

EARLY RETURN DAY Sunday Oct 4, 11am-3pm

New this year, we have TWO locations to return early. You can return to either site on Oct 4.

WEST

Popcorn Warehouse, Brooklyn Center
6840 Shingle Creek Parkway, Brooklyn Center
Dock Door 19, or Suite 29 (less than 10 cases)

EAST

Freightmasters
1980 Seneca Road, Eagan, MN 55122

Plan the rest of your sale from Oct 4 until Oct 25

Early reports are that the sale is going great and most units are not needing returns, but need to order more product, instead of returning product. But if you are a unit that may have ordered too much of a product, please consider the following:

- Remember there are still THREE WEEKS left in the sale after Oct 4. Scouts will need product.
- Monitor your Scouts and families' enthusiasm about reaching their Scout and Unit goal.
- Use your Unit's historical sales as a guide. If you haven't reached that amount yet, you probably need to keep some product.
- You can use product to fill take orders
- Your scheduled Storefronts will need product
- Neighborhood Blitz Days need product!
- Motivate your Scouts with prizes for the second half of the sale
- Units can transfer cases to each other during the sale (see below)
- The average Unit return percentage last year was 8%.
- If your unit has \$5,000 worth of popcorn, 15% is equal to around 8 cases of product.
- After the sale, if you still have more than 15% of your product, you can sell it until its gone or transfer it.
- Do not let the 15% return policy scare your unit and don't just "give up" on your sale after 3 weeks. Your unit should know how much product they historically sell the final 3 weeks.

Product Transfers

- Units can transfer cases of product to one another during the sale
- Download the product transfer form at www.buyscoutpopcorn.com
- The Unit giving the product away is responsible for turning in the transfer sheet to the office by Oct 26.
- Transfers are calculated into the final 15% return. For example, if you ordered \$5,000 and then had \$1,000 transferred in, the 15% return policy would calculate on the \$6,000 total.

FAQ's about the early return process, please read.

Q: Can I return singles on Oct 4th?

A: Yes, but remember you can use those to fill take orders.

Q: Can we pick up popcorn on Sunday Oct 4th?

A: Yes, if it was returned that day.

Q: Can I return at the Warehouse early?

A: No, the warehouse staff will not be set up to take returns before Oct 4.

We will only accept returns on designated return dates.