

85% CO-OP + FREE CO-OP FILING! MARKETING PLAYBOOK ASSET APPROVED

Whirlpool Black Friday Savings EVENT!

85% CO-OP Whirlpool Exclusive dealers & 70% CO-OP Multi-Manufacturer dealers

Targeted Direct Mail is #1 Most Effective Method for Driving Immediate Sales. #1 R.O.I.

If a model is NOT on PROMO MAP, you could reduce Normal MAP price up to 10% and remain co-op compliant.

We will HUB re-approve changes to assure your co-op credit

Pre-Black Friday & Black Friday November 13 -28

Pre-Black Friday Start November 13 – Order by October 17Black Friday Start November 20th or later by October 30

Mailer Choices

- 1. The Monster Mailer tri-fold Arrives in mail 6" x 10.5" and opens to 10.5" x 17" Only 37.9 Cents.
- 2. The Legal Limit MAX Postcard 11"x 14" The Largest Piece of Mail Allowed by Law! Only 39.9 Cents.
- 3. The Jumbo Card 6" x 11" Only 35.9 Cents. From \$749 all Inclusive
- 4. Private Sale letter & Envelope 8½" x 11" Only 37.9 Cents

<u>All orders Include</u> art with Edits, Single Family Postage, Printing, Our Mailing List with Home Owner Median Incomes to "Target", Addressing & Shipping to Dealer's Local Post Office for In-Home Delivery. **Option** - Use your store customer list – no charge to clean list - ask for details.

We will file your HUB co-op paper work for you if indicated on order form at end of this PDF.

Add the "Scratch Off" Promotion to either mailer/3 Cents extra. – Includes Scratch Off Sticker with Prize Numbers, \$10,000 Group Insurance Policy, (3) Kitchen-Aid Stand Mixers (zero dealer liabilities), and your option to add your own default prizes such as a Free 10-Year Component warranty with purchase - or additional \$10 - \$50 Instant Savings, Mounted Prize Board & extra mailers for walk in traffic.

Contact 800-770-5219

Bill Menkhus bill_menkhus@invigoratemedia.com Cell 636-524-1240 Doug Nelson doug_nelson@invigoratemedia.com Cell 636-578-8130

Proven by Monsterous Results Arrives in the mailbox as 6" x 10.5"
Opens to



— 10.5 INCHES **WIDE** —



295% BIGGER Than our Jumbo Postcard!

As low as Includes Postage

17 INCHES TALL

Whirlpool

STAINLESS STEEL KITCHEN SUITE

1.7 cu.ft. Microwave Hood Combination with Electronic Touch Controls WMH31017HS

5.3 cu.ft. Electric
Range with FlexHeat™
Dual Radiant Element
WFE505W0HS
Gas range extra

Stainless Steel
Dishwasher with
1-Hour Wash Cycle
WDF520PADM





CHOOSE YOUR REFRIGERATOR



18 cu.ft. Top Freezer Refrigerator with Flexi-Slide™ Bin WRT518SZFM

4-PIECE PACKAGE MSRP \$2496

\$1449

SAVE 41%

SAVE \$1047



25 cu.ft. Side-By-Side Refrigerator with

Frameless Glass Shelves WRS325SDHZ

4-PIECE PACKAGE

\$1899 SAVE \$1217

SAVE 30%



Our Best DEALS of the Year!

Scratch & Win

Match your number in our store to see if you're our grand prize winner!



- \$10,000 Shopping Spree
- KitchenAid® Stand Mixer
- \$25 \$50 Additional Instant Savings

purchases \$499 and up

Dealer Name Street Address City, State ZIP

POSTMASTER: Please Deliver X/XX, X/XX, X/XX

OR CURRENT RESIDENT

PRESORT STANDARD
U.S.POSTAGE
PAID
INVIGORATE
MEDIA

Doug Nelson 115 Mississippi Que Crystat City, MO 63019

Artwork Version: 01MM4160WP_BlackFriday

MAYTAG[®]

FINGERPRINT RESISTANT STAINLESS STEEL SUITE

November

13th - 28th









25 cu.ft. French Door Refrigerator with PowerCold® Feature MFI2570FEZ

2.0 cu.ft. Over-the-Range Microwave with Interior Cooking Rack MMV4206FZ Stainless Steel Tub Dishwasher with PowerBlast® Cycle MDB4949SHZ



