SONIC WASH **NEW PRODUCT LAUNCH**

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WHY ARE WE HERE

Because the modern home has changed...but dishwashing hasn't.

Canadians are living smarter, smaller, and more intentionally. Expectations for tech-first design, sustainability, and performance are higher than ever. The traditional dishwasher hasn't kept up in size, style, or smarts. Dyson is ready to reimagine the category, starting now.

We're introducing a breakthrough innovation for the Canadian home:

Dyson Sonic Wash The compact ultrasonic smart dishwasher.





ABOUT DYSON



Founded 1991 by Sir James Dyson

Headquarters Singapore (since 2019)

Known For:

- Bagless vacuums
 Bladeless fans & purifiers
 Airwrap & Supersonic hair tools
 LED lighting & Airblade dryers

Mission

Solve everyday problems through innovation



Canadian Entry Early 2000s

Retail Presence Best Buy, Canadian Tire, Home Depot,

Dyson.ca

Market Perception Premium, high-performance, design-forward



Top Product LinesFloor care for diverse surfaces • Air treatment for varying climates • Hair tools for all hair types

RETAIL VOLUME - CANADA

Company Shares

National - Hi	National - Historical Owner Historical % breakdown										
Convert Data	+ CHANGE SHARE TY	pes 🔻 Σgroup sum 🔻 2019 🔽	2024	Apply				Modify se	earch d	⊻ ☆	
Stats Type $~~ \bigtriangledown$	Geography 🖓	Category	\bigtriangledown	Company Name 🛛 🗸	Data Type 🛛 🖓	2019 🗸	2020 🗸	2021 🗸	2022 🗸	2023 🗸	2024 🗸
■ th	Canada	Consumer Appliances	í	Dyson Canada	Retail Volume	0.6	0.6	0.7	0.6	0.6	0.6
• • • • • • • •	Canada	Small Appliances	í	Dyson Canada	Retail Volume	0.7	0.6	0.8	0.7	0.7	0.7
■ th	Canada	Personal Care Appliances	í	Dyson Canada	Retail Volume	0.2	0.2	0.2	0.2	0.2	0.2
■ th	Canada	Vacuum Cleaners	í	Dyson Canada	Retail Volume	8.5	8.3	10.8	9.6	9.7	9.3

Research Sources:

1. Consumer Appliances: Euromonitor from trade sources/national statistics

(Euromonitor,nd)

i How do keyword search results differ from tree search results?

VACUUM CLEANER MARKET SHARE - CANADA

Brand Shares (BETA)



Most recent update: Mar 2024

Source: Statista Market Insights

(Statista, 2024)





MOST TRUSTED BRAND IN CANADA

Dyson ranks Most Trusted Brand in Canada

Dyson ranks as a Most Trusted Brand in the sixth annual Gustavson Brand Trust Index by the University of Victoria and the #1 most trusted appliance brand. August 20 2020



(Dyson Ranks Most Trusted Brand in Canada, 2024)

Decreased Spending YoY



ADVERTISING SPENDING

Dyson Vacuum Cleaners Advertising Spend: UNDER \$100 Million

(Media Radar, n.d.)



WHY DYSON IS **RIGHT FOR THIS**



Smart Integration



WHY THE CANADIAN **MARKET IS** READY

Growing Market

- 2024).

Urban Living

- portable solutions.

Sustainability Matters More

- Demand is rising for dishwashers that reduce manual pre-washing and cut utility costs.

Rise of the Smart Home

- voice control.



The Canadian dishwasher market is projected to reach US\$437.55 million in 2025, growing steadily with a CAGR of 2.73% through 2030.
Volume growth expected to reach ~822,480 units by 2030 (Statista,

• Surge in condo/apartment living is boosting demand for compact,

• Renovation trends are driving sales of design-conscious premium appliances (Fortune Business Insights, 2024).

Consumers increasingly choose energy and water-efficient models, influenced by environmental concerns and rebate programs like the Canada Greener Homes Initiative (Canada, 2025).

