



BOSCH

Invented for life

Job Aid: Bosch Dishwashers – Features & Benefits

Dishwashers Overview

Bosch looks at noise reduction from every angle, incorporating 18 unique sound reducing technologies. Bosch designers believe that form must always be balanced with function. Whether it's a new way to load your silverware and bulky items, or a seamless look with cabinets through our ultra-flush installation, our commitment to purposeful design is clear. And with our third rack, your cutlery, whisks, tongs, and other odd utensils have a place all their own, allowing for 30% more loading area.

Qualifying Questions

Here are some qualifying questions you may ask to help you recommend the dishwasher that best meets the customer's needs:

- **Do you have to run your dishwasher more than once a day?** Consider a model that has a 3rd rack to give you extra capacity.
 - **Does your customer have to turn up their TV when their dishwasher is running?** Recommend to them a 44 dBA model that is the equivalent to the sound of a library.
-

Top Features & Benefits

Key product features and benefits of Bosch dishwashers:

3rd Rack

The 3rd rack offers customers 30% more loading area when compared to a Bosch with 2 racks. It gives the customer a place to put silverware and items such as knives, spatulas and whisks. By having a place for these items, it frees up space on the lower racks to accommodate more dishes and allows them to remove their normal silverware basket if they wish. Customers can also put heavily soiled items on the 3rd rack.

Quietness

Turning up the TV because a customer is running the dishwasher is a thing of the past. With a Bosch dishwasher, we incorporate 18 unique sound reducing technologies to ensure that every dishwasher is quiet and the user can go on with life without being disturbed.

RackMatic®

This adjustable rack is invented for flexibility and offers 9 different rack positions including at an angle. You can lower it to fit large plates or stemware above or raise the rack to fit tall pots and cookie sheets below. The feature gives customers maximum flexibility to accommodate any size dishes they have.

Continued on next page



BOSCH

Invented for life

Job Aid: Bosch Dishwashers – Features & Benefits, Continued

Infolight

Bosch dishwashers are so quiet, it's hard to tell when they're running. To help you avoid opening your running dishwasher, we thoughtfully invented InfoLight® that projects a red light onto your floor. This feature also lets you know to not open the door during the condensation drying process at the end of the cycle.

AquaStop® Leak Protection

AquaStop® is a precisely engineered tub and sensor system that works with our solid molded base. This feature is especially beneficial to customers that live above someone else or if they have finished basement. If the system detects any water that leaks into the base, it shuts the dishwasher down and pumps the water out, protecting your expensive floors and cabinets 24/7.

Detergent Tray

Optimized for tablets, this tray holds detergent in place for a dedicated spray jet to directly dissolve tablets and minimize spraying the door. This allows the detergent to be broken down efficiently and evenly each and every time. It also makes the dishwasher quieter for the customer by not having to aim a spray jet at the door.

Speed60™

A Lowe's exclusive, this convenient cycle gets dishes dirty to dry in about 60 minutes for a fast clean. This offers customers a shorter cycle time.

ExtraShine™ Option

Used in combination with a wash cycle, the Extra Shine option helps dishes and glassware come out exceptionally clean with perfect shine by raising the temperature and extending the drying time.

16 Place Settings

Dishwashers with the 3rd rack can hold 16 place settings. This allows for maximum capacity and means the customer won't have run the dishwasher as often.

Self-latching Door

The self-latching door stays open at the position you want it, then automatically shuts and latches at less than 20°.

Touch Control Technology

We offer extra-responsive controls are easy to read and offer customers easy cycle and option programming at the lightest touch.