

## News Flash 4:35pm Trail's End Headquarters Bulletin



### Please read the following Trail's End Bulletin

"We wanted to let you know the Trail's End Popcorn Sale is off to a tremendous start with record breaking orders being placed in September. The Caramel Corn items alone are nearly 20,000 cases more than projected across the country.

This significant increase over the projection along with a slower start with our Caramel Corn production lines has created a need to make a change to your Unit's order this week. We will not have the 20oz Butter Toffee Light product available for this week's order. This product will be available for your Take Order in November but will be removed from your Unit's order this week. There is no action required on your end as the Council and Trail's End will work together to go into the system to adjust your order and invoice.

We apologize for this shortage and are making production changes to insure there will be no product availability issues for the remainder of the sale.

We look forward to your continued success in what has started out as a very successful sale.

Thank you again for your support and understanding."

If you have not already submitted your order, please adjust accordingly. If you have submitted it, Old Colony Council will gladly make the adjustment for you.

Contact Len at 781 828 8360, cell 508 287 3285 or email at len.thatcher@scouting.org

## Now We're Really Poppin' with 106 Units

### District Kernel's Corner

Each District Kernel will be given District Administrator status in the Trail's End system. This will enable each kernel the ability to :

- Assign unit access
- Review and amend orders
- Access email info for unit kernels
- Monitor unit sales and orders

### Unit Kernel's Ticklers

#### Unit Kernel Check List

- Did you log on to the Popcorn System?
- Have you placed your Pre-order?
- Do you have enough vehicles to pick-up at your assigned warehouse?
- Do all your Scouts have a goal?

### What do Scouts say to their customers?

Hi, My name is \_\_\_\_\_. Would you buy some great popcorn to help me earn my way in Scouting. You will help me won't you? How many would you like?

### DISTRICT KERNEL CONTACTS

- Squanto-Frank Degirolamo**  
fdegirolamo@hms.harvard.edu
- Great Ponds-Millie Yeung**  
Millieyeung@yahoo.com
- Seven Rivers-Patrick Hinton**  
phinton@baystatefinancial.com
- Cranberry Harbors-Walter Seamon**  
Coj4sxl@verizon.net

### Elements of a Great Kick-Off

- Plenty of excitement
- Fun, Fun.... More Fun
- Incentives for Boys
- Get Parents Involved
- Communicate Goals, Deadlines & Effective Sales Techniques
- Teach the boys how to sell

### Warehouse Info

The warehouse locations are as follows:

#### **Sager Electronics-19 Leona Dr. Middleboro, MA**

- Will serve the following Districts
- Cranberry Harbors
  - Great Ponds
  - Squanto

#### **Dunkin Donut DCP- 150 Depot Bellingham**

- Will serve the following District
- Seven Rivers

### Warehouse Times

**BOTH WAREHOUSES WILL BE OPEN FOR THE SHOW & SELL PRE ORDER DISTRIBUTION**

**8:AM TO 10AM  
ON**

**OCTOBER 2nd**

**&**

**FINAL ORDERS WILL BE AVAILABLE AT SAME LOCATIONS ON**

**NOVEMBER 20th**