

GEORGIA-CAROLINA COUNCIL, BSA

2018 TRAIL'S END POPCORN SALE

UNIT KERNEL GUIDE



Highlights of the 2018 Popcorn Sale!

- ✓ Any scout selling **\$1500** or more is entered for a drawing for an iPad or iPad Mini. **Top Seller Party with private movie viewing at Riverwatch Cinemas!**
- ✓ If your unit sells \$16,000 or more (before online sales), you get your final product order delivered to a single site of your choice for free.
- ✓ **Attend the 2018 Popcorn Kickoff** on August 29, get an **extra 1% commission**.
- ✓ **Receive up to an additional 5% in commission based on Unit sales growth.**
- ✓ The **"I Filled It Up Club"**: get entered into weekly drawing for **\$25 Scout Shop gift card**.
- ✓ **NEW PRIZE PROGRAM!**



2018 DISTRICT KERNELS

DISTRICT	NAME	PHONE	E-MAIL
CREEK RIVER			
District Kernel	Kristy Wright	706-733-5277	kikipwright@scouting.org
KIOKEE RIVER			
District Executive	Ron Bane	706-733-5277	ron.bane@scouting.org
YAMASEE			
District Executive	Derek Herron	706-733-5277	derek.herron@souting.org
COUNCIL KERNEL	Dr. Michael Graybeal	706-825-5254	mgraybeal@mindspring.com
Staff Advisor	Derek Herron	706-733-5277	derek.herron@scouting.org

TRAINING SCHEDULE

When: Wednesday August 29, 2018

**Where: American Legion Post 63, at Lake Olmstead,
90 Milledge Rd, Augusta, GA 30904**

Dinner: Served at 6:30 p.m.

Program: Begins at 7:00 p.m.

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2018 Popcorn Return Policy

- All left over Show-n-Sell product must be incorporated into your unit's Take Order – *Take Orders are due ONLINE by October 25.*
- Any remaining Show-n-Sell product not utilized in a unit's Take Order, **must be returned to the distribution point by Friday, October 26, 2018.**
- Show-n-Sell Popcorn may be returned in **sealed, unopened cases ONLY!**

After the sale is complete, if your unit still has popcorn inventory, your District Kernel will assist in locating units that may still need product. Follow the Trails-End instructions first, on the website; after that,

*****Transfer and payment (recommend 75% of retail \$) of popcorn will be the responsibility of the units.*****

2018 Unit Kernel Responsibilities

(IT IS SUGGESTED THAT YOU RECRUIT SOMEONE AS YOUR ASSISTANT.)

1. Attend the Unit Kernel Training:
 - This 60-minute training covers a multitude of new info for 2018.
 - **BRING YOUR ASSISTANT AND COMMITTEE CHAIR WITH YOU!**
2. Explain program to your adult leaders:
 - Unit's Sales Goal, Incentive Plan, and planned sales activities
 - Prepare Timetables
 - Set up sales coverage areas for each den/patrol.
(If participating in Show-N-Sell, please get with your District Kernel about options.)
3. Prepare handouts for Unit Kick-off meeting for Leaders, Parents & Scouts:
 - Timeline showing sale dates, date orders due, time & place for pickup, and distribution.
 - Unit goal and per boy sales goal.
 - 1 Family Guide (with Take-Order form) per scout.
4. Conduct a Unit Product Sale Kick-off Meeting, by September 13th for your unit.
Review sales goals, explain Prize & Incentive Program, discuss sales techniques, money collection and safety suggestions.
5. If you are conducting **Show & Sell** sales, order online by September 7.
6. Submit unit product & prize orders by Thursday, October 25.
 - Collect and total all sales records/order forms, and enter online.
 - **Note: You probably want to allow 2 - 3 days to compile your unit order prior to October 25. No orders will be accepted after the deadline!!!**
7. Arrange to pick up popcorn at district distribution location on Thursday Nov. 1 or Friday Nov. 2. On the same day, conduct a special meeting of all Scouts and their parents at your unit's meeting site to distribute popcorn, the Scout's original Take Order Forms, and Money Envelopes. **Keep a copy** of the Scout's Take Order Forms as a record for yourself and have the parent who picks up the order sign it!
8. Remind your Scouts of unit's money due dates. Make sure checks from customers are made payable to your unit.
9. You will be provided an invoice from council when you pick up your product. Collect and tally money from Scouts and **submit one check payable to the Georgia-Carolina Council** for "Total Amount Due" by Wednesday, December 5, 2018, to your District Kernel.

