

# 2022 Popcorn Return Guide

## PLEASE READ THE ENTIRE PACKET

Your unit is responsible for knowledge of the information included in this publication.

### Important Dates:

<b>Sun. Oct. 30</b>	Traditional Sale “Ends” at midnight (see note)
<b>Mon. Oct. 31 1-Nov 6</b>	Sell Excess Show and Deliver and gather Take Orders
<b>Sun. Nov 6</b>	Returns
<b>Sun. Nov 6</b>	Take Orders are due via <a href="http://www.trails-end.com">www.trails-end.com</a>
<b>Fri. Nov. 18</b>	Take Order Distribution <i>(check end of sale guide for exact time &amp; location for your district)</i>

## RETURN DATES/TIMES/LOCATIONS

### IN METRO

**Sun. Nov. 6**

Returns in Maplewood. Sun 4pm-6pm,

**Sun. Nov. 6**

Returns at Base Camp. Sun 4pm-6pm

### OUT METRO

**Sun. Nov. 6**

Returns in Hutchinson. Sun 3pm-5pm

### SNACK SEMI

**Sun. Nov. 6**

Returns via the Snack Semi (See schedule below)

## 2022 – 15% return allowed of Show & Deliver Product

Per the Unit Chair training, only 15% of your entire physical S&D product checked out as of Oct 30 can be returned at one of the return sites.

## How to find your final product inventory to calculate the 15%

1. Log into the Trails End Leader Portal
2. On the Dashboard, scroll down on the left-hand menu and click ACCT SUMMARY
  - a. Then click on INVOICE STATEMENT (middle of the page in the left hand box)
  - b. Download your invoice and then scroll to the bottom of the page and look at the line that says GRAND TOTALS and look for the number under the retail (next to commission). That number is how much you have checked out in retail dollars.

Use the Excel Return Calculator to see what your percentage is. Calculator will be posted at buyscoutpopcorn.com under forms. Product over the 15% threshold will be kept by the unit and can be sold by the unit after the official end of sale.

## How to calculate your returns

Find your retail total of ALL of your product you have checked out as of Oct. 30.

- Retail total is your initial order, plus or minus any transfers and minus any returns. Simply, it is the amount of physical product your unit is responsible for at the end of the sale.
- Take 15% of that retail total. That is what your unit can return. It can be a mix of anything you have.
- Example-
  - Initial order                   +\$10,000
  - Transfer TO P001           - \$ 500
  - Transfer FROM P002       +\$1,000
  - Early returns                 -\$2,000
  - TOTAL PRODUCT            \$8,500
  - $.15 \times \$8,500 = \$1275$
  - Unit can return up to \$1275 in product.

## Notes

- Fill any take orders with product before you figure out what you have left.
- Make sure you have accepted all transfers (if you have any)
- Final return % does NOT include any online direct purchases, as they are direct from Trails End.
- Final return % does NOT include any Heroes and Helpers donations, as they are not checked out physical retail product.
- You can continue to transfer product to other units that need it after Oct. 30, but the return sites will have sheets with what you have checked out as of Nov 5 to use as a 15% guideline.
- You can **NOT** fill your Heroes and Helpers/Hometown heroes with your unit's leftover product. See HH information in end of sale guide.
- Scouts can still sell product as long as you have it. Schedule storefronts Nov 1-Nov 6 and beyond if you have extra inventory
- You can pick up product you need at the sites as long as it was returned by a different unit.
- If you are over the 15% return rate, you cannot trade leftover product for other product. Keep what you want to sell.

## Return Instructions:

1. **Use Leftover Show & Deliver Product to fill your Take Orders**—Fill your take orders with leftover Show and Deliver Product. **DO NOT FILL HEROES AND HELPERS (HOMETOWN HEROES)** with product. Those must be ordered as Heroes and Helpers through the Trail's End system.
2. **You can return full cases AND singles.** Please only put the same product in the product boxes. All products can be returned in opened cases. (Exception Kettle/White Cheddar gift box CANNOT be returned if the tape is broken OR resealed) **Also—you cannot return any product that has stickers, rips, tears or a melted brick of pretzels.** Exception would be if it was damaged prior. Please report all damaged product at the damaged product link on [www.buyscoutpopcorn.com](http://www.buyscoutpopcorn.com).
3. **Bring leftover Show & Deliver product to a Return Center**—Check the sites below for the site nearest you. **Please help us continue to not charge units a restocking fee by following the instructions below.**
4. You will be able to pick up any product you need if it is available at the site.
5. Returns will ONLY be accepted at one of the return centers at the dates and times listed. Please plan accordingly. If you cannot be there, arrange for another member of your unit to return it.
6. **We will NOT take returns after the dates posted in this guide.**
7. If you have questions, please contact Becki at the Council Office. 612-261-2403 or [bwhitaker@northernstar.org](mailto:bwhitaker@northernstar.org).

# RETURN SITES – 3 OPTIONS

Please return up to 15% of your unsold Show & Deliver Product to any these

## METRO RETURN SITES

**Maplewood** – Sunday Nov. 6 4-6 pm

1616 Gervais Ave, Maplewood, MN. Suite 11.

**Base Camp** – Sunday Nov. 6 4-6 pm

6202 Bloomington Road, Fort Snelling, MN.

## OUTSIDE METRO RETURN SITES

**Hutchinson** – Kramer residence. Sun. Nov 6 3-5pm 19626 Sioux Hills Rd- Hutchinson

## SNACK SEMI – MOBILE RETURN TRUCK

Bring your returned product to one of the sites at the times listed below.

*Please be aware, if the truck becomes too full, he will need to make an unload stop and then return to the next stop. We will email out any updates if that happens, but we do not expect it to.*

### SUNDAY NOV 6 – TRUCK 1

New Richmond	9:45am	10:45	Wal Mart	250 Richmond Way, New Richmond, WI 54017
Forest Lake	11:45	12:45	Wal Mart	200 12th St SW, Forest Lake, MN 55025
East Bethel	1:30	2:30	Booster Park	22266 Palisade St NE, East Bethel, MN 55011
Coon Rapids/Blaine	3:00	4:00	Northtown Mall Hobby Lobby	111 Northtown Dr NE, Blaine, MN 55434
Rogers	4:30	5:30	Cabela's	20200 Rogers Dr, Rogers, MN 55374

### SUNDAY NOV 6 – TRUCK 2

Waconia	11:00am	12:00	Mackenthun's Grocery	851 Marketplace Dr, Waconia, MN 55387
Belle Plaine	12:30	1:15	Coborn's	1010 E Enterprise Dr, Belle Plaine, MN 56011
Lonsdale	2:00	3:00	Lonsdale Auto	616 Industrial Dr, Lonsdale, MN 55046
Lakeville	3:30	4:30	Wal Mart	20710 Keokuk Ave, Lakeville, MN 55044