

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

IAC Annual Inventory at the NY Warehouse will be completed on February 10th
[Click to review operational changes in preparation](#)



The hotel cut-off for the 2024 AVB Summit is Feb. 19th: [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

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

Advertising



The **Presidents Day Holiday campaign** begins today and runs through Wednesday, February 28th. The creative for this dealer-funded campaign is listed on the IAC website as [Presidents Day Holiday 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

Beko De-Franchising

Effective immediately, Beko is no longer a franchised brand for retail business. They are now available for all NECO dealers. The full [Beko notification letter](#) is listed on the IAC website for review.

Enhanced Margin Opportunity on Speed Queen

Speed Queen is offering a bonus Presidents Day IR program for specific laundry models purchased between 2/8 - 2/29/24 to enhance your margins. Please [click here](#) for their promo flyer.



Q1 Special Financing Promotion - IAC Only

Intercounty is offering a special Q1 consumer financing promo with TD Bank. The promotion offers consumers 0% APR for 24 months & a deferred interest option for 18 months. [Click here](#) for full details.

Citibank - February Special Financing Promos

The [Citibank Financing Promos - February](#) are available through the end of the month. They have been posted for review on the IAC website.

Dacor Promotions - Update

In Dacor's Preferred Builder Program, builders can now receive up to **20%** off UMRP throughout 2024. Please note that they will also be promoting a new panel-ready dishwasher in Q2. The full spec sheet for the new [DDW24G9000APDA](#) model is posted on the IAC website.

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.

- **Faber** - February 29th, 2024
- **Summit** - 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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