

MATTRESS

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Anderson said, and is the largest specialty sleep shop in Southwest Florida.

He also, unsurprisingly, owns a City Mattress.



PHOTO FLORIDA WEEKLY

Eric M. Anderson

“Yes, of course, you have to,” he said. Anderson also noted the two things that make City Mattress unique: service and selection. At every location, over 80 different mattresses and box springs in



PHOTO FLORIDA WEEKLY

Mattresses in the new Bonita Springs warehouse

all price ranges are available from \$300 to over \$9,000, as well as all kinds of bedroom accoutrements: dressers, mirrors, armoires, nightstands.

“Basically, we’re a one stop shop for your bedroom,” Anderson said.

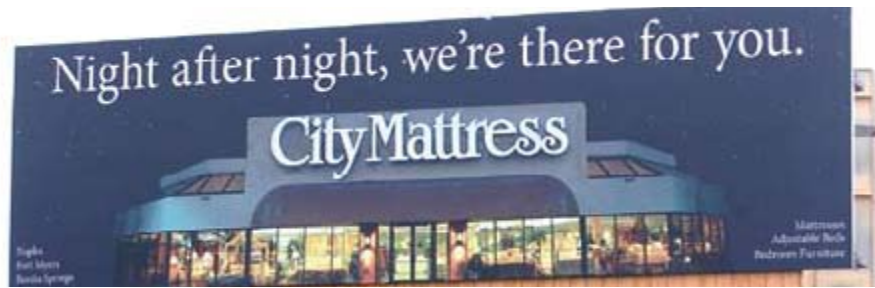
And he said the referral business they receive is “tremendous.”

The headquarters in Bonita Springs was built two years ago specifically for the company and includes an enormous warehouse in back that stores thousands of mattresses and furniture. Anderson walked through it, giving a cordial tour, late last week. He passed a couple of forklifts sitting unused, dwarfed by the immensity and sheer volume of the storage space, lit in every corner by bright fluorescent bulbs. Some of the mattresses were also confidential, experimental and not yet released for sale. One, called the Prana Sleep, was exceedingly lush and comfortable. Anderson said it’s one of the most popular designs, and that it is a latex mattress built with no coils.

All the City Mattress stores in Florida and New York close at 8 p.m. every night, Anderson said, and as soon as they do, the computers automatically report all the sales to this office in Bonita Springs, and then the trucks arrive.

“Not every item can be delivered overnight, but we sure try,” he mentioned, with consummate salesmanship.

Anderson said the company plans to expand in 2008 within the state of Florida. ■



City Mattress billboard along I-75

WE HELP TURN WRATH TO RICHES

Call us when you're over a barrel. We can help.

Ooooo! They're all squishy between my toes!

Yea, so is dog crap.

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