

## Giving an effective demonstration.

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

**Know your material** – Play music appropriate for 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.

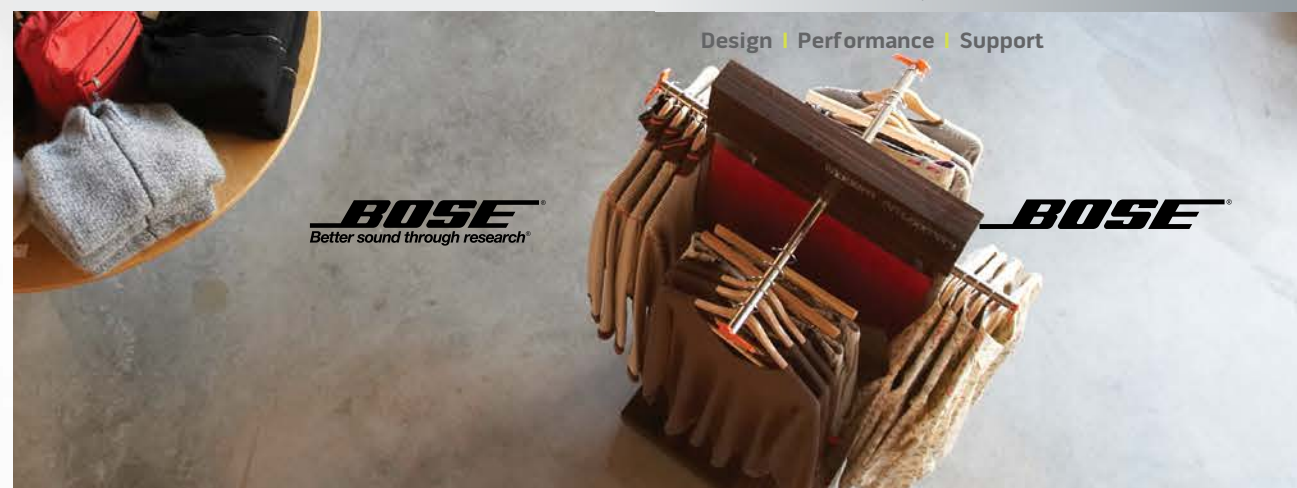
## FreeSpace® Loudspeakers For Business Music Systems



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

**Bose Professional Systems Division**

Design | Performance | Support



# FreeSpace® Loudspeakers

For Business Music Systems



	FreeSpace® 3 System	DS 16S & DS 16SE Loudspeaker	DS 16F Loudspeaker	DS 40SE Loudspeaker	DS 40F Loudspeaker	DS 100SE Loudspeaker	DS 100F Loudspeaker	302™A Loudspeaker	203™ Loudspeaker	360P Series II Loudspeaker
<b>Applications</b>	Background Music Foreground Music Paging	Background Music Paging	Background Music Paging	Background Music Foreground Music Paging	Background Music Foreground Music Paging	Foreground Music Paging	Foreground Music Paging	Background Music Foreground Music Paging	Background Music Foreground Music Paging	Background Music Foreground Music
<b>Frequency Range</b> (-10 dB)	40 Hz – 20 kHz	80 Hz – 19 kHz	80 Hz – 19 kHz	70 Hz – 19 kHz	70 Hz – 19 kHz	60 Hz – 20 kHz	60 Hz – 20 kHz	60 Hz – 19 kHz	45 Hz – 17 kHz	60 Hz – 15 kHz
<b>Maximum SPL @ 1 M</b> (calculated from sensitivity and power handling)	100 dB SPL (106 dB SPL peak)	96 dB SPL (102 dB SPL peak)	96 dB SPL (102 dB SPL peak)	103 dB SPL (109 dB SPL peak)	103 dB SPL (109 dB SPL peak)	105 dB SPL (111 dB SPL peak)	105 dB SPL (111 dB SPL peak)	102 dB SPL (108 dB SPL peak)	104 dB SPL (110 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 80 Hz high-pass filter	Recommended loudspeaker EQ available or use with 80 Hz high-pass filter	Recommended loudspeaker EQ available or use with a 70 Hz high-pass filter	Recommended loudspeaker EQ available or use with a 70 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	Use with 65 Hz high-pass filter	Use with 50 Hz high-pass filter	Use with 60 Hz high-pass filter
<b>Long-term Power Handling</b>	200 W @ 70/100 V or 100 W @ 6 Ω	16 W @ 70/100 V or 8 Ω	16 W @ 70/100 V or 8 Ω	40 W @ 70/100 V or 8 Ω	40 W @ 70/100 V or 8 Ω	100 W @ 70/100 V or 8 Ω	100 W @ 70/100 V or 8 Ω	200 W @ 70/100 V or 100 W @ 6 Ω	75 W @ 70/100 V or 100 W @ 6 Ω	80 W @ 70/100 V
<b>Installation</b>	Indoor	Indoor/Outdoor	Indoor	Indoor/Outdoor	Indoor	Indoor/Outdoor	Indoor	Indoor/Outdoor	Indoor	Outdoor/Indoor
<b>Mounting</b>	Flush Ceiling, Surface Wall or Ceiling, Pendant	Surface Wall or Ceiling, Pole	Flush Ceiling, Pendant	Surface Wall or Ceiling, Pole	Flush Ceiling, Pendant	Surface Wall or Ceiling, Pole	Flush Ceiling, Pendant	Surface Wall or Ceiling	Surface Wall	Inground
<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, houses of worship	Retail, restaurant, hospitality, transportation	Retail, restaurant, hospitality, transportation	Atriums, gardens, theme parks
<b>Colors</b>	Black or White Paintable	Black or White Paintable	Black or White Paintable	Black or White Paintable	Black or White Paintable	Black or White Paintable	Black or White Paintable	Black or White Paintable	Gray or White Paintable	Green