



## FROM THE PRESIDENT

**Greetings:**

It's hard to believe that another year has gone by. I hope that you not only survived but your company flourished in these trying economic times.

May 2009, be a year of prosperity for you and your company.

Thanks,  
Tom

Looking into the crystal ball, 2009 seems to resemble 2008. Hopefully the economy will start to turn in the third quarter.

Some of the successful events we had in 2008, designer training, GE brand night, and factory training seminars will continue in 2009.



**ADU Website [www.adu.com](http://www.adu.com)**

**ADU's New Website Launched October 2008**

**New Features: Videos**

...want to see the appliances featured in each ADU showroom???

On our Home Page & Store Location Page view each store's video. Virtual showroom tours - featuring GE (Profile, Monogram, & Café); Sub-Zero/Wolf; KitchenAid & Jenn-Air; Viking and more...

January 2009

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## TIP OF THE DAY

**How many times have you heard...**"My refrigerator is not keeping the proper temperature." Solution: Put a container of water on the middle shelf. Let it stand over night and then test the water tem-

perature. Because the air temperature varies so widely, this is the only way to find out. The temperature in a refrigerator should be between 39 degrees and 42 degrees. Depending on the cus-

tomers preference of a cold soda or a ice cold soda.

When storing items in the door, place the heaviest items closest to

**ADU Showrooms**

- \* Washington Sales Division**  
Takoma Park, MD 301-608-2600
- \* Baltimore Sales Division**  
Linthicum, MD 410-789-8000
- \* Virginia Sales Division**  
Chantilly, VA 703-263-2300
- \* York Sales Division**  
York, PA 717-845-6500

## SURVEY ABOUT WEBSITE

**We need your input about our website:**

Survey are questions about adu.com website:

1. Home Page question: Is it easy to navigate the page? If not, what suggestions would you recommend?

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2. Do you like the videos? \_\_\_\_\_

If not, what would you change about them?

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3. Manufacturers, Service Companies and Locations...was it easy to access them?

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4. Newsletter & What's for Dinner? Was it easy to print out the info?

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Was it easy to access?

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5. Contact Us...was it easy to e-mail us?

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If not, what happens?

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6. Closeout Page...any problems with this page?

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6. In general, did you have any problems not mentioned above?

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Thank You! E-mail your response to: [sam@adu.com](mailto:sam@adu.com)

## GE'S NEW SINGLE-DOUBLE WALL OVEN

**GE Profile Built-in Single-Double Wall Oven.**

Whether preparing for dinner parties, holidays or everyday meals, you'll enjoy the ability to cook multiple dishes at different temperatures all at once in this wall oven. And our advanced baking technology like the exclusive PreciseAir con-

vection system in the lower oven and our dual element bake ensure evenly browned

*GE's New Single-Double Wall Oven*

*Now you can double your cooking pleasure without sacrificing valuable kitchen space*



baked and broiled foods for great tasting meals.

Accommodates a 22 pound turkey in lower oven.

Preheats in 8 minutes.

Comes with multiple cook modes, including pizza mode, slow cook mode and delayed baking options.

## TIP OF THE DAY continued...

the hinge side. This will minimize the distance these items travel when the door is opened and closed, reducing stress on the door and inner door panel.

Use the energy switch on newer models. This

controls an electric heater built into the front perimeter of the cabinet. In humid weather it keeps moisture from collecting there, but seldom required in the dry winter months.



When putting freshly washed vegetables into the fridge, dry them before hand. Excessive moisture can make the appliance work harder and use more energy.

Lost your Appliance manuals...log-on to the [appliance411.com](http://appliance411.com)

WEBSITE

**ADU.COM**

The navigation bar on the Home Page of ADU.COM

1. Home Page
2. About ADU
3. Manufacturers - these are links to the websites of each of the different manufacturers, i.e. GE, Sub-Zero, KitchenAid, Viking, etc. Click on the manufacturer you want to go to and then search their site for information you need to make a decision about the product or features.
4. Service Companies - 4 Store locations and 4 Service Company's lists of the warranty service companies for the appliances you purchased. i.e. Ovens, ranges, dishwashers, refrigerators, ranges, etc. These can be printed out for your convenience and use later.
5. Newsletter - 2008 all 4 newsletters - Winter, Spring, Summer & Fall. Information about new products, tip of the day, what's happening at ADU, letter from the president, special featured articles.
6. What's for Dinner? - Recipes to try, Monday through Friday. Print the recipe you would like to try.
7. Contact Us - Request A Quote for all 4 store locations, i.e. Linthicum, Takoma Park, Chantilly, York. E-mail directory for all 4 stores & Corporate Offices & Warehouse.

FUTURE ADDITIONS TO THE WEBSITE

As we progress, some additions will be added to our website.

More Videos: KitchenAid & Jenn-Air videos, as well as, Viking and other manufacturers. The idea is to have as many top manufacturers on our video page...making the decision process easier for our customers to choose the appropriate product that would fit their needs.

Next, more recipes: Example of this would be the GE Advantium Ovens. These units are specially engineered products that cook food faster

and better with different technology. We would like to have recipes that are designed to be cooked in the Advantium ovens.. These recipes would be added to our site. Print out and then cook them for you family's enjoyment.



*This is the complete Home Page from ADU's website...www.adu.com*



## ADU CORPORATE OFFICES

5194 Raynor Avenue  
Linthicum, MD 21090

410-636-1276 Phone for account  
information, receivables, & delivery

*Tomorrow's Appliances Today*

**ADU.COM**

  
Organization



**APPLIANCE DISTRIBUTORS UNLIMITED**

**IS A BUILDER DISTRIBUTOR OF MAJOR APPLIANCES**

**ADU WAS FOUNDED IN 1982**

**FOUR LARGE SHOWROOMS IN THREE STATES**

**ADU HAS GROWN TO BE THE LARGEST BUILDER DISTRIBUTOR IN THE MID-ATLANTIC REGION**

**ADU IS DEDICATED TO:**

**PROVIDING PROFESSIONAL SALES PEOPLE**

**COMPETITIVE PRICING**

**BEST IN SERVICE**

**BUILT-IN KITCHEN APPLIANCES**

## ADDITIONAL NEW PRODUCTS

Sub-Zero introduced in the Fall of 2008 their new flush line of refrigerators. The new BI series is designed for the optional flush mount refrigerators. Also, Wolf has the E-series wall ovens that can be flush mounted (an option). For the customer interested in flush mount appliances, Sub-Zero/Wolf offers refrigerators, wall ovens and even cooktops that can be flush mounted into the cabinetry. Contact our sales associates for information on these types of installations that would meet your needs.

GE has the following new product launches for 2009:

- ◆ Counter-depth side-by-side refrigerators
- ◆ French door refrigerators with water & ice
- ◆ More Advantium ovens
- ◆ New 30" range with induction cooktop technology

◆ More ventilation products - Hoods & down-drafts.

◆ More Microwave ovens

◆ Built-in dishwashers & compactors

These products will be available throughout 2009. Contact our sales associates for the latest information about the new products coming from GE.

**Amana ASKO Best Bosch Dacor GE GE Café GE Monogram Jenn-Air KitchenAid Maytag**

**Miele Sub-Zero Scotsman Sharp Thermador Fisher & Paykel U-Line Viking Whirlpool Wolf**