

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

### **DON'T LOSE YOUR 2019 CO-OP!**

Use 2019 co-op in January 2020 WINTER CLEARANCE!

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

Targeted Direct Mail is #1 in Return on Investment Most Effective for Driving Immediate Sales.

- Models are at PROMO MAP = Lowest Price. Normal MAP models can be less 10%
- Make ANY Changes to art. Your art will be pre-approved by HUB
- We will file your HUB claim for 85% or 70% if checked on order form

**Event Dates January 11 - 22** 

Begin January 11 - Order by December 23 Begin January 16 - Order by December 30

### **Mailer Choices**

- **1.** The Monster Mailer tri-fold Arrives in mail 6" x 10.5" and opens to 10.5" x 17"" Only **39.9 Cents.**
- **2. The Legal Limit MAX Postcard** 11"x 14" The Largest Piece of Mail Allowed by Law! Only **42.9 Cents.**
- 3. The Jumbo Card 6" x 9" Only 36.9 Cents. From \$799 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.

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" X 17"



— 10.5 INCHES **WIDE** -



295% BIGGER Than our Jumbo Postcard!

As low as

1996 Includes
Postage

17 INCHES **TALL** 

### **KitchenAid**°



\$1700

BY MAIL WITH PURCHASE OF SELECT KITCHENAID® BRAND APPLIANCES

Valid January 1 - July 11, 2020

### **KitchenAid**®

STAINLESS STEEL KITCHEN SUITE



26.8 cu.ft. French Door Refrigerator with Exterior Ice and Water KRFF507HPS



2.0 cu.ft. Over-the-Range Microwave with Sensor Functions KMHS120ESS



MSRP \$6046

6.4 cu.ft. Electric Range with Even-Heat™ True Convection KFEG500ESS

46 DBA
Dishwasher with
Third Level Rack
KDPE234GPS



Scratch & Win

Match your number in our store to see if you're our gr

• \$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

U.S.POSTAGE
PAID
INVIGORATE
MEDIA

Doug Nelson 115 Mississippi Que Crystat City, MO 63019

Artwork Version: 01MM4475WP\_WinterClearance

January 11th - 22nd

## **MAYTAG**<sup>®</sup>

### FINGERPRINT RESISTANT STAINLESS KITCHEN

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

1.9 cu.ft. Over-the-Range Microwave with Stainless Steel Cavity MMV1175JZ

5.3 cu.ft. Electric Range with Precision Cooking™ System MER6600FZ MGR6600FZ - Gas add \$111

Stainless Steel Tub Dishwasher with PowerBlast® Cycle MDB4949SHZ







\$2999



1999

**SAVE** \$1097



25 cu.ft. French Door Refrigerator with Humidity-Controlled Crispers WRF535SWHZ

5.3 cu.ft. Electric Range with Frozen Bake™ Technology WFE525S0JZ WFG525S0JZ - Gas add \$111

1.9 cu.ft. Steam Microwave with Sensor Cooking WMH32519HZ

Stainless Steel Dishwasher with Third Level Rack



25 cu.ft. Side-by-Side Refrigerator with Frameless Glass Shelves WRS325SDHZ

4.8 cu.ft. Electric Range with FlexHeat™ Dual Radiant Element WFE320M0ES WFG320M0BS - Gas same price



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

Stainless Steel Dishwasher with 1-Hour Wash Cycle

## THS SPECIAL FINANCING



## We Sell 9t & Service 9t

**BUYING POWER** – We are a member of a \$15 Billion buying

**BUY FROM A LOCALLY OWNED BUSINESS!** 

## Whirlpool®

**TOP LOAD LAUNDRY PAIR** 



4.3 cu.ft. Top Load Washer with Presoak Option & Deep Water Wash Cycle WTW5000DW

7.0 cu.ft. Electric Dryer with Wrinkle Shield™ Plus & AutoDry<sup>™</sup> System WED5000DW



