



2020 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 2020 Kernel Team has established the following Show & Sell/Return Policy for 2020.

Units will be able to order up to 40% of their 2019 total sales order for the Show & Sell order and make returns to the council of any unsold product by warehouse closing time October 19th. If you did an early Take Order you will not be penalized on your 40%. This dollar figure of early Take Order must be given to your DE, in order to not count against 40% figure ***See your Unit Leader Guide for additional details.** Additionally, if extra product is required it may be picked up during the sale, as long as supplies last. Any product picked up over the 40% of the Show and Sell limit must be paid for in advance. By midnight on October 21st units must place an order for all additional needed products.

Example:	2019 Unit Show & Sell Order	\$ 4,000
	2019 Unit Take Order	<u>\$ 2,000</u>
	Total Unit 2019 Sale	\$ 6,000

2020 Show & Sell Maximum Order = \$ 6,000 x 40% or \$2,400

Returns allowed by October 19th

2020 Take Order Due on October 21st for balance of unit needs.

Show & Sell without returns

Any unit choosing to order over 40% of the 2019 total sale for the Show & Sell will not be able to make returns of unsold product during the 2020 sale.

Please read and sign below if initially ordering over 40% of 2020 total sales

Return Waiver

District Executive _____

I _____ of Pack/Troop/Crew _____ understand that by ordering over 40% of my 2019 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 2020 Sale.

Signed _____ Date _____

- No Show and Sell orders above the 40% threshold will be approved unless accompanied by a signed copy of this form