• Tech-forward consumers want **connected appliances** with app and

• Smart features are particularly appealing to younger cohorts, dual-income households (Statista, 2024).

WHY THE CANADIAN **MARKET IS** READY

Investing in Long Term

- repairs and long-term savings.
- Willingness to pay up to 33.43% more for high-level energy-saving appliances (Wang et al., 2020).

Economic Pressure



Time-Saving Is Essential
"Time poverty" is growing among busy, urban Canadians driving need for automated, high-performance dishwashers.

• Canadians increasingly value durable, reliable products with fewer

Rising inflation and interest rates are prompting consumers to seek efficient, cost-saving solutions (Bank of Canada, 2023; EY, 2022).
Appliances that simplify chores and cut utility bills are top-of-mind.



WHO'S LEADING WHO'S LAGGING

Market Leaders by Share (Statista, 2024)

- LG 19%
- Whirlpool 19%
- Samsung 12%



• Miele – 6% (premium)

• Bosch – 4% (premium)



While leaders excel in either performance, design, or smart features, few integrate all three seamlessly.

Dyson can differentiate through innovation, compact design, and ecosystem connectivity.

Bosch

Silent performance and energy efficiency

<u>Competitive Product:</u> 800 Series: ultra-quiet (40–44 dBA), flexible racking, strong drying

Samsung

Feature-heavy with smart home appeal

<u>Competitive Product:</u> StormWash™: powerful cleaning, AutoRelease™ drying, SmartThings integration

Strengths

Known for innovation and advanced engineering (*Final Report (Dyson) -CliffsNotes, 2024*).

Sleek, modern design appeals to urban consumers (Zertab Quaderi, 2025).

High-performance products with proven reliability.

Loyal customer base willing to pay a premium (*Strategy Design for Dyson, 2016*).

Opportunities

Integrate deeper into smart home ecosystems.

Leverage rising demand for eco-friendly appliances (Zertab Quaderi, 2025).

Capitalize on post-pandemic focus on home hygiene (*Strategy Design for Dyson,* 2016).

Surge in apartment/condo living = smaller solutions (*Fortune Business Insights, 2024*).

Offer service and maintenance plans to boost loyalty.

Weaknesses

Inconsistent customer service and limited repair options (Dyson Customer Service & Product Quality - Review | Dyson Community, 2023).

Slower release cycle than competitors (Strategy Study: How Dyson's Innovation Became Its Key to Success, 2024).

Limited product portfolio (Zertab Quaderi, 2025).

Some products have a steep learning curve.

Threats

Competing with established appliance giants (*Strategy Design for Dyson, 2016*).

Inflation may reduce consumer spending (*Dyson SWOT Analysis, 2025*).

Fast-followers could replicate Dyson's innovations (*Case Study - Dyson Airwrap, 2023*).

Tech advancements could outpace current offerings (Case Study (Dyson SWOT) - Mason Hoyt - Studocu, 2023).



dyson sonic wash

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Effortless Cleaning: Ultrasonic tech removes grease and grime with microscopic precision

Smarter Cycles: Adjust settings based on dish type and soil level

Eco-Friendly: Uses up to 80% less water, 50% less energy

Compact & Stylish: Sits over any standard sink; sleek, space-saving design

App-Controlled: Full remote control via Dyson Home App + voice assistants

Prompt : Our product idea is a portable ultrasonic dishwasher. The digital screen will sit on top beside the faucet and the ultrasonic rectangular machine with a fan on top will sit in the sink. Make the product look like an extension of Dyson other products.



make sure to mention these below details -(Packaging and Labelling details) Premium matte box with clean, modern visuals and minimal text.

Durable, recyclable cardboard with molded protective inserts; printed with soy-based ink

Front: Dyson Sonic Wash product image, logo, and slogan

Sides: Compact infographic on water and energy savings, Dyson AirFlow+ badge, and ultrasonic tech details

QR Code: Directs to setup video, Dyson Home App, user manual, and product registration

Magnetic flap or pull-tab system, reflecting Dyson's premium unboxing experience.

