



2020 Fall Product Sale Updates

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Mon, Aug 31, 2020 at 8:14 PM

Hi, everyone,

I am writing with the details I have on our 2020 Fall Product Sale. I will receive the materials for our Service Unit on Thursday, September 3. I'll sort the materials into troops and arrange time slots when you can pick up materials for your troop during the week of September 8 to 11 (Tues to Fri).

Watch for another email later this evening with a request for details on your troop so I can prepare your materials. There is some troop training information included in the list below. I will provide some additional training with local information that will also need to be completed to participate. Local training will NOT repeat what is covered in the Council training. Please ensure that someone from your troop can attend one of the three troop sessions listed below.

While you are waiting for additional materials and information, here is some basic information about the sale. There is also a timeline of key dates below these fast facts:

- The **animal** is the three-toed sloth.
- Council is **recommending online sales**, due to COVID-19. There are items that are only available online.
- Online orders for girl delivery flow into the troop order (unlike cookies); Must be careful to **avoid double entry**.
- There is only **ONE order period and ONE delivery**. There are NO reorders.
- The **donation program** is Care to Share (this is the parallel to Gift of Caring in the cookie program)
- The **online site** is named M2. This is a new company and site, replacing the Unify and NUT-E systems of the past. The change is due to the decision from QSP to no longer work with Girl Scouts. There is no separate app or site for mobile use. The online site is mobile-responsive.
- The **products** are shown in the image below this message. The major differences from last year are:
 1. The new Ashdon product is a Peanut Butter Trail Mix which we added to the lineup.
 2. We switched the product in the Holiday tin from milk choc pretzels to pecan clusters, more candy with this choice and the tin is very attractive.
 3. Several price increases were based on our local sister council pricing-the salsa will be \$7 and the GS Brownie uniform tin and the Holiday tin will be \$10 each.
- Troop **profit** is 15% of the sale amount on all items. Troops that opt out earn an extra 2%. That will break down as follows:
 - \$6 items yield 90 cents profit, and \$1.02 if the troop has opted out.
 - \$7 items yield \$1.05 profit, and \$1.19 if the troop has opted out.
 - \$10 items yield \$1.50 profit, and \$1.70 if the troop has opted out.
- The **shipping charges** for online orders are shown in a table below the message, after the image of the products on the order card.
- **Rewards are streamlined** (and I will share more next week). Girls can earn an **avatar patch** that features an avatar they design online.
- **Rally Guide** for troops to get ready for the sale is available online: https://mcusercontent.com/a9655899e8cb2237c89c653c2/files/e6f07379-2b58-4089-afce-e3bbd27da9fc/Fall_Product_Program_Rally_Guide_FINAL.pdf
- The following **Training** times are available from Council:
 - For Troops:
 - Thursday, September 10 - 10 am to 1 pm
 - Thursday, September 10 - 5:30 to 8:30 pm
 - Saturday, September 12 - 10 am to 1 pm
 - For Parents:
 - Thursday, September 17 - 6 to 7:30 pm
 - Saturday, September 19 - 10 to 11:30 am

That should be enough information to let you get started planning for your troop's participation. I will share more details once I have the troop materials sorted.

Brief Timeline of Key Dates

Please note that the dates are very tight with little time to make corrections and in some cases no time to make changes. Consider these all very firm dates.

September 18: Launch email to M2 site (the sale site) for all volunteers, assuming troop registered & xxxxx

September 25: Launch email to M2 site for girl/parent, AND Sale starts for order card and online

October 10: All Opt-out forms (to opt out of rewards. Girls still earn patches if the troop opts out) MUST be submitted. No more accepted after this date.

October 25: Order card and girl delivery end date

October 27: Girl orders should all be turned in to troops

October 28: Troops finalize orders from order cards in M2; online girl delivery orders flow from site to troop order. Be aware to avoid double orders.

November 1: Delivery dates finalized

November 18 – 20: Delivery dates to the service units (We anticipate delivery on Friday the 20th, but the date may change)

November 18 – December 6: Girl delivery dates

December 2: Final date for reporting shortages or damages (any problems reported after this date to the council by volunteers cannot be accommodated; a customer can report a problem with the product they purchased after this date to Ashdon Farms at 1-800-274-3666 – examples would be a partially filled container, foreign object in product or stale)

December 6: Final date for Online sales for shipping and final payment from girls to troops

December 7: Last day for girls/troops to make reward choices in the system

December 10 - 12: All payments and paperwork from troop due to service unit/area or council



Online Shipping Chart



Product Subtotal	Standard	2 Day
\$0.01 - \$15.00	\$8.95	\$19.60
\$15.01 - \$30.00	\$10.50	\$25.60
\$30.01 - \$45.00	\$11.95	\$29.85
\$45.01 - \$60.00	\$14.50	\$33.00
\$60.01 - \$75.00	\$20.50	\$38.00
Every additional \$15	+ \$3.50	+ \$7.50



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