Popcorn Kernel Job Description

Job Title: Unit Popcorn Popcorn Kernel

Position Concept: To give leadership to the unit popcorn sale.

Principal responsibilities:

1. Follow 2020 Popcorn Dates and schedule for Unit Leaders.
2. Attend the Popcorn Kickoff (Kernel Training/Orientation) on August 19th at 6:30 PM at the Donald W. Reynolds Scouting Resource Center, 7220 S. Paradise Rd. Las Vegas, NV 89119 or via Zoom. (All materials will be distributed).
3. Work with your unit committee to develop a unit sales goal. Decide what sales methods your unit will participate in. (Show & Sell, Take Order, Online)
4. Manage the collection of Scout popcorn and prize orders for your unit. Be on time per “Key Dates” calendar including Top 50 Club Members.
5. Prepare handouts for Unit Kick-off meeting for leaders, scouts, and parents. Handouts could include:
   - Timeline showing sales dates, date orders are due, time and place for pick-up.
   - Unit goal and per-scout sales goal.
   - Unit Master Record form to den leaders to record Scout’s sales for den/patrol totals.
   - Parent’s letter, to explain the importance of the sale to parents, Scouts, Unit & Council, the Top 50 Club Members.
   - Order forms, rewards flyer, and money envelope.
6. Hold a unit popcorn kickoff and disperse paperwork to leaders, parents & Scouts. Discuss goals, sales techniques, money collection safety suggestions, and key dates. Build excitement around the sale!
7. Submit your unit’s popcorn orders by Monday, August 3rd for “Show & Sell order ONE”, Monday, October 5th for “Show & Sell order TWO” and by Monday, November 16th for “Take Order” products.
8. Establish a system for checking out/in popcorn to your Scouts if your unit is participating in “Show and Sell”.
9. Make arrangements to pick up popcorn at the scheduled time and day at the pickup site. Make sure to bring enough large vehicles to accommodate your order.
10. Distribute popcorn to Scouts.
11. Remind Scouts of money due dates (70% of total “Show & Sell” popcorn sold is due on Monday, November 16th. Remaining balance from “Take Order” Sales is due on Friday, December 18th.)
12. Check throughout the sale to see how your Scouts are doing. When you are doing “Take Order”, if you find scouts that are not selling much, check-in their popcorn and redistribute it to Scout's that are selling a lot.
13. Collect and tally money/popcorn by unit due date – “Show & Sell” units will bring a check along to the settlement to pay for the popcorn.
14. Submit: Unit Master Record, Hometown Hero Patch Order Form, any Top 50 Club Member forms, to the council service center by 5:00 pm on Wednesday, December 2nd.
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**2020 Popcorn Key Dates**

- **Friday, August 7th**: Early Bird Popcorn Sale Pick-Up
- **Wednesday, August 19th**: 2020 Popcorn Kickoff
- **Monday, August 31st**: “Show & Sell Order One” Popcorn Orders Due Online
- **August/September**: Conduct an exciting kick-off in your unit. Make the kick-off fun and informative for your Scouts. They should have everything they need to start selling after this meeting. Conducting your kick-off near the start of the sale will generate the most excitement for your sale!
- **Wednesday, September 23rd** *(By Appointment ONLY)*: “Show & Sell Order One” Popcorn Pick-Up at TV Transport (see Pg 13)
- **Monday, October 5th**: “Show & Sell Order Two” Popcorn Orders Due Online
- **Friday, October 16th** *(By Appointment ONLY)*: “Show & Sell Order Two” Popcorn Pick-Up at TV Transport (see Pg 13)
- **Monday, November 16th** *(By Appointment ONLY)*: “Show & Sell” Returns
  - 70% of “Show & Sell” Money Due
  - “Take Order” Online Order Deadline
- **Wednesday, December 2nd** *(By Appointment ONLY)*: “Take Order” Popcorn Pick-Up
  - Prize Orders due online through the Trail’s End Popcorn System
  - Paperwork Due: Unit Master Record, Hometown Hero Patch Order Form, Top 50 Club Forms
- **Friday, December 18th**: Final Payment Due
- **Saturday, January 9th, 2021**: Top 50 Sellers Club Big Spin Party

