

Minsi Trails Council 2011 Show & Sell Guidelines

As in the past, there will be two Show & Sell orders being placed in the Fall.

Dates

First Show & Sell Order Due (Chocolate NOT available)	August 19 th
First Show & Sell Order Available for Pickup	September 2 nd
Second Show & Sell Order Due	September 16 th
Second Show & Sell Available for Pickup	September 30 th

*Distribution Location will again be: ATAS Int'l, 6642 Grant Way, Allentown, PA 18106

To assist units in making a responsible Show & Sell order, a new ordering policy has been put into place.

-Of the Minsi Trails Council units who take part in Show & Sell, an average of 31% of their total order (including Take Order and Online) is done via the Show & Sell method.

-To enable growth, but at the same time discourage "over ordering" each unit will be able to place an order no more than 35% of last year's total overall order. If a unit desires a higher amount it must be approved by Teresa Smith or Matt Klutzaritz at the council office.

-There will again be two Show & Sell orders, so you will be able to place a second order if you did not order your entire allotment in the first.

***Chocolate** will also be available for this 2nd order.*

-Any unused popcorn should be put towards your unit's Take Order sale.

-Lastly, any popcorn that cannot be used for your Take Order sale can be returned to the Council Service Center by **Thursday**, Nov. 3rd (9am-4pm). Sorry, but after this date, no exceptions can be made. Show & Sell **must be paid** by Friday, Nov. 4th.

Please remember, Show & Sell should be a supplement to your overall sale and Trails End **does not accept any returned popcorn. In order to continue with fair commission levels and prizes, we ask everyone to order responsibly.*

If you need any help in determining your unit's needed amount, please call Teresa or Matt at the Council Service Center at 610-264-8551.