2018 KEY DATES TO REMEMBER

SEPTEMBER 2018

- August / September:** August 29, Training for Unit Kernels. The 60-minute training will cover new information for 2018. Popcorn Sale begins Sept. 12.
- September:** Orders due for Show & Sell by Sept. 7.
Unit Kernels conduct a Unit Product Sale Kick-off Meeting by Sept. 12.
- September 21:** Units participating in “Show & Sell” pick up Popcorn @ site to be announced.

OCTOBER 2018

- Thursday, October 25:** ALL Unit Popcorn & Prize Orders due! **Enter online**.
[If not possible, then get forms to District Kernel by this date!]
- Friday, October 26:** **ALL excess product “On Hand” must be returned to distribution point or IT’S YOURS TO KEEP!**

NOVEMBER 2018

- November 1-2:** All units pick up popcorn from distribution location (locations to be announced).

DECEMBER 2018

- By Wednesday, December 5:** “TOTAL MONEY DUE” to District Kernels. (*Payment by cashier check, money order or unit check...payable to “Georgia-Carolina Council”*)

HELP PUT THE MAGIC IN THE SCOUTING PROGRAM

- It is not about popcorn, it is about program.
 - ✓ Selling products as a fundraiser enables a unit to have the funds to deliver their “program.”
- We are selling Scouting, and people will buy if asked.
 - ✓ 82% of the public has never been asked to buy popcorn from Scouts.
- People need to know why Scouts are selling...what is the reason?
 - ✓ Volunteer leaders should inform Scouts, and their parents, how the popcorn and sale directly benefits their unit program and directly benefits individual Scouts and their families.
 - ✓ A printed calendar and unit budget will help educate parents and Scouts on “plans for the upcoming year.”
- “The popcorn costs too much. I do not eat popcorn.”
 - ✓ Surveys show that people will purchase from a Scout, if asked, and if they hear “how it will benefit the Scout” who is selling.
 - ✓ This is a unit fundraiser...not a “bargain sale.” Again, it is not about popcorn, it is about program.
- Our pack (troop-crew) has another fundraiser and we do not have a need to “sell popcorn.”
 - ✓ Georgia-Carolina Council does not approve fund raising by units that don't sell popcorn.
 - ✓ Many units find the Popcorn Sale adequate for both their Unit and individual Scout annual needs...and parents appreciate not having to come up with funds (dues) every week, month, etc.

FOR YOUR SCOUTS

Begin with your immediate family members...mom, dad, married brothers and sisters, cousins, grandparents, aunts and uncles, close neighbors, etc....you can do this as soon as you receive your "take order forms"...then after the kickoff, canvas your neighborhood, friends, etc....those who may support your unit's product sale. And remember, tell everyone about your unit's (pack – troop – crew) program and why you are selling...82% of the public is never asked to buy, and they will, if they know why you are selling.

SAFETY TIPS

- When selling in your neighborhood, always have an adult or buddy with you.
- Never enter a stranger's house without an adult.
- Keep checks and cash in a separate envelope with your name on it.
- Always walk on the sidewalk whenever possible.
- Never sell at night.
- Always be courteous.

SALES TIPS

Ten ways to make a popcorn sale.

