

In conversation with Wim Hofman from De Suite



**“A beautiful family business,
where they take the time for their
customers.”**

⁺dS^o *de* SUITE



Did you know that if you get used to firmer mattress, you will also find it easier turn around and get out of bed?



Interview met Wim Hofman

Founder of The Suite

In the hospitable showroom of De Suite in Moordrecht, near Gouda, I meet owner Wim Hofman. De Suite has been designing custom-made beds for over forty years. Originally aimed at overweight people, the focus is now on beds for people with Parkinson's, a specialization that arose by chance after a comment from a customer. Wim: 'A firmer mattress makes turning over easier, something that people with Parkinson's benefit greatly from.'

This specialization has led to growing demand. Every day, clients with Parkinson's from the Netherlands and Belgium visit De Suite for sleep advice. For people who are less mobile, the company also offers home visits, now also in Belgium. Further expansion in Europe is being considered, depending on demand.

Wim emphasizes: 'You buy a bed for life, and adjustments may be necessary later. We offer this service thanks to our experience and listen carefully to what customers find important. Although the situations of people with Parkinson's vary greatly, the challenges around sleeping are often similar, such as getting in and out or turning over. With our expertise, we can really make a difference.'

de SUITE

Each bed is custom-made with care, and even after purchase we can make adjustments so that the bed continues to meet the changing needs of the user.

Through their years of expertise and special solutions, De Suite has developed into a valuable partner for people with specific sleeping needs – a company that listens, understands and thinks along, and thus makes life just that little bit more pleasant.

