

GEORGIA-CAROLINA COUNCIL, BSA

2015 TRAIL'S END POPCORN SALE

UNIT KERNEL GUIDE



Highlights of the 2015 Popcorn Sale!

- ✓ NEW prize for the \$650 Club: a radio controlled car!
- ✓ Jalapeño Cheddar Cheese replaces Buffalo Cheddar!
- ✓ If your unit sells \$25,000 or more (before online sales), you get your product delivered to a single site of your choice for free.
- ✓ If you sell your Unit Goal (10% more than 2014), then you get an **extra 2%** commission.
- ✓ **Attend the 2015 Popcorn Kickoff** on August 13, get an **extra 1% commission**.
- ✓ The **"I Filled It Up Club"**: get entered for the weekly drawing for **\$100 gift card**.
- ✓ Knock on the door of a Mystery House, and be entered in a drawing for a major council prize.
- ✓ \$500 Georgia-Carolina Council debit account for council highest selling Cub and Boy Scout/Venturer/Explorer.
- ✓ NEW prizes you can order online!



2015 DISTRICT KERNELS

DISTRICT	NAME	PHONE	E-MAIL
CREEK RIVER			
District Executive	Demetrius Hartley	706-733-5277	dhartley@scouting.org
KIOKEE RIVER			
District Executive	Ron Bane	706-733-5277	ron.bane@scouting.org
YAMASEE			
Field Director	Brian Taylor	706-733-5277	Brian.Taylor@souting.org
COUNCIL	Dr. Michael		
KERNEL	Graybeal	706-650-8643	mgraybeal@mindspring.com
Staff Advisor	Brian Taylor	706-733-5277	Brian.Taylor@souting.org

TRAINING SCHEDULE

When: Thursday August 13, 2015

**Where: Grace United Methodist Church, North Augusta, SC
639 Georgia Ave.**

Dinner: Served at 6:30 p.m. in the Scout Hut

Program: Begins at 7:00 p.m. across the parking lot in the Wesley Center

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2015 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 28th.*
- Any remaining Show-n-Sell product not utilized in a unit's Take Order, **must be returned to the Council by Tuesday, October 27, 2015.**
- Show-n-Sell Popcorn may be returned in **sealed, unopened containers ONLY!**

If after the sale is complete, your unit still has popcorn inventory, Council will assist in locating units that may still need product.

*****Transfer and payment of popcorn will be the responsibility of the units.***

2015 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 2015.
 - **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. (These will have been mailed out in August.)
4. Conduct a Unit Product Sale Kick-off Meeting, by September 12th 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 11th.
6. Submit unit product & prize orders by Wednesday, October 28th:
 - 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 28th. No orders will be accepted after the deadline!!!**
7. Arrange to pick-up popcorn at district distribution location on Saturday, November 13th. 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. Collect and tally money from Scouts and **submit one check payable to the Georgia-Carolina Council** for "Total Amount Due" by Friday, December 4th, 2015, to your District Kernel.

2015 KEY DATES TO REMEMBER

SEPTEMBER 2015

- August / September:** Training for Unit Kernels. The 60-minute training will cover new information for 2015. Popcorn Sale begins August 27.
- September:** Orders due for Show & Sell by Sept. 11.
Unit Kernels conduct a Unit Product Sale Kick-off Meeting before Sept. 12.
- September 25:** Units participating in “Show & Sell” pick-up Popcorn @ site to be announced.

OCTOBER 2015

- Wednesday, October 28:** ALL Unit Popcorn & Prize Orders due! Enter online.
[If not possible, then get forms to District Kernel by this date!]

NOVEMBER 2015

- Saturday, November 13:** All units pick up popcorn from distribution location (locations To Be Announced).

DECEMBER 2015

- By Friday, December 4:** “TOTAL MONEY DUE” to District Kernels. (*Payment by cashier check, money order or unit check...payable to Georgia-Carolina Council*)

Contents of 2015 CD

1. **2015 Unit Kernel Guide.pdf** – This is the 2015 Popcorn Sale Unit Kernel Guide book which you received with the CD at District Popcorn Kickoff. It contains all instructions.

2. **2015 Forms folder** [For use **ONLY** if you did not order **properly online as directed**, or to tabulate sales by boys on your own computer.]