### 2020 Popcorn Sales Commission

<table>
<thead>
<tr>
<th>COMMISSION STRUCTURE</th>
<th>DESCRIPTION</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Base</strong></td>
<td>Standard Commission for every unit that sells Show &amp; Sell and/or Take Order popcorn.</td>
<td>30%</td>
</tr>
<tr>
<td><strong>Scouts Honor Requirement</strong></td>
<td>In addition to the requirements below, units must place/pick up all product orders, turn in all required paperwork and make all payments <strong>on time</strong> to be eligible for any bonus commissions.</td>
<td></td>
</tr>
<tr>
<td><strong>Webinar Bonus</strong></td>
<td>Unit attends a Trail’s End App Webinar (Council Zoom Meetings do not count)</td>
<td>1%</td>
</tr>
<tr>
<td><strong>10/10/10 Bonus</strong></td>
<td>Return 10% or less of total Show &amp; Sell Popcorn checked out <strong>AND</strong> one of the following: Sell a minimum of $10,000 <strong>or</strong> *increase total sales by 10% over your 2019 sales. *10% increase only available to units that sold in 2019. New Units would need to sell $10,000 (and return 10% or less) to earn this commission.</td>
<td>3%</td>
</tr>
<tr>
<td><strong>Zero Returns Bonus</strong></td>
<td>Zero Returns of any <strong>Show &amp; Sell</strong> product checked out. <strong>Only units who participate in the Show &amp; Sell portion of the popcorn sale can qualify for this bonus.</strong></td>
<td>4%</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td></td>
<td>38%</td>
</tr>
<tr>
<td><strong>Online Sales</strong></td>
<td>Separate from traditional sales. Paid out directly from Trail’s End to unit bank account.</td>
<td>30%</td>
</tr>
</tbody>
</table>

2
<table>
<thead>
<tr>
<th>District</th>
<th>Position</th>
<th>Name</th>
<th>Phone</th>
<th>Email</th>
</tr>
</thead>
<tbody>
<tr>
<td>South Area Field Director</td>
<td>Patrick Ballinger</td>
<td>702-968-8115</td>
<td><a href="mailto:patrick.ballinger@scouting.org">patrick.ballinger@scouting.org</a></td>
<td></td>
</tr>
<tr>
<td>Black Mountain</td>
<td>District Associate</td>
<td>Naveld Amigon</td>
<td>702-968-8120</td>
<td><a href="mailto:naveld.amigon@scouting.org">naveld.amigon@scouting.org</a></td>
</tr>
<tr>
<td>Black Mountain</td>
<td>Membership Specialist</td>
<td>Heather Donathan</td>
<td>928-444-2515</td>
<td><a href="mailto:heather.donathan@scouting.org">heather.donathan@scouting.org</a></td>
</tr>
<tr>
<td>Red Rock</td>
<td>District Director</td>
<td>Bryce McCandless</td>
<td>702-968-8133</td>
<td><a href="mailto:bryce.mccandless@scouting.org">bryce.mccandless@scouting.org</a></td>
</tr>
<tr>
<td>North Area Field Director</td>
<td>Josh Fisher</td>
<td>702-968-8127</td>
<td><a href="mailto:joshua.fisher@scouting.org">joshua.fisher@scouting.org</a></td>
<td></td>
</tr>
<tr>
<td>Northern Lights</td>
<td>District Director</td>
<td>Daniel Sigala</td>
<td>702-968-8143</td>
<td><a href="mailto:daniel.sigala@scouting.org">daniel.sigala@scouting.org</a></td>
</tr>
<tr>
<td>Outreach</td>
<td>District Director</td>
<td>Charles Woodland</td>
<td>702-968-8126</td>
<td><a href="mailto:charles.woodland@scouting.org">charles.woodland@scouting.org</a></td>
</tr>
<tr>
<td>Council</td>
<td>Staff Advisor</td>
<td>Ryan Moon</td>
<td>702-968-8113</td>
<td><a href="mailto:ryan.moon@scouting.org">ryan.moon@scouting.org</a></td>
</tr>
<tr>
<td>Council</td>
<td>Marketing Specialist</td>
<td>Amanda Black</td>
<td>702-968-8139</td>
<td><a href="mailto:amanda.black@scouting.org">amanda.black@scouting.org</a></td>
</tr>
<tr>
<td>Product</td>
<td># of Items Per Case</td>
<td>Price Per Item</td>
<td>Price Per Case</td>
<td>Show &amp; Sell</td>
</tr>
<tr>
<td>-------------------------------</td>
<td>---------------------</td>
<td>----------------</td>
<td>----------------</td>
<td>-------------</td>
</tr>
<tr>
<td>Cheese Lover’s Collection</td>
<td>1:1</td>
<td>$35</td>
<td>N/A</td>
<td>Yes</td>
</tr>
<tr>
<td>White Cheddar Popcorn 9 oz</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Blazin’ Hot Popcorn 9 oz</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Gold American Heroes Donation</td>
<td>--</td>
<td>$50</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Silver American Heroes Donation</td>
<td>--</td>
<td>$30</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Miscellaneous American Heroes Donation</td>
<td>--</td>
<td>$1+</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Salted Caramel Popcorn 20 oz</td>
<td>12:1</td>
<td>$25</td>
<td>$300</td>
<td>Yes</td>
</tr>
<tr>
<td>Blazin’ Hot Popcorn 9 oz</td>
<td>8:1</td>
<td>$20</td>
<td>$160</td>
<td>Yes</td>
</tr>
<tr>
<td>White Cheddar Popcorn 9 oz</td>
<td>8:1</td>
<td>$20</td>
<td>$160</td>
<td>Yes</td>
</tr>
<tr>
<td>Unbelievable Butter Popcorn 7 oz</td>
<td>8:1</td>
<td>$15</td>
<td>$120</td>
<td>Yes</td>
</tr>
<tr>
<td>Popping Corn 28 oz</td>
<td>9:1</td>
<td>$15</td>
<td>$135</td>
<td>Yes</td>
</tr>
<tr>
<td>Caramel Corn 11 oz</td>
<td>12:1</td>
<td>$10</td>
<td>$120</td>
<td>Yes</td>
</tr>
<tr>
<td>Microwave Butter 3 Pack</td>
<td>12:1</td>
<td>$5</td>
<td>$60</td>
<td>Yes</td>
</tr>
</tbody>
</table>