## **MAYTAG**<sup>®</sup>

\$700 ON THE PAIR! SHOWN WITH OPTIONAL PEDESTALS

Whirlpool

each

4.5 cu.ft. Front Load Washer with Extra Power & 12-Hr Fresh® Hold Option MHW5630HW

7.3 cu.ft. Electric Dryer with Extra Power & Quick Dry Cycle MED5630HW

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

7.4 cu.ft. Electric Dryer with Steam Refresh Cycle & Intuitive Controls WFD8620HW

Selling & Servicing Major Appliances in Tucson Since 1956

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

Rd CHRISAPPliance Co. East Broadway



## The Legal Limit MAX! Postcard

Anything bigger would be criminal.







14 INCHES WIDE

HUGE!

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

255% BIGGER Than our Jumbo Postcard!

INCHES



### **MAYTAG**

#### FINGERPRINT RESISTANT STAINLESS KITCHEN









25 cu.ft. French Door Refrigerator with PowerCold® Feature MEI2570FEZ

1.9 cu.ft. Over-the-Range Microwave with Stainless Steel Cavity MMV1175.17

5.3 cu.ft. Electric Range with Precision Cooking™ System MER6600FZ MGR6600FZ - Gas add \$111

Stainless Steel Tub Dishwasher with PowerBlast® Cycle MDB49498H7

1999

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

Whirlpool

STAINLESS STEEL KITCHEN SUITE

Whirlpool

STAINLESS STEEL KITCHEN SUITE



25 cu.ft. French Door Refrigerator with Humidity-Controlled Crispers WRES35SWHZ



1.9 cu.ft. Steam Microwave with Sensor Cooking WMH32519H7





\$2799

5.3 cu.ft. Electric Range with Frozen Bake™ Technology WFE525S0JZ WFG525S0JZ - Gas add \$111

Stainless Steel Dishwasher with Third Level Rack WDESGOSA IM



25 cu.ft. Side-by-Side Refrigerator with Frameless Glass Shelves WRS325SDHZ



1.7 cu.ft. Microwave **Hood Combination** with Electronic Touch Controls WMH31017H9



4.8 cu.ft. Electric Range with FlexHeat™ Dual Radiant Element WFE320M0ES WFG320M0BS - Gas same price

Stainless Steel Dishwasher with 1-Hour Wash Cycle WDF520PADM

### KitchenAid®

### STAINLESS STEEL **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



**RECEIVE UP TO** 

BY MAIL WITH PURCHASE OF SELECT KITCHENAID® BRAND APPLIANCES'

Valid January 1 - July 11, 2020



26.8 cu.ft. French Door Refrigerator with Exterior Ice and Water KREF507HPS





2.0 cu.ft. Over-the-Range Microwave with Sensor Functions KMHS120ESS



6.4 cu.ft. Electric Range with Even-Heat™ True Convection KFEG500ESS

46 DBA Dishwasher with Third Level Rack KDPE234GPS

#### Artwork Version: 01LM4474WP WinterClearance



each





SAVE \$400 PAIR! SHOWN WITH OPTIONAL PEDESTALS

4.5 cu.ft. Front **Load Washer** with Extra Power & 12-Hr Fresh® Hold Option MHW5630HW

7.3 cu.ft. Electric **Drver** with Extra Power & Quick Dry Cycle MED5630HW



SHOWN WITH OPTIONAL PEDESTALS

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

7.4 cu.ft. Electric Drver with Steam Refresh Cycle & Intuitive Controls WFD8620HW



## 12 MONTHS SPECIAL

Whirlpool

4.3 cu.ft. Top Load Washer with Presoak Option & Deep Water Wash Cycle WTW5000DW

7.0 cu.ft. Electric Dryer with Wrinkle Shield™ Plus & AutoDry™ System WED5000DW

Selling & Servicing Major Appliances in Tucson Since 1956



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











### Whirlpool STAINLESS STEEL KITCHEN SUITE





\$2799

SAVE \$1097 ON THE PACKAGE!