1. Ask your parent to be the first to buy.
2. Ask your relatives to buy.
3. Ask your neighbors to buy.
4. Ask the parents of your friends (not in Scouts) to buy.
5. Ask your parents to help you sign up for online sales and email friends and relatives out of your area.
6. Take an order form to your place of worship and ask people to buy during coffee/fellowship hour (get permission first).
7. Ask your parents if they can take an order form to work and ask their co-workers to buy. (They may need to get permission first.)
8. Ask your patrol or den to schedule a "Super Sale Day." This is a day when your fellow Scouts select a neighborhood and go door-to-door as a group to ask people to buy.
9. Ask a parent or fellow Scout to go door-to-door with you in your neighborhood to ask people to buy.
10. Ask your parents or relatives if they give out gifts during the holiday season. If yes, ask them to consider giving out popcorn as a holiday gift.
11. ALWAYS WEAR YOUR UNIFORM!

WHO BUYS POPCORN?

- Parents
- Grandparents
- Neighbors
- Relatives
- Religious Friends
- Area businesses
- Teachers
- Coaches
- Married Brothers & Sisters
- Parent's Work
- Doctor
- Unit Leaders

***Don't forget last year's customers. Make sure you kept your sales form from last year and ask each of them to buy again.**

*** Have a parent in your pack or troop who owns his/her own business? Do they send Christmas gifts to employees/customers? Ask them to send popcorn this year.**

Sales Tips for Scouts

- ALWAYS wear your uniform. Everybody loves to support a Scout in uniform.
- ALWAYS sell in pairs accompanied by an adult and never sell after dark unless you are with an adult.
- ALWAYS act like a Scout and be polite and courteous. Wear a smile and introduce yourself.
- ALWAYS walk on the sidewalk and driveway, NOT through the yard. Watch for traffic.
- Don't carry large amounts of cash with you. Never enter anyone's house.
- Remember to always have 2 pens with you and make sure you keep your Take-Order Form as neat as possible.
- Make sure you know all the different types of products you are selling.
- Most importantly, when you are selling – **tell the people what the money goes for and how it helps YOU.**
- Make sure you know the date when you will be delivering the popcorn to your customers.
- Not every house will buy, so do not become discouraged.
- The more people you ask – the more people will buy.
- Put sale articles in your school, church, and community bulletins/newsletters.
- Tell your parents, grandparents, aunts, uncles, and neighbors: what a great gift Trails End Popcorn makes for teachers, friends, co-workers, etc. Also, let them know how quickly it runs out and to buy enough from you to last them until next year.
- Keep your Take-Order forms so you can call on these people again next year.

Unit Tips For A Successful Sale

- Develop your Ideal Year of Scouting and then set your budget to establish a unit goal. Let this sale fund your quality Scouting Program.
- Pick a Unit Kernel who will attend all the training sessions and pick up all of your materials.
- Educate parents of the direct benefits to them – e.g., Johnny sells \$x amount and gets to go to camp.
- Have a big unit kickoff for the youth to get all materials and GET EVERYBODY EXCITED! All youth should receive the Take Order Form. Review all prizes available to the youth. Set per Scout sales goals.
- Have a unit “blitz day” where every youth in the unit goes out selling and whoever sells the most that day gets a prize.
- Establish a unit customer base. Make 2 copies of all Take Order Forms: one to keep in unit records for next year in case a youth moves, etc. and one for the youth to keep so they can ask when they call them next year “that probably wasn't enough, was it?”
- Write and copy a letter for all of your Scouts that they can use which explains the sale and why they are selling, tells dates of delivery, explains the benefits for your unit and council. Have your Scouts leave a copy of this letter in the newspaper box of people's homes they know who happen not to be at home when the Scouts stop by. This is a good letter to share with parents.
- Do corporate sales using employers and companies of parents and leaders within your unit.
- Remind parents of how great popcorn is to use as gifts for teachers, co-workers, neighbors, babysitters, and relatives.

MAKE IT FUN AND EXCITING FOR THE SCOUTS!

