

To: All Dealers

From: Matthew Koch

Date: October 3, 2025

Re: Intercounty Dealer to Pay Outbound Finance Options- Wells Fargo, Huntington/TCF & BrandSource Finance

The dealer financing rates with Wells Fargo, TCF & BrandSource Finance (BSF) are as follows:

These rates are subject to change based upon invoice date.

<u>Wells Fargo Repayment Terms:</u>	<u>30 Days</u>	<u>45 Days</u>	<u>60 Days</u>	<u>90 Days</u>	<u>120 Days</u>
<u>Wells Fargo Interest Rates:</u>	1.06%	1.09%	1.73%	2.40%	3.20%
<u>Feb. 1st – April 30th- Show/Special Rate</u>			<u>Aug. 1st thru Oct. 31st- Show/Special Rate</u>		
Show 150 days: 2.99% (Terms Code D150)			NECO show 150 days: 2.99% (Terms Code D150)		
Show 180 days: 3.65% (Terms Code D180)			NECO Show 180 days: 3.65% (Terms Code D180)		
<u>Special Display Terms (available all year – for displays only)</u>					
Display 150 days: 2.96% (Terms Code D150)					
Display 180 days: 3.60% (Terms Code D180)					
<u>Huntington/TCF Finance Repayment Terms:</u>	<u>60 Days</u>	<u>90 Days</u>	<u>120 Days</u>	<u>180 Days</u>	
<u>Huntington/TCF Interest Rate:</u>	1.930%	2.620%	3.298%	4.628%	
<u>Show Special Terms:</u>					
Show 120+60 days: 3.346%					
<u>BSF Repayment Terms:</u>	<u>30 Days</u>	<u>60 Days</u>	<u>90 Days</u>	<u>120 Days</u>	<u>180 Days</u>
<u>BSF Interest Rate:</u>	0.89%	1.57%	2.07%	3.16%	4.39%

All finance order requests, must be requested a minimum of **24 hours prior** to your delivery cut-off. Approval is only valid for 30 days therefore all requests for financing must be for orders scheduled to ship within 30 days. Orders that have been partially invoiced are not eligible for financing.



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Once financing has been approved, no changes are permitted to the order. Financed orders are non-cancellable unless superseded by the existing Order Management Policies.

Completed orders with multiple brands can be submitted for approval. It is no longer necessary to split orders by brand (excluding RAC orders, which must be separated by brand). It is required that you separate seasonal items from your standard appliances as that requires financing under a separate account.

If you have any questions please do not hesitate to contact Member Services or me.

Thank you for your time and business.

Matthew Koch
(631)543-6900 x309