25 cu.ft. French Door Refrigerator with Humidity-Controlled Crispers WRF535SWHZ 1.9 cu.ft. Steam Microwave with Sensor Cooking WMH32519HZ 5.3 cu.ft. Electric Range with Frozen Bake<sup>™</sup> Technology WFE525S0JZ WFG525S0JZ - Gas add \$111 Stainless Steel Dishwasher with Third Level Rack WDF590SAJM

AMANA

Whirlpool



KitchenAid<sup>1</sup>

## **HUGE SAVINGS**

ON SPECIAL BUYS, ODDS & ENDS AND SELECT CLOSEOUTS!

### Whirlpool

### **MAYTAG**<sup>®</sup>

\$499 each





4.3 cu.ft. Top Load Washer with Deep Water Wash Cycle wtw5000DW

7.0 cu.ft. Electric Dryer with Wrinkle Shield™ Plus wed5000dw



4.5 cu.ft. Front Load Washer with 12-Hr Fresh® Hold Option MHW5630HW 7.3 cu.ft. Electric Dryer with Quick Dry Cycle



\*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. 01JP4476WP\_WinterClearance cheitert ©2019 Invigorate Media, LLC. All Rights Reserved. 800-770-5219.

### **KitchenAid**°

\*1700



BY MAIL WITH PURCHASE OF SELECT KITCHENAID® BRAND APPLIANCES' Valid January 1 - July 11, 2020

### 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 Nælson 115 Mississippi Que Crystat City, MO 63019

# -Alternate Jumbo Card-



**SAVE ON SPECIAL BUYS, ODDS & ENDS AND SELECT CLOSEOUTS!** 

### Whirlpool

### **MAYTAG**<sup>®</sup>

\$499 each



4.3 cu.ft. Top Load Washer with Deep Water Wash Cycle wtw5000DW 7.0 cu.ft. Electric Dryer with Wrinkle Shield™ Plus WED5000DW \$699 each



4.5 cu.ft. Front Load Washer with 12-Hr Fresh® Hold Option MHW5630HW 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. ®/™ @ 2019. All rights reserved. HUB Pre-Approval XXXXXX. JP4483WP\_WinterClearance cheitert ©2019 Invigorate Media, LLC. All Rights Reserved. 800-770-5219.

### **KitchenAid**®

\*1700



BY MAIL WITH PURCHASE OF SELECT KITCHENAID® BRAND APPLIANCES' Valid January 1 - July 11, 2020

### 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 Nelson 115 Mississippi Que Crystat City, MO 63019

## **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 KitchenAid Kitchen Package			\$6046	SALE PRICE _	\$4499
Brand Model #	KRFF507HPS	MSRP		SALE PRICE _	
Brand Model #	KMHS120ESS	MSRP		SALE PRICE _	
Brand Model #	KFEG500ESS			SALE PRICE _	
Brand Model #	KDPE234GPS	MSRP		SALE PRICE _	
Brand <u>Maytag Kitchen Package</u>		MSRP	\$4246	SALE PRICE _	\$2999
Brand Model #	MFI2570FEZ	MSRP		SALE PRICE _	
Brand Model #	MMV1175JZ	MSRP		SALE PRICE _	
Brand Model #	MER6600FZ or MGR	<u>6600FZ (c</u>	as add \$111)	SALE PRICE _	
Brand Model #	MDB4949SHZ	MSRP		SALE PRICE _	
Brand Whirlpool Kitchen Package		MSRP	\$3896	SALE PRICE _	\$2799
Brand Model #	WRF535SWHZ	MSRP		SALE PRICE _	
Brand Model #	WMH32519HZ	MSRP		SALE PRICE _	
Brand Model #	WFE525S0JZ or WF0	<u>3525S0JZ</u>	<u>(gas add \$111)</u>	SALE PRICE _	
Brand Model #	WDF590SAJM	MSRP		SALE PRICE _	
Brand Whirlpool Kitchen Package		MSRP	\$3096	SALE PRICE _	\$1999
Brand Model #	WRS325SDHZ	MSRP		SALE PRICE _	
Brand Model #	WMH31017HS	MSRP		SALE PRICE _	
Brand Model #	WFE320M0ES or WF	G320M0E	BS (gas)	SALE PRICE _	
Brand Model #	WDF520PADM	MSRP		SALE PRICE _	
Brand Whirlpool Model #	WTW5000DW	MSRP	\$749	SALE PRICE _	\$499
Brand Whirlpool Model #	WED5000DW	MSRP	\$749	SALE PRICE _	\$499
Brand <u>Maytag</u> Model #	MHW5630HW	MSRP	\$899	SALE PRICE _	\$699
Brand Maytag Model #	MED5630HW	MSRP	\$899	SALE PRICE _	\$699
Brand Whirlpool Model #	WFW8620HW	MSRP	\$1199	SALE PRICE _	\$849
Brand Whirlpool Model #	WED8620HW	MSRP	\$1199	SALE PRICE	\$849