2018 Product Selection

<u>Trail's End Popcorn</u>	<u>Retail Price</u>	<u>Available For S & S</u>
1. Military Option Gold**	\$ 50.00	YES
2. Military Option Silver**	\$ 30.00	YES
3. Chocolate Lovers Collection [Tin]	\$ 55.00	NO
4. Cheese Lovers Collection	\$30.00	YES
5. Chocolatey Caramel Crunch	\$ 25.00	NO
6. Salted Caramel Corn	\$ 20.00	NO
7. 22 oz. Premium Caramel Corn with Nuts	\$ 20.00	YES
8. 18-pack Kettle Corn Microwave	\$ 25.00	YES
9. 18-pack Unbelievable Butter Microwave	\$ 20.00	YES
10. 5.25 oz. White Cheddar Cheese	\$ 15.00	YES
11. 5.25 oz. Jalapeño Cheddar Cheese	\$15.00	NO
12. 11 oz. Original Caramel Corn	\$ 10.00	YES

**For each donation, Trail's End will send the military the full value of popcorn!

COMMISSIONS / PRIZES

Commission Plan

33% of gross unit sales + prizes

Attend Kickoff

Additional 1% commission

Bonus Commission

Unit Commission percentage bonuses available for units with sales growth relative to 2017 unit sales

Unit Commission Increase based on % growth	
1-19%	1%
20-29%	2%
30-39%	3%
40-49%	4%
50%+	5%

4 REASONS FOR THE PRIZE INCENTIVE PROGRAM

- On average, units that used the *prize incentive program* had a 21% increase in sales...Scouts like recognition.
- Delivery is to individual units...delivered to each unit kernel (chair)...you can't beat the convenience.
- Unparalleled service and support from BSA Scout Shop...prompt service directly to units.
- Prizes are in addition to a generous commission given directly to each unit.

INDIVIDUAL PRIZE NOTES:

- ✓ Prizes begin at a sales level of \$100.
- ✓ Rewards are based on individual sales...NO combining of sales with other scouts.
- ✓ Each scout may select one reward from the sales level reached (or a combination of prizes totaling the level reached).

ADDITIONAL PRIZES AND RECOGNITIONS FOR YOUTH MEMBERS!

Top Council Cub Scout Seller: (*Minimum Sale of \$4,000*)

Choice of Kayak or Paddleboard

Top Council Boy Scout, Venturer, or Explorer Salesperson: (*Minimum Sale of \$4,000*)

Choice of Kayak or Paddleboard

Top District Salesmen: (one per district; council top sellers not eligible) (*Minimum Sale of \$2500*)

\$50 Wal-Mart Gift Card

BONUS REWARDS: Available for all Sellers!

Unit Sells at least \$1,500: Cast Iron Skillet

Unit Sells at least \$3,500: Two-burner standing camp stove

\$1,500 Club: Entered into a drawing for your choice of iPad or iPad Mini.

\$2,500 or more in sales*: Sell this amount in one year and earn money for college.

*Visit www.trails-end.com for more information and forms for this incentive. Click on: Leaders / Popcorn Sales / Incentives / College Scholarship.

(You don't have to sign in for this.)

***** To receive your prizes from the Council or the online program, ALL invoices must be paid by December 31, 2018. IF there is an outstanding balance owed by the Unit after December 31, 2018, the unit will forfeit their prizes. Thank you!**

A. General Instructions

The following **forms** are available on the Council website.

1. **For Manual Use:** Only this book. Please use the forms and instructions in this book for all your work. Fill in the number of sheets in the bottom right space.
2. **For Electronic Use:** UnitMasterRecord AC-2018.xls ["Auto-Count"] Use the instructions in this book. You must save this file to your own computer.
3. **"Open Office®":** If you do not have an Excel compatible program, there is a free suite of programs compatible with MS Office formats. Go to <http://www.openoffice.org> for further information, and download the most current version. It has a spreadsheet program that will read and **save** ".xls" files

B. Instructions for Completing **UNIT MASTER RECORD** Trail's End FORM 04405 **[IF YOU DID NOT ORDER ONLINE AS INSTRUCTED.]**