- a. UnitMasterRecord AC-2015.xls – This is the form to use as you fill out the forms on the computer and accurately tabulate all sales. Please see instructions in Unit Guide.
- b. Prize Order Form 2015.pdf – This is the form on which to order your prizes or tabulate prizes to order online. You may print it and fill it out manually. ***Every unit must submit this form if you did not properly order online.***

3. **Trail's End Website materials**

- a. Leader Online Selling Info.pdf -- This explains how to sign up, check in and view all your unit's online sales information.
- b. Scout List Add-Edit.PDF – This will guide you through adding and removing scouts from your unit list so you can enter their sales.
- c. Scout Online Selling Info.pdf – This explains how each boy can sign up to sell online and promote his sales to friends and relatives out of town.
- d. Trails End Online Selling - 2015.pdf – A flier promoting online sales.

**** Viewing Software** [Not on CD]

a. If you do not have **Microsoft Excel** with which to read, complete, and save the .xls forms, you can obtain the Excel 2007 Viewer for free from the following internet link: <https://support.office.com/en-US/article/View-workbooks-by-using-Excel-Viewer-649A52EE-FDC7-481A-8A34-CF9DF52D8FE2>
This program will allow you to view, complete, or print the forms, but **DOES NOT** allow you to **save entered data** for each form

b. You can also install Open Office®. Open Office is a free but well documented suite of programs compatible with the Microsoft® Office file formats. Go to <http://www.openoffice.org> for further information, and to download the most current version. You can complete and **save** .xls files with the Open Office spreadsheet.

c. If you do not have **Adobe Reader** with which to view and print the .pdf files, you can download it for free from: <http://www.adobe.com/products/acrobat/readstep2.html>

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.
 - ✓ Consider allowing the “total unit commission” to go directly into a “Scout’s account” for weekend campouts, field trips, Boy Scout Summer Camp, Cub Scout Day Camp, personal scouting equipment or uniforms, etc.
 - ✓ 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 or troop) 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. (Married brothers and sisters)
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 that 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.
- Ask 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 – i.e. 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 and 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 stops 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!

2015 Product Selection

<u>Trail's End Popcorn</u>	<u>Retail Price</u>	<u>Available For S & S</u>
1. 11 oz. Original Caramel Corn	\$ 10.00	YES
2. 5.25 oz. White Cheddar Cheese	\$ 15.00	YES
3. 5.25 oz. Jalapeño Cheddar Cheese	\$15.00	YES
4. Chocolatey Triple Delight	\$ 20.00	NO
5. 22 oz. Premium Caramel Corn with Almonds, Cashews & Pecans	\$ 20.00	YES
6. 18-pack Butter Light Microwave	\$ 20.00	YES
7. 18-pack Unbelievable Butter Microwave	\$ 20.00	YES
8. 18-pack Kettle Corn Microwave	\$ 25.00	YES
9. 20 oz. White Chocolatey Pretzels	\$ 25.00	NO
10. Chocolatey Caramel Crunch	\$ 25.00	NO
11. Cheese Lovers Collection	\$ 30.00	YES
12. Sweet & Savory Collection [Tin]	\$ 45.00	NO
13. Chocolate Lovers Collection [Tin]	\$ 60.00	NO
14. Military Option*	\$ 30.00	YES
15. Military Option*	\$ 50.00	YES

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

COMMISSIONS / PRIZES

Commission Plan With Prizes

30% of gross unit sales + prizes

Sell 10% More than 2014

Add 2% commission

Commission Plan Without Prizes

34% of gross unit sales

Attend Kickoff

Additional 1% commission

4 REASONS TO USE

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 \$75.00
- ✓ 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), plus a patch.

NOTE: If your unit wishes to take the "Commission Plan Without Prizes" option, but would still like to recognize your scouts with a Popcorn patch or pin, please indicate this on the prize form to place an order. Patches will be 50 cents each.

ADDITIONAL PRIZES AND RECOGNITIONS FOR YOUTH MEMBERS!

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

\$500 Georgia-Carolina Council Debit Account (for in-council Scout Shop or activities)

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

\$500 Georgia-Carolina Council Debit Account (for in-council Scout Shop or activities)

Top District Salesmen: (**one per district; council top sellers not eligible**) (*Minimum Sale of \$500*)

\$50 Wal-Mart Gift Card

BONUS REWARDS: Available for all Salesmen!

