



BOY SCOUTS OF AMERICA®
NORTH FLORIDA COUNCIL

Unit Fall Product Sale Coordinator 2019 Fall Product Sale Guidebook

**A Scout Helps Pay Their Own Way...
A Scout is Thrifty.**

North Florida Council
Boy Scouts of America
521 S. Edgewood Avenue
Jacksonville, FL 32205
Phone: (904) 388-0591 (800) 232-0845

Council Popcorn Staff Advisor
Joseph Orr Joseph.orr@scouting.org 352-262-3281

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Unit Fall Product Sale Coordinator Position

Description

POSITION OVERVIEW:

Coordinate the annual Fall Product Sale (FPS) in your Unit to ensure the Unit's financial goals are met to enable a quality program, and to teach Scouts the benefits of paying their own way.

SPECIFIC RESPONSIBILITIES:

1. With your Unit Committee create a unit budget that provides a quality program for your Scouts. From this budget set Unit and Scout Family Sales Goals.
2. Attend one of the Council FPS Kick-offs.
3. With your Unit Committee, schedule, promote, and conduct a Unit FPS Kickoff.
4. With your Unit Committee, create a Unit incentive plan to encourage boys throughout the sale.
5. Promote all methods of selling, including Online Sales, to all Scout families.
6. Plan and Coordinate Weekend Sales.
7. With your unit Committee determine how much product to order for your First Order and input this information into the Trails End Popcorn Sales System for Popcorn, for peanuts go to our website npscouting.org and click on the Fall Product Sale button, OR submit a Paper Order Form by the due date.
8. Arrange to pick up and distribute product from your First Order.
9. Collect all popcorn orders and prize orders from each Scout and input information into the Trails End Popcorn Sales System, for peanuts go to our website npscouting.org and click on the Fall Product Sale button OR submit a Paper Order Forms by the due date.
10. Arrange to pick up and distribute product for the Second Order.
11. Collect all money due from each Scout.
12. Make payment to Council at the December Roundtable with one Unit Check. Personal and Third Party Checks CANNOT be accepted.

Methods of Selling Popcorn/Peanuts

Show & Sell. Please Note that Soliciting Donations is against Scout Policy.

Units order Popcorn and Peanuts to sell in front of storefronts.

Popcorn and Peanuts is ordered by the CASE.

Limited products available, for example; NO CHOCOLATE
PRODUCTS WILL BE SHIPPED TO FLORIDA UNTIL
NOVEMBER.

Show & Deliver.

Scouts go door-to-door and offer to sell products that they have on hand. This is a good sales method to use at businesses and in neighborhoods. That way you don't have to return to the business or home to deliver product at a later date.

Take Order.

Scouts sell to family, friends, neighbors, and businesses by going door-to-door.

Parents who are permitted, may also sell at their work place. It is strongly recommended that Units collect the money when orders are placed. ALL checks should be made out to the UNIT (Pack 66) or Boy Scouts of America, not a person.

Popcorn can be ordered by the individual container. Orders should first be filled from left over Show and Sell products first. HELP US OUT BY ORDERING FULL CASES!

Online Sales (Popcorn only)

Product line and prices set nationally by Trials End. Online Sales count toward Incentives and Prizes. Parents must set up an Account for their Scouts to sell online. Commission for all Online Sales is 35%. Many unique products are only offered online. New this year is free shipping on online products.

Peanut Product Line

<i>Show & Sell AND Show & Deliver</i>	
Product	Containers per Case
\$55 – 5-Pack Gift Set	6
\$20 – Honey Cinnamon Almonds	12
\$20 – Honey Roasted Virginia Peanuts	12
\$25 – Salted Jumbo Cashews	12
\$25 – Whit’s Party Mix	12
\$20 – Salted Virginia Peanuts 20oz	12
\$15 – Salted Virginia Peanuts 12oz	12

