Managing Inventory

What to order
> Past Sales
>> What you sold last year doesn't always mean that is what you will sell this year but it is a good barometer.
>> Little to return
>> By ordering products that have consistently done well in past you stand a better chance at maximizing show and sells and having little return.
> New products
>> Order smart. Just because it's new doesn't mean will be a big seller.
>> You can always use card sells, Council Mid Sale Swap and Unit swaps to maximize efforts
> Chocolate products
>> Cost is more and can take away from quick sale stock.
>> Cannot return
>> Need climate controlled area to store.
> How much can a Unit order.
>> Unit can order their total sales from last year plus 10%
>> Example : Last year's sales were $1000
>> 1000 x 110% for a total of $1100   that you can order for show and sell this year

Product Storage
> Secure & Climate Controlled
>> Church
>> School area
>> Home
>> Chocolate and heat do not mix well.
> How much room does it take?
>> A $10,000 order is roughly 2 Stacked and full pickup truck loads

Tracking
> Controlled distribution
>> Count and recount! Remember you are responsible for the product.
>> Sign off sheet for product given to scouts
> Spreadsheet or Database
>> Keep track of what product is with what scout
> Online Sales
>
> Numbers used for next year order
>> Having these numbers when you are doing next year's show and sell order will help you greatly.
> Spreadsheet or Database
>> Use a spreadsheet or Database to track all of the sales for a scout. Online, store sales, scout sales, To Be Delivered sales   can all be easily added with functions in a Spreadsheet to add it all up and make your job much easier.
>> Examples of Spreadsheets located on www.ConrhuskerCouncil.org/popcorn & www.conrhuskercouncil.org/popcorn/PopcornSalesRecources

Check In
> 2 days minimum before unit final numbers and prizes have to be settled. This will give you time to balance all of the inventory and funds received.
> Schedule check in times or a block of time that people can show up.   Count everything twice. Get prize requests at that time.
> Couple of volunteers to help out will speed up the process of Counting money and inventory. Stations work good.