\$650 or more in sales: Earn a \$20 Scout Shop Gift Card or Radio Control Car.

Mystery House Winner: Get a small prize and be entered in a drawing for your choice of Xbox1, Playstation 4, or \$400 gift card. (One drawing for each district.)

\$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, 2015. IF there is an outstanding balance owed by the Unit after December 31, 2015, the unit will forfeit their prizes - Council and Online. Thank you!**

A. General Instructions

The following **forms** are available on the Council Popcorn CD 2015.

1. General Rules for Unit Kernels: *****PLEASE** see this file for important information. ***
2. **For Manual Use**: Only #1 above, and this book. Please use the forms and instructions in this book for all your work.
3. **For Electronic Use**: UnitMasterRecord AC-2015.xls ["Auto-Count"] Use the instructions in this book. You must save this file to your own computer.
4. Excel 2007 Viewer: If you do not have Microsoft Excel, you can download this program from the following link:
<http://office.microsoft.com/en-us/assistance/HA010449811033.aspx>
Excel Viewer will allow you to view, complete, and print the forms, but **DOES NOT allow you to save entered data for each form.**
5. "Open Office®": a free suite of programs compatible with MS Office formats. Go to <http://www.openoffice.org> for further information, and to download the most current version. It has a spreadsheet program which 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-2015.xls) 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-2015.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 plus one for the Unit Kernel if desired.



District 0
 Cub Pack # 0
 Scout Troop # 0
 Venture Crew # 0
 Explorer Post # 0

UNIT ORDER AND SETTLEMENT FORM BY CONTAINER

Name of Unit Popcorn Chairman _____ 0
 Home Address _____
 City _____ State _____
 Zip _____
 Home () _____ Business () _____
 Email _____

PLACE ORDER IN "CONTAINERS ORDERED" COLUMN! →→→→→→→→ (HERE)												
On Hand	Total: \$50 MILITARY		Containers/Case	Total Cases Needed	&	Containers Needed	Containers Ordered	Cost Per Case	Total	Total Commission	Amount Due Council *	Unit Profit
		÷	1	=		0	×	\$ 50.00	= \$		\$	\$
	Total: \$30 MILITARY		÷	1	=		×	\$ 30.00	= \$		\$	\$
	Total: Chocolate Lovers Collection Sold Need		÷	1	=		×	\$ 60.00	= \$		\$	\$
	Total: Sweet & Savory Collection Sold Need		÷	1	=		×	\$ 45.00	= \$		\$	\$
	Total: Cheese Lover's Collection Sold Need		÷	1	=		×	\$ 30.00	= \$		\$	\$
	Total: Chocolatey Caramel Crunch Sold Need		÷	12	=		×	\$ 300.00	= \$		\$	\$
	Total: White Chocolatey Pretzels 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: 18-Pack Butter Light Microwave Sold Need		÷	6	=	&	×	\$ 120.00	= \$		\$	\$
	Total: 26 oz. Carmel w/ Alm, Cash & Pecans Sold Need		÷	12	=	&	×	\$ 240.00	= \$		\$	\$
	Total: 18 oz. Chocolatey Triple Delight Sold Need		÷	12	=	&	×	\$ 240.00	= \$		\$	\$
	Total: 5.25 oz. Jalapeno Cheddar Sold Need		÷	12	=	&	×	\$ 180.00	= \$		\$	\$
	Total: White Cheddar Sold Need		÷	12	=	&	×	\$ 180.00	= \$		\$	\$
	Total: 11 oz. Original Caramel Corn Sold Need		÷	12	=	&	×	\$ 120.00	= \$		\$	\$

TOTAL _____ \$ _____ \$ _____

*Make check payable to Georgia-Carolina Council.

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

Unit Signature _____ Date _____ District Signature _____ Date _____

FORM 04407 8/06/15

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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 2015 TRAIL'S END UNIT PRIZE ORDER FORM

Person Placing Order/ Unit Leader **Unit Leaders: Please return this form with your popcorn order by: 11/03/15**

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.
 - Do not use tally marks (”)
 - Be sure to include area codes with your phone number.
 - Leave blank if “zero.”
 - Please print all information clearly, spelling out complete city names including zip codes.
 - Forward the completed form to your Council leader by the date indicated above.

