressure-Guard® Turn Select	APM² & Safety Supreme
No. Raised Perimeters Available	Yes. Raised Perimeters Available on microAir 85	No	Yes. Raised Perimeters Available	Yes. Raised Perimeters Available	Yes. Raised Perimeters Available	No	Yes. Raised Perimeters Available	Yes. Raised Perimeters Available
3-Zone Pulsation	Pulse Therapy on microAir 80; Alternating Pressure on microAir 85	Alternating Pressure	Lateral Rotation & Alternating Pressure	Lateral Rotation	Lateral Rotation, Alternating Pressure	Alternating Pressure	Lateral Rotation	Lateral Rotation & Alternating Pressure
True Low Air Loss	True Low Air Loss	On Demand Low Air Loss on microAir 90Z; True Low Air Loss on microAir 95Z	Limited Low Air Loss	–	Limited Low Air Loss	Limited Low Air Loss	–	–
400 lbs.	350 lbs.	350 lbs. (Bariatric Sizes Available)	500 lbs.	350 lbs.	350 lbs.	400 lbs.	350 lbs.	350 lbs.
34"W 8"H 84"L	36"W 10"H 80"L	35"W 7"H 75", 80" or 84"L	35"W 7"H 75", 80" or 84"L	35"W 7"H 76", 80" or 84"L	35"W 7"H 76", 80" or 84"L	35"W 7"H 75", 80" or 84"L	35"W 7"H 80" or 84"L	35"W 7"H 75", 80" or 84"L



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