

From: [Ron Wentzell](#)
To: [Ron Wentzell](#)
Subject: Super Saturday Information, Extended Sales, and Other Updates!
Date: Friday, October 23, 2020 12:07:44 PM
Attachments: [image001.png](#)
[2020 Settlement Form Revised 10%.xlsx](#)

UNIT KERNEL UPDATE

Online Sales Incentive

Thank you to all of the Scouts that made an online sale and earned a pair of binoculars this week. That incentive ends tonight. We will have binoculars for those scouts that earned them at the Scout Service Center located at 415 N. 2nd Street in St. Charles starting Monday, October 26th.

Super Saturday

Super Saturday is the only time you can return unsold popcorn up to 10% of your total popcorn ordered.

Please plan to pick up popcorn that is needed to complete your sale. If your entire order is not available, we will fill as much of it as possible. This helps keep storage costs down, your profits up, and gives you more time to deliver your product and collect the money! Any product not available on Super Saturday will be distributed on November 21st.

Location: Midwest Warehouse/Jel-Sert – 2380 Diehl Road, Aurora, IL 60502

Time: To help speed up the process and better ensure we have your needed product,

7:30 a.m. to 8:30 a.m. Units returning product only

8:30 a.m. to 11 a.m. Units returning and picking up product

11 a.m. to 11:30 a.m. Units picking up product only (includes Take Order Only units)

We have many forms due on Saturday. Use the checklist included in your Kernel Guide, it is a great tool to make sure you have all your paperwork.

What you will need:

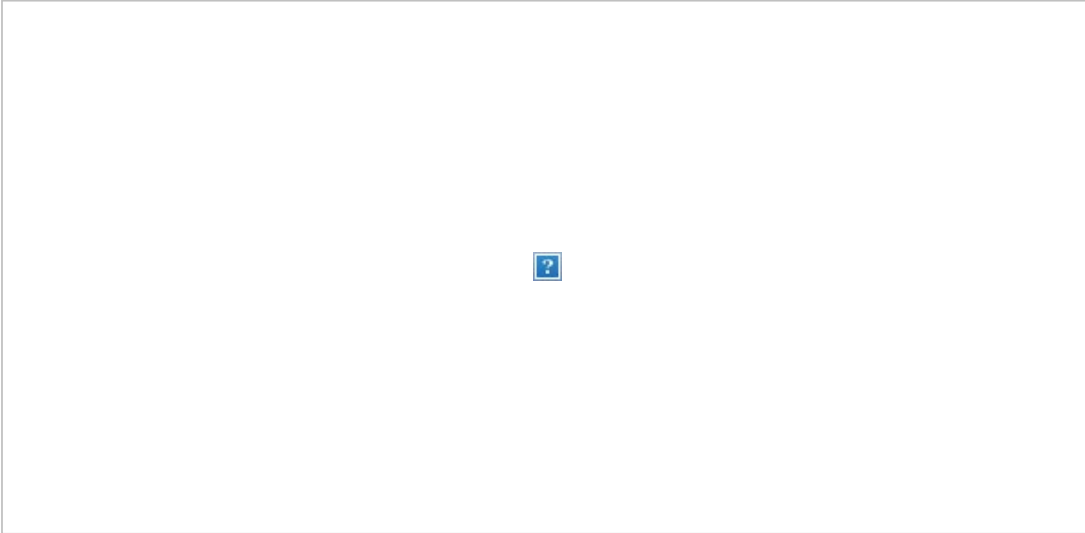
- **Submit your FINAL ORDER** online in the sell.trails-end.com system
- **Settlement Form** - Using the invoice data from the sell.trails-end.com system use the form to calculate the totals for checks due to the Council.
 - **The fillable settlement form this year will help calculate the 10% returns** (Form is attached)
- **Two checks**, one for the pre-order (dated 11/7) and one for the final order (dated 12/1)
- **\$1,000 Sellers Form** - Click here to submit your [\\$1,000 Sellers](#) online.

Extended Sales This Year

In light of the current situation we realize many units have gotten a late start on their Scouting year or still may be struggling to engage families. We would like to offer all units the opportunity to extend their popcorn sales this year and earn the funds needed to run your unit and support your families. We want every unit to wrap up their current sales on Super Saturday, November 7th. Then take advantage of the extended sales to sell any remaining inventory you have, take additional orders, and continue your online sales. We will be able to extend the rewards program until the end of the year to reward Scouts that want to continue selling!

- **Online sales continue!**
 - You will still receive commission for all online sales through the end of the year and can count these sales toward prizes!
 - Take advantage of the new Holiday products!
- **Use the extended sales time to sell excess inventory you may have over the 10% return limit.**
- **Scouts can take additional orders.**

- Those new take orders will be **due December 3rd**
- Product for these orders will be **distributed on Saturday, December 19.**
- Prizes can be earned for the additional take orders
- Tell us on Super Saturday if you plan to extend your sale and we will keep the prizes open.
- Super Saturday will be the only time to return product.



Ron Wentzell | Director of Field Service/COO

BOY SCOUTS OF AMERICA
Three Fires Council

415 N 2nd Street
St. Charles, IL 60174
P 630.797.4615 | C 630.217.2187
ron.wentzell@scouting.org



Prepared. For Life.®

Please support our Scout Camps! [Click Here](#) to support *Camp Freeland Leslie*
[Click Here](#) to support *Camp Big Timber*