



## IAC Weekly News

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

[Visit our website](#)

**3rd Quarter IT Maintenance:** The IT department will run quarterly server maintenance [this weekend](#) (Sept 27- 29th). You may experience some system downtime on Sunday, Sept 29th from 8am -10am.

### Advertising



Our **Fall Into Savings/Columbus Day campaign** starts next week and runs through Wednesday, October 16th.

Sign up for the **Pre-BF Holiday campaign** by [clicking here](#). The signup form for our final Holiday campaign of the year, **Black Friday**, will be live starting next week.

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

#### NECO Fall Show Book - Closes on Monday

The Fall show book is still open. 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.

#### Bedding Products

At this time Intercounty will no longer be purchasing mattresses and other bedding products. Due to low demand and freight requirements, we are unable to continue to support the category. If you need assistance in obtaining these products please reach out to Member Services for vendor contact information.

#### IAC General Meeting Presentation

In case you couldn't make it to the NECO Expo a couple weeks ago, the IAC General Meeting presentation is now posted on the website under General Information.

#### BrandSource - Special Q4 Financing Promos

The [BrandSource-TD Bank Q4 promotions](#) are now available through December. And the [BrandSource-Citibank October & Q4 promotion](#) is also available through the end of the year **for Intercounty dealers only!** Both have been posted for review on the IAC website.



## NEWS FLASH

From Economist Joe Higgins

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

While the August existing home sales declined, the [Flash Existing Home Sales Report](#), relates that with declining interest rates, sales will increase and it will be positive for our businesses over the next 6 months.

Every sale of an existing home carries with it on average \$12,000 in purchases for that new home, per Joe Higgins, "It can be a new oven, a bedroom set, or a television. Whatever is it, most of that money will be spent in one of your stores!" The full flash 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.

- **F&P** - September 30th, 2024
- **SKS** - September 30th, 2024
- **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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