Legend:
- **Light Green**: Show & Sell/Take Order/RETURNABLE
- **Light Yellow**: Collected during Show & Sell and Take Order
- **Light Pink**: Order w/ Take Order Only/NON-RETURNABLE
Trail’s End Product Mix

NEW! TWO BIG BAGS
Cheese Lover’s Collection
Over $22 to local Scouts
Contains Milk
White Cheddar Popcorn & Blazin’ Hot Popcorn

NEW! BIG BAG
Blazin’ Hot Popcorn
Over $14 to local Scouts
Contains Milk

BIG BAG
White Cheddar Popcorn
Over $14 to local Scouts* 
Contains Milk

NEW! BIG BAG
Unbelievable Butter Popcorn
Over $10 to local Scouts

NEW!
Popping Corn Jar
Over $10 to local Scouts

$10
Caramel Corn
Over $7 to local Scouts
Contains Soy

$5
Microwave Butter 3pk
Over $3 to local Scouts
Contains Milk

SUPPORT SCOUTS WITH A DONATION TO OUR AMERICAN HEROES!
Send a gift of popcorn to our first responders, military men & women, their families, and veteran organizations.

Gold Donation $50
Silver Donation $30
Miscellaneous Donation $1+
Unit Master Record
Due to Council - Wednesday, December 2nd, 2020

Every Unit must fill out and turn in this form and account for every Scouts sales. This form is used to verify youth registration and prize orders before they are approved. This form is also how you will order the Participation Patches for all Scouts who participate in the Popcorn Sale.

If you have scouts that qualify this form is also part of the “Scouts Honor Requirement” where units must place/pick up all product orders, turn in all required paperwork and make all payments on time to be eligible for any bonus commissions.

Participation Patch
All scouts who sell a minimum of one item of popcorn will receive this year’s participation patch. Ordered with Unit Master Record.

Hometown Hero Patch Set Order Form
Due to Council - Wednesday, December 2nd, 2020

Every unit with scouts that collect $100 for American Heroes should fill out this form. The first $100 will earn the exclusive 2020 Military & Veterans patch. After that for every additional $100 collected, Scouts can pick one of the remaining patches (Serving Youth, Educators or Everyday Heroes). Scouts who collect $400 or more will earn the full set which includes the LVAC Popcorn Patch. This is a 4 year set, so patches earned by scouts last 3 years will count towards earning the full set this year. Scouts can only earn a maximum of ONE of each of the CSP’s during 2020. (See Pg 8)

If you have scouts that qualify this form is also part of the “Scouts Honor Requirement” where units must place/pick up all product orders, turn in all required paperwork and make all payments on time to be eligible for any bonus commissions.

