

BESTPLUSHIME

12/1/2019

BESTPLUSHING

BEST PLUSHING

BK

40

BESTPLUSHIME

# BEST PLUSHING 1211/12019 EST PLUSHING \

BEST PLUSHING 1211/12019 © www.bestplush.com

11/8/2019

Cough Pillows, aka Heart Pillows
A Post-Operative Tool, Unmatched in the Market
Offering an Easy, Economical and Effective Sanitary Solution
Featuring Removable Vinyl Cover

Waterproof

Washable

Clean by Wipes

PATIENT-SAFE
COST-EFFECTIVE
BRANDING-FRIENDLY

This is a full introduction to how we started working with cardiac clinicians and addressed their concerns on the cloth cough pillows that their surgical patients have used for years. BEST PLUSHING 17217112019

1721/1/2019

etal2
PLUS
St. St.
2 2 3 1 5 7
3
7
9
10
11
12
14 0
15
16
ZC ZC ,
CHILL CHILL
173
12
· · · · · · · · · · · · · · · · · · ·

BEST PLUSHING 12/1/2019

BEST PLUSHING 1211/12019

3/12/1/2019-

BESTPILISHING

( 1)

BEST PLUSHING 1,21/1/2019

BEST PLUSHING 1,21/1/2019

## WATRPROOF COUGH PILLOWS: STORY AND OVERVIEW

1. Our Heart Pillow Began with a Request from a Cardiac Hospital

### 1.1 Why a Heart Pillow?

In 2016, our team was approached by an experienced distributor for cardiac facilities who wanted to address the safety concerns of the traditional cloth pillows that have been used for years. "We need a new post-op pillow that can be easily cleaned and help reduce the risk of infection," was the consistent request of cardiac facilities.

The distributor had worked with three different plush suppliers for this project, but received no satisfactory product or design. The distributor reached out to us and hoped our rich design and manufacturing experience would help them create the ideal cardiac pillow.

We were challenged with a task: create a safe post-op pillow to replace the tradition cardiac pillow that has been around for decades. With our extensive background in custom plush products, we knew we could bring a solid solution.

### 1.2 Cardiac Hospital Concerns Defined Our Goals

We educated ourselves on the necessary key features by working with clinicians experienced in the post-operative cardiac recovery process. We began to truly understand how vital of a tool the heart pillow could be and set out to improve the design. Our goal was to make the most patient-safe, affordable, and effective cough pillow on the market. For this purpose, we spent a tremendous amount time studying the cough pillows used by most hospitals, such as the Therapeutic Pillows, to assess both strengths and weaknesses.

We began by looking at the limitations of traditional cardiac cough pillows. We discovered that each is designed as one bulky piece, with a cloth exterior and stuffed with a fiberfill. The rough, uneven cloth fabric is difficult to clean, absorbing any accidental spills, vomit, blood, or other bodily fluids quickly. The coarse fabric allows these fluids to leak inside the pillow and leave stains. More

KINGWOOD

Mye Dical Center

An HCA Allilored Hosel

often than not, it is impossible to wipe off any of these substances before they are absorbed by the porous pillow case.

After open-heart surgery, cough pillows are hugged against the chest to provide sternal support. Using a contaminated or wet pillow near this area increases the chance of post-op complications. A contaminated pillow must be laundered and a wet pillow must be dried before it can be used again, often requiring a backup pillow for patients.

It is difficult to clean traditional cloth pillows. It is problematic to wash and dry, as well. For example, the standard washer or dryer can only handle 2-3 traditional heart pillows per load. Worse, the inner stuffing of the pillow will become stacked by the 2<sup>nd</sup> or 3<sup>rd</sup> wash and the pillows cannot maintain comfortable sternal support, as designed.

We outlined the concerns of the hospital:

- Cloth pillows are not patient-safe, as they allow bacteria to easily spread to an immunocompromised surgical patient.
- A cloth pillow is not cost-efficient, as it is difficult to keep clean and dry.
- When soiled, patient may require backup pillows.

