

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

Whirlpool YEAR END BLOW-OUT!

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.

You could reduce pries up to 10% and remain co-op compliant.

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

Dates December 27 - January 9
Order by December 7

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 $6" \times 11"$ Only 35.9 Cents. From \$749 all Inclusive

<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@invigoratemedia.com Cell 636-578-8130

Arrives in the mailbox as 6" × 10.5"
Opens to 10.5" × 17"



— 10.5 INCHES WIDE —



295% BIGGER Than our Jumbo Postcard!

3

ncludes
Postage

As low as

17 INCHES **TALI**



BLACK STAINLESS STEEL KITCHEN SUITE

25 cu.ft. Side-by-Side Refrigerator with Frameless Glass Shelves WRS325SDHV

1.9 cu.ft. Steam Microwave with CleanRelease® Non-Stick Interior WMH32519HV

5.3 cu.ft. Electric Range with FlexHeat™ Dual Radiant Element WEE550S0HV

Top Control Dishwasher with 1-Hour Wash Cycle





MSRP \$4016







store to see if you're our grand prize winner!



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

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

CRystat City, MO 63019

Artwork Version: 01MM4187WP_YearEnd

SPECIAL BUYS, DDS & ENDS CLOSEOUTS!



3 PIECE STAINLESS STEEL PACKAGE



1599





MER6600FZ

5.3 cu.ft. Electric Range with Precision Cooking[™] System

Stainless Steel Tub Dishwasher with MDB4949SHZ

1.7 cu.ft. Compact Overthe-Range Microwave with Flush Hidden Vent MMV1174FZ

10 YEAR LIMITED PARTS WARRANTY

PowerBlast® Cycle

Add a Refrigerator to Make the Perfect Suite!

22.7 cu.ft. Counter-Depth

Side-by-Side Refrigerator

with Exterior Ice & Water

STAINLESS STEEL KITCHEN SUITE

\$4000



2.0 cu.ft. Over-the-Range Microwave with Sensor Functions SAVE \$1247 ON THE PACKAGE!

6.4 cu.ft. Electric

Range with Even-Heat™ True Convection **46 dBA Dishwasher** with ProWash™ Cycle KDFE104HPS

RECEIVE UP TO \$1600

BY MAIL WITH PURCHASE OF SELECT KITCHENAID® BRAND APPLIANCES. Valid July 19 - December 31, 2018



UP TO \$100

on installation of a qualifying KitchenAid® dishwasher. Offer valid December 26 – 31, 2018

12 MONTHS SPECIAL FINANCING!

SAVE AN ADDITIONAL 10% ON SELECT CLOSEOUT MODELS



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!

MAYTAG[®]



\$810 each



5.2 cu.ft. Top Load Washer with Deep Fill Option & PowerWash® Cycle MVWB865GW

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

Whirlpool

\$532 each

Whirlpool

\$699 each



3.8 cu.ft. Top Load Washer with Quick Wash Cycle wtw4855HW

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



4.8 cu.ft. HE Top Load Washer with Built-In Water Faucet wtw7500gw

7.4 cu.ft. Electric Dryer with AccuDry™ Sensor Drying Technology WED7500GW

Selling & Servicing Major Appliances in Tucson Since 1956

CHRISTIE'S Ro.

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





*See store for complete details on all offers, financing and rebates. Visit maytag.com for warranty details. **Employees of retailer, mail-house, associate sporsors and ad agency as well as their family members of the same household are not eligible. Restrictions apply. No purchass necessary. Odds of winning \$10,000 Shooping \$50,000 Shooping \$5

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



MAYTAG[®] 3 P

3 PIECE STAINLESS STEEL PACKAGE



\$1599





Add a Refrigerator to Make the Perfect Suite!

1.7 cu.ft. Compact Overthe-Range Microwave with Flush Hidden Vent 5.3 cu.ft. Electric Range with Precision Cooking™ System MER6600FZ Stainless Steel Tub Dishwasher with PowerBlast® Cycle MDB4949SHZ

HUGE SAVINGS ON SPECIAL BUYS, ODDS & ENDS AND SELECT CLOSEOUTS!

KitchenAid[®]

STAINLESS STEEL KITCHEN SUITE

AFTER \$200 REBATE!

SAVE \$1247 ON THE PACKAGE! Whirlpool

BLACK STAINLESS STEEL KITCHEN SUITE



22.7 cu.ft. Counter-Depth Side-by-Side Refrigerator with Exterior Ice & Water KRSCSOSESS



2.0 cu.ft. Over-theRange Microwave
with Sensor Functions
WH9120589

6.4 cu.ft. Electric
Range with EvenHeat™ True Convection
KFEGSO0ESS

46 dBA Dishwasher with ProWash™ Cycle KDFE104HPS



25 cu.ft. Side-by-Side Refrigerator with Frameless Glass Shelves



1.9 cu.ft. Steam Microwave with CleanRelease® Non-Stick Interior





5.3 cu.ft. Electric Range
with FlexHeat™ Dual
Radiant Element
WFESSOSHY
Dishwasher with
1-Hour Wash Cycle
WDT730PAHV
DT730PAHV

MAYTAG°

SAVE \$578 ON THE PAIR!



