



BOY SCOUTS OF AMERICA®
ALLEGHENY HIGHLANDS COUNCIL

Placing your initial Show &
Sell Popcorn Order

Trail's End®



Your First Order

- This is where you will order the popcorn that your Scouts will be able to sell on-hand through wagon sales, storefront sales, to family, etc.
- This order **MUST** be placed online by July 5th, 2023 for pickup the weekend of July 21st-22nd.
- This is the **ONLY** time the Council can guarantee you to have product in hand before product fulfillment in Fall. Otherwise it is first come/first serve from the Council surplus.
- The Council will accept 15% in returns back from units in unsold product, in full cases only.



Order Quantity & Product Mix.

- To determine your order, set a goal for each scout, and figure out how much in total you need to have on hand.
- If you have 10 Scouts, and expect each one to sell \$500 in Popcorn, you would place an order for \$5000.
- The sales system will determine how much of each product you should take based on market research – they know what sells in what area.
- All products are ordered by the case.



To Start your Order, click on the “order popcorn” button at the top of the Trails End Leader Dashboard.

The screenshot shows the Trails End Leader Dashboard for Tom Przybylak. At the top left, there is a navigation menu with options like Dashboard, Unit Info, Training, Storefront Management, Storefront Reservations, Popcorn, Popcorn Orders and Returns, Transfers, Rewards, Acct. Summary, Reports, and Join Our Community!. The main header area includes the text "Invite Your Scouts" and a blue button labeled "ORDER POPCORN" which is highlighted by a red arrow. To the right of the header, it says "Hello, Tom!". Below the header is the "LEADER DASHBOARD" section with a dropdown for "2023 SELLING CAMPAIGN". A note states "*Data refreshes occur up to 1 hr". The dashboard is divided into several widgets: "GOAL PROGRESS" showing a goal of \$500 and current progress of \$0; "TOTAL SALES" broken down by Storefront (\$0), Wagon (\$0), and Online (\$0), with a sub-section for Payment Type (Cash, App Credit, Online Credit); "STOREFRONT SHIFTS CLAIMED" showing N/A for all categories; "TOTAL SCOUTS" showing 0 sales; "AVERAGE SALES PER SCOUT" showing 0 sales; and "NUMBER OF ORDERS" showing 0 orders. At the bottom right, there is a logo for the Boy Scouts of America Allegheny Highlands Council.

Select "SNS" for "Show n Sell" under the selling campaign.

2023 Selling Campaign

SNS

Take Order

Back

Submit

Product	Selling Units : Case	Final Unit Order	
QTY:	Base Commission: %	Earnings:	Total:

Enter in the total dollar amount you expect your troop or pack to sell in this year's popcorn campaign.

Total Need Selling Units : Case

Snack Box

Microw

Order Recommendations

To help you determine the ideal amount of each product, please enter the total value you want to order, then hit the Auto Populate button

Your order will be pre-populated for your review. Then, submit your order to your council.

\$0

Auto Populate Order

*Amounts pre-populated are editable suggestions. This feature works best on orders of \$3,000 or more.

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ox) CT: Container (sellable unit, ie. Bag, carton, collection box/tin)

der forms entered into the Popcorn System on the Scout Tracking page AND all App orders marked as unfulfilled are s



Your orders are placed by the case.

In the case of “Unbelievable Butter Microwave” – 6:1 means there are 6 boxes of popcorn to one case.

In this example, the suggestion is 6 cases, so that would be 36 boxes of “Unbelievable Butter Microwave”








2023 Selling Campaign Back

How much in RETAIL DOLLAR SALES does your unit want to order?
Enter the amount your unit needs to sell (retail dollars), and click to populate suggested order amounts. The amounts are editable suggestions.

START HERE TO PLACE YOUR ORDER

Auto Populate Order Save as Draft Submit

*Only use the Auto Populate button on orders of \$3,000 or more

Product	Total Need	Selling Units : Case	Order Adj (+ or -)	Final Unit Order
 Sea Salt Popcorn - Snack Box	cs: 0 ct: 0	1:1	cs: <input type="text" value="3"/>	cs: 3
 Unbelievable Butter Microwave	cs: 0 ct: 0	6:1	cs: <input type="text" value="6"/>	cs: 6
 S'mores Popcorn	cs: 0 ct: 0	12:1	cs: <input type="text" value="1"/>	cs: 1
 Salted Caramel Corn	cs: 0 ct: 0	12:1	cs: <input type="text" value="2"/>	cs: 2
 White Cheddar Popcorn	cs: 0 ct: 0	12:1	cs: <input type="text" value="4"/>	cs: 4
 Popping Corn	cs: 0 ct: 0	9:1	cs: <input type="text" value="1"/>	cs: 1
 Kettle Corn	cs: 0 ct: 0	12:1	cs: <input type="text" value="6"/>	cs: 6
QTY: 23	Base Commission: 30%	Earnings: \$1237.50	Total: \$4125.00	

Column Descriptions:

Trails End will autopopulate your order with a common product mix. You CAN adjust these numbers to get more of one product or less of another, but it is recommended to go with their suggestion unless you have prior experience. Hit Submit, and your order goes to the Council for approval, and you're done until product pickup!