

SPECIAL REPORT

**CAPITATED EXPENSES AND
GUARANTEED SAVINGS!**

**THE TEMPUR-MED
ADVANTAGE**

CAPITATED EXPENSES AND GUARANTEED SAVINGS!

Dear Medical Director:

You probably never thought you could have both. Now you can. Tempur-Pedic, Inc. has established a program that can save your facilities hundreds of thousands of dollars annually, with no out of pocket expenditures.

Cost-Savings Guarantee – We will install our exclusive Tempur-Med mattress at any qualifying facility with **no initial out-of-pocket capital expenditure**. Because of our mattress's unique performance capabilities, your hospital will realize substantial savings in the reduction and/or elimination of other expensive specialty surface products, everything from eggcrates to air fluidized beds. Those guaranteed savings are then used by the hospital to pay for the mattresses over time, out of existing operating budgets. No capital expenditure-ever. No increase in expenditures-ever. In fact, just the opposite. Improved patient comfort and clinical performance with no cash outlay and immediate decreases in key operating budgets. And, best of all, no strings attached! We **guarantee** not only the clinical performance of the other product, but also your savings! If we don't get paid and use of our mattresses costs you nothing!

Want even more? We'll even **guarantee a reduction in nosocomial pressure sores** for hospitals which convert entirely to our Tempur-Med mattress, generating savings many times greater than the cost of the mattresses alone, hospitals routinely report to us the virtual elimination of nosocomial pressure sores with the implementation of this product, enjoying tremendous savings on everything from dressings to liability insurance.

Enclosed are clinical and case studies from two hospitals depicting the clinical efficacy of the Tempur-med replacement mattress. The study from the VA Hospital in Milwaukee was performed in the spinal cord and nursing home units. Look carefully at the diagnoses. As you can see the Tempur-Med mattress was instrumental in preventing, importing or healing over 90% of the pressure sores in both environments.

We hope you'll seriously consider using the Tempur-Med mattresses to capitate your costs, improve your bottom line and provide your patients the single most comfortable surface they have ever had the privilege of using! We look forward to hearing from you.

EXHIBIT 2

Results of a 6 month clinical evaluation at a Columbia /
HCA facility

Study performed at a Columbia / HCA facility-outcome
comparison chart-figure 2-1, figure 2-2