MSRP \$1099 each

> 5.2 cu.ft. Top Load Washer with Deep Fill Option & PowerWash® Cycle MVWB865GW

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

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: 01LM4186WP YearEnd

We Sell It Service It

BUYING POWER - We are a member of a \$15 Billion 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!

#1 Rated
Top Load Agitator Washer

Whirlpool

Whirlpool

each



7.4 cu.ft. Electric Drver with AccuDry™ Sensor Drying Technology WED7500GW

SAVE AN ADDITIONAL 10% ON SELECT CLOSEOUT MODELS 3.8 cu.ft. Top 4.8 cu.ft. HE Top Load Washer **Load Washer** with Quick with Built-In Wash Cycle Water Faucet WTW4855HW WTW7500GW 7.0 cu.ft. Electric

Wrinkle Shield™

Selling & Servicing Major Appliances in Tucson Since 1956

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



RECEIVE UP TO BY MAIL WITH PURCHASE OF SELECT KITCHENAID®

PLUS SAVE

on installation of a qualifying KitchenAid® dishwasher. Offer valid December 26 - 31, 2018.

BRAND APPLIANCES

Valid July 19 - December 31, 2018

*See store for complete details of all offers, financing and rebates. Visit maytag.com for warranty details. 🐵 TM © 2018. All rights reserved. HUB Pre-Approval XXXXXX, 01LM4186WP, YearEnd cheitert @2018 Invigorate Media, LLC, All Rights Reserved, 800-770-5219,

Drver with

Option

WED4850HW





AMANA Whirlpool
MAYTAG KitchenAid

Whirlpool "

BLACK STAINLESS STEEL KITCHEN SUITE









25 cu.ft. Side-by-Side Refrigerator with Frameless Glass Shelves 1.9 cu.ft. Steam Microwave with CleanRelease® Non-Stick Interior wmh32519HV 5.3 cu.ft. Electric Range with FlexHeat™ Dual Radiant Element WFE55080HV Top Control
Dishwasher with
1-Hour Wash Cycle
WDT730PAHV

HUGE SAVINGS ON SPECIAL BUYS, ODDS & ENDS AND SELECT CLOSEOUTS!

Whirlpool

\$532 MSRP 4698 each



3.8 cu.ft. Top Load Washer with Quick Wash Cycle WTW4855HW 7.0 cu.ft. Electric Dryer with Wrinkle Shield™ Option WED4850HW \$810 MSRP \$1099 each

MAYTAG[®]



5.2 cu.ft. Top Load Washer with Deep Fill Option & PowerWash® Cycle 8.8 cu.ft. Extra-Large Capacity Electric Dryer with Advanced Moisture Sensing MEDB835DW



RECEIVE UP TO \$1600

Standard Purchase of Select KITCHENAID® BRAND APPLIANCES Valid July 19 - December 31, 2018

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

Doug Nalson 115 Mississippi Qua Crystat City, MO 63019

-Alternate Jumbo Card-



Dear Friends & Family,

Take good care of this card! It entitles you to take part in our **Private Sale Event** at **Christie's Appliance** from **Friday & Saturday**, **December 28 & 29**.

For 2 Days ONLY you will have an opportunity to take advantage of our BEST DEALS of the Year! Receive our Lowest Prices on all brands including Maytag®, Whirlpool®, KitchenAid® & Amana®. Now is the time to save on every Laundry & Kitchen Appliance. For example...in addition to our Year's Lowest Prices, Receive up to a \$1,600 Rebate on select KitchenAid® appliances!*

SAVE BIG on select closeout and discontinued merchandise.

This **PRIVATE SALE** will NOT be advertised anywhere else. Discounted prices will only be available during these sale days.

As always, we are there to serve you after the sale.

Hope to see you then!

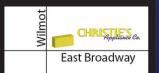
Christie's Appliance Staff

ale days.

Selling & Servicing Major Appliances in Tucson Since 1956



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





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 Nælson 115 Mississippi Qu≥ Crystat City, MO 63019

Artwork Version: JP4195WP_YearEndPrivateSale

MODEL LIST: MONSTER MAILER

*Some models may not appear on smaller mailers

December 27 – January 9 Year End Blow-out

Prices are set at MAP or Current Promo MAP. If you would like to advertise at 10% less than MAP (the lowest Co-Opable price), please check HERE... \square 10% Off