We took the project and setup the following goals:

- The pillow must be resistant to bacteria.
- The new pillow must be cost-effective.
- The pillow must be capable of being cleaned in the patient's room to avoid interruption in care.

### 1.3 Heart Pillow Development Process

We set a high-bar for our product standards. For our cardiac cough pillow, we first looked at the limitations of traditional cough pillows on the market. We knew that our product needed to pinpoint the best fabrics, fillers, shapes, sizes, and colors to meet the established goals, building up the detailed specifications gradually. We worked closely with our distributors, cardiac and heart surgery hospitals, and factories to outline the key requirements and considerations for our pillow:

### Patient Safety

- Waterproof and resistant to bacteria
- Smooth and wrinkle-free
- Hidden zipper that won't catch on delicate skin ing Friendly

### Branding Friendly

- Easy to print logos and messages
- Easy to write on with permanent marker
- Stay intact and functional after multiple washes

### Convenient

Removable cover

- BESTPLUSHING • Easily wiped with disinfecting wipes
  - Machine washable
  - Ability to purchase cover separately
  - Easy storage

### Design

- Soft and comfortable
- Emotional shape and sentimental color to patients
- Customizable to facility

### Socially Responsible (

- Long-term use
- Cost-effective
- Communal and eco-friendly

After establishing the critical requirements for our heart pillow, our team worked tirelessly to create a safe and innovative product. After testing countless options, we had our match: a heart-in-heart design with a removable vinyl cover won the vote.

This design was the first of its kind in the heart pillow market.

We knew the first place to start was to address the safety and convenience issues that come with the cloth case of traditional pillows. Among several ideas, we chose to create a twopiece design. This component alone would allow easy removal for laundering and sanitizing. In addition, it would broaden use from one patient to a communal product.



T PLUSHING



BESTPLUSHING

Umbrella cloth, oxford cloth and PU all tried. The vinyl won for the outer cover.





We knew we needed to select a cover material that could be easily-sanitized between laundering. After testing various materials, we found vinyl to be the best solution. Its waterproof feature protected the integrity of the inner pillow, allowing quick sanitation without interruption. The soft and smooth vinyl material would be more comfortable for patients. The durable vinyl would hold fluids and other contaminants at the surface, and allow them to be easily removed by simply wiping them away. The strong material can hold up to hospital-grade cleaning supplies, assuring the highest level of sanitation.

We created a zippered opening at the back of the pillow for easy removal. As with every step of the process, we took safety into consideration. We added a safety flap over the zipper, allowing it to remain completely hidden during use. This was engineered to keep the inner pillow secure and protect patients and staff during use. A microbeads inner pillow was determined to provide the best function for cardiac rehabilitation. The microbeads are secured in a durable quality case, independent from the vinyl cover. The microbeads-filling met the firmness qualifications

necessary for sternal support during use.



Once we finalized the cover and inner pillow design, we began to look at the best shape and color for our pillow. We selected a heart-shape for both its function and its universal recognition in the cardiac field. We selected a ruby red color to compliment the heart shape and to add to what our pillow represents: hope, strength, and a new beginning for each patient. If needed, we can alter the pillow color and size to accommodate any specifications.

Finally, we looked at the best size for our standard adult pillow. We found that 18"X16.5"X5.5" allowed most adults the ideal support during activity. It comfortably allows patients to wrap their arms around it during rehabilitation. While this standard size works for most, we also can offer alternate sizes for pediatric or bariatric patients. We are happy to design a size that works best for your needs.

With nine rounds of modifications, our innovative heart pillow was finalized to have a waterproof, removable vinyl cover and an inner pillow filled with microbeads. The pillow is an easy and effective sanitary solution that helps prevent the spread and/or development of microbial infections. During the pillow development process, we also kept user-comfort, cost-effectiveness, and brand-friendliness in mind. We believe you will love our unmatched cardiac cough pillows and find them to be superior to other pillows on the markets.