CANADIAN DISHWASHER OWNERS

34% are Gen X, followed by Millennials and Boomers at similar rates. Gender distribution is balanced, with a slight female majority (53%).

44% are high-income households, and 35% medium-income.

30% enjoy remote monitoring and control of their homes

(Statista, 2024)



Most common among nuclear families and couples (27% ownership for both).

Found in urban and rural communities alike.

The Urban Tech-Savvy Minimalist

The Smart Home Innovator

The Eco-Conscious Family



Space-conscious, designforward city dwellers Order food often but want a tidy, streamlined kitchen Not just tech geeks, but tech helps them live smarter

Early adopters who live and breathe connected tech Often work in STEM or highincome roles Love experimenting and value innovation over design or lifestyle

Sustainability-first, valueconscious parents Recycle, buy organic, use eco-products, teach kids sustainable habits Driven by values, not trends or tech

The Design-**Conscious Luxury** Spender

The On-the-Go Joes

- Style-forward homeowners who view appliances as decor
- Host guests, care about ambiance and kitchen layout They buy for beauty, not just performance
- Busy, mobile professionals who need simplicity and control Frequent travelers (work/leisure), digital calendar life, use smart tools to run homes remotely Efficiency + peace of mind are top priorities

The Urban Tech-Savvy Minimalist



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The Smart Home The E Innovator

The Eco-Conscious Family

This segment is ideal for launching the Dyson Sonic Wash because:

- The product solves a clear spatial and lifestyle problem
- Dyson's tech-forward, design-first identity aligns naturally with their values
- Urban centers like Toronto, Vancouver, and Montreal have high population density, meaning a larger concentration of this audience
- They're early influencers- their adoption can create organic buzz and word of mouth more than a smart home innovator.

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THE URBAN TECH-SAVY MINIMALIST

Aged 25–45 Often single or living with a partner Work in professional or creative fields Middle to upper-middle income Likely renters or first-time homeowners Live in major Canadian urban centres (Toronto, Vancouver, Montreal) Typically in condos or small apartments	Moderate dishwasher users (occasional cooking, frequent ordering + social hosting) Seek compact, low-maintenance, smart- enabled solutions Familiar with Dyson brand through other products (vacuums, Airwrap, etc.)
Value minimalism, convenience, and tech that blends into life Prioritize function over tradition – they'd rather have an app than a manual dial Interested in sustainable solutions but not at the cost of style or usability Follow lifestyle trends online and are influenced by social media, YouTube reviews, and design blogs Their home is a reflection of their personality Not out and out rebels, but like to challenge norms and traditions	 Day in the Life 7:30 AM – Wakes with smart alarm. Checks weather and schedule via voice assistant. 8:00 AM – Cold brew in hand. Scrolls TikTok and Instagram. Heads out on transit or e-bike. 9:00-6:00 – Works in tech or creative field. Eats out or orders in. 7:00 PM – Comes home. Loads a few dishes. Runs a quick cycle via app. 9:30 PM – Lights dim. Watches Netflix. Dishwasher drying. 10:30 PM – Browses products online. Adds gadget to wish list.



\equiv **PRICE**

STRATEGY

- Skimming + Value-Based: Premium launch to attract early adopters
- Psychological Pricing: \$1,249.99 feels more accessible than \$1,250
- Installment Options: Eases purchase decision for young professionals
- Subscription Add-On: Ecocapsule refills drive recurring revenue

RATIONALE

- Positioned to match Dyson's premium portfolio (e.g., Gen5 vacuums priced up to \$1,399.99)
 Justified by smart ultrasonic
- Justified by smart ultrasor cleaning, app control, and water/energy savings
- water/energy savings
 Appeals to tech-forward urban professionals who expect innovation and design excellence

COMPETITIVE CONTEXT

Priced below luxury built-ins like Miele (often \$2,000+), and in line with upper-range Bosch dishwashers (\$844–\$2,094), the Sonic Wash stands out as a portable, smart, design-led alternative built for modern living.



