

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

Black Friday! & Pre-Black Friday! Our Best Deals of the Year!

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.

- Models are at PROMO MAP = Lowest Price. Normal MAP models can be less 10%
- We will re-approve any changes with HUB to avoid surprises
- We will file your HUB claim for 85% or 70% if checked on order form

Dates November 6 -December 4

Start November 6 - Order by October 15 Start November 13 - Order by October 21 Start November 20 or later - Order by November 1

Mailer Choices

- 1. The Monster Mailer tri-fold Arrives in mail $6" \times 10.5"$ and opens to $10.5" \times 17"$ Only 39.9 Cents.
- 2. The Legal Limit MAX Postcard 11"x 14" The Largest Piece of Mail Allowed by Law! Only 41.9 Cents.
- 3. The Jumbo Card 6" x 9" Only 36.9 Cents. From \$799 all Inclusive.
- 4. Private Sale Letter & Envelope 8/12 x 11" Only 39.9 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.

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" × 10.5" Opens to 10.5" × 17"



— 10.5 INCHES WIDE –



295% BIGGER J

Than our Jumbo Postcard!

As low as

19 9 Includes
Postage

17 INCHES TALI

Kitchen Aid[®]



RECEIVE UP TO

BY MAIL WITH PURCHASE OF SELECT KITCHENAID® BRAND APPLIANCES

Valid September 26 - December 31, 2019

KitchenAid[®]



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

2.0 cu.ft. Over-the-Range Microwave with Sensor Functions

KITCHEN SUITE ^{\$}3799

STAINLESS STEEL



• \$25 — \$50 Additional Instant Savings

6.4 cu.ft. Electric Range with Even-Heat™ True Convection KFEG500ESS KFGG500ESS - Gas add \$100

Dishwasher with ProWash™ Cycle





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: 01MM4425WP_BlackFriday

MAYTAG[®]

FINGERPRINT RESISTANT STAINLESS STEEL KITCHEN

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

1.7 cu.ft. Compact Over-

the-Range Microwave with Flush Hidden Vent MMV1174FZ

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

MER6600FZ MGR6600FZ - Gas add \$100

Stainless Steel Tub Dishwasher with PowerBlast® Cycle MDB4949SHZ







\$2799



MSRP \$4596

\$2699 FINGERPR







5.3 cu.ft. Electric Range with Frozen Bake™ Technology WFE525S0HV WFG525S0HV - Gas add \$100



1.9 cu.ft. Steam Microwave with Sensor Cooking WMH32519HV

Stainless Steel Tub Dishwasher with 1-Hour Wash Cycle WDT750SAHV

MSRP \$3196







25 cu.ft. Side-by-Side Refrigerator 1.7 cu.ft. Microwave Hood Combination with Electronic Touch Controls

> Stainless Steel Dishwasher with 1-Hour Wash Cycle WDF540PADM

with Frameless Glass Shelves

5.3 cu.ft. Electric Range with FlexHeat™ Dual Radiant Element WFE510S0HS WFG510S0HS - Gas add \$100

12 MONTHS SPECIAL FINANCING!*

Whirlpool

MAYTAG[®]



ALL 4 PIECES

5.0 cu.ft. Front Load Washer with Load & Go™ XL Dispenser WFW8620HW

7.4 cu.ft. Electric Dryer with Steam Cycles WED8620HW



PEDESTALS - XHPC155XW

Reg. \$289 - Sale \$189

Only \$1676! Save \$700!

ALL 4 PIECES

4.5 cu.ft. Front Load Washer with 12-hr Fresh Spin™ Option MHW5630HW

7.3 cu.ft. Electric Dryer with Quick Dry Cycle MED5630HW



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!





Selling & Servicing Major Appliances in Tucson Since 1956





The Legal Limit MAX! Postcard

Anything bigger would be criminal.







14 INCHES WIDE

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

255% BIGGER Than our Jumbo Postcard!

