



## IAC Weekly News

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

[Visit our website](#)

**The Intercounty offices will be closed on Monday, September 2nd in observance of the Labor Day Holiday.**

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

[\*\*Click for the Labor Day Trucking Schedules\*\*](#)

**Register Now for the NECO Expo!**

**Reserved hotel rooms are completely booked.**  
If you need a room, please [email Casey Yates](#).

**Mohegan Sun Casino, CT**

**Sunday, Sept 8th - Tuesday, Sept 10th**

[Click to register](#) or check the [Expo website](#).

**BEATING THE COMPETITION!**



**NECO EXPO 2024**

## Advertising



The **Labor Day Holiday campaign** continues through September 11th. The creative for this campaign is on the IAC website as [Labor Day Holiday creative](#) and the email is in your Constant Contact accounts.

Our **August Grill Month campaign** runs through August 31st. The creative for this campaign is on the IAC website as [August Grill Month creative](#) and the email is also in your Constant Contact accounts.

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!

## NECO Fall Show Book Opens September 1st!

The Fall show book will open September 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 Monday, September 30th. Orders will be imported to the order system under Finance 3, once approved by the vendor. Please see the [Intercounty Fall Show Memo](#) for more details on show orders.

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.



### Whirlpool Virtual Town Hall Meeting

Whirlpool will be hosting a virtual town hall meeting with Bob Salvano and Dave Whitehead prior to the NECO Expo on Friday, September 6th from 9am - 10am.

You are able to submit questions to Whirlpool prior to the event using the link below. This information is also posted on the IAC website as [Whirlpool Town Meeting Information](#).

**Date & Time:** Friday, September 6th from 9am - 10am

**Join Meeting:** [Click here to join the virtual meeting on September 6th](#)

**Submit Questions (before the town hall):** [Click to submit discussion questions to Whirlpool](#)

### Weber Field Sales Transition

Weber has strategically decided to consolidate their US sales agencies and change from ADM Group to SKKR. Tim Classey remains our Weber representative, but his [email address](#) will change to the new group starting after Labor Day. Until 9/30, you can contact the ADM Group with any issues with current or past sales. Starting October 1st, you can contact SKKR with any issues. Please review the posted [Weber Field Transformation Letter](#) for more information and new contacts.



#### NEWS FLASH

From Economist Joe Higgins

##### **Flash Existing Home Sales Report**

The [Flash Existing Home Sales Report](#) for July reveals that the number of existing homes is going up and sales are increasing. This will continue to increase once the mortgage rates are cut. It is slow, but we are making progress! The full flash report is on the IAC website under General Information. *Report provided by AVB/Brandsource.*

##### **Flash Interest Rate Cuts Report**

It finally happened! The Federal Reserve chairperson has announced that they will begin cutting interest rates in September. More home sales means more business for all our dealers. The full Flash Interest Rates Cuts Report is on the IAC website under General Information. *Report provided by AVB/Brandsource.*

## Vendor Updates

### Price Changes

Please see below for a list of upcoming price changes.

- Weber - September 30th, 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](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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