<i>Take Order</i>	
Product	Containers per Case
\$50 – Gold Military Donation	1
\$30 – Silver Military Donation	1
\$55 – 5-Pack Gift Set	6
\$35 – Dark Chocolatey Peanut Clusters	12
\$20 – Honey Cinnamon Almonds	12
\$20 – Honey Roasted Virginia Peanuts	12
\$25 – Salted Jumbo Cashews	12
\$25 – Whit’s Party Mix	12
\$20 – Salted Virginia Peanuts 20oz	12
\$15 – Salted Virginia Peanuts 12oz	12
\$20 – Dark Chocolatey Almond Clusters	12
\$15 – Homemade Peanut Brittle	12
\$15 – Milk Chocolatey Covered Peanut Clusters	12

Popcorn Product Line

<i>Show & Sell AND Show & Deliver</i>	
Product	Containers per Case
\$30 – Cheese Lover’s Box	1
\$20 – 18-Pack Unbelievable Butter Microwave	6
\$25 – 18-Pack Kettle Corn Microwave	6
\$25 – Salted Caramel Corn	12
\$20 – Premium Caramel Corn w/Nuts	12
\$20 – White Cheddar Cheese Popcorn	8
\$10 – Classic Caramel Corn	12

<i>Take Order</i>	
Product	Containers per Case
\$50 – Gold Military Donation	1
\$30 – Silver Military Donation	1
\$60 – Chocolate Lover’s Collection in a Tin	1
\$35 – Cheese Lover’s Collection in a Box	1
\$30 – Chocolatey Caramel Crunch in a Bag	6
\$25 – 18-Pack Kettle Corn Microwave	6
\$20 – 18-Pack Unbelievable Butter Microwave	6
\$25 – Salted Caramel Corn	12
\$20 – Premium Caramel Corn w/Nuts	12
\$20 – White Cheddar Cheese Corn	8
\$10 – Classic Caramel Corn	12
\$10 – Popping Corn	12

Online Sales for Popcorn Only. Trails-End chooses the national online mix and it may be different from the North Florida Council’s products.

Important Fall Product Sale Dates

July 27, August 3 – Council Unit Fall Product Sale Kick Offs

July 27 AM – Jacksonville Zoo 9-11AM

370 Zoo Pkwy., Jacksonville, FL 32218

July 27 PM – Holy Family Catholic Church - 1:00 to 3:00 PM
9800 Baymeadows Road. Jacksonville, FL 32256.
August 3 – SW Campus of Westside Baptist – 9:00 to 11:00 AM
8012 SW 75th St. Gainesville FL. 32608

August 8 5 PM – Deadline for Units to turn in paper Unit First Order Forms OR place Unit First Order online.

Unit First Order Popcorn Distribution:

Alachua, Marion, Suwannee River, and Timucua Districts

August 23 - 12 PM to 5 PM

A-Turner Moving & Storage

1001 NW 53rd Avenue

Gainesville, FL 32609

Baden Powell, Black Creek, Great Muskogee, Osceola, River Bend, ScoutReach, and Shawnee Districts

August 22 or 23 - 9 AM to 5 PM

Southeastern Environmental Services, Inc.

2940 Mercury Road

Jacksonville, FL 32207

August 24 - Popcorn Sale Starts. **Units are encouraged to not allow Scouts to sell prior to this date.**

October 25 5 PM – Deadline for Units to turn in paper Unit Second Order Forms OR to place Unit Second Order online.

Unit Second Order Popcorn Distribution:

Alachua, Marion, Suwannee River, and Timucua Districts

November 8 – 12 PM to 5 PM

A-Turner Moving & Storage

1001 NW 53rd Avenue

Gainesville, FL 32609

Baden Powell, Black Creek, Great Muskogee, and ScoutReach

November 7 – 10 AM to 4:30 PM

November 8 – 10 AM to 4:30 PM

Cain & Bultman Inc
2145 Dennis Street
Jacksonville, FL 32204

Osceola, River Bend & Shawnee
November 7 – 12 PM to 3 PM
November 8 – 9 AM to 11 AM
Suddath Van Lines
8743 Western Way
Jacksonville, FL 32256

November 28th 5 PM - Units should turn in paper Unit Prize Order Forms OR submit Unit Prize Orders online. Scout prize levels are determined by Popcorn and Peanut Gross Sales.
Any UNIT Prize Orders submitted after this date, may not receive prizes.