INCHES



MAYTAG°

FINGERPRINT RESISTANT STAINLESS STEEL KITCHEN



\$**2**799



25 cu.ft. French Door Refrigerator with PowerCold® Feature MFI2570FEZ 1.7 cu.ft. Compact Overthe-Range Microwave with Flush Hidden Vent 5.3 cu.ft. Electric Range with Precision Cooking™ System MER6600FZ MGR6600FZ - Gas add \$100 Stainless Steel Tub Dishwasher with PowerBlast® Cycle MDB4949SHZ

12 MONTHS SPECIAL FINANCING!*

Whirlpool

BLACK STAINLESS STEEL KITCHEN SUITE

Whirlpool "

STAINLESS STEEL KITCHEN SUITE



25 cu.ft. French Door Refrigerator with Exterior Ice & Water Dispenser WRF55SSDHV



1.9 cu.ft. Steam Microwave with Sensor Cooking WMH32519HV



5.3 cu.ft. Electric Range with Frozen Bake™ Technology WFE52580HV WFG52580HV - Gas add \$100

Stainless Steel Tub Dishwasher with 1-Hour Wash Cycle WDT750SAHV



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



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





5.3 cu.ft. Electric Range with FlexHeat™ Dual Radiant Element WFE51080HS WFG51080HS - Gas add \$100

Stainless Steel
 Dishwasher with
 1-Hour Wash Cycle
 WDF540PADM

KitchenAid' CELEBRATING RECEIVE **UP TO**

BY MAIL WITH PURCHASE OF

SELECT KITCHENAID® BRAND

APPLIANCES'

Valid September 26 - December 31, 2019

STAINLESS STEEL KitchenAid[®] KITCHEN SUITE

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



SAVE \$2197 ON THE PACKAGE!

22.7 cu.ft. Counter-Depth Side-by-Side Refrigerator with Exterior Ice & Water KBSC503ESS

2.0 cu.ft. Over-the-Range Microwave with Sensor Functions KMUSTONESS

6.4 cu.ft. Electric Range with Even-Heat™ True Convection KFEG500ESS KFGG500ESS - Gas add \$100

46 DBA Dishwasher with ProWash™ Cvcle KDFE104HPS

Artwork Version: 01LM4424WP BlackFriday

MAYTAG* \$6 each



ALL 4 PIECES Only \$2176! Save \$800!

5.0 cu.ft. Front Load Washer with Load & Go™ XL Dispenser WFW8620HW

7.4 cu.ft. Electric Dryer with Steam Cycles WED8620HW



4.5 cu.ft. Front Load Washer with 12-hr Fresh Spin™ Option MHW5630HW

ALL 4 PIECES

Only \$1676!

Save \$700!

7.3 cu.ft. Electric Dryer with Quick Dry Cycle MED5630HW





*See store for complete details of all offers, financing and rebates. Visit maytag.com for warranty details. @/IM @ 2019. All rights reserved. HUB Pre-Approval XXXXXX. 01LM4424WP BlackFriday cheitert @2019 Invigorate Media, LLC, All Rights Reserved, 800-770-5219.



WE SELL IT & SERVICE IT

BUYING POWER - We are a member of a \$15 Billion buying organization.

BUY FROM A LOCALLY OWNED BUSINESS!



AMANA

4.7 cu.ft. Top Load Washer with Deep Fill Option NTW4516FW

7.0 cu.ft. Electric Dryer with Steam-Enhanced Cycles NED4655EW





OUTZ BEST DEALS OF THE YEATZI

BLACK STAINLESS STEEL KITCHEN SUITE

\$2699









25 cu.ft. French Door Refrigerator with Exterior Ice & Water Dispenser WRF555SDHV

1.9 cu.ft. Steam Microwave with Sensor Cooking WMH32519HV

5.3 cu.ft. Electric Range with Frozen Bake™ Technology WFE525S0HV WFG525S0HV - Gas add \$100

Stainless Steel **Tub Dishwasher** with 1-Hour Wash Cycle WDT750SAHV

AMANA

Whirlpool

MAYTAG^{*}

KitchenAid*

MAYTAG[®]

MSRP \$1199

SAVE \$600 ON THE



Washer with Load & Go™ XL Dispenser WFW8620HW

5.0 cu.ft. Front Load 7.4 cu.ft. Electric Dryer with Steam Cycles WED8620HW

SAVE \$500 ON THE PAIR!



4.5 cu.ft. Front Load Washer with 12-hr Fresh Spin™ Option MHW5630HW

7.3 cu.ft. Electric Dryer with Quick Dry Cycle MED5630HW

Selling & Servicing Major Appliances in Tucson Since 1956 Wilmot East Broadway 6355 E. Broadway at Wilmot • (520) 296-7218

*See store for complete details of all offers, financing and rebates. Visit maytag.com for warranty details. ®/™ © 2019. All rights reserved. HUB Pre-Approval XXXXXX. 01JP4426WP_BlackFriday cheitert ©2019 Invigorate Media, LLC. All Rights Reserved. 800-770-5219.