5.3 cu.ft. Electric Range with Shatter-Resistant Cooktop MER6600FZ Gas range extra

4-PIECE PACKAGE MSRP \$4216

\$2499

SAVE \$1717

SAVE 40%



6.4 cu.ft. Electric Range with True Convection MER8800FZ Gas range extra

4-PIECE PACKAGE

\$2999 SAVE \$1547

SAVE 34%





12 MONTHS SPECIAL FINANCING!

SAVE AN ADDITIONAL 10% ON SELECT CLOSEOUT MODELS



Whirlpool

FRONT LOAD LAUNDRY PAIR

\$1676 pair price with pedestals



4.5 cu.ft. Top Load Washer with Adaptive
Wash Technology
WFW75HEFW

7.4 cu.ft. Electric
Dryer with Advanced
Moisture Sensing
WED75HEFW

PEDESTAL MODEL -XHPC155XW

WE SELL IT & SETEVICE IT

BUYING POWER – We are a member of a \$15 Billion buying organization. The majority of our appliances are priced at or below home improvement store prices. Don't sacrifice quality service before or after the sale.

BUY FROM A LOCALLY OWNED BUSINESS!

Whirlpool

\$899 MSRP 11398 pair price

MAYTAG* \$1398

MSRP \$2198

pair price



4.3 cu.ft. Top Load Washer with Quick Wash Cycle wtw4850HW

7.0 cu.ft. Electric Dryer with Wrinkle Shield™ Plus Option WED4850HW



5.2 cu.ft. Top Load Washer with Best Cleaning by the PowerWash® Cycle MWB865GW

8.8 cu.ft. Extra-Large Capacity Electric Dryer with Advanced Moisture Sensing MEDB335DW



**15 BILLION BUYING POWER

We're proud of our association with the largest buying organization in the country which brings you the combined purchasing power of thousands of retails ores nationwide. This huge buying power is passed along to our customers by means of lower prices every day on the means of lower prices every day on the

The Legal Limit MAX! Postcard

Anything bigger would be criminal.





14 INCHES WIDE

HUGE!

The piece of mail the **US Postal Service** will allow!

As low as Includes Postage

255% BIGGER Than our Jumbo Postcard!

INCHES



Our Best DEALS of the Year!

STAINLESS STEEL KitchenAid[®] KITCHEN SUITE **SAVE \$1697** ON THE PACKAGE! 20 cu.ft. Counter-Depth 2.0 cu.ft. Over-the-6.4 cu.ft. Electric Built-In French Door Refrigerator Range Microwave Range with Even-Dishwasher with with Interior Dispense with Sensor Functions Heat True Convection ProWash™ Cycle

KSEG700ESS

KDPE234GPS

KMHC319ESS

KRFC300ESS

MAYTAG°

FINGERPRINT RESISTANT STAINLESS STEEL SUITE







2.0 cu.ft. Over-the-Range Microwave with Interior Cooking Rack MMV4206FZ

Stainless Steel Tub Dishwasher with PowerBlast® Cycle MDB49495HZ



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RANG

CHOOSE YOUR

REFRIGERATOR

CHOOSE YOUR

5.3 cu.ft. Electric Range with Shatter-Resistant Cooktop MER6600FZ Gas range extra

4-PIECE PACKAGE MSRP \$4216 \$2499

SAVE \$1717 SAVE 40%



6.4 cu.ft. Electric Range with True Convection MER8800FZ Gas range extra

4-PIECE PACKAGE MSRP \$4546

\$2999 SAVE \$1547

SAVE 34%

Whirlpool



5.3 cu.ft. Electric Range with FlexHeat™ Dual Radiant Element wFE505W0HS Stainless Steel Dishwasher with 1-Hour Wash Cycle WDF520PADM

