



## 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!  
Hotel bookings are going quickly!**

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)

### IAC Website Redesign - Phase 1

Hopefully you've all been able to experience the updated look and feel of the new Intercounty company website with a more modern layout and descriptive content! *Note that your old link may still index the old site, so just enter [intercountyappliance.com](http://intercountyappliance.com) to reach it. (This is separate from the Dealer Ordering Portal, which has not changed.)*



You do not need to register for access to the backend. We are working on distributing your new store access information to the backend Member Login section for you as soon as possible. If you're unable to access files in the backend during the transition to the new site, please contact the Marketing department for any necessary documents. Watch your emails for more information and thank you for your patience in this transition.

## Merchandising

### Launch Of New Auto Void Finance 3 Policy - Must Read!

To further secure the integrity of our inventory and ensure that we always have the right products available when you need them, Intercounty is also launching a **new Auto Void policy on open Finance 3 orders**. Please review the complete listing of all active order management policies and the full description of the recently instated Auto Void policy - Finance 3 orders on the website as [Order Management - Auto Void Finance 3 Launch](#).

### Miele Laundry - Increased Margin Opportunity

Miele is offering an Instant Rebate on select laundry models in the Spring Show Book. For full information, please review their full offering [listed on website](#) under Merchandising.

### NECO Spring Show Book - Reminder

The Spring show book opened on 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 25<sup>th</sup>. You will have access to your orders on the IAC system by Friday, March 31<sup>st</sup>.

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

## Weber 2023 Program - Spring Show deadline

The Weber display order window is open for the Spring Show. All approved dealers will earn a 3% pull allowance on all Weber products from March 1st - July 31st (Spirits not included). You must order a minimum of 4 of the eligible models and 2 Weber crafted accessories through the NECO show portal and have them on display by March 25, 2023 to be a franchised dealer and have access to the line in 2023. A picture must be sent to Weber validating the display, send to: [necophoto@lapineinc.com](mailto:necophoto@lapineinc.com). Contact Member Services if you need assistance logging into the NECO Show portal. The [Weber Show Deck](#) and other related documents, including the 2023 Gas Grill cheat sheet, are on the IAC website for review.

## Vendor Updates

### Price Changes

Please see below for a list of upcoming price changes.

- **Dacor** - March 31st, 2023
- **Weber** - March 31st, 2023 (Spirit Grills)

## Dealer To Dealer Sales

### Thermador Model T24IR905SP For Sale

Beach Sales has availability of a built-in refrigerator column, model [T24IR905SP](#), for sale. Please contact Alison to place an order: [acharney@beachsalesinc.com](mailto:acharney@beachsalesinc.com) or #781-284-0130.

## 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](mailto: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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