KitchenAid°

RECEIVE **UP TO**



BY MAIL WITH PURCHASE OF SELECT KITCHENAID® BRAND APPLIANCES' Valid September 26 - December 31, 2019

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**

Artwork Version: 01JP4426WP BlackFriday

-Alternate Jumbo Card-

CHRISTIE'S
Appliance Co.

Black Fricau SAVINGS EVENT

November 6th - December 4th

Our Best Deals of the Year!

HUGE SAVINGS

ON ALL KITCHEN & LAUNDRY MODELS!



AMANA Whirlpool MAYTAG KitchenAid

MAYTAG[®]

MSRP \$1199

SAVE \$600 ON THE



Washer with Load & Go™ XL Dispenser WFW8620HW

5.0 cu.ft. Front Load 7.4 cu.ft. Electric Dryer with Steam Cycles WED8620HW

SAVE \$500 ON THE PAIR!



4.5 cu.ft. Front Load Washer with 12-hr Fresh Spin™ Option MHW5630HW

7.3 cu.ft. Electric Dryer with Quick Dry Cycle MED5630HW

Selling & Servicing Major Appliances in Tucson Since 1956 Wilmot East Broadway 6355 E. Broadway at Wilmot • (520) 296-7218

*See store for complete details of all offers, financing and rebates. Visit maytag.com for warranty details. ®/™ © 2019. All rights reserved. HUB Pre-Approval XXXXXX. JP4433WP_BlackFriday cheitert ©2019 Invigorate Media, LLC. All Rights Reserved. 800-770-5219.

KitchenAid°

RECEIVE **UP TO**



BY MAIL WITH PURCHASE OF SELECT KITCHENAID® BRAND APPLIANCES' Valid September 26 - December 31, 2019

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**

Artwork Version: JP4433WP BlackFriday



Pre-Black Richard Science Arts

Marty's APPLIANCE

1770 Hwy 395 Minden, NV 89423

775-782-5099

Artwork Version: LE4434WP

THURSDAY, NOVEMBER 14TH • 3PM-8PM

AMANA Whirlpool MAYTAG KitchenAid

Dear Friends & Family,

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

5 HOURS ONLY!

Thursday, November 14th 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



Preferred	Erianda
rielelleu	LHEHUS

ADMISSION TICKET

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

E-mail:

Please present this ticket for admission to STORE NAME. One KitchenAid® Stand Mixer to be give away during the sale at participating stores. Valid Thursday, November 14, 2019 ONLY.

Pref	erre	ed F	amil	y
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ADMISSION TICKET

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

Name:		_
Address:		

*See store for complete details on all claims, offers, financing & rebates. 97 © 2019. All rights reserved. HUB approval XXXXX. LE4434WP © 2019 Invigorate Media. 1-800-770-5219.