\equiv **PLACE**

- Selective Multi-Channel Distribution Strategy leveraging pre-existing distribution network
- Targeted for Urban Tech-Savvy Minimalists Focus on major Canadian cities (Toronto, Vancouver, Montreal) with dense populations and high demand for smart, compact appliances.





Primary channel with full control over pricing, product presentation, and personalized services (chat, virtual setup, subscriptions).



Fast delivery, peer reviews, and broad reach to timeconscious, digital-first buyers.

E-Commerce



Immersive, brandcontrolled shopping experiences in high-traffic urban centers; product demos showcase innovation and design.

Strategic Retail Partners



Ideal tech-savvy consumer base; leverages existing "Dyson Demo Experiences."



High trust and reach; familiar space for Dyson shoppers seeking innovation and reliability.



Expands physical access; captures value-driven urban professionals; aligns with Dyson's growing presence in premium appliance sections.

WHAT SETS SONIC WASH APART

POINTS OF PARITY

- Smart connectivity (app control, voice assistant support)
- Energy and water efficiency
- Quiet operation
 Flexible dish loading
- Sleek, modern design
- Quick wash cycles
- Advanced drýing features

These shared features ensure Dyson is competitive with premium brands like Miele, Bosch, LG, and Samsung.

POINTS OF DIFFERENCE

- Ultrasonic cleaning technology (not found
- in any competitor)
 Compact, portable, and detachable design
 Extremely low water usage with closed-loop filtration
- Custom wash cycles based on dish type input
- Cool, filtered air drying system (no heat)
 Designed specifically for small urban spaces and renters



These differences position Dyson as an innovative, space-saving, and eco-friendly solution for modern Canadian households.



<i>l</i> odifier	Descriptive Modifier	Brand Function
ated	High-Tech	Home Solutions

BRAND MANTRA

"Sophisticated High-Tech Home Solutions"



WHAT **SPACE CAN WE OWN**

For **urban Canadians** who value smart and efficient living, the Dyson Sonic Wash delivers never-seenbefore ultrasonic cleaning in a sleek, portable design, **built for** compact spaces and modern lifestyles. Unlike traditional dishwashers, Dyson redefines convenience and innovation, fitting where others can't.

Traditional Cleaning Technology

Does not fit well with my urban lifestyle

g

Futuristic Cleaning Technology



Fits well with my urban lifestyle

WHAT DO WE WANT TO ACHIEVE

Establish strong product awareness for the Dyson Sonic Wash in the Canadian market within 12 months of launch, while generating early interest and pre-orders from techsavvy, eco-conscious homeowners.

- first 3 months.
- target demographic.

- launch.

• Reach 1 million impressions across digital channels (YouTube, Meta, Google Display, and Video) within the

• Run a paid media campaign across social, YouTube, and programmatic that reaches at least 60% of the

• Achieve 100,000 unique visits to the Dyson Sonic Wash product page on the Canadian Dyson website.

Collaborate with 20 Canadian tech and lifestyle influencers to feature Dyson Sonic Wash across YouTube, Instagram, and TikTok.

Secure 10 media placements or features in Canadian tech and home design blogs and publications.

• Drive 1,000 pre-orders via Dyson's Canadian website and through partner retailers within 3 months of

"MY SPACE IS LIMITED, BUT MY **STANDARDS AREN'T."**

Our target audience are **living smarter, not larger**. They're optimizing every inch of their space and expect their appliances to do the same.

They **don't compromise** on function or form. They want compact solutions that deliver big — in design, performance, and sustainability.

So....

based on our target audience, positioning and owning our ultrasonic tech as the primary reason to believe:

Lets highlight ultrasonic cleaning power + minimalist design + Dyson innovation.