## 2. Heart Pillow's Primary Purpose: Post-Operative Cardiac Tool

Following cardiac surgery, it is critical for patients to limit movement of the chest and upper body. Sternal precautions require patients to avoid activities that involve pushing, pulling, or lifting. These precautions are typically prescribed for 6-8 weeks. Cardiac cough pillows serve as an excellent





patients on maintaining these precautions. The pillow is a visual and tactile aid that allows nursing and therapy staff a way to train patients on the importance of protecting and stabilizing the area during recovery. Proper techniques can promote a speedy recovery process.

Makeshift supports, such as folded sheets or poorly positioned pillows, can be detrimental to the patient's ability to heal. These items are more difficult to keep oclean and free of contamination. Our innovative cough o pillow is designed to be hugged against the chest to protect and stabilize the area during recovery. Our versatile pillows allow patients to use them in a variety



of ways throughout their cardiac recovery and rehabilitation. Our pillows come in different sizes for adults and children and can be beneficial for patients recovering from any type of surgery.



Surgical patients are at risk of developing pneumonia after surgery due to decreased mobility and extended periods of time in a supine position. Patients are encouraged to practice diaphragmatic breathing techniques throughout the day to move blood and oxygen into the lungs and improve circulation. Effective diaphragmatic breathing opens the airways, allowing air into the lower lobes of the lungs. Patients are instructed in coughing exercise to expel mucus from the lungs and avoid

infection. Due to pain and weakness in the sternal area following cardiac surgery, patients are often resistant to coughing and diaphragmatic breathing. Instructing a patient to hug our pillow to their chest while coughing or sneezing will facilitate proper stabilization of the sternal area and limit pain associated with these exercises.

For recovering cardiac patients, the safest technique for moving from a supine position to a seated position is to roll onto the side and gently push up using the elbow, allowing the greatest protection of the sternal area. Instructing the patient to hug the cardiac cough pillow to their chest as they roll will ensure proper technique. When the patient is not working on mobility or diaphragmatic breathing techniques, the pillow can be used like any standard pillow to support the neck or low back in bed or while sitting.

In addition to traditional post-operative cardiac care, our pillows are intended for:

General Patient Recovery: In addition to open-heart surgeries, our pillow is a wonderful tool for other patients. While it was designed specifically with heart patients in mind, patients who have had lung, abdominal, hysterectomy, mastectomy, cesarean-section, and transplant procedures can benefit from this pillow. These pillows can serve as both a physical and emotional support tool for anyone. These pillows can be excellent in providing comfort to patients who are undergoing radiation or chemotherapy, as well as new mothers. The shape, color, and size of our pillows can be customized fit to the patient's individual need.

Cardiac and Other Care Clinics: Our heart pillows are perfect for cardiologists and other doctors' offices, as they can serve as a nice branding tool. Pillows can be anatomically customized for a variety of medical specialties. Please note that we can custom the color, shape, and size of the pillow to your specifications.

Mental Health Facilities: These pillows are a wonderful product for people experiencing depression and anxiety related to their medical condition. The heart-shape represents love and hope; an often-needed reminder for individuals suffering from any form of mental illness.

Please note that we can custom the color, shape, and size of the pillow to your specifications.

Hospital Gift Shops: Hospital gift shop managers are always looking for the perfect gifts for patients; our heart pillow serves as a multi-purpose gift, as it is both functional and sentimental. With a choice of ruby red or vibrant magenta colors and an optional, "GET WELL SOON" message printed on the cover, it reminds patients that they are loved and cared for as they complete their post-surgical recovery. The pillow will have benefits long after the patient has healed, as it can be used in a variety of different ways. These heart pillows can even be lovingly be customized for the perfect Valentine's Day gift for you special someone!

Simply put, due to their durability, customization, and quality, any business can benefit from one of these pillows, including but not limited to: nursing homes, dental offices, medical supply companies, maternity brands, medical transportation companies, and more.