1.7 cu.ft. Microwave Hood Combination with Electronic Touch Controls

STAINLESS STEEL KITCHEN SUITE



18 cu.ft. Top Freezer Refrigerator with Flexi-Slide™ Bin

4-PIECE PACKAGE

\$1449

SAVE \$1047

SAVE 41%



25 cu.ft. Side-By-Side Refrigerator with Frameless Glass Shelves WBS325SDHZ

4-PIECE PACKAGE MSRP \$3116

\$1899 SAVE \$1217

SAVE 39%

FRONT LOAD LAUNDRY PAIR

\$1676 pair price with pedestals MSRP \$2616



4.5 cu.ft. Top Load Washer with Adaptive Wash Technology WFW75HFFW

7.4 cu.ft. Electric **Dryer** with Advanced Moisture Sensina WED75HEFW

PEDESTAL MODEL -XHPC155XW

Dealer Name Street Address City, State Zip

POSTMASTER: Please Deliver X/XX, X/XX, X/XX OR CURRENT RESIDENT

PRESORT STANDARD U.S.POSTAGE PAID INVIGORATE MEDIA

Artwork Version: 01LM4159WP BlackFriday

WE SELL IT SERVICE IT

BUYING POWER - We are a member of a \$15 Billion buying organization. The majority of our appliances are priced at or below home improvement store prices. Don't sacrifice quality service before or after the sale.

BUY FROM A LOCALLY OWNED BUSINESS!

12 MONTHS SPECIAL FINANCING!

Whirlpool

MAYTAG \$1398

price



4.3 cu.ft. Top **Load Washer** with Quick Wash Cycle WTW4850HW

7.0 cu.ft. Electric Dryer with Wrinkle Shield™ Plus Option WED4850HW



5.2 cu.ft. Top Load Washer with Best Cleaning by the PowerWash® Cycle MVWB865GW

8.8 cu.ft. Extra-Large Capacity Electric Dryer with Advanced Moisture Sensing MEDB835DW

Selling & Servicing Major Appliances in Tucson Since 1956

7255 E. Broadway at S. Kolb • (520) 296-7218



nationwide 5_{BILLION} BUYING POWER re proud of our association with th

were proud of our association with the argest buying organization in the country, which brings you the combined ourchasing power of thousands of retail tores nationwide. This huge buying power is passed along to our customers by eans of lower prices every day on the test name brand products in the world



SAVE AN ADDITIONAL 10%
ON SELECT CLOSEOUT MODELS



*See store for complete details of all offers, financing and rebates. Visit maytag.com for warranty details. ⊕/™ © 2018. All rights reserved. HUB Pre-Approval XXXXXX. 01LM4159WP_BlackFriday cheitert @2018 Invigorate Media, LLC. All Rights Reserved. 800-770-5219.





Our Best DEALS of the Year!

Whirlpool

STAINLESS STEEL KITCHEN SUITE



WDF520PADM

REFRIGERATOR YOUR CHOOSE



18 cu.ft. Top Freezer Refrigerator with Flexi-Slide™ Bin

4-PIECE PACKAGE

1449

SAVE \$1047

WRT518SZFM

SAVE 41%



25 cu.ft. Side-By-Side Refrigerator with Frameless Glass Shelves WRS32SSDHZ

4-PIECE PACKAGE

\$1899

SAVE \$1217

SAVE 39%

1.7 cu.ft. Microwave Hood Combination with Electronic Touch Controls

AMANA

WFE505W0HS

Gas range extra

Whirlpool

MAYTAG*

KitchenAid

pair price



Selling & Servicing Major Appliances in Tucson Since 1956

6355 E. Broadway at Wilmot • (520) 296-7218

4.3 cu.ft. Top Load Washer with Quick Wash Cycle WTW4850HW

7.0 cu.ft. Electric Dryer with Wrinkle Shield™ Plus Option WFD4850HW

5.2 cu.ft. Top Load Washer with Best Cleaning by the PowerWash® Cycle MVWB865GW

East Broadway

8.8 cu.ft. Extra-Large Capacity Electric **Drver** with Advanced MEDB835DW









Moisture Sensing



12 MONTHS SPECIAL FINANCING!

Dealer Name Street Address City, State ZIP

POSTMASTER: Please Deliver X/XX, X/XX, X/XX OR CURRENT RESIDENT

PRESORT STANDARD U.S.POSTAGE PAID INVIGORATE MEDIA

*See store for complete details of all offers, financing and rebates. Visit maytag.com for warranty details. ®/™ © 2018. All rights reserved. HUB Pre-Approval XXXXXX. 01JP4161WP_BlackFriday cheitert @2018 Invigorate Media, LLC. All Rights Reserved. 800-770-5219.