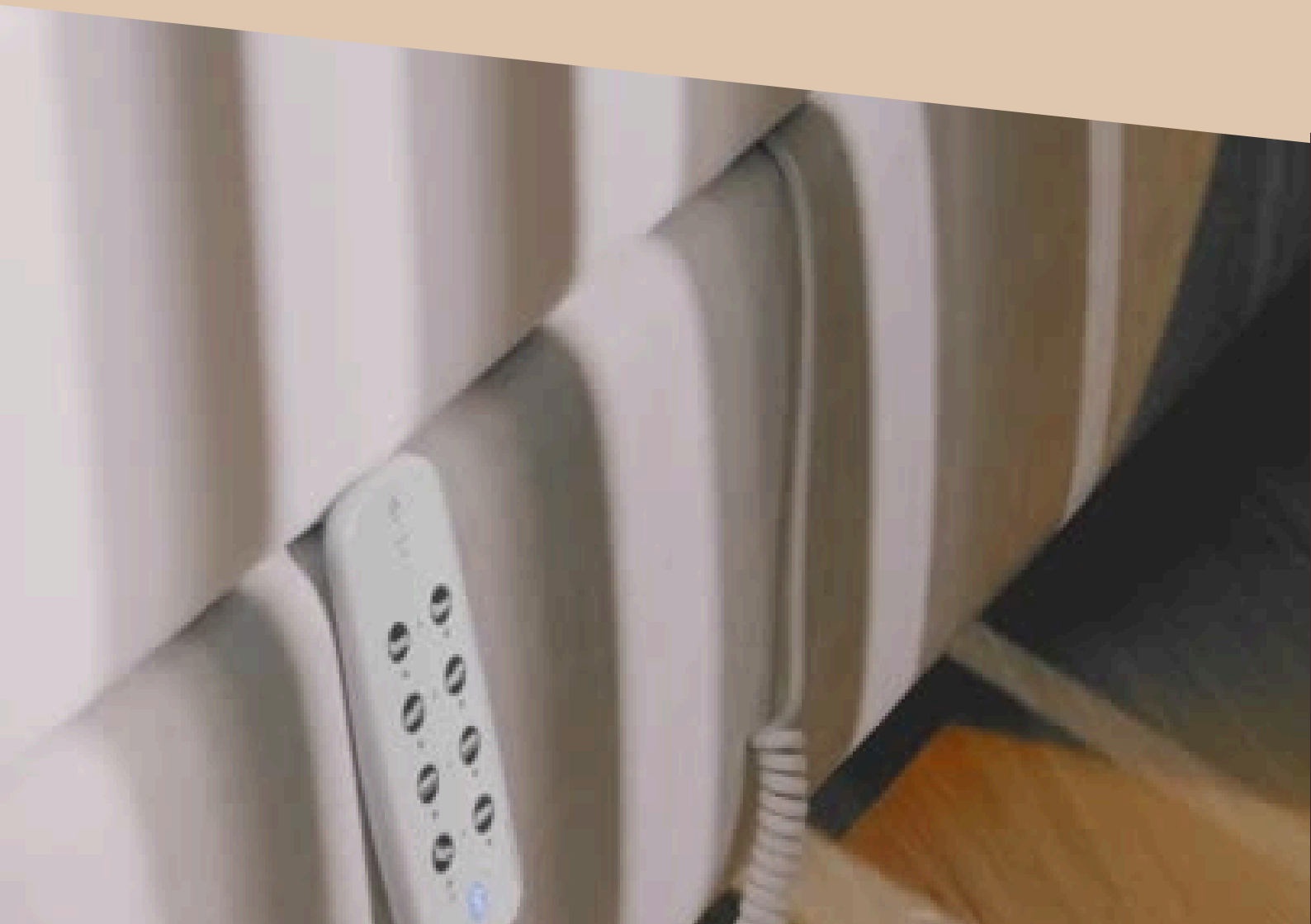




How does the high-low bed help people with Parkinson's?

'The high-low bed makes getting up easier,' Wim explains. 'The construction is completely concealed in the casing, so you can't see that it's a high-low bed. You can adjust the height exactly to what's comfortable for you. This not only helps you get up, but also makes making the bed and cleaning underneath easier.' Wendy notes that these adjustments offer great added value, especially for people with Parkinson's, who often have difficulty getting up or bending over.

Interview with Wim Hofman



What makes De Suite suitable for people with Parkinson's?

'Our fitters assemble the bed professionally and take the old bed away for free,' says Wim. Wendy appreciates the complete service. 'We also offer customization for mattresses. A firm mattress provides stability when getting in and out, which is important for people with Parkinson's. It ensures comfort and independence in the long term.'

How do you ensure that both people with Parkinson's and their partners get a suitable bed?

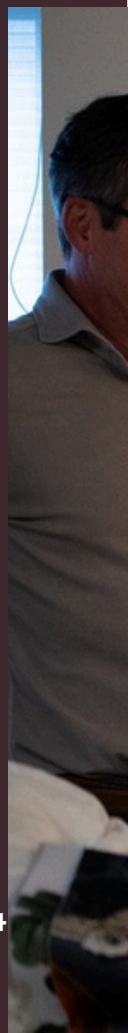
We listen carefully to the needs of both partners and design a bed that is comfortable for everyone. As a couple, you can sleep together in one bed, with two separate beds that are connected to each other. From the outside, you cannot see which bed is whose, which creates unity and convenience."

When you buy a bed, your situation may change later. How do you respond to that?"

Adjustments are always possible, such as a firmer or softer mattress or extra functionalities. Sometimes we plan a home visit to perfectly adjust the bed to the home situation. We remain involved until it is completely to your liking."

What makes an appointment in the showroom so useful?

Wim: "In the showroom we show various options and discuss the customer's wishes in detail. During an appointment of about 1.5 hours we listen to what is important, not only for the person with Parkinson's but also for their partner. This way we arrive at a solution that works for both."



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How do you ensure that the bed fully meets the customer's wishes?"

During the showroom appointment and possibly a home visit, we listen carefully and look at what is needed. The bed is completely custom-made, from the hardness of the mattress to the choice of fabrics and materials. We can even adjust bedside tables with smart solutions, such as extra shelves or other gadgets. We remain involved until everything is just right, even if adjustments are needed later."



What exactly is the FPS mattress and how does it help people with parkinson's?"

The FPS mattress uses low-frequency sound waves and vibrations to promote muscle relaxation. Thanks to the water in our body, an excellent conductor, these waves work very well effective. With programs from 13 to 40 minutes it helps mattress people with Parkinson's, who often have muscle stiffness and restlessness experience, to relax both physically and mentally.

In Parkinson's boxing we often hear about the positive effects. Can an FPS mattress strengthen those effects even further?"