## 3. Competitor Comparison: We Are Unmatched in the Market

Our pillows were developed to address the concerns of hospitals that have used our competitors' pillows for years. Patient-safe, cost-effective, and brand-friendly, our pillows are unmatched in the market. Take a closer look at the comparisons below before ordering new cough pillows.





	AINO AUSHINO AUSH	My is	120	2	1/20
·	SY SY	SH	SH		SX
BEST PLUSH				PIN	, -
.5	PILLOW COMPARISON	OUR'S	COMPETITORS'	REFERENCE	
	1. Construction	OUK 3	COMPLITIONS	NEPENENGE On	8
	a. Design	Pillow with cover	Pillow		
C	b. Pieces	Two	One	Feature	
17-3	c. Outer cover	Yes	No	4.1	100
12	d. Filling material	Microbeads	Fiberfill		1
	2. Pillow Surface	Microbeaus	Fiberini		
\mathcal{I}\)	a. Material	Vinyl cover	Cloth case	12	4
_ `				1	
C	b Strength	Durable	Less durable	. J	20
	c. Texture	Smooth	Uneven	Feature	111
5	d. Waterproof	Yes	No	4.3	->>
	e. Resistant to bacteria	Yes	No		1
OEST PLU	f. Removable	Yes	No		
.6	g. Washable	Yes	Yes	6	
	3. Safety				0
$\triangleright$	a. Fluids on the surface	Resists	Absorbs		V
	b. Fluids penetrate inner filling	No	Yes	1	
2/9	c. Wipe by antibacterial disinfectant	Yes	No	1	0
100	d. Wipe onsite and continue use	Yes	No	Feature	)
1/1/2	e. Requires washing	Outer cover	Entire pillow	4.2	
· 1),	f. Washing and drying per load	20 pieces	1-2 pieces	- '0),	1
	g. Stay intact with	15 washes	2 washes	- / / /	
()	h. Risk of infection		f ,	Feature	0
7		Decreases Higher	Increases	Feature 4.6	14
6X	i. Patient safety	Higher	Lower	4.6	
13	4. Costing	73		1	₽`
BESTPIN		Long-term	Short-term		
	b. Cleaning performed	Onsite	Offsite		
13	c. Pillows per patient	Only one	One and backups	1,5	4
8	d. Washing and drying	Efficient	Deficient	Feature	⋄
	e. Reusable	Yes	Less	4.5	
,9	f. Communal	Yes	No S	1 ,'	0)
201	g. Price	Less expensive	Expensive	00	
21/1/2019	h. Cost-effective	More	Less	NIV.	
	5. Branding	0	The state of the s		
, KV	a. Inks appearance	Bright and crisp	Dull and fuzzy		1 ,
	b. Personalize with marker	Easy	Hard	Feature	
<u>,</u>	10	Lasts long	Fades away	4.4	4.
	d. Branding friendly	Yes	No Rades away	- 4.4	7//
(2)	d. Branding menuty	res	INO	1	
LES V	4. Stunning Features of Our Co	ough-Dillow			,
1,9	4. Summing reacules of our G	Jugit Fillow	65	69	4
8	$\Diamond_{\Lambda}$	\$\tag{\tag{\tag{\tag{\tag{\tag{\tag{	$\Diamond_{\Lambda}$	2	8×
1	•	*	*	•	
20	20 20	20	10	,(	9
					<b>\</b>

## 4. Stunning Features of Our Cough Pillow

3/12/1/2019

### Feature 1: Versatile Design and Construction

ESTPLUSHIN Our cough pillow consists of two pieces: an outer cover and inner pillow. The outer cover protects the inner pillow and okeeps it in an ideal heart-shape. The two pieces work hand-inhand offering a firm, yet comfortable support, allowing each to be purchased, cleaned, and stored independently from one another \