Artwork Version: 01JP4161WP_BlackFriday

-Alternate Jumbo Card-

CHRISTIE'S

Will Illing and some will little

12 MONTHS SPECIAL FINANCING!*

BLACK FRIDAY SAVINGS!

NOVEMBER 13TH – 28TH



Our Best DEALS of the Year!

AMANA

Whirlpool

MAYTAG KitchenAid

Whirlpool

MAYTAG[®]

\$899 pair price



4.3 cu.ft. Top Load

Washer with Quick

Wash Cycle

WTW4850HW

7.0 cu.ft. Electric Dryer with Wrinkle Shield™ Plus Option WED4850HW \$1398 pair price



CAVE GGG PAIR

5.2 cu.ft. Top Load Washer with Best Cleaning by the PowerWash® Cycle 8.8 cu.ft. Extra-Large Capacity Electric Dryer with Advanced Moisture Sensing





Dealer Name Street Address City, State ZIP

PRESORT STANDARD
U.S.POSTAGE
PAID
OR CURRENT RESIDENT

PRESORT STANDARD
U.S.POSTAGE
PAID
INVIGORATE
MEDIA

Doug Nalson 115 Mississippi Qua Crystat City, MO 63019

Artwork Version: JP4168WP_BlackFriday

*See store for complete details of all offers, financing and rebates. Visit maytag.com for warranty details. ®/™ © 2018. All rights reserved. HUB Pre-Approval XXXXXX. JP4166WP_BlackFriday cheitert ©2018 Invigorate Media, LLC. All Rights Reserved. 800-770-5219.



PIEBLASIA Artwo

Marty's APPLIANCE

1770 Hwy 395 Minden, NV 89423

775-782-5099

Artwork Version: LE3560WP

SUNDAY, NOVEMBER 11TH • 3PM-8PM

AMANA

Whirlpool

MAYTAG[®]

KitchenAid

Dear Friends & Family,

You are invited to our annual Pre-Black Friday Private Event!

5 HOURS ONLY!

Sunday, November 11th from 3PM to 8PM

Take advantage of our BEST DEALS of the Year on all brands including Maytag®, Whirlpool®, KitchenAid® & Amana®! Now is the time to save on every Laundry & Kitchen Appliance. In addition to our Year's Lowest Prices, receive rebates on qualified appliance models throughout the store.

This **PRIVATE SALE** is for Letter Holders ONLY and will NOT be advertised anywhere else. Bring a friend and register for a chance to win a brand new KitchenAid® Stand Mixer!

Make plans to attend. As always, we are here to serve you after the sale.

Hope to see you then!

Dealer Staff



12 MONTHS SPECIAL FINANCING

SAVE BIG ON CLOSEOUTS!

FREE
DELIVERY &
HAUL AWAY



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ADMISSION TICKET

Register for your chance to WIN a KitchenAid® Stand Mixer!

Name:

Address:

Phone:

E-mail:

Please present this ticket for admission to **STORE NAME**. One KitchenAid® Stand Mixer to be give away during the sale at participating Maytag stores. Valid Sunday, November 11, 2018 ONLY.

Preferred Family

ADMISSION TICKET

Register for your chance to WIN a KitchenAid® Stand Mixer!

Name: ,

Address:

Phone:

E-mail:

Please present this ticket for admission to STORE NAME. One KitchenAid® Stand Mixer to be given away during the sale at participating Maytag stores. Valid Sunday, November 11, 2018 ONLY.

*See store for complete details on all claims, offers, financing & rebates. 🎱 🗬 2018. All rights reserved. HUB approval 134394. LE3560WP © 2018 Invigorate Media. 1-800-770-5219

MODEL LIST: MONSTER MAILER

November 13 – 28 Black Friday

*Some models may not appear on smaller mailers

Prices are set at lowest co-opable prices. If you replace any of these models with models set at regular MAP, those can be priced 10% less.