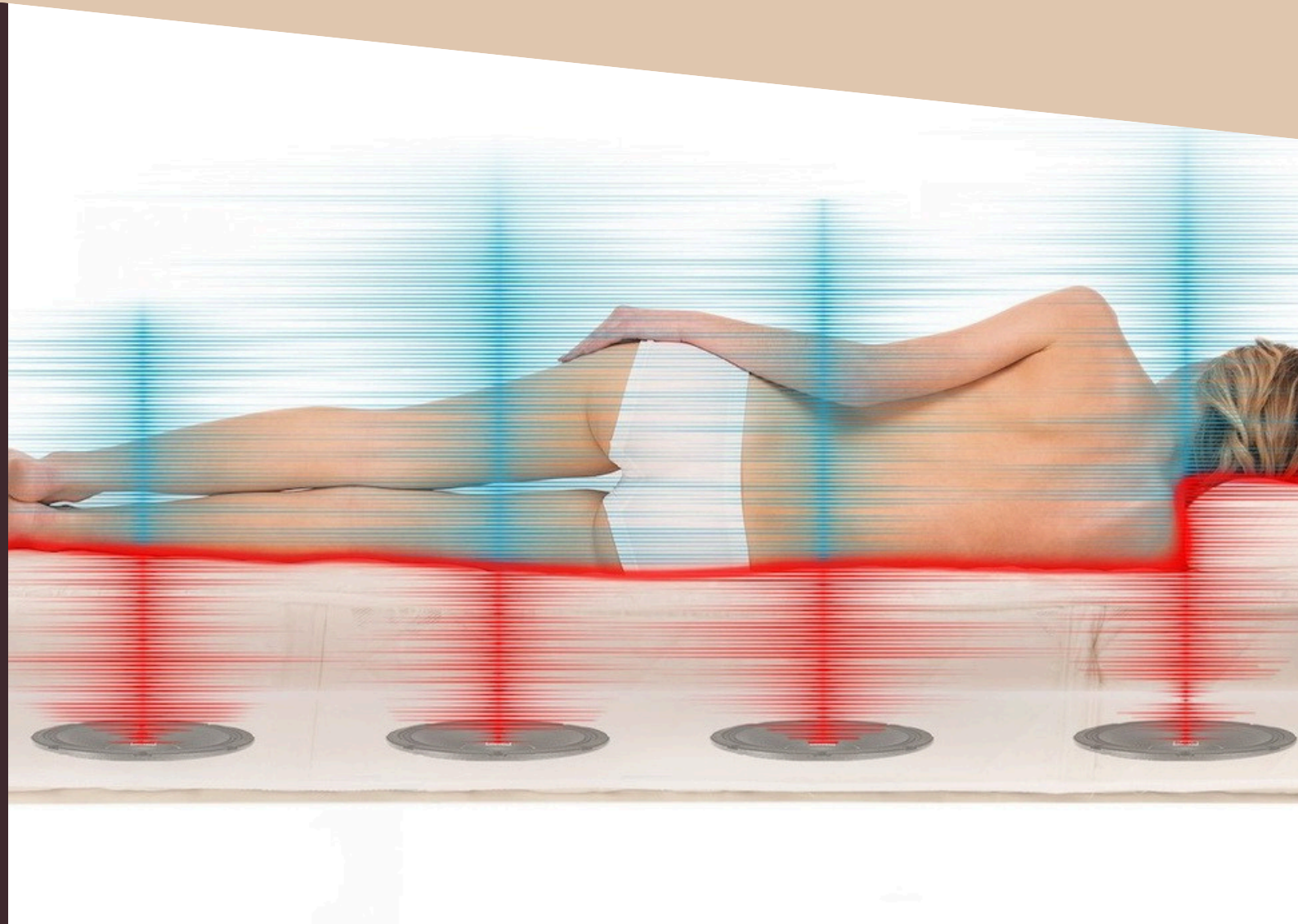
Wim: "Absolutely. The FPS mattress can enhance relaxation and improve recovery after exercise. Many people find that the combination of boxing and the mattress helps them to feel better, even though the Parkinson's remains present.

DID YOU KNOW?

Start immediately with the FPS mattress to structurally maintain your body. It promotes deep, restorative sleep and helps you roll over and get out of bed more easily. The effect lasts for 3 to 5 days, with extra benefits with regular use. The beds and mattresses are perfectly matched for optimal sleeping comfort, an investment that is immediately noticeable.




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"People with Parkinson's often have pain and sleep problems. How can the FPS mattress help with that?"

"Our customers indicate that the FPS mattress reduces the need for painkillers such as tramadol. The mattress promotes muscle relaxation, which helps with pain complaints such as leg cramps due to rigidity. For people with REM sleep behavior disorder, who have to deal with restlessness or nightmares, the FPS system can reduce tension and improve sleep quality. All of this contributes to a better quality of life."



A photograph of a bedroom. In the foreground, a bed is covered with a light-colored, textured blanket. Behind the blanket, there are several pillows: a white one on the left, a black one with white piping in the center, and another white one on the right. The headboard is a light-colored, upholstered panel. To the right of the headboard, a small, cylindrical black lamp is mounted on the wall, casting a warm glow. On the far right, a portion of a green plant is visible. The background wall is a neutral, light color.

‘We are a real family business, and that makes us distinctive. We know each other well and share the same sense of service, which is a nice feeling for our customers. You notice a completely different mentality than in large organizations. With us, it is more personal, and you can see that in how our customers are helped by our employees. The family feeling is deeply ingrained, with a shared drive and the will to go for it together. That makes it not only special, but also incredibly beautiful.’

Wendy’s Parkinson Journey

Wim: 'I think it's a beautiful magazine and it's written in large letters, which is of course very pleasant for most people with Parkinson's. My compliments. That you're interested in starting it, that's of course wonderful. You'll give a lot of people a great pleasure with this.

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