December 6, 2019 5 PM – Unit Checks Due to Council for FULL PAYMENT.

December 31, 2019 – Payments made after this date incur a 10% Penalty for Late Payment.

Best Practices

Remind Leaders, Parents and Scouts that we are selling the Adventure of Scouting...Not Popcorn and Peanuts. **Do NOT ever, ever, ever, ever, ever, ever, ever, ever, ever, ever, ask customers if they want to buy popcorn. Explain to customers that you are earning your own way to pay for your Scouting adventure. You will help me won't you?**

The goal of the Fall Product Sale is to reach as many potential customers as possible. We do not want the Fall Product Sale to be a tax on parents as many other fundraisers are. Use ALL METHODS of selling, Show and Sell, Show and Deliver, Take Order, and Online to maximize the number of customers that are NOT family members.

Perception: Scouts BSA can't sell popcorn, they aren't cute like the Cub Scouts.

Fact: Top National Sellers in 2017:

Mason S. of Lansing, MI sold \$57,250

Beck G. of Richmond, VA sold \$51,520

Luke F. of San Leandro, CA sold \$44,091

ALL OF THESE SCOUTS ARE BOY SCOUTS!

Laminate a copy of your Take Order Form so that it is neat, and easy to present to a customer.

Know all the Trails End Products and Whitley's Peanuts Products that you are selling, **including the two Military Options.** Tell customers which is your favorite.

Use Square or some other online payment system...don't miss sales from folks who, "Have NO Cash".

Always wear your full field uniform when selling popcorn and peanuts. The uniform is an icon, and instantly recognizable.

Remind everyone what a great Holiday gift Delicious Trails End Popcorn and Whitley's Peanuts makes for Teachers, Mail Carriers, Barbers/Hair Dressers, Co-Workers, Customers, Etc.

At Show and Sell locations, **have only one Scout and one parent for each 1 ½ to 2-hour shift.** This keeps the Scout and parent focused, and makes it simple to calculate commission for each Scout. This method has proven to result in \$200+ dollars in sales per hour. The

more Scouts at the Show and Sell Site, the more chaos, the fewer sales. Have the Scout stand in front of a well-organized table and greet customers. ALWAYS say Thank You.

Conduct Show and Sells during the week, not just on weekends.

Develop a Unit Incentive Plan...You know what will excite and motivate YOUR SCOUTS!

Pizza Party for top selling Den/Patrol.

Pie in the face of Scout Leaders if Unit Goals are met.

Weekly Prizes for Top Salesman.

Top Selling Patrol – Leaders do that Patrol's Cooking & Dishes on a Campout.

Set and PROMOTE Unit and Scout Sales Goals!

IF we sell \$X we will ...

Make sure EVERYONE, Scouts and their Parents, know what the money from the Fall Product Sale pays for!

Model a Show and Sell and Take Order Sale pitch. Make it fun, show how NOT to sell too.

Have a short, simple sales message:

“Hello, my name is John. I am with Boy Scout Troop 1 at the Lutheran Church. I am earning my own way to pay for my Scouting adventure. You will help me won't you?”

Do some Show and Deliver to businesses, this gets rid of any leftover inventory, and saves return trips.

Another way to sell any leftover product is to ask your Scout Parents if they would like to purchase the product to give as Holiday Gifts.

Keep a copy of your Take Order Form. This is your list of customers to start next year's sale.

Incentives

The following “Sales Incentives” apply to all parts of the sale; including, Face-to-Face sales (Show & Sell, Show & Deliver, and Take Orders) and Online Sales.

Sales Patch

2019 Fall Product Sales Patch. Sell one item, earn this Patch. Patches will be ordered along with Prizes at the End of the Sale by the Unit Fall Product Sale Coordinator.

