

### **Giving an effective demonstration.**

**Choose the right format** – Use a high-quality digitally recorded source.

**Know your material** – Play music appropriate to the particular business environment (e.g. light jazz or classical for a restaurant; high-energy music for a health club or retail store).

**Select the right volume** – Choose the volume level based on how the system will be used (background music in a quiet room; foreground music in a room with a high level of activity and conversation).

**Prep your customers** – Tell them what they'll be listening to and what to listen for before the music starts.

**Don't overdo it** – Play 30-45 seconds of a selection, then ramp down the volume.

**Check the results** – Make sure your customers heard what you asked them to listen for. Ask if they would like this kind of performance from their system.

### **The performance businesses want. The reliability and simplicity they need.**

FreeSpace® loudspeakers are engineered with patented and proprietary technologies to meet the demands of business applications. Music is reproduced with depth and detail, helping to create an environment that enhances the customer experience and gives businesses a competitive edge. Pages and announcements can be heard clearly throughout the listening area. FreeSpace systems operate reliably throughout the day, every day.

### **A good demonstration.**

Showing customers what is possible is an effective way to increase sales. Begin by demonstrating your best performance solution, followed by other options. In many cases, you may find that customers will prefer a system that delivers better performance.

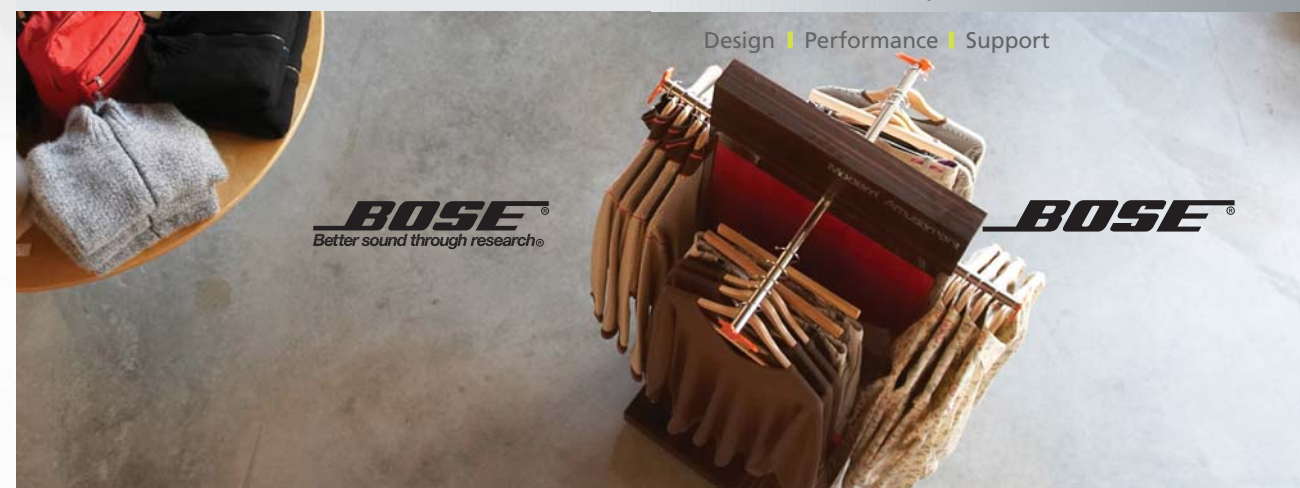
## **FreeSpace® Loudspeakers** For Business Music Systems



For more information on FreeSpace® loudspeakers: [pro.bose.com](http://pro.bose.com)

