

The **Mattress** Buying Guide for PBSA Operators

Comfort, Durability and Planning for
Student Accommodation Success



Why Mattresses Matter More Than You Think

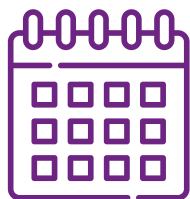
In student accommodation, mattresses are the most used item in every room yet they're often one of the last considered during procurement. A high-quality, durable mattress improves sleep, reduces complaints, and enhances student satisfaction, while poor choices lead to higher costs and maintenance issues.

Sustainability is also becoming a key consideration for PBSA operators. As part of our supply process, Global Student collects and recycles old mattresses to minimise waste. Foam is repurposed for carpet underlay or dog beds donated to charities, springs are processed at metal recycling centres and reused in manufacturing, and fabrics are shredded for recycling, sometimes used as borders on new mattresses. This approach supports operators in meeting ESG objectives while reducing landfill impact.



8 hours per day

Average time a student spends in bed.



3,000 hour per year

Usage Per Student.



Recycling 350 mattresses

Prevents over 10 tonnes of material from going to landfill.



What to Look For in a Mattress

Six Features Every PBSA Mattress Must Have

Durability

Built for constant use, year-round, with multiple tenants over its lifetime.

Bulk Value

Large-scale orders should deliver cost efficiencies and streamlined logistics.

Easy Maintenance

Stain-resistant fabrics and wipe-clean covers reduce turnaround times.



Warranty & Logistics

Clear guarantees help Procurement teams plan replacement cycles.

Balanced Comfort

Balanced firmness levels ensure suitability for different body types and sleep preferences.

Sustainability

Select suppliers that provide responsible mattress recycling to reduce waste and support sustainability targets.

A PBSA-grade mattress offers greater durability, hygiene, and long-term value compared to a standard domestic mattress. Lasting 7–10 years instead of 3–5, it's stain-resistant, wipe-clean, and designed for consistent comfort across multiple users. With a longer 5+ year warranty and bulk pricing options that include delivery support, PBSA-grade mattresses provide a more practical and cost-effective solution than retail-grade domestic alternatives.



Planning Ahead for Mattress Supply

Why January is the time to Act

The busiest time for mattress supply is the September intake. PBSA operators who secure orders in January guarantee supply slots, production, and installation capacity. Leaving procurement too late risks stock shortages, higher costs, and potential disruption for students.



January

Secure orders and confirm volumes.



March - April

Manufacturing and logistics planning.



June - July

Delivery scheduling, old stock removal



August

Installation and final checks.



September

Students move in, beds ready.



Student Satisfaction and Reputation

Comfort Drives Retention

Students and parents notice when facilities feel dated or poorly maintained. Comfortable beds are one of the simplest, most cost-effective ways to improve satisfaction and build loyalty. Positive reviews directly support retention rates and occupancy, particularly in a competitive PBSA market where experience is everything.

By investing in high-quality, sustainable mattresses, operators can deliver comfort with conscience — combining better student experiences with measurable environmental benefits.



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“Having a comfortable bed makes such a difference — it feels more like home.”

Student Resident, UK

A hand is shown holding a zipper pull on a light-colored fabric, possibly a mattress cover. The entire image is overlaid with a semi-transparent pink filter. The text 'Mattress Procurement Checklist' is centered over the image in a large, white, sans-serif font.

Mattress Procurement Checklist

Your Mattress Buying Essentials

Use this checklist to streamline procurement and ensure every element of supply is covered.

Delivery slots confirmed before September



Warranty terms and expected lifespan clearly documented



Supplier provides removal of old mattresses and installation of new ones.



Mattresses designed specifically for PBSA durability standards.



Costs cover product, logistics, and installation.



Bulk order efficiencies are applied.



Old Mattresses collected and responsibly recycled.





About Global Student

Why Partner With Global Student

Global Student is the trusted partner for PBSA operators across the UK, specialising in:

- **MATTRESSES, FURNITURE & APPLIANCES** – Comfort and functionality matter in student living. Our range of mattresses, furniture, and appliances offers options to suit every style and budget.
- **FIRE DOOR & SAFETY COMPLIANCE** – We specialise in fire safety, with accredited experts ensuring your PBSA is protected. Our services range from fire door inspections and remedial works to alarm installation and FRAs.
- **MAINTENANCE** – Protect your PBSA and its residents with our building maintenance services, covering general repairs, interior and exterior upkeep, plus system installation and maintenance.
- **REFURBISHMENT** – Tailored solutions focused on comfort, functionality, and modern design, from painting and decorating to electrical updates and sustainable furniture installations.

We are an end-to-end supplier. We understand the operational pressures PBSAs face — from tight turnaround times to student satisfaction targets.

That's why we deliver solutions that are smart, sustainable, and built for long-term performance.



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