



KEY DATES



Popcorn Ordering / Distribution / Returns & Payment

There will be four popcorn product distributions for the 2015 popcorn sale. Units should place orders for popcorn product by the date listed below, on the Trails-End Website: <http://sell.trails-end.com>, and it will be available for pick-up (by distribution site) during the distribution window as listed below. Choose when **YOUR** unit will order based on how you're selling, and when you need popcorn. Units will be allowed to return 100% of the product (in full cases) up until **Saturday, November 7th**. For inventory management purposes...
No product returns will be accepted after that date.

Online Sales officially start on August 1, 2015 **Physical Sales** officially start on August 29, 2015

All online and physical sales between August 1, 2015 and November 15, 2015 will count towards prizes and incentives.

Units should establish end dates before council deadlines to allow time for processing and sale management.

| Follow the steps below for each of the product orders: | Product Order # 1 - August <small>Limited Product Line-up - in Full Cases</small> | Product Order # 2 - September <small>Order in Full Cases</small> | Product Order # 3 - October <small>Order in Full Cases</small> | Product Order # 4—November <small>Order in Full or Partial Cases</small> |
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| 1) If You Place Your Popcorn Order... online at: http://sell.trails-end.com by: | <i>Sunday, August 16th at midnight</i> | <i>Sunday, September 13th at midnight</i> | <i>Sunday, October 11th at midnight</i> | <i>Sunday, November 8th at midnight</i> |
| 2) You'll Receive Your Popcorn Order... at your local distribution site <u>between</u> : | <i>Thursday, August 27th & Saturday, August 29th *</i> | <i>Thursday, September 24th & Saturday, September 26th *</i> | <i>Thursday, October 22nd & Saturday, October 24th *</i> | <i>Thursday, November 19th & Saturday, November 21st *</i> |
| 3) You Can Return Your Popcorn... 100% of the Popcorn you take out (in full cases—from any 2015 product order) can be returned at your local distribution site between: | <i>Thursday, September 10th & Saturday, September 12th *</i> | <i>Thursday, October 8th & Saturday, October 10th *</i> | <i>Thursday, November 5th & Saturday, November 7th *</i> | No Product Returns after Saturday, November 7th |
| 4) and Pay for Your Popcorn.... Units are encouraged to pay their invoices throughout the sale. Encouraged payment dates are: | <i>By Saturday, September 26th</i> | <i>By Saturday, October 24th</i> | <i>By Saturday, November 21st</i> | Final Payment for all 2015 sales is due by December 12th |

* Please check your Field Service Council's popcorn fact sheet for complete district product distribution and return information. The dates listed above are windows in which the popcorn will be available. Warehouse days and times will vary. Download your Field Service Council's popcorn fact sheet at: www.michiganscouting.org/popcorn for complete details.

Popcorn Prize and Incentive Order

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| Popcorn Prize / Incentive Order | <i>Units should place their prize and incentive orders no later than Sunday, November 15th at midnight</i> | Prizes and all incentive items will be shipped directly to the unit. <u>Prizes ship 3 days after they are ordered and released by the council. Prizes are released as soon as the unit's final invoice is paid in full.</u> |
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