Brand _	Whirlpool Kitch	en Package		MSRP_	\$4016	SALE PRICE _	\$3359
Brand _		_ Model # _	WRS325SDHV	MSRP_		SALE PRICE _	
Brand _		_ Model # _	WMH32519HV	MSRP_		SALE PRICE _	
Brand _		_ Model # _	WFE550S0HV	MSRP_		SALE PRICE _	
Brand _		_ Model # _	WDT730PAHV	MSRP_		SALE PRICE _	
Brand _	Maytag Kitchen	Package		MSRP_	\$2017	SALE PRICE _	\$1599
Brand _		_ Model # _	MMV1174FZ	MSRP_		SALE PRICE _	
Brand _		_ Model # _	MER6600FZ	MSRP_		SALE PRICE _	
Brand _		_ Model # _	MDB4949SHZ	MSRP_		SALE PRICE _	
Brand _	KitchenAid Kitc	hen Package		MSRP_	\$6246	SALE PRICE _	\$4999
Brand _		_ Model # _	KRSC503ESS	MSRP_		SALE PRICE _	
Brand _		_ Model # _	KMHS120ESS	MSRP_		SALE PRICE _	
Brand _		_ Model # _	KFEG500ESS	MSRP_		SALE PRICE _	
Brand _		_ Model # _	KDFE104HPS	MSRP_		SALE PRICE _	
Brand _	Maytag	_ Model # _	MVWB865GW	MSRP_	\$1099	SALE PRICE _	\$810
Brand _	Maytag	_ Model # _	MEDB835DW	MSRP_	\$1099	SALE PRICE _	\$810
Brand _	Whirlpool	_ Model # _	WTW4855HW	MSRP_	\$699	SALE PRICE _	\$532
Brand _	Whirlpool	_ Model # _	WED4850HW	MSRP_	\$699	SALE PRICE _	\$532
Brand _	Whirlpool	_ Model # _	WTW7500GW	MSRP_	\$999	SALE PRICE _	\$699
Brand _	Whirlpool	_ Model # _	WED7500GW	MSRP_	\$999	SALE PRICE _	\$699
Brand _		_ Model # _		MSRP_		SALE PRICE _	
Brand _		_ Model # _		MSRP_		SALE PRICE _	



Monster Mailer • Legal Limit Max • Jumbo Postcard

Order Form

Email orders to: **ORDER@InvigorateMedia.com** or Fax orders to: **636-794-3223**

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

Business Name:	Contact Name:							
Address:	City:		State: Zip:					
Phone:			mail:					
Buving Group:	Whirlpool Dealers - W	/ant us to file vo	our HUB co-op pape	rwork on your behalf?: TYES!				
			Password:					
Step Sale Dates	2	st Artwork Version Number in white address panel,						
Indicate your sale date	ie Version: LL2041WP; 01MM954X)							
	Indicate number here:							
Do you want "Scrate	ch Off" Promo? Yes	No (Scratch	Off Promo: Add 3	cents per mailer)				
Step Quantity Single Family	Homes: Select One	<u>Jur</u>	mbo Postcard Pr	icing:				
Monster Mailer 1.	5,000 - \$2,343 2. 10,000 - \$3,9	39	1. 1,000 - \$749	2 . 2,000 - \$1,349				
Legal Limit MAX! 1.	5,000 - \$2,443 2. 10,000 - \$4,1	39	3. 3,000 - \$1,749	4. 4,000 - \$2,049				
Additional Mailers, ADD:	MONSTED 27 0¢ oach		5. 5,000 - \$2,243	6. 10,000 - \$3,739				
Financing & Special Offers: All offers are solely the retailer's responsibility. ie. Financing, Rebates, Free Delivery,etc. Financing offer terms - # of Months ie. 6, 12, 18; With Payments? YES or NO; Minimum Purchase: \$ List your special offers here:								
Step Signature (REQUIRED):		(Y	our order will not be	e processed without a signature)				
Invigorate Media has no responsibility for, nor may payment be contingent upon, availability of featured merchandise. Invigorate Media shall not be responsible for nondelivery or damage to printed materials owing to acts of God, strikes, shipping failures, timeliness of post office or any other causes beyond its control. Direct mail costs are based on US postal rates as of May 2015 and are subject to change without notice.								
Step Select ONE: 1. Zip Codes - Complete Below OR 2. Let us run a radius around your store								
	ee consultation on se			i				
1. 2.	3.	4.		5.				
6. 7.	8.	9.		10.				
Pricing Includes: \$50,000* Household Median Income								
• Single Family Home Mailing List Monster 10.5" x 17" • Legal Limit Max! 11" x 14" • Jumbo Postcard 6" x 11" • Single Family Home Postage								
Monster Mailer/Jumbo Postcard: Targeted Homeowner Income List OR Dealer's Customer List: Add 5¢ Legal Limit Max: Targeted Homeowner Income List OR Dealer's Customer List: Add 7¢ Add'I SCFs: Add \$100								

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: \$

From: <coop@whirlpoolhub.com> Date: Mon, Nov 19, 2018 at 10:59 AM

Subject: Whirlpool Corporation Advertising Compliance Review Approved

To: <steven_menkhus@invigoratemedia.com>

000INVIGPA

Your Reference Comments: Changes KA PKG-ThruJAN-9,2019- Year End

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: 205504

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.