

Popcorn Ordering Guidelines- Show and Deliver Calculator

These figures in the Ordering Guidelines Spreadsheet are based on 2010 sales figures as well as the forecast for the 2011 sale. You can use these guidelines to give you a starting point as you put together your sale. Typically, your show and deliver order should be for 75% of your total sales goal. The Take Order portion of the sale is important and should be used to fill orders for your unit members and purchases of other family members. Pair these figures with your unit's sales history to determine your show and sell order.

Please remember to notice how much of each product comes in a case:

| | |
|---------------------------------|--------------------------|
| Sweet & Savory | 1 item per case |
| Cheese | 1 item per case |
| White Chocolate Pretzels | 8 items per case |
| Chocolate Triple Delight | 8 items per case |
| Caramel Corn w/ Nuts | 8 items per case |
| Butter Toffee | 8 items per case |
| \$10 Caramel Corn | 12 items per case |
| Butter Light | 6 items per case |
| Butter | 6 items per case |
| Kettle Corn | 6 items per case |

Your unit may have a history of selling a slightly different mix than what shows on the spreadsheet, and that is okay. This is only a tool to help you determine a starting point to put together your order. Your Show and Deliver order should not be more than 75% of your total sales goal. To use the Ordering Guidelines Spreadsheet, enter 75% of your sales goal in the yellow box. The spreadsheet will break down your sale to show you, on average, how many of each product will be sold to achieve your dollar amount. Compare those figures with your 2010 sales figures to determine what your individual order should look like.

To determine your 2010 sales figures, log into the popcorn system, click **Reports** and choose **Unit Invoice**. Be sure to change the **sales cycle** to 2010 and create the report.

If you are having any trouble putting together your order do not hesitate to call or email!

Please call Sean Gallagher or Brian Logue if you have any questions regarding your order at 614-436-7200, or email us at sean.gallagher@scouting.org & brian.logue@scouting.org