**Bose Professional Systems Division**

Design | Performance | Support



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# FreeSpace® Loudspeakers

For Business Music Systems



	FreeSpace® 3 System	DS 100SE Loudspeaker	DS 100F Loudspeaker	DS 16S & DS 16SE Loudspeaker	DS 16F Loudspeaker	Model 32 Loudspeaker	Model 32SE Loudspeaker	302™A Loudspeaker	203° Loudspeaker	360P Series II Loudspeaker	102°F Loudspeaker
<b>Applications</b>	Background Music Foreground Music Paging	Background Music Foreground Music Paging	Background Music Foreground Music Paging	Background Music Paging	Background Music Paging	Background Music Paging	Background Music Paging	Background Music Foreground Music Paging	Background Music Foreground Music Paging	Background Music Foreground Music	Background Music Paging
<b>Frequency Range</b>	50 Hz to 16 kHz	65 Hz to 16 kHz	65 Hz to 16 kHz	90 Hz to 16 kHz	90 Hz to 16 kHz	80 Hz to 16 kHz	80 Hz to 16 kHz	75 Hz to 16 kHz	60 Hz to 16 kHz	70 Hz to 15 kHz	80 Hz to 16 kHz
<b>Maximum Acoustic Output</b> (pink noise @ 1m @ rated power)	100 dB-SPL (106 dB-SPL peak)	105 dB-SPL (111 dB-SPL peak)	105 dB-SPL (111 dB-SPL peak)	96 dB-SPL (102 dB-SPL peak)	96 dB-SPL (102 dB-SPL peak)	102 dB-SPL (108 dB-SPL peak)	102 dB-SPL (108 dB-SPL peak)	102 dB-SPL (108 dB-SPL peak)	104 dB-SPL (110 dB-SPL peak)	106 dB-SPL (112 dB-SPL peak)	100 dB-SPL (106 dB-SPL peak)
<b>Equalization</b>	Use with 40-Hz high-pass filter	Recommended loudspeaker EQ available or use with 55-Hz high-pass filter	Recommended loudspeaker EQ available or use with 55-Hz high-pass filter	Recommended loudspeaker EQ available or use with 80-Hz high-pass filter	Recommended loudspeaker EQ available or use with 80-Hz high-pass filter	Required except 4Ω version	Required except 4Ω version	Use with 65-Hz high-pass filter	Use with 50-Hz high-pass filter	Use with 60-Hz high-pass filter	Required
<b>Long-term Power Handling</b>	200W @ 70/100V or 100W @ 6Ω	100W @ 70/100V or 8Ω	100W @ 70/100V or 8Ω	16W @ 70/100V or 8Ω	16W @ 70/100V or 8Ω	32W @ 70/100V or 4Ω	32W @ 70/100V or 4Ω	200W @ 70/100V or 100W @ 6Ω	75W @ 70/100V or 100W @ 6Ω	80W @ 70/100V	25W @ 70/100V
<b>Installation</b>	Indoor	Indoor/Outdoor	Indoor	Indoor/Outdoor	Indoor	Indoor	Indoor/Outdoor	Indoor/Outdoor	Indoor	Outdoor/Indoor	Indoor
<b>Mounting</b>	Flush Ceiling Surface Pendant	Surface	Flush Ceiling Pendant	Surface	Flush Ceiling Pendant	Flush Ceiling	Surface	Surface	Surface	Inground	Flush Ceiling
<b>Venue Type</b>	Retail, restaurant, hospitality	Retail, restaurant, hospitality, transportation, houses of worship	Retail, restaurant, hospitality, transportation, houses of worship	Retail, restaurant, hospitality, transportation, houses of worship	Retail, restaurant, hospitality, transportation, houses of worship	Retail, restaurant, hospitality, transportation, houses of worship	Retail, restaurant, hospitality, transportation	Retail, restaurant, hospitality, transportation	Retail, restaurant, hospitality, transportation	Atriums, gardens, theme parks	Retail, restaurant, hospitality, transportation
<b>Colors</b>	Black or White Paintable	Black or White Paintable	Black or White Paintable	Black or White Paintable	Black or White Paintable	White Paintable	Black or White Paintable	Black or White Paintable	Gray or White Paintable	Green	White Paintable