*****NOTE: No adjustments are needed for Show & Sell distributions or left-overs!!**

The forms already account for these! ***

1. If using the electronic form (UnitMasterRecordAC-2018.xlsx), have a blank copy on hand for reference and start with "Sheet1" in the workbook. For manual completion, make as many copies of the form from this book as necessary.
2. Complete District, Unit, and Unit Chairman/Den Leader information at top of form, including phone numbers.
3. For each scout, verify that all numbers balance on his Order Form. Then enter the scout's name & phone number on the Unit Master Record and transfer total sale amounts into the appropriate "Ordered" (O) columns.
4. Enter any pre-delivered products (Show & Deliver, or early delivery) for each scout in the appropriate "Received" (R) column. (On the automatic form, these amounts will appear in red.) **DO NOT** enter products sold at Show & Sell.
5. If working on a manual form, total numbers vertically to make sure all numbers balance. If using the computerized version, the form will automatically total all columns and \$ amounts, and subtract the pre-delivered totals from the orders to show what you still need on the bottom line.
7. You may enter the total dollar amount of each boy's Show & Sell sales in the "Show & Sell" column to make prize calculation easier. Include any **ONLINE** sales here. (Do **NOT** add this into the amount shown in "Total Amount Due Unit".)
8. Enter **prize** (or prizes) chosen for each scout in the "Prize Chosen" column.
9. Transfer totals from all UNIT MASTER RECORD sheets to **UNIT ORDER AND SETTLEMENT FORM BY CONTAINER** (see separate instructions, TE **Form 04407**). [This is unnecessary if using UnitMasterRecord AC-2018.xls, as all totals will automatically add up to the **UOaSFBC** in that "workbook".]
10. You will need **3 copies** of each Unit Master Record: one for yourself and two for the District Kernel.

C. Instructions for Manually Completing
UNIT ORDER AND SETTLEMENT FORM BY CONTAINER

Trail's End FORM 04407

[IF YOU DID NOT ORDER ONLINE AS INSTRUCTED.]

1. Copy the form from this book for use. If completing the electronic form, use the form in this book for reference; the electronic form is in the Excel workbook following Sheet13.
2. Complete the District, Unit, and Unit Popcorn Chairman information at top of form, including phone numbers. (Electronic users: Only your address still needs completion.)
3. Complete Column information as follows:

If you did NOT do Show & Sell...

» Column 1b: "Sold" – Enter total number of containers sold (from all **Unit Master Records**).

If you DID do Show & Sell...

» Column 1a: "On Hand" – Enter total number of containers left over from Show & Sell.

» Column 1b: "Sold" – Enter total number of containers sold (from all **Unit Master Records**).

» Column 1c: "Need" – If completing manually, subtract 1a from 1b and enter here.

All sales...

» Column 2: "Containers per Case" – This column is a controlled number and cannot be changed.

» Column 3: "Total Cases" – If completing manually, divide number in column 1c by the number in column 2 and enter whole number here. Enter remainder (# of containers) in Column 4: "Containers Needed."

» Column 5: "Total Containers Ordered" – You **MUST** enter here how many containers you wish to order. You may simply copy the number from Column 1c. You may order extra if you feel you can sell it, but the Council **will not take it back**.

» Column 6: Cost per container is also a controlled number.

» Column 7: "Total" – Multiply the cost per container times the number of containers you are ordering. Then total all amounts in Column 7 at bottom of column.

» Total Commission: For electronic forms, you may enter here your anticipated commission to get an idea of your unit's profit from the sale.

» Columns 8 & 9: If completing manually, please **LEAVE BLANK** – these will be filled in by the District Kernel at the time you place your order. Electronic forms will automatically figure these amounts.

4. Sign name in **left** signature space and date form. (Right space is for District Kernel's signature.)
5. **COMPLETE "TOP UNIT SALESMEN " SECTION** .
6. **SUBMIT: TWO** copies of each **Unit Master Record** form and **THREE** copies of the **Unit Order and Settlement Form By Container** to District Kernel. He/She will verify totals where needed and return your copy of the **Unit Order and Settlement Form**.

Also submit a completed copy of the **Trails-End Unit Prize Order Form** even if you are not taking prizes (the Council will need a record). Tally all items boys have requested, adding one patch per boy selling >\$100, plus one for the Unit Kernel if desired.

