



## 2018 Popcorn and Nuts for Scouting Sale

### Show & Sell Orders and Return Policy

In order to ensure a successful sale for both the units and the council the 2018 Kernel Team has established the following Show & Sell/Return Policy.

#### Show & Sell with returns

Units will be able to order up to 80% of their 2017 total sales order for the show & sell order and make returns to the council of any unsold product by warehouse closing time October 22nd. If you did an early Take Order you will not be penalized on your 80%. **\*See you Unit Leader Guide for additional details.** Additionally, if extra product is required and picked up during the sale this will not count against your 80%. By October 24<sup>th</sup> units must place an order for all additional needed products.

|          |                             |                 |
|----------|-----------------------------|-----------------|
| Example: | 2017 Unit Show & Sell Order | \$ 4,000        |
|          | 2017 Unit Take Order        | <u>\$ 6,000</u> |
|          | Total Unit 2016 Sale        | \$10,000        |

2018 Show & Sell Maximum Order = \$10,000 x 80% or \$8,000

Returns allowed by October 22<sup>nd</sup>

2018 Take Order Due on October 24<sup>th</sup> for balance of unit needs.

#### Show & Sell without returns

Any unit choosing to order over 80% of the 2017 total sale for the Show & Sell will not be able to make returns of unsold product during the 2018 sale.

Please read and sign below if initially ordering over 80% of 2017 total sales

**Return Waiver**

District Executive\_\_\_\_\_

I \_\_\_\_\_ of Pack/Troop/Crew\_\_\_\_\_ understand that by ordering over 80% of my 2017 total sales the **we are opting out of the council's return program and the ability to return any unsold product** and agree to the payment terms of the 2018 Sale.

Signed\_\_\_\_\_ Date\_\_\_\_\_

- No Show and Sell orders above the 80% threshold will be approved unless accompanied by a signed copy of this form