

A NECO COMPANY
INTERCOUNTY
— APPLIANCE CORPORATION —
FOR THE DEALERS, BY THE DEALERS

IAC Weekly News

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

Visit our website

Reminder: The IAC Annual Physical Inventories have been rescheduled!
NJ Warehouse inventory will be completed on February 3rd &
Inventory at the NY Warehouse will be completed on February 10th

Please note: Burlington will cease accepting returns on Wednesday, January 24th.
Medford will cease on Wednesday, January 31st.

[Click to review operational changes in preparation](#)



IAC invites you to attend the 2024 AVB Summit: [Register Now!](#)

For the third year, we will be merging the Intercounty Summit with the AVB Summit and encourage all our members to attend.

**Sunday, March 24 – Wednesday, March 27,
2024 at Harrah's Hotel in Las Vegas, NV**

Intercounty will help offset the costs of the trip for two people per dealer when booked through AVB!

To be eligible, attend the Intercounty General Meeting at the Summit 2024 and receive*:

- (1) Hotel Room at Caesars Palace Complimentary for 3 Nights
- (2) Complimentary Event Badges
- (2) \$300 Travel Credits*

*See full details in Summit emails or on the [show website](#). Register directly [here!](#)

Advertising



Our **Winter Clearance campaign** runs through Wednesday, February 7th. The creative for this dealer-funded campaign is listed on the IAC website as [Winter Clearance creative](#) and the email is in your Constant Contact account.

Note: The **Presidents Day Holiday campaign** copy & backup is posted on the IAC website under Merchandising.

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

Damage And Defective Returns - Update

Broan and Danby damaged and defective units are no longer returnable to Intercounty. They will need to be handled in the field with your individual sales reps. Please review the updated [Damage and Defective Return Breakdown By Brand](#) on the IAC website for the most recent version.

IAC Quick Schedules

Please check the updated IAC Quick schedules for both warehouses on the website under General Information. Samsung quicks are now ordered on Tuesdays instead of Wednesdays.

Samsung Laundry - Increased Margins

An additional Instant Rebate has been applied to a special buy of Samsung laundry units, see below. Orders are first come, first serve. Backorders & Type 3 will not be honored.

Brand	Model	Category	Deck Price
Samsung	WA50R5400AW	TL Washer	\$ 329.00
Samsung	DVG50R5400W	G. Dryer	\$ 407.00

Midea Enhanced Warranty

Midea has extended the manufacturer's limited warranty on major appliances to two years. It will apply to appliances sold on or after January 1st, 2024. Please review the [full letter from Midea](#) for the affected categories.

Dacor Promotions

Samsung's 5-1-20 Dacor Promotion is back for 2024. Consumers can save up to 20% with rebate on specific Dacor & Samsung models purchased between January 1st and December 31st, 2024. With their Preferred Builder Program, builders can now receive up to **25%** off UMRP throughout 2024. Please note that these two promotions are not combinable.

Thor Highlights

Recent updates from Thor Kitchen:

- Increased margins on "H" and "T" Series ranges. Check them out!
- Thor is currently available to all dealers. Check pricing on the deck.
- Reminder - Display units are 75% off cost plus a free merchandiser vignette (10' wide x 8' high).
- Thor is displaying at KBIS with new products at exciting price points! Booth #W1665. Stop by or contact them to make an appointment.
- They will also be displaying current products at the AVB show.



LG Presidents Day Appliance Bundle Playbook

LG released their Promo Playbook for the Presidents Day Holiday period. The playbook, located on the IAC website under Promotions, highlights special savings on LG appliance bundles. It includes direct to download links for their overview, rebate forms, and assets.

Qualifying Weber Dealer For 2024

All entered Weber display show orders should be emailed to Tim Classy no later than 2/15/24!

If you did not place a Weber display order in the Fall NECO Show book to become an authorized Weber dealer for 2024 and qualify for all program discounts, you must place an order with Intercounty by 2/15/24 for the display units. After shipment you will need to submit an RFC to Intercounty and the [Weber 2024 Qualifying Show Order form](#) to your Weber representative. The Show Order Form can be found on the IAC website, this form needs to be submitted to receive the display credits and you must have the product on the selling floor by March 1st to be authorized.

- Dealer is required to purchase 4 of the 24 show grills and a minimum of one 6788 model.
- Please see Show Order Form for display models and details.

Please note that if you do not place the minimum required order by February 15th, you will not be able to sell Weber grills in 2024 and cannot receive a Weber Grill board in the spring for display.

Vendor Updates

Price Changes

Please see below for a list of upcoming price changes.

- **Asko** - January 31st, 2024
- **Faber** - February 29th, 2024
- **Whirlpool** - February 8th, 2024

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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