

## Making Show and Sell Adjustments with Pack 77 Auto-calculation Sheets

You definitely need to be careful with accounting for the Show and Sell products. The way the spreadsheets work is that all Show and Sell **that you are not returning** must be included in one of two ways:

1. If you give Scouts credit for each S&S product they sell (i.e. they are helping at a S&S event and get credit for selling while there), then it should be included directly in their Scout order
2. If you don't give Scouts credit for S&S then the easiest way to handle it is to make one of the Dens a S&S catch, and put all of the SOLD Show and Sell that you are not returning there.

The Show and Sell adjustments let people KEEP some of the unsold product to sell later because some people like to do that, and also addresses the situation where you get stuck with an opened case that you cannot return. This year I made a new pack troop summary sheet with these changes:

- Row 9 and 22 is now UNSOLD S&S product that you want or have to keep to sell later
- Unit Take is computed by adding this to order instead of subtracting

So now it works like this:

Assuming I don't want to keep any UNSOLD S&S:

- A. Pre-ordered for S&S = 12 (a full case)
- B. Total product sold = 7 at S&S and included in orders (per 1 or 2 above), another 15 from other Scout orders = 22 total SOLD
- C. Entered on row 8 or 21 (total included in workbook): 12 (the WHOLE S&S order after subtracting returns)
- D. Entered on row 9 or 22 (unsold that you want or have to keep to sell later) : 0
- E. Unit take Quantity that gets computed on row 10 or 23 =  $22 (B) - 12 (C) + 0 (D) = 10$  **which is correct** (now using all S&S).
- F. In rows 38 and 39, you are charged for (C) + (E) order, which in this case is  $12 + 10 = 22$  **which is correct**.

Assuming I want to keep 1 UNSOLD S&S:

- A. Pre-ordered for S&S = 12 (a full case)
- B. Total product sold = 7 at S&S and included in orders (per 1 or 2 above), another 15 from other Scout orders = 22 total SOLD
- C. Entered on row 8 or 21 (total included in workbook): 12 (the WHOLE S&S order after subtracting returns)
- D. Entered on row 9 or 22 (unsold that you want or have to keep to sell later) : 1
- E. Unit take Quantity that gets computed on row 10 or 23 =  $22 (B) - 12 (C) + 1 (D) = 11$  **which is correct** (keeping one S&S to sell later).
- F. In rows 38 and 39, you are charged for (C) + (E) order, which in this case is  $12 + 11 = 23$  **which is correct**.

Now, let's look at the case with fewer SOLD items where I am stuck with S&S product in an opened case:

- A. Pre-ordered for S&S = 12 (a full case)
- B. Total product sold = 7 at S&S and included in orders (per 1 or 2 above), another 4 from other Scout orders = 11 total SOLD
- C. Entered on row 8 or 21 (total included in workbook): 12 (the WHOLE S&S order after subtracting returns)

- D. Entered on row 9 or 22 (unsold that you want to or must keep to sell later) : 1
- E. Unit take Quantity that gets computed on row 10 or 23 =  $11 (B) - 12 (C) + 1 (D) = 0$  which is correct.
- F. In rows 38 and 39, you are charged for  $(C) + (E)$  order, which in this case is  $12 + 0 = 12$  which is correct.

If this does not make sense, let me know. I tried to make the instructions better on the Start Here sheet, see if it is clear now.

If this does not fix your issue, please let me know and I will be happy to investigate further.

Thanks

Eric Cutright  
Pack 77 PopNut Spreadsheet Dude  
Email: [ericcutright@comcast.net](mailto:ericcutright@comcast.net)