



IAC Weekly News

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

[Visit our website](#)

"Be present in all things and thankful for all things" - *Maya Angelou*
Happy Thanksgiving!

The IAC offices will be closed on Thursday, Nov. 23rd for the Thanksgiving holiday.
The offices will close at 3pm today and on Black Friday.

[Click here for the updated Thanksgiving Trucking schedule](#)

[Click for the GE Holiday Quick Schedule](#)

Advertising



Our **Black Friday Holiday campaign** continues Wednesday, November 29th. The creative for this campaign is listed on the IAC website as [Black Friday Holiday creative](#) and the email is in your Constant Contact account.

The **BF Doorbusters campaign** begins on Thursday, November 23rd and runs until Sunday, November 26th. The creative for this campaign is listed on the IAC website as [BF Doorbusters creative](#).

And our **Cyber Monday campaign** begins on Friday, November 24th and runs until Monday, November 27th. The creative for this campaign is listed on the IAC website as [Cyber Monday creative](#) and the email is in your Constant Contact account.

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

BLACK FRIDAY

Black Friday Holiday Programming

Black Friday Holiday Programming Guide - Reminder

Intercounty has put together some information and programs to help navigate through the promotional timeframe and aid in your success! Please log onto the IAC website, under Rebates/Promotions, to find the [Black Friday Holiday Promotions Guide](#) highlighting rebates, focus models, and our Bonus EOM program. It also includes Black Friday model highlights, listing models with margin opportunity and step strategy ideas and the full brand presentations for the holiday. Please review the brand specific presentations made *specifically for NECO dealers!*

Mandatory Ship Memo For November - Must read!

We've moved to an automated Mandatory Ship process. The updated list, effective November 11th, and [Mandatory Ship Memo](#) has been posted to the IAC website for review. All Mandatory Ship Models have to **ship within 14 days of commitment** to avoid cancellation. Committed models that are not shipped within 14 days will be cancelled each day. Any orders re-dated after the 14-day period will also be reviewed and cancelled. **Since these are system-generated, there will be NO exceptions.** 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 Closeouts, and Buy-in opportunities will automatically be marked as mandatory ship. RACs and Grills are also included for the upcoming summer season.

Updated Damage Policy For Bosch

Effective immediately, vendor approval is now required for all Bosch damage and defective units prior to returning to Intercounty. This is reflected on the updated Damage and Defective return policy posted on the IAC website.

TD Bank - Year End Financing Promos

The [TD Bank - Year End Financing Promotions](#) are now available through January 3rd. They are posted for review on the IAC website.

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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