### The outer vinyl cover:

- Is strong and durable; offering long-term use.
- Is soft and comfortable.
- Has a smooth surface that allows easy cleaning (by wipes), making it difficult for bacteria to stick to or breed on the surface.
- Is waterproof, preventing spills, liquids, vomits, blood, or any other bodily fluids from leaking into the inner
- Is removable. The inner pillow can be pulled out from the entrance that is concealed under a flat and controlled by a strong zipper.
- Is washable. A regular machine can wash/dry approximately 20 covers in one load. It is safe to use laundry detergents and dry to kill bacteria on low heat. The cover stays intact for a minimum of 15 washes.
- Can clearly and brightly display logos, educational diagrams, and messages.
- Allows staff, friends, and family to easily sign their name and write wellwishes with a regular permanent marker. The ink shows brightly on the material and stays vibrant through 30 washes.
- Can be purchased with or without the inner pillow. A free design is offered to match our cover to your pillow.

### The heart-shaped inner pillow:

- Is filled with microbeads that are completely sealed in the quality fabric pillow case.
- Is concealed in the durable outer cover under the control by a strong zipper that is hidden under the vinyl flap. A reliable system is in place to prevent an unnecessary access to the inner pillow and its content. Opening the inner pillow is not recommended.
- Allows the pillow to be compressed against the body without losing its supportive firmness. It provides a comfortable thickness and conforms easily against the torso.
- Allows microbeads to move inside the pillow and naturally contour to the patient's body. 🦯
- Is light, allowing easy use for patients with decreased strength.



FRONT



BACK



INNER PILLOW

**The Shape:** Commonly known in the industry as a heart pillow or cough pillow, these pillows are vital in the recovery and rehabilitation of surgical patients, particularly the surgical cardiac patient.

We chose to use a heart-shape because it not only symbolizes the anatomical location of the surgery, but because it also represents the hope, strength, and new beginnings for each patient. A heart is a popular shape welcomed by various specialties, although we do offer other shapes such as rectangular, liver, lung, etc. In addition, and custom designs are always FREE. We are happy to work with you to create the perfect product for your needs.

**The Sizes:** Our pillows are sized to comfortably fit across the chest and torso of an adult patient, providing sternal support during recovery. Each pillow is filled to a thickness that will ensure a blend of comfort and support to patients. The standard adult heart pillow is 18"X16.5"X5.5". It allows patients to easily wrap their arms around it during rehabilitation and provides general comfort. The pillow will allow patients to adjust their position and transfer comfortably and safely. Alternate sizing is available for pediatric or bariatric patients. We are happy to find or design a size that works best for your needs.

**The Colors:** Our premium stock pillows are in ruby red: an eye-catching, vibrant color designed to represent good health and love. The color is stunning, while allowing your branded message to stand out. Free custom design is offered for any color, such as the beautiful magenta or vibrant red.

### 4.2 Feature 2: Cleaning and Washing Made Easy

Surgical patients exhibit general decreased strength and a compromised immune system. To prevent dangerous post-operative complications, it is vital to keep everything clean and dry. That is why we designed our pillows with an easy-clean system that is unmatched by any competitor.



Our pillow's cover is made of strong vinyl. The smooth surface does not absorb water, drinks, spills, vomit, or other bodily fluids. You can clean by wipes with hospital-grade antibacterial disinfectants. Cleaned onsite easily, the pillow can continue its service without any interruption. The vinyl cover is also waterproof. It prevents liquids from leaking into the inner pillow, allowing enough time to perform a quality cleaning. All of our competitors, however, use cloth fabric for the pillow case; its rough, porous surface absorbs liquids quickly. The liquids contaminate the inner filling before you can get them cleaned.

Our pillow covers are removable. For a routine sanitation or complete sterilization, you can wash the covers (with the inner pillows removed); up to 20 pieces in one load and dry them on low heat to kill bacteria. Our covers can stay intact for over 15

washes or more. Competitor pillows, however, are a bulky one-piece design. One load can only wash/dry 1-2 pillows at a time. Beyond the lengthy wash time, the fiberfill stuffing gets stacked or loses the shape by the second washing.