Connect emotionally with consumers who see their home as a reflection of who they are: thoughtful, intelligent, and intentional.

Dyson Sonic Wash

ULTRASONIC POWER. SPACE-SMART DESIGN.

Dyson Sonic Wash is more than a dishwasher — it's a smarter way to live.

dyson Ultrasonic Power. Space-Smart Design. Experience the future of dishwashing.





 \equiv WIRED

PARANOID ANDROID

The Best Android Phones, Tested and Reviewed



PRODUCT REVIEW

The Dame Hug Is a Damn Near Perfect Sex Toy for Heterosexual Couples



RUFF LIFE

The Best Dog Accessories to Enrich Your Pup's Life

dyson

Ultrasonic Power. Space-Smart Design. Experience the future of dishwashing.

Shop Now



WIRED CLASSICS





PURRFECTLY PAWSOME

26 Best Gifts for Cat Lovers



MODERN LOVE

Are We Ready for Intimacy With Robots?

ALEX MAR

dyson					Refur	bished Fi	ind a st
Deals	Dishwashers	Vacuums & Wet Cleaners	Hair Care	Air Purifiers & Fans	Headphones	Lighting	Bes
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The wo	orld's first				0		
ultr	asonio	c smart di	shwa	asher			
Less spac	ce. Less water	c smart di . More clean.					
Sho	op Now						
	6						







dyson sonic wash 15:00

ultrasonic power. space-smart design.

Cleans beyond the surface

Ultrasonic precision that lifts grime you can't see.





♡ 583 Q 19 7 7

dyson Meet the future of dishwashing 🔆

From ultrasonic cleaning power to smart-home control, this compact sink-side solution saves space, water, and energy, without compromising **#Som**cWash #SmartLiving #SmartHomeTech #Dishwashing #UltrasonicClean



Save up to 80% water and 50% energyevery single cycle.

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Dyson Sonic Wash

Ultrasonic power. Space-smart design.

You're holding the future of clean.

Engineerod for compost living, Sonic Wash uses distracto compose, anablittes or contros with artifrals oxsbiltation no plages with beciess, matitial criunter gards.

What's inside inside

- © Dyran Sonic Wash[™] (Graphite Grey)
- () Refiliable eeo-delergent copsule
- 0 Quick-connext faucet adapter



Dyson Sonic Wash Ultrasonic power. Space-smart design.

You're holding the future of clean.

Engineered for composliving. Sonic Wash uses Utilineissiver Clarse, onlo delame barttey yoluple homes that demand that minimial of ubilker.

Designed for homes that demand more a clutter

Why it matters

- ✤ Ultrasonic Cleaning Henziesise sound wasse, at 40-80 kHz toxraem at ai rostrae sanc level.
- @ Eco-Efficient Uses up to 63% lass water and 50% less energy than inselft and alishwashers
- 중 Smart Controls Fallored exish csross and app integration, all of your fingsntips.
- : Dyson Airfilow+ Drying Goal-littered ontllow hat dreaited --and protects your glassware.

Dvson Sonic Wash™

Ultrasonic power. Space-smart design. You're holding the future of clean. Engineered for compact living, Sonic Wash uses ultrasonic cavitation to remove dirt, grease, and bacteria - all in a footprint no bigger than your sink. Designed for homes that demand more from less. No plumbing. No compromise. Just Dyson precision - now in a dishwasher.

What's inside

Why it matters

- all at your fingertips.
- and protects your glassware.

Ready to go?

Scan the QR code to get started. Setup. Connect. Clean smarter.

Tag us @DysonCanada We can't wait to see how Sonic Wash fits into your world.

Dyson Sonic Wash™ (Graphite Grey)
Refillable eco-detergent capsule
Quick-connect faucet adapter • Setup guide & QR code for the Dyson Home App

• Últrasonic Cleaning - Harnesses soundwaves at 40–60 kHz to

clean at a microscopic level.
Eco-Efficient - Uses up to 80% less water and 50% less energy than traditional dishwashers.

