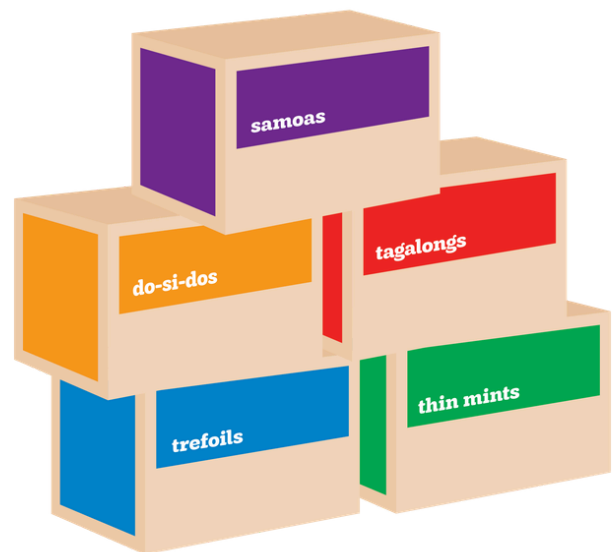


Initial Order (IO)

- The initial order should provide your troop with enough inventory to fill orders for all the girls in your troop through February 7.
- The Troop Initial Cookie Order must be submitted in eBudde™ by January 7.
- Your troop will receive these cookies January 28 - February 5.
- The troop is financially responsible for all cookies received.
- Girls in the troop are expected to sell and pay for them.

How to Prepare

- There is an excel spreadsheet on the GSEOK website to help you.
 - This tool shows the average for all girls in the council.
 - You may need to make adjustments for your troop.
- Consider the overall troop goal needed to support planned activities as well as the goal of each individual girl.
- Consider the financial risk your troop can afford. Your first payment for cookies will be due February 17 and is based upon your initial order.
- New troops should consult with their Service Unit Cookie Coordinator before placing the order.
- For returning troops, the recommendation is at least 70% of your previous year's final sale. Be sure to consider any changes in your troop size.



Inventory Mix

Deciding how many packages to order isn't an exact science, but here are average sales per cookie variety to give you an idea of how many to order.

9.0%	6.5%	6.0%	8.5%	20.0%	14.0%	25.5%	7.5%	3.0%
adventurefuls	lemon ups	trefoils	do-si-dos	samoas	tagalongs	thin mints	exploremores	toffee-tastic

Initial Order FAQs

Should we assign all the cookies to girls when we place our initial order?

- No, it is best to assign one case (12 packages) of Thin Mints to each girl selling.
- Most of the troop order should be left in the troop inventory so that you can add transactions for each girl as she needs cookies for her orders.

How do we earn the troop Initial Order Rewards?

- Troops planning to earn the initial order rewards **MUST** apply at least 1 package of cookies to each Girl Scout who is selling and must meet the required PGA.
- Troops who earn the reward at the time of the IO but then trade or return cookies to drop them below the required PGA will not receive this reward.

Can we get more cookies later?

- Troops will be able to get additional cases of cookies from cupboards by February 5. Check with your SUCC to learn about cupboard locations.
- There will be limits on Toffee-Tastics and they may not be available in the cupboards for reorders.

Can we return cookies to the council if we order too many?

- If no additional cookies have been picked up by your troop beyond the IO, you may return full cases (in salable condition) until February 16.
- Troops may trade full unopened cases in salable condition at any cupboard as inventory allows throughout the sale.

Can we trade cookies with another troop?

- The Cookie Exchange in eBudde™ is a tool that you can use to exchange cookies with other troops. You can list your extra cookies or you can use this to find the cookies you need.
- It is important to add a transaction in eBudde™ to transfer the ownership and financial responsibility,

Do we have to place an initial order?

- It is recommended to give your troop a good mix of inventory to start.
- Your troop will have to wait until the cupboard in your area is stocked to pick up any cookies.



Cookie Quantities

Experienced troops who have picked up at the warehouse should consider these tips when placing their order to make pickup easier.

Do NOT make adjustments that result in overordering a flavor that create an unfavorable product mix for your troop.

- If your troop has a Saturday pickup, order varieties in multiples of 5.
- If your troop will be picking up on Friday, order each flavor based upon the number of cases per layer. See the Cases/Layer column below.
- If your troop is having cookies delivered, order based upon the layers or total cases per pallet.

Pallet Information

	<u>Cases/Layer</u>	<u># of Layers</u>	<u>Cases/Pallet</u>
ADVENTUREFULS®	18	10	180
LEMON-UPS®	21	8	168
TREFOILS®	16	10	160
DO-SI-DOS®	20	10	200
SAMOAS®	15	12	180
TAGALONGS® - Carton	16	10	160
TAGALONGS® - Soft Pack	18	10	180
THIN MINTS®	20	10	200
EXPLOREMORES®	20	10	200
TOFFEE-TASTIC®	17	12	204