### 4.3 Feature 3: Innovative Vinyl Cover

Our vinyl cover design is the first of its kind in the pillow market, offering an inherently safer solution that is easy, economical, and effective. The cover is durable, reusable, communal, and branding-friendly.

After a deeper understanding of need from our distributors and hospital personnel in the product development, we knew we had to create a cover that puts patient safety first. We selected a vinyl material that is not only waterproof and durable, but also soft and smooth. We reinforced the vinyl backing for extra strength to ensure it could withhold the hospital-grade cleaning agents and industrial washing facilities.

The waterproof vinyl is resistant to bacteria; keeping spills, blood, vomit, bodily fluids, and any other fluids from leaking into the inner pillow. The vinyl cover allows enough time for staff to quickly wipe away any liquid substance with disinfectant onsite, allowing the pillow to continue service without any interruption.





The vinyl cover includes a tight flap across the back. The flap conceals a strong zipper that controls the opening in which the inner pillow can be easily removed or reassembled. This removable system also protects the patient and staff from an infection or injury, and prevents an unnecessary access to the inner pillow and its content.

The vinyl cover is very strong; remaining unmatched by fabrics used by our competitors. Our cover can be washed and dried over 15 times and remain intact. It works well with the standard detergents. The washing is very efficient; standard machines can wash/dry roughly 20 covers per load. Competitor pillows typically can only wash 2-3 pieces at a time.

The durable vinyl cover protects the inner pillow and keeps it clean, while maintaining its original shape. With our removable system, the vinyl cover can be purchased and washed separately. Our less-bulky product minimizes cleaning time and occupies a less space in linen rooms. Our cover is designed to last and to be used communally, making it a cost-effective and eco-friendly solution to traditional cough pillows.



BESTPLUSHIME The pillow cover offers plenty of surface space to add a free design in the form of a logo, educational diagram, or other personalized message. The vinyl cover can be with permanent marker in the former and get-well messages. The vinyl does are the rinyl does are the rinyl does are the rinyl does. opersonalized message. The vinyl cover can be written on vinyl does not bleed like cotton fabric. The messages will stay fresh and vibrant for up to 30 washes.



### Feature 4: Branding-Friendly

10/1/2/1

Our heart-shaped pillow is not only an effective recovery tool for surgical patients, but also an excellent branding tool. Our cough pillow offers ample space for your logo, educational design, autograph, or other messages.



Your logo can be printed on the front of the pillow. The logo size can be by 12" at the width, 8" at the height. The logo colors are unlimited. Alternatively, if you do not want the logo, you can include a general saying, such as "GET WELL SOON", or a heart diagram that helps provide visualization of the patient's procedure.

The vinyl cover is easily written on with a permanent marker. This allows the additional personal touch of having doctors, nursing staff, and friends and family, giving the patient a lot of warmth, courage, love, faith, and hope. This helps the patient stay positive during recovery. If you let the patient bring it home upon check-out, the heart pillow becomes a lifetime reminder of your facility and a memento of your service and care.

Our pillow cover is made of quality vinyl that stays vibrant. The print and ink won't fade through washes, helping the keepsake look great for years to come.

As a plush manufacturer, we design, create, and deliver various promotional products. We can custom design a vinyl pillow in the color, shape, and size of your choice, making your brand colors and designs stand out. Our designs are always free.

### 4.5 Feature 5: Cost-Effective

- A. Our pillows are designed to last. The strong vinyl cover is more durable than traditional cloth pillows. For added quality, a reinforced backing has been added. This smooth and wrinkle-free cover is designed to last through years of regular use. Protected by this durable waterproof cover, the inner pillow will stay clean and maintain its shape. The cough pillows of our competitors are made of a cloth casing that simply cannot match the safety and durability of our innovative vinyl cover.
- B. Our pillows are reusable. Accidental spills or bodily fluids happen often in busy hospital facilities. The vinyl cover keeps substances on the surface and easily wiped away onsite, allowing the pillow to continue its service without interruption. Our competitors offer cloth pillows that allow bacteria to get trapped into the fabric weave, making them impossible to be sanitized.

