

What's Poppin #2 - Orders and Distribution

To All Kernels and Co-Kernels,

The summer is marching on and so is the Popcorn Campaign!! We are ready to hit our next milestones so here is a schedule for the next few weeks.

Orders: Orders are due in the Trails End system by the close of business on Monday, July 24, 2023. Products are ordered in CASE QTYs ONLY. Case quantities and product mix has changed from last year so you can't just copy last year's order.

Smores: For those that have not heard, there is a limit on ordering the Smores product. Trails-End is having production constraints so they are limiting all Councils to only 10% of their total order can be Smores. For units, that translates to every \$3000 of other product orders, you can order 1 case of Smores. We will be checking orders and adjusting as needed. We need to make sure we have enough to go around. If you are ordering less than \$3000, you can get 1 case of Smores. Depending on my stock after distribution, the remaining boxes will be rationed to 1-2 cases per request and only 1 request per unit until next reorder. Sorry for the inconvenience.

Distribution: The earliest date for pickup is August 10. Here is the schedule:

- Thursday, August 10, 2023 from 3-6 pm
- Friday, August 11, 2023 from 3-6 pm
- Saturday, August 12, 2023 from 9-11 am

We like to schedule in 15 minute increments. **PLEASE SEND ME AN EMAIL ON THE PICKUP TIME OF YOUR CHOICE**. Here are some extra ideas to make the pickup go smoothly. Try and bring as empty vehicle as possible. Leave the kids at home if possible and clean out the excessive stuff. If you bring an open back truck, make sure to bring netting or ropes to tie down your load. All distribution is done from the parking lot at BSA HQ, 1207 Upas Street, SD 92103. It is somewhat of a drive through operation. When you arrive, if there is no one in line, drive around and find your units order. Pull as close to the order as possible to keep the traffic flowing. We will verify the order with you, you sign the paperwork and then you can load. We have been able to significantly reduce the errors with this process.

Kickoff Presentation: If you missed the zoom meetings, the presentation was not video taped but the actual presentation is on the www.sdicsa.org/popcorn to view. I would **HIGHLY RECOMMEND** your look it over. There is no official "Kernel Guidebook" but the presentation is a very close 2nd!!

Website: Please watch the www.sdicsa.org/popcorn site for postings, forms, links and general information. It is well populated now so check it out.

Start Selling Now: The APP portals and a copy of the manual order form are available now so you can start selling and be ready to deliver when you pick up your order in August. Don't forget that there are many other items available via Direct Online and product will ship directly to the customer's home.

Looking forward to a GREAT selling season!!!

Thanks
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