Top 50 Sellers Club BIG SPIN Party Form
Due to Council - Wednesday, December 2nd, 2020

The top 50 Scouts that sell the most popcorn in 2020 will be invited to the BIG SPIN party on Saturday, January 9, 2021. Scouts must sell a minimum of $2,000 in popcorn to be eligible for the Top 50 BIG SPIN Party. In 2019, the minimum qualifying sales was $2,535.55. Highlights of the BIG SPIN party include:

- Food
- Spin on the BIG SPIN to earn fabulous prizes. (For every $2,000 of popcorn sold, each Scout will earn a spin. For example, if a Scout sells over $6,000 in popcorn, they will have 3 spins and win 3 prizes at the party).
- “Top 50” Sellers T-shirt.
- Recognition of top selling Scouts and Scout Units.

If you have scouts that qualify this form is also part of the “Scouts Honor Requirement” where units must place/pick up all product orders, turn in all required paperwork and make all payments on time to be eligible for any bonus commissions.
SCOUTS EARN DOUBLE ONLINE
PER EVERY $1 SOLD
2PTS ONLINE DIRECT
PER EVERY $1 SOLD
1.5PTS CREDIT/DEBIT
PER EVERY $1 SOLD
1PT CASH

VISIT THE APP TO SEE EVEN MORE LEVELS & REWARD IDEAS
NO LIMIT Earn 17,500 pts or more and receive an Amazon.com Gift Card worth 10% of your total pts

6,000 pts Earn a $450 Amazon.com Gift Card

REWARD IDEAS

5,000 pts Earn a $375 Amazon.com Gift Card

REWARD IDEAS

4,000 pts Earn a $300 Amazon.com Gift Card

REWARD IDEAS

3,500 pts Earn a $250 Amazon.com Gift Card

REWARD IDEAS

3,000 pts Earn a $200 Amazon.com Gift Card

REWARD IDEAS

2,500 pts Earn a $100 Amazon.com Gift Card

REWARD IDEAS

2,000 pts Earn an $80 Amazon.com Gift Card

REWARD IDEAS

1,750 pts Earn a $70 Amazon.com Gift Card

REWARD IDEAS

1,500 pts Earn a $60 Amazon.com Gift Card

REWARD IDEAS

1,250 pts Earn a $50 Amazon.com Gift Card

REWARD IDEAS

1,000 pts Earn a $40 Amazon.com Gift Card

REWARD IDEAS

800 pts Earn a $30 Amazon.com Gift Card

REWARD IDEAS

600 pts Earn a $20 Amazon.com Gift Card

REWARD IDEAS

400 pts Earn a $10 Amazon.com Gift Card

REWARD IDEAS

SIGN IN & SET YOUR GOAL
Text APP to 62771 to download the app

The displayed prizes above are not delivered by Trail’s End. These are suggested prizes or prize ideas to be purchased with your Amazon.com Gift Card if available. Participation indicates assent to program terms at https://www.trails-end.com/terms.
Hometown Hero Patch Set

Last year over $70,000 in popcorn was purchased to support our local hometown heroes. Customers choose to donate any amount from $1 to $100 towards Hometown Heroes and it is presented to local Heroes in our own communities. 2020 is the final year of our Hometown Hero Patch incentive. Scouts will have the opportunity to complete their 4 year Hometown Hero Patch set. Each year has feature one limited edition version of a Hometown Hero Council Shoulder Patch. In 2020 we are featuring the “Military & Veterans” patch which has a metallic white border. Each of the patches can be worn on the Scout Field Uniform!

**How Scouts Earn a Patch**
- For the first $100 dollars collected, Scouts will earn the current year’s limited edition Patch.
- For every additional $100 Scouts can choose one of the remaining 3 Patches.
- Once a Scout has raised a total of $400 for American Heroes, they will earn the exclusive Las Vegas Area Council Popcorn Patch.
- Scouts can earn this patch in a single year, or cumulatively over the past 4 years.

**How Leaders Earn a Patch**
- For every 4 Scouts who raise $100 of American Heroes donations ($400), a leader will earn this years featured patch.

**Please Note:**
- Trail’s End has rebranded Military donations as “American Heroes Donations”. These are all now counted towards scouts earning the Hometown Hero Patches.
Code of Conduct

GUIDELINES FOR SELLING POPCORN

A copy of these guidelines should be present at EVERY store front sale your unit participates in as a reminder of what behavior is expected from your youth and adults as they sell popcorn.

