



IAC Weekly News

Reach out to us with any questions or concerns you may have. We are here to help you!

[Visit our website](#)



**There's still time to register for the Summit!
Caesar's hotel deadline has passed, but there are still
rooms available at Harrah's.**

March 19th – 22nd at Caesar's Forum Convention Center

IAC will be funding the following:

- Hotel stay (3 nights only) & registration for 2 per dealer
- \$300 flight credit for 2 people per dealer (\$600 per dealer)

Click [here](#) to register directly or check the [Summit flyer](#) on the IAC website.

Advertising



The **President's Day Holiday campaign** runs through Wednesday, March 1st. The creative is listed on the IAC website as [President's Day Holiday creative](#) and the email is in your Constant Contact account.

[Click here](#) to order a **Weber Grill Board** for your store! *You must be an authorized Weber dealer for 2023 to receive your boards.*

Contact [Barbara](#) for email help or [Marketing](#) with any marketing questions. Please click [here](#) to fill out a brief marketing survey to help us better serve you!

Merchandising

NECO Spring Show Book Opens March 1st!

The Spring show book will open on Wednesday, March 1st. Please be sure to review it to take advantage of special offers and display programming from select vendors. The show book will close on Saturday, March 25th. You will have access to your orders on the IAC system by Friday, March 3rd.

To access the show book go to our website under the Quick Link Connect tab, click on the NECO show book or go to <https://necoalliance.com/>, click on NECO Show then Members show book/orders, choose IAC, select your store, and enter your password. If you need assistance accessing the show portal please contact Member Services.

Mandatory Ship Memo For February/March - Must read!

Effective February 22nd, the mandatory ship model list has been updated. The updated [Mandatory Ship Memo](#) has been posted to the IAC website for review. All Mandatory Ship Models have to ship within 7 days of commitment to avoid cancellation. Committed models that are not shipped within 7 days will be cancelled each day. Any orders re-dated after the 7-day period will also be reviewed and cancelled. You will be contacted if you have an open order containing a committed mandatory ship model.

All mandatory ship models will be marked with the letter "I" under memo code on your inventory management system and updates will be communicated through the weekly newsletter. All TV's, Closeouts, and Buy-in opportunities will automatically be marked as mandatory ship.

Increased GP% Opportunity for Beko

A new Instant Rebate has been applied to select Beko models (see below) Orders are first come, first serve. Backorders & Type 3 will not be honored.

Brand	Category	Subcat	Model Number	IR	New Deck Price
BEKO	DISHWA	DWBI	DDT38530X	\$100	\$ 430.00
BEKO	DISHWA	DWBI	DDT38532X	\$30	\$ 645.00
BEKO	ELERAN	ERSLIN	SLER30530SS	\$75	\$ 1,310.00
BEKO	ELERAN	ERSLIN	SLER30532SS	\$50	\$ 1,361.00
BEKO	ELERAN	ERSURF	BCTI36510	\$50	\$ 1,553.00
BEKO	MICRO	MIC-OV	MWOTR30102SS	\$30	\$ 312.00
BEKO	REFRIG	RB19	BFBD30216SS	\$50	\$ 1,233.00

Dacor Bulk Buy Savings - 50% Off

Intercounty has purchased the Dacor Gas Range, model [HGR30PSNG](#), at a bulk rate. Starting February 28th, an IR will be applied to make the deck price \$1438. That's more than a 50% savings! Orders are first come, first serve. backorders & Type 3 will not be honored.

Samsung - Increased Margin Opportunity

An Instant Rebate has been applied to select Samsung models ([listed on website](#) under Merchandising) in a recent buy. Orders are first come, first serve. backorders & Type 3 will not be honored.

BrandSource - March Special Financing Promos

The [BrandSource-TD Bank March Financing Specials](#) are now available through March 2023. They include new interactive POP signs for your showroom. They are posted for review on the IAC website.

Vendor Updates

Price Changes

Please see below for a list of upcoming price changes.

- **Faber** - February 28th, 2023
- **Dacor** - March 31st, 2023
- **Liebherr** - February 28th, 2023
- **LG** - March 1st, 2023 (3 models)
- **Samsung** - February 28, 2023

Dealer To Dealer Sales

Send in your products to sell Dealer to Dealer. Just email the product, price, contact person, email address and phone number to Barbara Jordan at bjordan@intercountyappliance.com

RULES OF DEALER TO DEALER SALES:

Dealers are responsible for ensuring shipping and delivery of goods.

Intercounty is not responsible for any damaged goods between dealer to dealer sales.

Intercounty will not be involved in the payment or any financial transactions for dealer to dealer sales.

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