MODEL LIST: MONSTER MAILER

*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 Model # KRSC503ESS MSRP SALE PRICE Brand Model # KMHS120ESS MSRP SALE PRICE Brand Model # KFEG500ESS or KFGG500ESS SALE PRICE Brand Model # KDFE104HPS MSRP SALE PRICE Brand Maytag Kitchen Package MSRP \$4246 SALE PRICE \$2799 Brand Model # MF12570FEZ MSRP SALE PRICE Brand Model # MMV1174FZ MSRP SALE PRICE Brand Model # MER6600FZ or MGR6600FZ SALE PRICE Brand Model # MDB4949SHZ MSRP SALE PRICE Brand Whirlpool Kitchen Package MSRP \$4596 SALE PRICE
Brand Model # KFEG500ESS or KFGG500ESS SALE PRICE Brand Model # KDFE104HPS MSRP SALE PRICE Brand Maytag Kitchen Package MSRP \$4246 SALE PRICE \$2799 Brand Model # MFI2570FEZ MSRP SALE PRICE Brand Model # MMV1174FZ MSRP SALE PRICE Brand Model # MER6600FZ or MGR6600FZ SALE PRICE Brand Model # MDB4949SHZ MSRP SALE PRICE SALE PRICE
Brand Model # KDFE104HPS MSRP SALE PRICE Brand Maytag Kitchen Package MSRP \$4246 SALE PRICE \$2799 Brand Model # MFI2570FEZ MSRP SALE PRICE Brand Model # MMV1174FZ MSRP SALE PRICE Brand Model # MER6600FZ or MGR6600FZ SALE PRICE Brand Model # MDB4949SHZ MSRP SALE PRICE
Brand Maytag Kitchen Package MSRP \$4246 SALE PRICE \$2799 Brand Model # MFI2570FEZ MSRP SALE PRICE Brand Model # MMV1174FZ MSRP SALE PRICE Brand Model # MER6600FZ or MGR6600FZ SALE PRICE Brand Model # MDB4949SHZ MSRP SALE PRICE
Brand Model # MFI2570FEZ MSRP SALE PRICE Brand Model # MMV1174FZ MSRP SALE PRICE Brand Model # MER6600FZ or MGR6600FZ SALE PRICE Brand Model # MDB4949SHZ MSRP SALE PRICE
Brand Model # MMV1174FZ MSRP SALE PRICE Brand Model # MER6600FZ or MGR6600FZ SALE PRICE Brand Model # MDB4949SHZ MSRP SALE PRICE
Brand Model # MER6600FZ or MGR6600FZ SALE PRICE Brand Model # MDB4949SHZ MSRP SALE PRICE
Brand Model # MDB4949SHZ MSRP SALE PRICE
Brand Whirlpool Kitchen Package MSRP \$4596 SALE PRICE \$2699
Brand Model #WRF555SDFV MSRP SALE PRICE
Brand Model #WMH32519HV MSRP SALE PRICE
Brand Model # WFE525S0HV or WFG525S0HV SALE PRICE
Brand Model # WDT750SAHV MSRP SALE PRICE
Brand Whirlpool Kitchen Package MSRP \$3196 SALE PRICE \$2099
Brand Model # WRS325SDHZ MSRP SALE PRICE
Brand Model # WMH31017HS MSRP SALE PRICE
Brand Model # WFE510S0HS or WFG510S0HS SALE PRICE
Brand Model # WDF540PADM MSRP SALE PRICE
Brand Whirlpool Model # WFW8620HW MSRP \$1199 SALE PRICE \$899
Brand Whirlpool Model # WED8620HW MSRP \$1199 SALE PRICE \$899
Brand Maytag Model # MHW5630HW MSRP \$899 SALE PRICE \$649
Brand Maytag Model # MED5630HW MSRP \$899 SALE PRICE \$649
Brand Amana Model # NTW4516FW MSRP \$499 SALE PRICE \$399
Brand Amana Model # NED4655EW MSRP \$499 SALE PRICE \$399



Monster Mailer • Legal Limit Max • Jumbo Postcard • Letter

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

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	Do you want '	"Scratch Off" Pro	omo? 🛘 Yes 🗖	No (Scrate	ch Off Pron	10: Add 3 (cents per mailer)	
Step	Quantity Single	Family Homes: Sel	ect One	<u>u</u>	Jumbo Pos	stcard Pri	cing:	
3	Monster Mailer	1. 5,000 - \$2,44	3 2. 10,000 - \$4,	139 [1. 1,000 -	- \$799	2. 2,000 - \$1,399)
	Legal Limit MAX	⟨! □ 1. 5,000 - \$2,54	3 🗖 2. 10,000 - \$4,	339	3. 3,000 -	- \$1,799	4. 4,000 - \$2,099)
	Letter (8.5"x11")	1. 5,000 - \$2,44	3 2. 10,000 - \$4,	139	5. 5,000 -	- \$2,293	6. 10,000 - \$3,83	39
		s, ADD: MONSTER - 3 - 36.9¢ each (on quantiti						
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4	Financing offer te	rms - # of Months ie.	6, 12, 18;	With Payme	ents? YES	or NO; Mir	nimum Purchase: \$	<u>-</u>
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Step 6	Select ONE: □1	. Zip Codes - Com	plete Below O	R □ 2. L	et us run a	ı radius a	round your store	
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Pric	ing Includes	: \$50,000 ⁺ Hou	sehold Media	n Incom	е			
• Sing	le Family Home Mailing I	List Monster 10.5" x 17"	• Legal Limit Max! 11" x 14	" • Jumbo Posto	card 6" x 9" • Le	tter 8.5" x 11"	• Single Family Home F	ostage
		/Letter: Targeted Homeowner cowner Income List OR Dealer's		mer List: Add 5¢			Add'l 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: Wed, Sep 25, 2019 at 8:58 AM

Subject: Whirlpool Corporation Advertising Compliance Review Approved

To: <steven_menkhus@invigoratemedia.com>

000INVIGPA

Your Reference Comments: 01LM4424WP_Black Friday

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: 231330

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.