Brand _	Whirlpool Kitche	en Suite		MSRP	_ SALE PRICE
Brand _		Model #	WMH31017HS	MSRP	SALE PRICE
Brand _		_ Model #	WFE505W0HS	MSRP	SALE PRICE
Brand _		_ Model #	WDF520PADM	MSRP	SALE PRICE
Brand _		_ Model #	WRT518SZFM	PACKAGE MSRP \$2496	SALE PRICE \$1449
Brand _		_ Model #	OR WRS325SDHZ	PACKAGE MSRP \$3116	SALE PRICE <u>\$1899</u>
Brand _	Maytag Kitchen	Package		MSRP	SALE PRICE
Brand _		_ Model #	MFI2570FEZ	MSRP	SALE PRICE
Brand _		Model #	MMV4206FZ	MSRP	SALE PRICE
Brand _			MDB4949SHZ	MSRP	SALE PRICE
Brand _		_ Model #	MER6600FZ	PACKAGE MSRP \$4216	SALE PRICE \$2499
Brand _		_ Model #	OR MER8800FZ	PACKAGE MSRP \$4546	SALE PRICE \$2999
Brand _	KitchenAid Kitch	ien Package		PACKAGE MSRP \$5996	SALE PRICE \$4299
Brand _		Model #	KRFC300ESS	MSRP	SALE PRICE
Brand _		_ Model #	KMHC319ESS	MSRP	SALE PRICE
Brand _			KSEG700ESS	MSRP	SALE PRICE
Brand _		Model #	KDPE234GPS	MSRP	SALE PRICE
Brand _	Whirlpool	_ Model #	WFW75HEFW	PAIR MSRP_ \$2616	SALE PRICE \$1676
Brand _	Whirlpool	Model #	WED75HEFW		SALE PRICE
Brand _	Whirlpool	_ Model #	WTW4850HW	_ PAIR MSRP \$1398	SALE PRICE \$899
Brand _	Whirlpool	Model #	WED4850HW		SALE PRICE
Brand _	Movetog	Model #	MVWB865GW	PAIR MSRP \$2198	SALE PRICE \$1398
	iviaytay	_ IIIOUCI #			



Monster Mailer • Legal Limit Max Jumbo Postcard • Letter

Order Form

Fax order form to: 636-794-3223

Sales: 1-800-770-5219 Doug Nelson or Bill Menkhus

Busin	ess Name:		Contact							
Addr	ess:		_ City:	State: _	Zip:					
Phon	e:	Cell:	I	Email:						
Buyir	ng Group:	Whir	lpool Dealers - Want us to	file your HUB co-op pape	rwork on your behalf?: 🔲 YES!					
Whirl	pool Rep:	Н	B Log-in Username:	Pas	Password:					
	Cala Datas									
Step 1	Sale Dates Indicate your sale	o datas hara:	Artwork V	e List Artwork Ver ersion in white address panel,						
	maicate your sale	e dates fiere.		: LL2041WP; 01MM954X) number here:						
	D	0								
	Do you want "	Scratch Off" Promo?	Yes LINO (SC	raten um Promo: Add 3	cents per mailer)					
Step	Quantity Single F	amily Homes: Select C	ne	Jumbo Postcard Pr	ricing:					
3	Monster Mailer	□ 1. 5,000 - \$2,343 □	2. 10,000 - \$3,939	1. 1,000 - \$749	2 . 2,000 - \$1,349					
	Legal Limit MAX!	□ 1. 5,000 - \$2,443 □	2. 10,000 - \$4,139	3. 3,000 - \$1,749	4. 4,000 - \$2,049					
	Letter (8.5"x11")	□ 1. 5,000 - \$2,343 □	2. 10,000 - \$3,939	5. 5,000 - \$2,243	6. 10,000 - \$3,739					
	Additional Mailers, ADD: MONSTER - 37.9¢ each • LEGAL LIMIT MAX - 39.9¢ each									
	·	35.9¢ each (on quantities over 5								
Cinn	F:									
Step 4			_	•	ancing, Rebates, Free Delivery,etc.					
	_				nimum Purchase: \$					
	List your special of	ters here:								
Step	Signature (REQUII	RED):		(Your order will not be	e processed without a signature)					
5	•		ntingent upon, availability of featu		a shall not be responsible for nondelivery or					
	- ·		failures, timeliness of post office of	or any other causes beyond its cont	trol. Direct mail costs are based on US postal					
1	ales as of May 2015 and are s	subject to change without notice.								
Step 6	Select ONE: □1.	Zip Codes - Complete	Below OR □ 2	. Let us run a radius a	around your store					
	Call us f	or free consulta	tion on selectir	ng your mailing	list					
1.		2.	3.	4.	5.					
6.		7.	8.	9.	10.					
Pric	ing Includes:	\$50,000 ⁺ Househ	old Median Inco	me						
• Sing	le Family Home Mailing Lis	st Monster 10.5" x 17" • Legal	Limit Max! 11" x 14" • Jumbo F	ostcard 6" x 11" • Letter 8.5" x 1	1" Single Family Home Postage					
		etter: Targeted Homeowner Income L		5¢	Add'I SCFs: Add \$100					
Lega	I Limit Max: Targeted Homeo	wner Income List OR Dealer's Custom	er List: Add 7¢							