District _____

Pack # _____
 Troop # _____
 Crew # _____
 Post # _____

Unit Master Record

Summary of Order & Money













O = Ordered

R = Received

Popcorn Chairman's Name & Phon () _____

~ () _____
 Email () _____

Adult Leaders' Names & Phone #'s
 _____ () _____
 _____ () _____

Scout's Name and Phone	Prize Chosen													Show & Sell Total \$	Total Amount Due Unit	Payment F Date
		O / R	O / R	O / R	O / R	O / R	O / R	O / R	O / R	O / R	O / R	O / R				
NAME														\$	\$	
PHONE																
NAME														\$	\$	
PHONE																
NAME														\$	\$	
PHONE																
NAME														\$	\$	
PHONE																
NAME														\$	\$	
PHONE																
NAME														\$	\$	
PHONE																
NAME														\$	\$	
PHONE																
Totals																
Need														Total		

FORM 04405 8/28/18

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For Questions about forms call your District Popcorn Chairman or (706) 650-8643.

Form 1 of _____



District ~ ~
 Cub Pack # ~ ~
 Scout Troop # ~ ~
 Venture Crew # ~ ~
 Explorer Post # ~ ~

UNIT ORDER AND SETTLEMENT FORM BY CONTAINER

Name of Unit Popcorn Chairman ~ _____
 Home Address _____
 City _____ State _____
 Zip _____
 Home () _____ Business () _____
 Email ~ _____

PLACE ORDER FROM "CONTAINERS ORDERED" COLUMN! →→→→→ HERE!										Numbers below are for reference only!		
On Hand	Total	Containers/Case	Total Cases Needed	&	Containers Needed	Containers Ordered	Cost Per Case	Total	Total Commission	Amount Due Council *	Unit Profit	
	Total: \$50 MILITARY	1	=			×	\$ 50.00	= \$		\$	\$	
	Total: \$30 MILITARY	1	=			×	\$ 30.00	= \$	33%		\$	
	Total: Chocolate Lovers Collection Sold Need	1	=			×	\$ 55.00	= \$			\$	
	Total: Cheese Lover's Collection Sold Need	1	=			×	\$ 30.00	= \$			\$	
	Total: Chocolatey Caramel Crunch Sold Need	12	=			×	\$ 300.00	= \$			\$	
	Total: 18-Pack Kettle Corn Sold Need	6	=	&		×	\$ 150.00	= \$			\$	
	Total: 18-Pack Unbelievable Butter Microwave Sold Need	6	=	&		×	\$ 120.00	= \$			\$	
	Total: Salted Caramel Corn Sold Need	12	=	&		×	\$ 300.00	= \$			\$	
	Total: 26 oz. Caramel w/ Alm, Cash & Pecans: Sold Need	12	=	&		×	\$ 240.00	= \$			\$	
	Total: White Cheddar Cheese Sold Need	12	=	&		×	\$ 180.00	= \$			\$	
	Total: 5.25 oz. Jalapeño Cheddar Sold Need	12	=	&		×	\$ 180.00	= \$			\$	
	Total: 11 oz. Original Caramel Corn Sold Need	12	=	&		×	\$ 120.00	= \$			\$	

TOP UNIT SALESMEN	
Name	Dollars towards Awards
1) _____	\$ _____
3) _____	\$ _____
4) _____	\$ _____
5) _____	\$ _____

TOTAL _____ \$ _____ \$ _____

*Make check payable to Georgia-Carolina Council.

Unit Signature _____ Date _____ District Signature _____ Date _____

FORM 04407 8/28/18

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After settlement form is completed, take THREE copies to your District Chairman. One copy will be returned to you signed as your Unit's record.