K-Club

Sell \$1,000 (using all sales methods) and JOIN THE K-CLUB. Every Scout who sells \$1,000 or more will receive a \$25 Scout Shop Gift Card upon attending the Jacksonville Icemen Hockey Game on Feb 1st. Benefits to the K-Club will include a \$10 food voucher for the Scout and express check in for the event.



Trails End Sales Incentives.

Trails End Scholarship. Sell \$2,500 of Popcorn and earn a Trails End Scholarship. Scouts must sell \$2,500 only once to qualify. Scouts earn 6% of their gross sales for their scholarship. All sales, including Online Sales count toward the \$2,500.



The advertisement is enclosed in a black rectangular border. At the top, a grey horizontal bar contains the "Trail's End" logo on the left, which includes a silhouette of a horse and rider, and the text "Trail's End" in a stylized font. Below the logo, in smaller text, it says "Over 73% goes to local Scouting". To the right of the logo, the words "Trails End Scholarship" are written in a large, bold, black sans-serif font.

Below the grey bar, on the left side, is a photograph of a young boy with a joyful expression, wearing a black graduation cap and a gold tassel. To the right of the photo, the text "Sell \$2,500" is written in a large, bold, blue font. Underneath this, in a smaller black font, it says "(face-to-face and/or online)". Below that, the text "6% of your total sales each year is invested in your own college scholarship account." is written in a black sans-serif font, with "is" centered on a new line.

At the bottom center of the advertisement, the text "Funded By Trail's End" is written in a black sans-serif font.

Prizes

The Prize Program for the Council Fall Popcorn Sale will be administered by the National Supply Division (NSD) and the Jacksonville Scout Shop.

Prizes may be ordered online at nfcscouting.org (click on the link that will be available on October 21st or with a Unit Prize Order Paper Form. **The deadline for ordering prizes is November 28.** Please keep in mind that Prize Levels **are NOT cumulative.** For example, if a Scout sold \$500 of Popcorn and Peanuts, they could select 1-Prize from the \$500 level, OR 2-Prizes from the \$250 Level, OR 5-Prizes from the \$100 Level. They **MAY NOT** select 1-Prize for the \$100 Level AND 1-Prize from the \$250 Level AND 1-Prize from the \$500 Level.

For issues with Prizes contact the Jacksonville Scout Shop at:

Phone: 904.384.9256

Email: jacksonvillescoutshop@scouting.org

Unit Kickoff Agenda

Why Do We Sell Popcorn and Peanuts?

To help fund our PROGRAM!

What has your Unit used Fall Product Sale money for in the past?

Goals.

Our Unit Goal is to sell \$_____ of Popcorn and Peanuts.

Our Scout Goal is for each family to sell \$_____.

If we reach our Goal we will be able to:

List the Specific Items for your Unit **THINK BIG**, such as:

Go to Cape Canaveral, LegoLand, Disney, Sea World

Buy a new Trailer.

Pay everyone's Registration Fee

Parts of the Sale.

Show & Sell.

Set up in front of stores and sell.

Recommend 1-Parent and 1-Scout for each 1 ½ to 2 hour shift.

Use Smart Phone Credit Card Reader to Maximize Sales!

Show & Deliver.

Scouts go door-to-door and sell products that they have onhand.

This is a good sales method to use at businesses and in neighborhoods.

Take Order.

Scouts sell door to door to neighbors and businesses.

Parents sell at work.

Collect payment when sale is made (Checks made out to the

Unit, such as Pack 66, not the parent or Scout).

Product delivered at a later date for delivery to Customers.

Use Smart Phone Credit Card Reader to Maximize Sales!

Online Sales.

Scouts set up an account at www.trails-end.com.

Scouts can email friends and family members and ask them to buy online.

Sales Incentives/Prizes (Available to ALL SCOUTS).

The Prize Program.

The K-Club – Sell \$1,000 using all sales methods.

VIP Package at the Icemen Scout Hockey Night

Develop and SHARE your Unit Incentive Program. Be creative!