  Contaminates quickly invade the inner filling before it can be cleaned.
- C. Our pillows are communal. The removable cover is washable, with a standard load holding up to 20 pieces at once. The covers can be washed and dried to be fully sanitized and eliminate all existing bacteria. One cover can serve multiple patients over time. Alternatively, patients can be gifted the pillow to take home as they continue their recovery. Once fully rehabilitated, our pillow can be used as an ideal back or neck support, placed between the knees for side-sleepers, or for personal comfort on a sofa or chair. With a removable cover that is machine-washable, bacteria-resistant, and durable, our fade-resistant pillow will hold its vibrant color for years to come, making it eco-friendly.
- D. Our MSRP is about \$5 less than our competitors' pillow. This is based on our bestselling cough pillow for adults, compared to the similar <a href="https://doi.org/10.100/JRP2100.000">Therapeutic Pillow</a>.
- E. Our maintenance cost is much lower than our competitors.
  - a) No one can predict or control accidents or incidents. Our pillow is easy-to-clean and doesn't require a backup. When using our pillows, one piece is enough for one patient, as spills, contaminates, and bodily fluids can be cleaned quickly onsite, allowing the pillow to continue service without interruption. A cloth pillow must have a backup, as the substance cannot be removed onsite.
  - b) Our pillow is easily-washed and very sustainable.

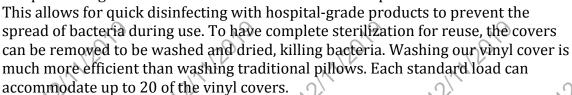
- c) Inventory for our pillows can be kept low. Our pillows can be used communally. Our cover and inner pillow are removable from each other, allowing them to be individually ordered, cleaned, and stored. You can receive new pillows from us within days of ordering
- d) We help keep your freight costs low. All pillows are big and bulky, making freight costs expensive. You can save over 50% on freight by working with a local pillow source. We will design our innovative vinyl covers, free of charge, to match your inner pillow.

### 4.6 Feature 6: Safety is Our Top Priority

The initial request for a new cough pillow from a hospital focused on the various safety concerns with the traditional cloth pillows they had used for years. We started this project with safety as our top priority in all aspects of our product.

One of the biggest concerns stems from the cloth's rough surface and porous layer. Liquids such as spills and bodily fluids can be absorbed on the surface and penetrate into the inside pillow before they can be cleaned. The second concern is washing the pillow. Pillows are bulky; a standard washing machine can only handle 2-3 per load. This increases the amount of time and money associated with laundering the pillows. In addition, the filling of the pillow will get stacked and lose its shape, typically by the 2<sup>nd</sup> or 3<sup>rd</sup> wash.

We identified the concerns and outlined our course of action. With our relentless efforts and continued support from our distributors and hospitals, we effectively addressed the concerns by creating an inner pillow encased with a removable vinyl cover. Unmatched by cloth pillows, our vinyl cover makes it resistant to fluids, keeping them on the surface of the cover and preventing contamination of the inner microbeads pillow.



The entrance for the inner pillow is located on the back of the vinyl cover. A strong zipper is concealed under a tight flap. This system prevents any unnecessary access to the inner pillow and prevents injury and infection to the patient and staff.

Our heart pillows are fully tested to comply with the requirements by US CPISA and ASTM F-963 for safe use for ages 3 and up. The test report was issued by an independent organization recognized in the USA and can be provided upon request.