KEEP A COPY OF THIS FORM FOR YOUR RECORDS!

\$650 Club Bonus

- _____ **Bonus \$20 Scout Shop Gift Card (or)**
 _____ **Bonus Radio Control Car**
 (Pick 1 prize per Scout selling \$600 or more.
 Either item will ship from Council.)

- Level 7** **Sell \$800**
 _____ 21 LEGO Compact Tracked Loader
 _____ 22 30x Telescope
 _____ 23 RC Helicopter
 _____ 24 Scooter

- Level 1** **Sell any product**
 _____ 0 2015 Popcorn Sale Patch

- Level 8** **Sell \$1000**
 _____ 25 Cub Scout Tinker Swiss Army Knife
 _____ 26 Boy Scout Tinker Swiss Army Knife
 _____ 27 LEGO Turbo Quad
 _____ 28 Radio Controlled Vehicle 1:14, 1:16

- Level 2** **Sell \$75**
 _____ 1 Bottle Carabiner Leather Kit
 _____ 2 Zipper Pull Thermometer/Compass
 _____ 3 Spork
 _____ 4 Steel Mechanix Airplane

- Level 9** **Sell \$1,500**
 _____ 29 Compound Bow Set
 _____ 30 Osprey® Daylite Pack
 _____ 31 Syncro Nana Quadcopter
 _____ 32 \$50 Scout Shop Gift Card

- Level 3** **Sell \$150**
 _____ 5 5-in-1 Survival Aid
 _____ 6 Scout Flyer
 _____ 7 Kidz Labs Diving Octopus
 _____ 8 Kidz Labs Zero Gravity Rover

- Level 10** **Sell \$2,000**
 _____ 33 ENO® Camping Hammock
 _____ 34 Copperhead Helicopter
 _____ 35 Camera Kodo Quadcopter
 _____ 36 \$75 Scout Shop Gift Card

- Level 4** **Sell \$250**
 _____ 9 TriPod Stool
 _____ 10 BSA Mess Kit
 _____ 11 Slime Science Kit
 _____ 12 Radio Controlled Car 1:24

- Level 11** **Sell \$2,750**
 _____ 37 JetBoil® Camping Stove
 _____ 38 CamelBak® Hydration Pack 619423
 _____ 39 Ominus Quadcopter
 _____ 40 \$100 Scout Shop Gift Card

- Level 5** **Sell \$400**
 _____ 13 Turbo Flip RC
 _____ 14 Giant Volcano Kit
 _____ 15 Solar Cooking Kit
 _____ 16 Robot Can Kit

- Level 12** **Sell \$3,500**
 _____ 41 iPod Nano – 16GB
 _____ 42 Quadcopter Camera CX
 _____ 43 CamelBak Hydration Pack 619421
 _____ 44 \$150 Scout Shop Gift Card

- Level 6** **Sell \$550**
 _____ 17 Silva® Polaris Compass
 _____ 18 Petzel® Tikkina Headlamp
 _____ 19 Cub Scout Knife
 _____ 20 BSA Deluxe Knife

- Level 13** **Sell \$4,000**
 _____ 45 Samsung® 7” 16GB Tablet
 _____ 46 GoPro® Video Camera
 _____ 47 Osprey Ace 50L Backpack
 _____ 48 Eureka Tetragon 5 Person Tent

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



SHOW & SELL (or Show & Deliver)

Unit Product Receipt

Date of Receipt _____
 District _____
 Cub Pack # _____
 Scout Troop # _____
 Venture Crew # _____
 Explorer Post # _____

Design on Case	# Per Case	Product Description	Cost/Case	# Cases	# Containers
C	1	Cheese Lover's	\$30		
Sun	6	18-Pk. Kettle Corn (\$25 each)	\$150		
Rectangle	6	18-Pk. Unbelievable Butter Microwave	\$120		
Diamond	6	18-Pk. Butter Light Microwave	\$120		
Tree	12	24 oz. Caramel w/ Alm, Cashew & Pecans	\$240		
Cross	12	5.25 oz. Jalepeña Cheddar Cheese	\$180		
Circle in Square	12	5.25 oz. White Cheddar Cheese	\$180		
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: 12/04/15
 Unit Position: _____
 Business Phone: () _____
 Home Phone: () _____