Business Name:	Citv:	State:
DUSITIESS INATTIE.	City.	Siale.



List your model changes below

Fax 2nd page with your Order Form

List your model changes below. Models NOT DELETED will remain on your proof. The space allowed for models/images is limited to the direct mail piece selected 1. **DELETE:** Brand Model # **REPLACE WITH:** Brand Model # CHANGE PRICE TO: \$_____ and/or CHANGE SAVE TO: \$_____ Model # REPLACE WITH: Brand Model # 2. **DELETE:** Brand CHANGE PRICE TO: \$ and/or CHANGE SAVE TO: \$ _____ Model #_____ REPLACE WITH: Brand _____ Model #_____ CHANGE PRICE TO: \$_____ and/or CHANGE SAVE TO: \$_____ 4. **DELETE:** Brand Model # **REPLACE WITH:** Brand Model # CHANGE PRICE TO: \$ and/or CHANGE SAVE TO: \$ 5. **DELETE:** Brand Model # **REPLACE WITH:** Brand Model # CHANGE PRICE TO: \$ _____ and/or CHANGE SAVE TO: \$ _____ 6. **DELETE:** Brand ______ Model #______ **REPLACE WITH:** Brand ______ Model #_____ CHANGE PRICE TO: \$ _____ and/or CHANGE SAVE TO: \$ _____ Model # REPLACE WITH: Brand Model # 7. **DELETE:** Brand CHANGE PRICE TO: \$ and/or CHANGE SAVE TO: \$ 8. **DELETE:** Brand Model # **REPLACE WITH:** Brand Model # CHANGE PRICE TO: \$ _____ and/or CHANGE SAVE TO: \$ _____ Model # REPLACE WITH: Brand Model # 9. **DELETE:** Brand CHANGE PRICE TO: \$_____ and/or CHANGE SAVE TO: \$____ ______ Model #______ **REPLACE WITH:** Brand ______ Model #_____ 10. **DELETE:** Brand CHANGE PRICE TO: \$ _____ and/or CHANGE SAVE TO: \$ _____ 11. **DELETE:** Brand Model # **REPLACE WITH:** Brand Model # CHANGE PRICE TO: \$ and/or CHANGE SAVE TO: \$ 12. **DELETE:** Brand Model # **REPLACE WITH:** Brand Model # CHANGE PRICE TO: \$ _____ and/or CHANGE SAVE TO: \$ _____ Model # REPLACE WITH: Brand Model # 13. **DELETE:** Brand CHANGE PRICE TO: \$ and/or CHANGE SAVE TO: \$

----- Forwarded message -----

From: <<u>coop@whirlpoolhub.com</u>>
Date: Wed, Sep 26, 2018 at 3:36 PM

Subject: Whirlpool Corporation Advertising Compliance Review Approved

To: steven menkhus@invigoratemedia.com

000INVIGPA

Your Reference Comments: 01LM4159WP_BlackFriday_Scratch

The advertising you submitted for a Compliance Review has been approved. When submitting your claim for Co-Op reimbursement, please reference the Advertising Compliance Review Request Number below:

Compliance Review Request Number: 200547

For details, please visit The HUB at whirlpoolhub.com

Please be aware that any changes to the advertising content or dates will void this Advertising Compliance Review approval.

If you have questions about the policy and/or interpretation with regards to your advertisements, please contact us. While dealer alone shall determine advertising and selling prices, Co-Op funds are subject to compliance with the policy.

Thank you for your support of Whirlpool Corporation and its portfolio of brands.

Have Questions? Call your Concierge at 1-855-458-5446 (Option 3) or email us at coop@whirlpoolhub.com.