

# It's Between Master And Mattress At Hants



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Pradeep Anthony, Managing Director and Roma Anthony, Head of Marketing of Hants Group, know the finer details of ensuring comfort, having been in business for 35 years; however at the forefront of it all is that, with their Comfilux mattresses, attention to absolute quality has never been compromised.

By Sonali Kadurugamuwa Photography Indika de Silva

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Pioneers behind the manufacture of the spring mattress in Sri Lanka, Hants initially began with importing all product components from the US, “because we were already polyurethane foam manufacturers, we had to import the spring units as well as quilted fabric from the States,” says Pradeep Anthony. As of today Hants quilts

all fabrics used in mattress covers while for the spring units for mattresses, the business continues its ties with the world renowned company Legget & Platt, USA, to convey some of the best in spring quality and technology to the Sri Lankan market, throwing in a 15-year warranty in addition to maximum comfort. Today Hants showrooms span 11 branches across the island; Borella, Ragama, Kandy, Dalugama, Wattala, Negombo, Dickman's Road, Kotahena and Kadawatha, to name a few.

While the bulk of their clientele hails from the hotel business industry they can account for many satisfied customers in homes across Sri Lanka. The key to ushering a strong and diverse customer base lies behind the apparent versatility of Comfilux.

According to Pradeep and Roma Anthony, getting a good night's sleep is a privilege in today's fast paced lifestyles and therefore "we believe that choosing the right mattress is essential and is directly related to staying healthy," and where other considerations like budget, special physical preferences, and mattress to bed size are concerned, Comfilux mattresses can also be custom-made to suit any such alternative.

**"If A Customer Requires That We Change The Foam, Or The Cover, Or Even Wants To Upgrade Their Mattress To Something Different After A Period Of Time, We Are Happy To Do That, As We Do Have Customers That Come In With Such Requests. These Are Some Of Our Main Advantages."**

From extra firm mattresses made with layers of high density foam, to plush with motion transfer resisting pocketed springs to Latexfoam encased all natural mattresses and Super Sleepers with separate levels of firmness and Softness in one mattress, Comfilux mattresses are packaged in luxuriously quilted fabrics that are both flame retardant and treated to keep dust mites away. Moreover, Hants caters through a heedful after sales service. "If a customer requires that we change the foam, or the cover, or even wants to upgrade their mattress to something different after a period of time, we are happy to do that, as we do have customers that come in with such requests. These are some of our main advantages," assures Pradeep Anthony.

Furthermore, people are beginning to realise the importance of the mattress on which they spend 1/3rd of their lifetime and has been a hidden piece of furniture in their homes for a very long time. The need for comfortable sleep has made them more discerning and customers are opting for bigger and better mattresses. Rubberised coir mattresses were satisfactory and that's the way things were. Now, however, being well-travelled, juggling busy lifestyles versus commitments and the necessity for comfort and health interests-all contribute to the demand for versatility in mattresses, especially for spring mattresses. "Their variation in technicalities of structure and durability results in different levels of comfort," explains Roma Anthony.

Forthcoming to the mattress family, Hants is to introduce Aloe Vera treated and sanitised fabric alongside a new type of spring mattress with micro coils, as Pradeep Anthony specifies that "in addition to the spring there is a layer of very fine coils, which gives extra comfort while dispersing heat."

Speaking on the more diverse items available at the Hants store, Roma Anthony says that in addition to manufacturing polyurethane foam, used for mattress and upholstery production, they are "manufacturers of expanded polystyrene under the brand name Styrofoam," which is mainly an industrial product used as packaging material in insulation for cold rooms and air conditioning. Expanding even further into the business's inner workings, she shares briefly on the Wilton cake decorating equipment that occupies the shelves of the showroom, which they're the sole agents of in Sri Lanka, meanwhile conducting "Wilton method cake decorating classes, which we're also authorised to do."

Growing from strength to strength by incorporating cutting-edge technology while paying detailed attention to imparting the utmost comfort to their clientele, Hants Group does not sell just a mattress it strongly believes in selling a good night's sleep to their customers. All mattresses as such come with the assurance of quality which will not be compromised at any cost.

Comfilux mattresses are SLS certified and manufactured at an ISO 9001:2008 standards facility.