• Smart Controls - Tailored wash cycles and app integration,

• Dyson AirFlow + Drying - Cool, filtered airflow that dries fast -



MEDIA PLAN

Dyson Media Plan					
Channels	May	June	July	August	Total
Meta (Instagram + Facebook) & TikTok	\$100,000	\$130,000	\$165,000	\$319,300	\$714,300
YouTube	\$150,000	\$120,000	\$100,000	\$201,200	\$571,200
Google Display / DV360	-	\$95,000	\$110,000	\$270,920	\$475,920
Influencer Collaboration	_	\$80,000	\$105,000	\$243,350	\$428,350
PR & Native Article	\$120,000	\$118,000	_	-	\$238,000
Amazon Canada Ads	_	_	\$75,000	\$115,400	\$190,400
Retailer Media	_	\$29,000	\$38,450	\$122,950	\$190,400
OOH / In-store Displays	\$53,750	\$32,480	\$45,500	\$59,700	\$191,430
Total	\$423,750	\$604,480	\$638,950	\$1,332,820	\$3,000,000

AWARENESS

INTEREST

CONSIDERATION

CONVERSION

\$423,750 (14%)

Meta, Influencer Collab, PR & Native Articles, In store displays

\$604,480 (20%)

Meta, YouTube, Google Display, Influencers, PR, Retailer, OOH

\$638,950 (21%)

Meta, YouTube, Google Display, Influencers, Amazon, Retailer, OOH

\$1,332,820 (44%)

Meta, YouTube, Google Display, Influencers, Amazon, Retailer, OOH

Channel	Tactic	Budget (CAD)	Purpos
Meta (Instagram + FB) &			
TikTok	Reels, Carousels, Stories	\$714,300	Visual-f
YouTube (TrueView)	6s Bumper + 30s Lifestyle Ads	\$571,200	Explain
Google Display / DV360	Programmatic Banners + Video Ads	\$475,920	Lifestyle
Influencer Collabs	IG + TikTok + YouTube mid-tier creators	\$428,350	Launch integrat
PR & Native Articles	BlogTO, House & Home, tech features	\$238,000	Storytel
Amazon Canada Ads	Sponsored + display ads	\$190,400	Drive hi
Retailer Media	Best Buy, Canadian Tire, Walmart	\$190,400	In-store
OOH / In-store Displays	Demo zones, digital standees	\$191,430	Eye-cat
TOTAL		\$3,000,000	

Metric	Target
Impressions (Total)	1M+
Website Visits	100,000
Pre-orders (Dyson.ca +	
retail)	1000+

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-first reach, targeting city-based minimalists

n ultrasonic cleaning & design edge

le, tech, design websites + remarketing

h buzz + long-form demos + lifestyle ations

elling + earned credibility

high-intent buyers toward checkout

e awareness + homepage banners

atching placement in select stores



WHY IT WORKS

Aligning Brand, Product & Consumer Values

Dyson's engineering-led innovation meets the Urban Tech-Savvy Minimalist. The campaign connects ultrasonic cleaning, smart automation, and compact design with a lifestyle of elevated efficiency.

Built for Today's Media

A mobile-first, content-native strategy across TikTok, YouTube, and Meta featuring influencers, immersive demos, and paid social puts Sonic Wash in their world, authentically.

Driving Long-Term Growth

More than a launch - it's a strategic step into lifestyle tech. Sonic Wash establishes Dyson in the modular, sustainable smart home space.

Ownable Messaging Platform "Ultrasonic power. Space-smart design." anchors a repeatable, scalable message that reinforces Dyson's innovation and adapts across touchpoints.





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The future of dishwashing just got Dyson-level cool

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woilà Scene



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Save up to 80% water and 50% energyevery single cycle.

 $\bigcirc 4$

THANK YOU.