

2020 Trails-end Popcorn Sale Product Return Policy

In an effort to get product into the hands of units for show and deliver and show and sell popcorn sales, but also to help ensure a minimal amount of product left over at the end of the sale, the following product pick up and return policy has been adopted for 2020.

1. Be VERY conservative when ordering Popcorn in 2020! We will have four popcorn deliveries this year to restock supplies as needed. Order/Delivery dates are as follows:

	Order by:	Delivered on:
1	August 27	September 17
2	September 21	October 2*
3	October 5	October 16*
4	November 2 (Final Order)	November 20

*To be picked up at the office

NOTE: Council's that have already ordered popcorn because sales start in August (as do schools) are seeing orders about 15% of what they ordered 1st round in 2019!

Before placing order, we recommend having a conversation with your parents to determine:

- a. How many Scouts remain active in your unit and are willing to sell popcorn.
 - b. Parents/Scouts comfort level in doing store front sales or going door to door.
 - c. Storefronts in your community's comfort level in allowing your Scouts to do storefront sales.
 - d. Percentage of your sale that will be "on-line" direct due to change in product line up (no Microwave except on-line) or customers comfort level in interacting with Scouts.
2. We will take up to 15% of product you ordered back on August 27 and September 21. Orders after September 21 do not qualify towards the 15%. This means if you order \$1,000 worth of product on August 27, \$1,000 worth of product on September 21, and \$1,000 worth of product on October 5, you can return up to \$300 in product (15% of \$2,000).

In addition, we will also help redistribute items to other units if possible. **Help us help you!** If you have product not selling, getting it back to us prior to "order by" dates above will help us distribute to other units in a timely manner and allow us not to order additional popcorn to fulfill orders. Said another way, although as a council we will only take back up to 15% of the product as returns, if we can get that product to other unit's we will do so above that 15%. (Unit transfers do not count against your returns).

3. **Return Days:** Official return days are October 2 and October 28 however; we will take returns at any time until October 28. No returns after October 28, 2020.