FALL 2018 TRAIL'S END UNIT PRIZE ORDER FORM

Person Placing Order/ Unit Leader **Unit Leaders: Please return this form with your popcorn order (if not properly ordered online) by: 10/25/18**

Last name	First Name	District	Pack#	Troop #	Post #
Street Address - FedEx Will NOT deliver to PO Box – must be physical street address					
City	State	Zip Code			
E-Mail Address	Phone Number (Mandatory) Day		Phone Number Evening		

- Instructions for Prize Fulfillment:**
- Indicate total number of each prize needed. ➢ Please print all information clearly, spelling out complete city names including zip codes.
 - Example: 2 Patches 1 BSA Mess Kit ➢ Do not use tally marks (" ")
 - Leave blank if "zero." ➢ Be sure to include area codes with your phone number.
 - Forward the completed form to your District leader by the date indicated above.

KEEP A COPY OF THIS FORM FOR YOUR RECORDS!

- | | | | |
|-----------------------|--|-----------------------|---|
| <u>Level 1</u> | <u>Sell \$100</u> | | |
| _____ 1 | 2018 Popcorn Sale Patch | _____ 11 | 2413 Trails End Scholarship |
| | | _____ 12 | 2352 Vans |
| | | _____ 13 | 2853 Nike |
| <u>Level 2</u> | <u>Sell \$250</u> | _____ 14 | 2854 Converse |
| _____ 2 | \$15.00 Scout Shop Gift Card | _____ 15 | 2359 Hiking Boots |
| <u>Level 3</u> | <u>Sell \$650</u> | <u>Level 6</u> | <u>Sell \$4000</u> |
| _____ 3 | 2350 Stars and Strikes (individual) | _____ 16 | 130 Apple AirPods |
| _____ 4 | \$25.00 Scout Shop Gift Card | _____ 17 | 131 Wireless BEATS Headphones |
| | | _____ 18 | 132 Boy Scout Camping Bundle |
| | | _____ 19 | 2355 Wonder Works – Pidgeon Forge (family of 4) |
| <u>Level 4</u> | <u>Sell \$1,500</u> | <u>Level 7</u> | <u>Sell \$6,000</u> |
| _____ 5 | 2400 Stars and Strikes (family of 4) | _____ 20 | 141 Nintendo Switch |
| _____ 6 | 2351 VISA Gift Card \$50.00 | _____ 21 | 142 Xbox One S (or newest version) |
| _____ 7 | 2405 Boy Scout Backpack | _____ 22 | 143 Platinum Camping Bundle |
| _____ 8 | 2406 Cub Scout Backpack | _____ 23 | 2356 Playstation 4 |
| _____ 9 | 2410 Scouts selling \$1500 or more are entered into drawing for an Apple i-pad | _____ 24 | 2357 Kayak |
| | | _____ 25 | 2358 Paddle Board |
| <u>Level 5</u> | <u>Sell \$2,500</u> | | |
| _____ 10 | 122 Silver Camping Bundle | | |

****CHECK HERE IF NOT TAKING PRIZES** _____

Order Prizes - See the Unit Prize Order.pdf file on the Council website, or login to your bsaprizemania.org account.
Questions about Prizes or Status of your Prize Order – contact Derek Herron 706-733-5277.

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SHOW & SELL (or Show & Deliver)

Unit Product Receipt 2018

	Design on Case	# Per Case	Product Description	Cost/Case	# Cases	# Containers
	C	1	Cheese Lover's	\$30		
	Sun	6	18-Pk. Kettle Corn	\$120		
Date of Receipt _____	Rectangle	6	18-Pk. Unbelievable Butter Microwave	\$120		
District _____						
Cub Pack # _____	Tree	12	Premium Caramel with Nuts	\$240		
Scout Troop # _____	Circle in Square	12	5.25 oz. White Cheddar Cheese	\$180		
Venture Crew # _____	Cross	12	5.25 oz. Jalepeño Cheddar Cheese	\$180		
Explorer Post # _____	Circle	12	11 oz. Classic Caramel Corn	\$120		
Total Cases & Containers						
Total Retail Value						

I acknowledge receipt of the above popcorn.

Signature _____
 Name _____
 Street Address _____
 City _____
 State _____ Zip _____

Money Due By: 12/05/18
 Unit Position: _____
 Business Phone: () _____
 Home Phone: () _____