## BESTPLUSHIM 5. Appendix A, How to Place an Order

MO

BEST	5. Appendix A, I	How to Place an Ord	fer <sub>b</sub> ES	BEST	S. C.
	Available:				
10	,9	2/0	2/0	20	10
120.	Pillow Shapes:	Pillow Size		20.	120.
1/1/1	<ul> <li>Heart,</li> </ul>		" width, 16.5" height, for ad		
2)	• Rectangula		.5" width, 12" height, for ch	ildren	
1,1,		• (	stom sizing available		
(C)	Pillow Colors:	Inner Pillo		(C)	,C `
	Ruby red		u can buy the outer cover	1/2	IL.
CX	Magenta pi		u can buy the cover and the	inner pillow	CIVI
JS	Custom col	ors available		59	13
					<b>V</b>
	Turnaround:				
4,9	45	69 6		- 43	47
$\diamondsuit$	Pieces Ordered	Dispatched from NJ A	fter an Order Is Placed	$\bigcirc$	0
	rieces Ordered	With No Logo Printed	With Logo Printed		
0	60	5 0	0.10	0	0

BESTPLUSHIME

BESTPLUSHING

BESTPILISHING

BESTPILISHING

(( )

BK

## Turnaround:

</th <th></th> <th></th> <th></th>			
Pieces Ordered	Dispatched from NJA	fter an Order Is Placed	8
Fieces Of defed	With No Logo Printed	With Logo Printed	
60	5 🔊	<u>9</u> 10	20 20
200	10	15	0,
500	15	20	
More	Conta	act Us	2
		, , , , ,	
low to Contact Us:	70 70	70	30
Гoll-Free 1-866-Му	-Rears (IISA)	USH IND	SHIMO ISHIM
Гон-гтее 1-000-му Геl 609-518-6699	-Dears (USA)	5	SH
Email: <u>info@bestpl</u> ı	ish.com		
nttps://www.bestp		XX XX	- X
4,5	47		45
Ø,	$\Diamond_{\wedge}$ $\Diamond_{\wedge}$	$\Diamond$	Ø*
	0		

BEST PLUSHING 1211/12019

VC 12/1/12019

BEST PLUSHING 1211/12019

15 121/1/2019

BEST PLUSHING 12/11/2019

3/12/1/2019

Toll-Free 1-866-My-Bears (USA)
Tel 609-518-6699
Email: info@bestplush.com
https://www.bestplush.com

BEST PLUSHING 1211/12019

BEST PLUSHING 1,21/1/2019

# 6. Appendix B, IFU, Instructions for Use

	140	
BESTALIS	<b>X</b> '	ix B, IFU, Instructions for Use
e P	a sala	
BES	6. Appendi	ix B, IFU, Instructions for Use
	ltem	Easy Clean Heart Pillow
2/	DID	C1800S
120	Construction	Inner pillow encased with a removable cover
12/1/2010	.()	Intel pillow encased with a removable cover
STRIUSY		FRONT BACK INNER PILLOW
	6	
	Safety use	For age 3 and up
0/0	10 12/1/19	1. Flip the protective flap over the back 2. Zip down to open 3. Pull out the inner pillow Reinstall: 1. Insert the inner pillow 2. Zip up to close Construction: • Reinforced vinyl • Waterproof
,		Washable     Safe to year homital grade contestion using
	<b>*</b>	Washing instructions:  Hand wash or machine wash  Cold water with or without laundry detergent
10		<ul><li>No bleach, no softener, no anti-static</li><li>Tumble dry, low heat</li></ul>
	\C\	DO NOT:  • Place it in a room over 120°F or under 0°F  • Let children play with it  Communal:  • Good for new user after sterilized properly if it meets your practice and standards
USH	Inner Pillow	<ul> <li>Guidelines:</li> <li>Keep it sealed; o not open</li> <li>Not a toy; keep away from children</li> <li>Use it only when it is in the zipped cover; do not use it alone</li> <li>Not recommended to wash</li> </ul>
	End	
0/0		DECT DI HOLLING I Association DELLING TO THE
V	2/1/1/	BEST PLUSH INC.   Appendix B, IFU, Instructions for Use 16
	·C)	