• All Scouts, their families, and Unit Leaders will follow the guidelines/protocols outlined in the “2020 Popcorn Safety Protocols and Wellness Checklist” to ensure we have a safe & healthy Popcorn Sale.

• All Scouts participating at a popcorn booth, or walking a neighborhood to sell popcorn will wear their field uniform. It is recommended that at least one adult volunteer of the two deep leadership also be in their field uniform.

• The Scout and/or adult volunteer will not participate in the act of panhandling (i.e., directly asking for the donation of money instead of selling popcorn).

• There will be no more than four (4) and no less than two (2) individuals (including leader/parent) per shift at any given popcorn booth.

• All storefront popcorn booths will be setup in the area designated by the store manager.

• The Scouts will not ambush or crowd customers as they come in and out of the store. The scouts will stay 8 – 10 feet away from the door or at a distance as designated by the store manager.

• If by chance two scout units show up to the same storefront to sell popcorn, the adult volunteers will work out the issue without involving the store manager. No more than one unit per storefront.

• All Scouts and adult volunteers will use clean and kind language. There shall be no profanity, put-downs or verbal taunting, as this is unacceptable.

• All Scouts will behave in a friendly manner. Punching, “play fighting”, throwing objects, choking, and any deliberate attempt to cause physical harm is unacceptable.

• The Scouts and adult volunteers will always abide by store rules when selling at a storefront or on business property, in addition to the other bullet points on this document.

• ALL CASH DONATIONS your unit receive during store front sales will be put towards your American Heroes Donations.

• Due to Smith's stores being busy, no shopping carts will be used for storage of popcorn. The shopping carts are only to transport (if needed) popcorn from vehicle to sales site in front of the stores and back to vehicle after sales. The shopping carts will then be returned to shopping cart area.
Covid-19 Safety Protocols

General
We have created the following guidelines using information published by the Center for Disease Control (CDC) and US Food & Drug Administration (FDA). We have introduced these protocols for any unit selling product at or near a retail establishment.

- Policies and procedures outlined in the 2020 Popcorn Code of Conduct must be followed for popcorn sales.
- Confirm you understand protocols as presented by your unit.
- **Masks Required** - Facial coverings (masks) are required to be worn when in an indoor or outdoor public spaces. This includes Door-to-Door and Storefront Sales.
- **Wash or Sanitize Hands** - Wash your hands often with soap and water for at least 20 seconds especially after you have been in a public place, or after blowing your nose, coughing, or sneezing. If soap and water are not readily available, use a hand sanitizer.
- **Disinfect Surfaces** - Clean and disinfect frequently touched surfaces. This includes tables, laminated order forms, phones, Square readers, pens, etc.
- **Social Distance** - Keep 6 feet of distance between yourself and people who don’t live in your household. Remember that some people without symptoms may be able to spread the virus.
- **Stay Home** - Please have all popcorn sale participants review the Popcorn Sale Medical Screening Checklist prior to any storefront sales. Scouts, families and Leaders should take appropriate action and stay home if you are sick.

Storefront Process/Set-up
- One Adult to check-in with vendor.
- Use pictures/posters or ONE of each product for display. These same specific containers should be used for all shifts. Cover samples with clear plastic. Use a second table in front of the display to provide separation of customers from displayed items.
- Enable social distancing. Establishing lines or marking for patrons to enable them to stand at least 6ft apart.
- Hand sanitizer (minimum 60% alcohol) available on site for volunteers and customers.
- Product for store front sales come from the Unit inventory and not from inventory given to individual scouts.
- If scouts/adults get permission to use bathroom facilities; 20 second handwashing procedures with soap must be used.
- Preferably only consumer touches product by pulling from case. If the unit must pull, ensure hand sanitizer is used often.
- Please encourage credit card sales through the app. Have one adult handles all cash wearing gloves and using hand sanitizer often.
- Avoid touching eyes, nose, mouth with unwashed hands.
- Practice good respiratory etiquette - cover your cough.
Medical Screening Checklist

Use this checklist to assist in identifying potentially communicable diseases before Popcorn Sale participation.

The intent of this checklist is to review with each youth and adult participant their current health status before participating in storefront or door-to-door sales during the Popcorn Sale.

**Parents**
Please complete this checklist for you and your scout before participating in door-to-door or storefront sales.