If Unit Reaches Goal – Pie Unit Leaders in the face.

Adult Leaders do all the cooking/cleaning on a future Campout.

Pizza Party for Top Selling Den/Patrol.

Important Dates.

Share the dates for your Unit.

Sales Tips.

Always wear your full field uniform when selling.

Always smile, be polite.

Collect money when the sale is made (checks made out to Unit).

Be prepared to answer Customer Questions:

Where does the money go?

What are the products?

When will the Popcorn be delivered?

Ask parents to sell at work, if permitted.

Keep copies of Take Order Forms and call those Customers again next year. These are folks you can sell to again next year.

Always say THANK YOU, even if no sale is made.

Safety.

Never sell alone, always sell with another Scout or Parent.

NEVER enter anyone's home.

Don't carry large sums of money.

DO NOT LOOSE YOUR ORDER FORM!

Paperwork.

Take Order Forms – Each Scout should have one.

Role Play.

A Show and Sell.

A Take Order.

Share Best Practices. Ask Successful Sellers to share their Best Practices**Close.**

Answer and questions, then close with a Popcorn and/or Peanuts Skit/Song/Cheer.

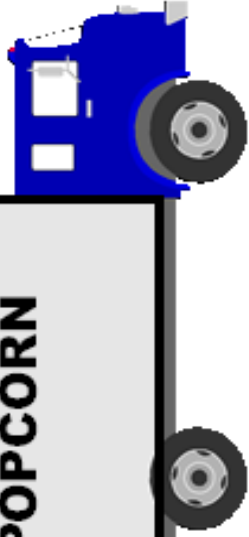
How much Popcorn will your vehicle hold?

A sport utility vehicle will hold about 30 cases

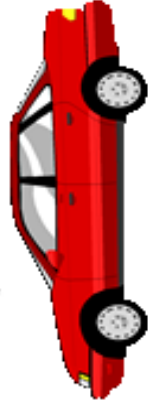


Your best bet is to rent a or truck for a day. It will hold a lot of cases! It is very inexpensive way to move a lot of popcorn!

POPCORN



Plan ahead to have enough room in your vehicle, and enough vehicles to load all of the popcorn you will sell!



A mid-sized car will hold about 15 cases



A mini-van with the seats removed will hold about 50 cases.



2019 FALL PRODUCT SALE (Popcorn)

First Order Form (S&S Order)

Gainesville Area

Jax Metro Area



Circle ONE

First Order Popcorn can only be ordered by the case.

I affirm that I am ordering the products indicated with the approval of the Unit Leadership. Unit Leadership agrees to abide by all conditions set forth by Council regarding payment and liability concerning this product order.

I also **understand that I cannot return this product.** I also understand I can check out additional product based on availability.

I also understand that I will pay for this Product at the December Round Table. **The North Florida Council cannot accept personal or third party checks for payment of Popcorn. Please pay with a Unit Check, Cash, Money Order, Cashier's Check or Credit Card.**

District: _____ Unit Type and Number (Pack 25): _____

Name (Please Print): _____

Best Phone Number: _____

Email: _____

Products

- _____ Case of Cheese Lover's Box (1 in a case x \$30) = \$30 per Case \$ _____
- _____ Cases of Salted Caramel Corn (12 in a case x \$25) = \$300 per Case \$ _____
- _____ Cases of Kettle Corn Microwave (6 in a case x \$25) = \$150 per Case \$ _____
- _____ Cases of Unbelievable Butter Microwave (6 in a case x \$20) = \$120 per Case \$ _____
- _____ Cases of White Cheddar Cheese Popcorn (8 in a case x \$20) = \$160 per Case \$ _____
- _____ Cases of Caramel Corn w/Nuts (12 in a case x \$20) = \$240 per Case \$ _____
- _____ Cases of Caramel Corn (12 in a case x \$10) = \$120 per Case \$ _____

TOTAL: \$ _____

Total Due to Council for First Order is 70% of Total: \$ _____

First Order Unit Product Pick Up:

