



neag.com
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Date: February 29, 2024
To: New England Appliance Group Members
Re: 2024 NECO Spring Virtual Show Book Requirements & Guidelines

The 2024 NECO Spring Virtual Show book will be open for member orders Monday, March 4th. **NEW THIS SHOW!** NEAG will be opening and closing the show book twice to allow members the opportunity to strategically order products through our Spring Product Show in Providence, RI. We will have one member shipping date at the beginning of April and the other one after our Providence Show in May. During this time members will have the opportunity to refresh their retail floors with new models and take advantage of the show book programs/offers. Listed below are the requirements & guidelines the NEAG team asks members to review before participating in these show programs.

What does this mean for you?

You won't get a flood of product in April, and you can strategically order the product when you need it.

Show Book Dates: March 4, 2024-March 31, 2024

- **All Seasonal Orders MUST** be placed during this time only so your seasonal products will arrive in April. You will have the first chance of ordering any closeout deals on Air Conditioners and Dehumidifiers. This has always been on a first come basis!
- You can order the Display product you need ASAP for it to arrive in April so you can manage your floor space.

Show Book Dates: April 1-May 3, 2024

- This allows you to view products at the Product Show before placing your orders in the Show Book.
- If you are late and order seasonal during this time then you will not get any dating on your order and the product will arrive around May 15, 2024.
- Show Book will close 2 days after the Providence Show, so we recommend placing your orders at the show with your Sales reps.

Members are not required to buy at this show, however, with the limited Display discounts offered from our vendor partners, this may be the only opportunity to purchase new models on a display program offering cash discounts & financing. Our largest vendors are currently not offering (nor will they be offering) a display program outside of this show. Please be prepared and take advantage of the opportunities! Please keep in mind the vendor dealer display requirements when making decisions on display purchases.

NECO SHOW BOOK MEMBER LOGIN

SHOW BOOK GUIDELINES:

- **Display Bonuses** - New England Appliance Group will be participating in Display Bonuses (listed in the NECO Spring Virtual Show Book). These credits will be issued when credit is received from the vendor or at the end of the required display period (**AUGUST 31ST, 2023**)
- **Cash Discounts or Financing (Wells Fargo & Brandsource)** – NEAG will be offering cash discounts or Financing through Wells Fargo & Brandsource (for dealers who have accounts active with Wells Fargo or Brandsource). Please refer to the show book to see which program is being offered by each vendor. The terms offered will be the exact offering that is listed on each show page. Typically, 120 Days (Commodity brand) & 1 year (Premium brand) **PLEASE NOTE: All orders places for cash discounts & financing will be offered based on CREDIT APPROVAL.** Please be sure to check your account balances (with NEAG or Financing companies) to ensure you have enough credit for all purchases.
- **Cash Back's** - NEAG will be participating in the Show Book Cash Back programs. These programs will be loaded as IR programs for the month of March (2024). These will be earned on purchases made in March and not on show order imports (placed in April).
- **Order Processing (Show Book)** - Orders can be placed for the [NECO Spring Virtual Display Show Book](#) beginning **Monday March 4-Sunday, March 31, 2024 & April 1, 2024-May 3, 2024.**
- **Order Importing/Shipping...**We will begin processing all show orders following the conclusion of the Spring 2024 Virtual Display Show Book.
 1. An importing or orders/shipping schedule on processed show orders will be provided via email prior to processing; this will ensure we take advantage of upcoming IR/MFG promotions & coordinate with the NEAG warehouse for the volume of shipments.
 1. Please Note: If any item is out of stock, it will be placed as a backorder and show in your backorder reports located on the [Member Site](#)
 2. All Imported orders will send an email copy of the order acknowledgment to the Dealer contact listed in our internal (P21) systems.
 3. **No Early Order Processing** – if you need products prior to the schedule outlined above, please work with your rep to order separately from the show programs.
- **Stocking Programs** – Payout a one-time Show Allowance on purchases. (Stocking Programs are clearly marked)
- **Checking Show Book Order Status** - No orders are complete until the Vendors “Complete the Orders” (you will be able to review “Work in Progress” orders on the NECO Show ordering

website). Once your orders have been reviewed by the appropriate vendors they will then move to the “Completed Orders” tab (see show ordering instructions)

- **Deck Price** - Deck pricing is approximate as this information was uploaded prior to the show. Also, freight costs will not be included in the cost we upload to the show book. Please refer to NEAG [Membersite](#), RetailDeck or HUB to see Current Deck costs. Order confirmations will be emailed for each order and confirm pricing at the time of order. We do our best to ensure we import when it’s in the members’ best interest (during IR period if applicable).
- **Canceling Show Orders** - Show orders cannot be canceled once they are approved by the vendors and submitted to the NEAG office. We encourage all members to access the NECO Spring Virtual Show Book as vendors may be preparing recommended orders for you. **If you do not delete the orders that were prepped for you, they will be processed.** Be sure to check your orders prior to the Show Book closing and move to “Waiting for Approval” or delete any orders that you do not want. **Show Book Closes – Sunday March 31st, 2024 & again Friday May 3, 2024** - If you don’t delete any pending orders the vendor/NEAG will assume approved, and orders will be processed).

Pre-Season Air Conditioner & Dehumidifier Order Guidelines:

THIS WILL BE YOUR ONLY CHANCE TO PLACE YOUR PRE-SEASON A/C & DEHUMIDIFIER ORDERS!!

As in the past, NEAG has ordered early and is extending an offer of 3-Equal payments (through Wells Fargo or Brandsource Financial – 1st payment will start in May) or a 3% cash discount for all Pre-Season AC/Dehumidifier orders. We will begin processing Pre-Season orders 1st to ensure they are input in the month of April (to ensure 1st payment applies in May) all other NECO show programs will be imported after and schedule disclosed via email (sometime late April-early May TBA) – Cash Discounts & Financing will be offered based on CREDIT APPROVAL

1. Programs Offered

1. NEAG Frigidaire RAC
2. NEAG GE RAC
3. NEAG LG RAC
4. NEAG MIDEA RAC
5. Friedrich RAC

1. Friedrich program includes MFG offer with additional display discounts. A minimum of 50 pieces total order is required.

- Pre-Season A/C & Dehumidifiers ordering is eligible for all current merchandise, stocked products only (no special orders).



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- All current-stocked AC & Dehumidifier merchandise will be eligible for return at the close of season (Seasonal RMA request on the [NEAG member site](#) is activated annually on July 15th and runs through end of August-early September <estimated end dates TBD>).
 1. Seasonal RAs will be active for Current 2024 Models ONLY not Discontinued Models. Discontinued Models are clearly marked within NEAG data feeds & RetailDeck or HUB (CLR) and have discounted prices.
 2. During the season manufacturers may discontinue products. At this time, we will notify members of this via email and allow members to return any in-stock merchandise to our warehouse (within 2 weeks) otherwise this product will become ineligible for return.

If you have any questions regarding the NECO Virtual Show Book, please contact memberservices@neag.com