**Leaders**
Please verify this information with Scouts and parents before they participate in a storefront sale.

**If the answer is “YES” to any of the following questions, individuals MUST stay home.**

1. Have you been in contact with anyone who has COVID-19 or is otherwise sick?

2. Have you or anyone you have been in close contact with traveled on a cruise ship, internationally, or to an area with a known communicable disease outbreak in the last 14 days?

3. Are you in a higher-risk category as defined by the CDC guidelines?

4. Do you have any of these symptoms?
   - Shortness of Breath
   - New or Worsening Dry Cough
   - Fever of 100.4 or Greater
   - Flu-like Symptoms
   - Vomiting
   - Diarrhea
   - Cough
   - Unexplained Extreme Fatigue or Muscle Aches
   - Rash
   - Sore Throat
   - Open Sore
Ordering & Payment Info

Order Deadlines
On or before August 31, 2020: “Show & Sell Order One” due. On or before October 5, 2020: “Show & Sell Order Two” due. Again, orders are to be placed online at www.sell.trails-end.com. Order by the case for “Show & Sell”. Units are allowed to order up to 100% of what your unit sold for “Show & Sell” in 2020. All units will have their order reviewed by the Council Staff Advisor prior to final approval. “Take Orders” are due by November 16, 2020. Order the exact amount by container.

Forms to Council Service Center
Submit all popcorn orders and prize orders online. You must send in a paper copy of the, Unit Master Record, Hometown Hero Patch Order Form and Top 50 Club Form for scouts who qualify. These forms are due on or before December 2nd. Once again, orders for popcorn and rewards must be submitted online at www.sell.trails-end.com

Payment
70% of money collected from popcorn sold during Show & Sell is due on November 16th and remaining balance is due in full by December 18th for “Take Order” popcorn sale. You will receive a billing statement shortly after you pick up your popcorn. Payments should be made if possible in the form of one check from the unit for the total amount due. You keep your commission up front! Any excess payment of popcorn to the Las Vegas Area Council will be deposited into the units account in the Trading Post. You can request a check through your District Executive. Bounced checks processed by the council will be charged back to unit accounts as well as any bank fees.

Product Delivery, Distribution & Returns

Step 1: Show & Sell Popcorn will be delivered and picked-up at TV Transport. “Show & Sell Order One” pick-up is on Wednesday, September 23rd and “Show & Sell Order Two” pick-up is on Friday, October 16th. You MUST call and schedule your pick-up times with Amanda at (702) 968-8139. We will have your order ready when you come so you can check it out in a convenient manner.
Use the following estimates to know how many cars/volunteers you will need when you pick up your order: Car: 20 cases; SUV, Mini Van, Pick-up: 30-40 cases; Full Size Van: 50-70 cases. You must take your entire order at your pick-up time.

Step 2: Find a location that is large enough to separate orders by patrol, den, or by Scout.
Step 3: Assign each patrol, den, or Scout a popcorn pick-up time.
Step 4: Have a receipt for each patrol, den or Scout to verify the amount of product they received.

Check any damaged cartons at the distribution site to ensure the product is not damaged. If the product is damaged, exchange it before you leave or contact the Service Center. If customers notice something wrong or are not satisfied with the product, please refer them to email consumercare@trails-end.com, and they will arrange for replacement product to be sent directly to the customer.
**Popcorn Returns:** At the Scouting Resource Center, please return any unsold products in their original cases to assist in processing. Partial cases will be accepted as *returnable products*. No damaged or open individual containers will be accepted for returns. Please schedule a time for returning your unsold popcorn with Amanda Black at amanda.black@scouting.org. (Reminder emails will be sent prior to return/pick-up dates for units to schedule an appointment.)

**Popcorn must be Unopened, Unmarked and Undamaged to be accepted as a Return.**

**Do not re-tape boxes!!!**

**Each individual item will be inspected**

**New Location**

Popcorn Pick-Up:

TV Transport (Subject to Change)
6580 S Lindell Rd, Ste 200
Las Vegas, NV 89118

We will email out the exact location at TV Transport of the pickup a few days before Show & Sell pickup.

**Pick-up**

(TV Transport)

“SHOW & SELL”
September 23 & October 16
By Appointment ONLY

*Location Subject to Change*

**Returns**

(Scouting Resource Center)

“SHOW & SELL”
November 16
By Appointment ONLY

**Pick-up**

(Scouting Resource Center)

“Take Order”
December 2
By Appointment ONLY

*All Paperwork is DUE*