

» ORGANIZED LABOR

Grounded



The management at Richmond Heights' fractional jet-ownership company Flight Options LLC may soon have fewer options when it comes to its pilots.

In January, the company's 830 aviators filed for representation by the International Brotherhood of Teamsters at the National Mediation Board in Washington, D.C. The labor union, which boasts more than 1.4 million members in North America, has a reputation for tough contract negotiations.

A statement from the Teamsters Local 1108 says the pilots want a new contract with "wages, benefits and working conditions comparable to industry standards, along with enhancements to existing job security and workers' protections."

When reached for comment, Flight Options, owned by Massachusetts-based Raytheon Co., issued its own statement.

"While Flight Options believes in our pilots' rights to make their own decisions regarding representation, we do not feel that it would be in their best interest to vote for Teamster representation," the statement read. "Unions do not and cannot guarantee jobs, wages, benefits or quality of life."

— MORGAN LEWIS JR.



» INNOVATIONS

Sleepy Headphones

Bill Ryan wasn't a fan of naps; he always awoke from them with a splitting headache.

So when Ryan, president of Warrensville Heights' employee benefits firm Master Consulting Group, received a compact disc from a business colleague promising "3 hours [of] deep sleep in 20 minutes time," he was skeptical.

"I thought I had been ripped off because I had just given him a CD of my son's music," says Ryan, whose son is a professional musician in Kansas City, Mo. "I was in no hurry to listen to this sleep CD."

But a few weekends later, Ryan felt a little groggy and decided to lie down and give the disc, called Power-Nap, a try.

"I woke up alert and rested and shocked that this thing really worked," Ryan says. "I immediately knew there were 100 million people in this country who would die for this thing."

Invented by the owner of

a Beachwood-based IT consulting firm, Jonathan Husni, Power-Nap uses sound waves to induce the listener's brain into REM sleep, the most restful sleep state, faster than if the listener were listening to nothing at all. The waves are on such a low frequency that the user can't hear anything. The only sound the user hears is a soft static hiss, which Husni adds to the recording, but has no effect on the listener.

Husni created the disc based on issues within his own company, Acendex. His engineers often worked such long hours on projects that they downed gallons of coffee and other stimulants to stay alert, which made them aggressive and even belligerent.

Husni, a longtime recording enthusiast, studied how the human brain worked during sleep. He then recorded the sound waves that best simulated the brain during a deep sleep state and compressed three hours of those waves to 20 minutes.

At the end of the CD, the wavelengths are increased to awaken the listener's sleeping brain.

Husni gave the discs to his employees who were so thrilled with the results that they e-mailed fellow tech friends and colleagues until Husni was selling thousands of the CDs, which sell for \$14.98 each, on eBay alone. He wouldn't reveal exact sales figures.

"Thousands and thousands of people in the English speaking world are depending on this thing to get through the day," Husni says. "So one CD at a time, I'm trying to change the world."

With a refurbished retail Web site, www.powernap.com, Husni still doesn't have an aggressive marketing campaign for the disc. He has plans for a longer CD, "Dive," which will also induce the listener into a deep sleep, but at a normal bedtime instead of during the day.

— ML