



## FROM THE PRESIDENT

**Greetings:**

May 6th, ADU of Takoma Park, Maryland, opened its new General Electric showroom with "GE Brand Night". General Electric's, Rep David Michalski, introduced new GE products while Chef Eric of Café de Paris prepared hors d'oeuvres and talked about paring wines with different foods.

Adding to this year's programs, ADU is pleased to announce the creation of educational classes. Our first class, Ventilation, is one of the most difficult parts of the kitchen. Removing the by-products from cooking but leaving the chef and

family in an environment pleasing to live in.

On page 3 of this newsletter is a list of the times and dates of our ventilation classes. Please call quickly and reserve a spot. Class size will be limited. Our next set of educational classes will be on ovens - cooking modes. How many different cooking modes do we have today in this high-tech world. Soon, your phone will be able to start your oven for pre-heat times; so when you arrive home you can take that casserole out of the refrigerator and start cooking the moment you enter your home.

It's all about convenience and making your life simpler. So, contact your salespeople for these educational classes and get signed up.

Thanks for your support,  
**Tom**

**Coming Soon...on video!**



New virtual tour of The Takoma Park Showroom on our Website.

## TIP OF THE DAY

**Wondering why your refrigerator and freezer is using so much energy?**

It is important to keep your refrigerator and freezer full so that they do not have to work as hard to

stay cold. This does not mean that you have to keep it stocked at all times with foods. If your appliances hold more food than you can possibly consume, stock them with bottles of water. Keep frozen liq-

uids in the freezer. By keeping them full, you will drastically lower the amount of energy that they'd ordinarily need to function properly.

Another piece of advice is to pre-

July 2009

<i>Inside this issue</i>	
From the President	1
Tip of the Day	1
GE Brand Night in Takoma Park	2
The Culinary Institute of America	2
Ventilation Classes	3
Takoma Park Showroom	3
Jenn-Air New Products	4

**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

## GE BRAND NIGHT AT ADU TAKOMA PARK SHOWROOM

Event: [GE Brand Night](#)

Place: [ADU Takoma Park Showroom](#)

Date: [May 6, 2009](#)

Presentations included:

Industry trends in appliances.

Green Appliances = Energy Star Rated Appliances.

Chef Eric - reviewing his favorite foods & wines.

New products presented by Dave Michalski of GE.

Hors d'oeuvres all night long, complimented by wine and sodas. A good time was had by all.

*Next GE Brand Night - October 6, 2009 in Chantilly, Va.*



### SURVEY SAYS...

The newest study in a series of surveys conducted twice yearly since 2002 shows:

Vehicle purchase plans have declined 30% from 2008.

Home remodeling plans are only 1/2 of what they were one year ago.

The study focuses on the luxury market & the 11.2 million households representing the wealthiest 10% of all US households. Study done by The American Affluence Research Center.

### TIP OF THE DAY continued...

vent opening your freezer and refrigerator doors too often. Every time that you open your fridge and freezer they have to work harder to stay at the appropriate temperature. Obviously, you need to open them to get food. But, try to be efficient about it so that you do not have to open and close the doors as often. Keeping

these appliances well stacked and closed at all times will help during a power outage. When you lose power, do not open the fridge and freezer doors. Your food should remain cold and preserved for about 30 hours.



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

*Chef Eric of Café de Paris*

*Reviewing his favorite foods & wines*

### ADU introduces: CIA Cookware

CIA - The Culinary Institute of America

Since 1946, the CIA has earned its reputation as the world's premier culinary college. Now they bring this expertise into your home with cookware & tools provide the ultimate in performance for you at home. Experience the difference!

More info...[www.ciacook.com](http://www.ciacook.com)

# VENTILATION CLASSES - SIGN-UP



## NKBA Members Get CEU Credit

Classes on Ventilation @ ADU:			
July	14	16	22
	Tuesday	Thursday	Wednesday
	10 to 12 Noon	1 to 3 PM	9 to 11 AM
	Takoma Park	Chantilly	Linthicum
Class Subject: Mistakes to Avoid - Common Problems to Overcome.			

September	22	24	29
	Tuesday	Thursday	Tuesday
	1 to 3 PM	10 to 12 Noon	9 to 11 AM
	Takoma Park	Chantilly	Linthicum
Class Subject: Duct Run - How far can a "Duck" run?			

October	20	22	28
	Tuesday	Thursday	Wednesday
	10 to 12 Noon	1 to 3 PM	9 to 11 AM
	Takoma Park	Chantilly	Linthicum
Class Subject: Designing Hoods - Sizing the Hood			

**About the courses:**

**Course 101 = Mistakes to Avoid - Common Problems to Overcome.** This is a collage of 32 years in the field, witnessing many mistakes. We will cover 12 issues that will help you avoid costly mistakes.

**Course 102 = Duct Run - How far can a "Duck" run?** Everyone talks about BTU's, how many do you need? Few examine the issues after the hood extracts the by-products...the venting duct system to the outside. Plus, the mounting of hoods.

**Course 103 = Designing Hoods - Sizing the Hood.** How to design hoods to make your customer feel unique about their kitchen. Special design features and elements that would help you separate your designs from others. It could start with the hood.

Class size:  
 (Min. 10 per store...Max. 20 per store.)  
 Designers, if less than 10 designers...class cancelled.  
 Dates Subject to change

# TAKOMA PARK'S NEW SHOWROOM



ADU's Takoma Park showroom has:

- **A New GE Room**  
Featuring - Monogram, Profile & Cafe
- **5 New Displays**
- **Added Culinary Institute of America Cookware**

Make plans to visit our New additions to our showroom. Your clients will have an easier time of choosing their appliance package in our New showroom.

Call each store to register for each ventilation class:

Baltimore	410-789-8000
Takoma Park	301-608-2600
Chantilly	703-263-2300
York	717-845-6500

*Call Today!!!*

## 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 ONE OF 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**

## JENN-AIR - NEW PRODUCTS

Flush and fully integrated built-in non-dispenser

Refrigerators:

- \* 36" Bottom Mount
- \* 42" French Door Bottom Mount  
(Industry Exclusive)
- \* 42" & 48" Side by Side Refrigerator

Cooktops:

- \* 30" & 36" Ductless Downdraft Cooktops  
(Gas & Electric)

Wall Ovens:

- \* Industry's First No Preheat Mode  
(single rack cooking).
- \* Industry's Only Vertical Dual Fan  
Convection System (Four Rack Baking)
- \* A Culinary Center which provides  
Guidance for over 50 different types of  
Food.
- \* 7 inch Full Color Touch Anywhere  
Screen.



**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**