## 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:				
Phon	e:	Cell:		Ema	ail:					
Buyir	ng Group:		Wh	irlpool Rep: _						
Whirlpool Dealers - Want us to file your HUB co-op paperwork on your behalf?   YES!										
		<u> </u>				sword:				
	·									
Step	Sale Dates	Sale Dates Please List Artwork Version Number								
1	Indicate your sal	le dates here:	Artwork Version in white address panel, ie Version: LL2041WP; 01MM954X)							
	Do you want "	Scratch Off" Promo?	P □ Yes □	No (Scrato	ch Off Promo: Add 3	cents per mailer)				
	Do you want		00 _	(000000		,				
Step		Family Homes: <b>Select O</b>		_	lumbo Postcard Pr -	_				
	Monster Mailer	<b>□</b> 1. 5,000 - \$2,443 <b>□</b> 3	<b>2.</b> 10,000 - \$4,	139	<b>1.</b> 1,000 - \$799	<b>2</b> . 2,000 - \$1,399				
	Legal Limit MAX	(! <b>1</b> . 5,000 - \$2,593	<b>2.</b> 10,000 - \$4,4	439 <b>C</b>	<b>3.</b> 3,000 - \$1,799	<b>4.</b> 4,000 - \$2,099				
	Additional Mailers	<b>s, ADD:</b> MONSTER - 39.9¢ e	ach		<b>5.</b> 5,000 - \$2,293	<b>6.</b> 10,000 - \$3,839				
		42.9¢ each • JUMBO POST		ach (on quantitie	s over 5,000)					
		•								
Step 4	Financing & Spe	cial Offers: All offers are	e solely the r	etailer's re	esponsibility. ie. Fina	ancing, Rebates, Free Delivery,etc.				
	Financing offer ter	rms - # of Months ie. 6, 12,	18;	With Payme	ents? YES or NO; Mi	nimum Purchase: \$				
	List your special offers here:									
Step	Signature (REOU	IRFD):			(Your order will not be	e processed without a signature)				
5	nvigorate Media has no resp	ponsibility for, nor may payment be con	tingent upon, availal							
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										
1	rates as of May 2018 and are	subject to change without notice.								
Step 6	Select ONE: □1.	. Zip Codes - Complete	Below <b>O</b>	<b>R</b> □ 2. Le	et us run a radius a	around your store				
Call us for free consultation on selecting your mailing list										
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 9" • Single Family Home Postage										
Monster Mailer/Jumbo Postcard: Targeted Homeowner Income List OR Dealer's Customer List: Add 5¢  Add'I SCFs: Add \$100										
Legal Limit Max: Targeted Homeowner Income List OR Dealer's Customer List: Add 7¢										

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: Leslie McShane < LMcShane@360insights.com>

Date: November 27, 2019 at 12:24:06 PM CST

To: Doug Nelson <doug\_nelson@invigoratemedia.com>

Subject: Template Pre-approval

### 000INVIGPA

Your Reference Comments: 01LM4474WP\_WinterClearance

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: 238377

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.