



2024 POPCORN RETURN GUIDE

PLEASE READ THE ENTIRE PACKET

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

Important Dates:

Sun. Nov 3	Traditional Sale “Ends” at midnight (see note)
Nov 4-Nov 9	Sell excess Show and Deliver and gather Take Orders
Sun. Nov 10	Final Returns
Sun. Nov 10	Take Orders are due in Leader Portal www.trails-end.com
Nov. 21 & 22	Take Order Distribution <i>(check end of sale guide for exact time & location for your district)</i>

RETURN DATES/TIMES/LOCATIONS

IN METRO

Sun. Nov. 10	Returns in Maplewood. Sun 4pm-6pm,
Sun. Nov. 10	Returns at Base Camp. Sun 4pm-6pm

OUT METRO

Sun. Nov. 10	Returns in Willmar (by appointment)
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SNACK SEMI

Sun. Nov. 10	Returns via the Snack Semi (See schedule below)
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2024 – 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 Nov 3 can be returned at one of the return sites.

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

1. Log into the Trail's End Leader Portal
2. Scroll down to the PRODUCTS section. The total at the bottom of the "ORDERED AMT" column is how much you have checked out in retail dollars.

PRODUCTS		
Search		
PRODUCT	QTY ORDERED	ORDERED AMT
Sea Salt Popcorn - Snack Box	5	\$250
Chocolatey Pretzels	96	\$2,400
S'mores Popcorn	84	\$2,100
Unbelievable Butter Microwave	75	\$1,875
Salted Caramel Corn	108	\$2,700
White Cheddar Popcorn	117	\$2,340
Popping Corn	36	\$540
Kettle Corn	60	\$900
TOTALS	581	\$13,105

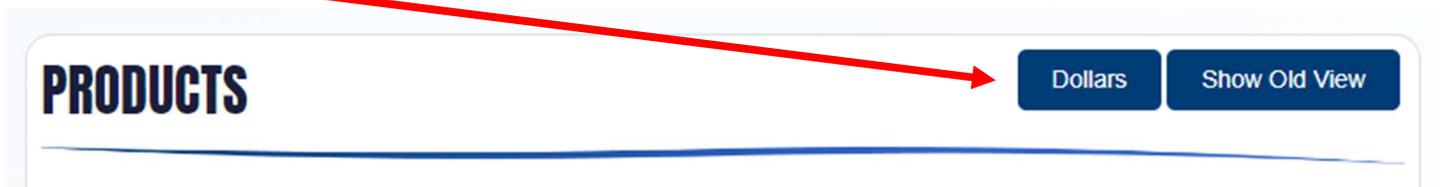
How to calculate your returns

Find your retail total of ALL of your product you have checked out as of Nov 3.

- Retail total is your initial order plus or minus any add-ons, transfers, and 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 Pack 9123 - \$ 500
 - Transfer FROM Pack 3456 +\$1,000
 - Early returns -\$2,000
 - TOTAL PRODUCT \$8,500
 - $.15 \times \$8,500 = \1275
 - Unit can return up to \$1275 in product.

To make this easier, use the Return Calculator at buyscoutpopcorn.com in the Kernal Central section.

If your sales are entered in Trail's End, you can also see how much you have remaining in dollars by clicking the Dollars button under Products:



Notes

- 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 Trail's End.
- Final return % does NOT include any Hometown Heroes donations, as they are not checked out physical retail product.
- You can continue to transfer product to other units that need it after Nov 3, but the return sites will have a list showing the amount you have checked out as of Nov 3 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 the End of Sale Guide.
- Product over the 15% threshold will be kept by the unit and can be sold by the unit after the official end of sale.
- Scouts can still sell product as long as you have it. Schedule storefronts Nov 4-Nov 10 and beyond if you have extra inventory.
- If you are over the 15% return rate, you cannot trade leftover product for other product. Keep what you want to sell.
- You can pick up product you need at the sites as long as it was returned by a different unit.

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 HOMETOWN HEROES** with product. Those are automatically 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. **You cannot return any product that has stickers, rips, tears, or a melted brick of pretzels.** If it was damaged when you received it, please report it on www.buyscoutpopcorn.com in the Kernal Central section.
3. **Bring leftover Show & Deliver product to a Return Center**—Check the sites on the next page for the site nearest you. **Please help us continue to not charge units a restocking fee by following these Return instructions.**
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.

RETURN SITES – 3 OPTIONS

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

METRO RETURN SITES

Maplewood – Sunday, Nov. 10, 4-6 pm

1616 Gervais Ave, Maplewood, MN. Suite 11.

Base Camp – Sunday, Nov. 10, 4-6 pm

6202 Bloomington Road, Fort Snelling, MN.

OUTSIDE METRO RETURN SITES

Willmar – Contact Michael Gratz at 320-214-8316 or michael_gratz@charter.net and arrange for drop off in Willmar by Sunday Nov 10.

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.

SUN. NOV 10 – 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
Blaine	3:00	4:00	Northtown Mall Hobby Lobby/Home Depot	111 Northtown Dr NE, Blaine, MN 55434
Rogers	4:30	5:30	Cabela's	20200 Rogers Dr, Rogers, MN 55374

SUN NOV 10 – TRUCK 2

Buffalo	10:30	11:30	Wal Mart--Parking Lot	1315 MN-25, Buffalo, MN 55313
Waconia	12:30	1:30	Mackenthun's Grocery	851 Marketplace Dr, Waconia, MN 55387
Savage	2:15	3:00	Target	14333 State Hwy 13, Savage, MN
35W and Northfield	3:30	4:00	Flying J Parking Lot	8051 Bagley Ave, Northfield
Lakeville	4:30	5:30	Wal Mart	20710 Keokuk Ave, Lakeville, MN 55044