Gainesville Area:

Pick Up at: A-Turner Moving and Storage
1001 NW 53rd Avenue
Gainesville, FL 32609
August 23rd 12-5pm

Jax Metro Area:

Pick Up at: Southeastern Environmental
2940 Mercury Road
Jacksonville, FL 32207
August 22 and 23rd 9am -5pm

ORDER MUST BE SUBMITTED BY 5pm August 8th

EMAIL: joseph.orr@scouting.org



2019 FALL PRODUCT SALE (Nuts)

First Order Form (S&S Order)

Gainesville Area

Jax Metro Area

Circle ONE



First Order Nuts can only be ordered by the case.

I affirm that I am ordering the products indicated with the approval of the Unit Leadership. Unit Leadership agrees to abide by all conditions set forth by Council regarding payment and liability concerning this product order.

I also understand that I cannot return this product. I also understand I can check out additional product based on availability.

I also understand that I will pay for this Product at the December Round Table. **The North Florida Council cannot accept personal or third party checks for payment of Product. Please pay with a Unit Check, Cash, Money Order, Cashier's Check or Credit Card.**

District: _____ Unit Type and Number (Pack 25): _____

Name (Please Print): _____

Best Phone Number: _____

Email: _____

Products

- _____ Case of 5-Pack Gift Set (6 in a case x \$55) = \$330 per Case \$ _____
- _____ Cases of Honey Cinnamon Almonds (12 in a case x \$20) = \$240 per Case \$ _____
- _____ Cases of Honey Roasted Virginia Peanuts (12 in a case x \$20) = \$240 per Case \$ _____
- _____ Cases of Salted Jumbo Cashews (12 in a case x \$25) = \$300 per Case \$ _____
- _____ Cases of Whit's Party Mix (12 in a case x \$25) = \$300 per Case \$ _____
- _____ Cases of Salted Virginia Peanuts 20oz (12 in a case x \$20) = \$240 per Case \$ _____
- _____ Cases of Salted Virginia Peanuts 12oz (12 in a case x \$15) = \$180 per Case \$ _____

TOTAL: \$ _____

Total Due to Council for First Order is 70% of Total: \$ _____

First Order Unit Product Pick Up:

Gainesville Area:

Pick Up at: A-Turner Moving and Storage
1001 NW 53rd Avenue
Gainesville, FL 32609
August 23rd 12-5pm

Jax Metro Area:

Pick Up at: Southeastern Environmental
2940 Mercury Road
Jacksonville, FL 32207
August 22 and 23rd 9am -5pm

ORDER MUST BE SUBMITTED BY 5pm August 8th

EMAIL: joseph.orr@scouting.org

K-Club Form 2019

Scouts MUST sell \$1,000 in Popcorn. All Sales Methods may be used to reach the \$1,000, including Show and Sell, Show and Deliver, Take Order, and Online Sales.

District: _____ Unit Type/Number: _____

Scout Name: _____

Parents EMAIL: _____

Parents Phone Number: _____ Total Sold: \$_____

This information can be:

In Paper: Faxed to (904) 387-4148 OR Emailed to joseph.orr@scouting.org OR Submitted Online.

Parents of Winning Scouts may be asked to provide proof of \$1,000 in sales.

Second Fall Product Sale Order Form (Take Order) 2019 - Nuts

District: _____

Unit (Type and Number): _____

Your Name: _____

Best Phone: _____

Email Address: _____

Mandatory Information: NUMBER OF ACTIVE SCOUTS _____ NUMBER OF SCOUTS SELLING _____

I affirm that I am ordering the products indicated with the approval of the Unit Leadership. Unit Leadership agrees to abide by all conditions set forth by Council regarding payment and liability concerning this order. I understand that **I CANNOT return this product. Payment is due at the December Roundtable.**

Containers	Cost	Total \$	Containers	Cost	Total \$
5-Pack Gift Set <input type="text"/>	x \$55	<input type="text"/>	Salted Virginia Peanuts - 12oz <input type="text"/>	x \$15	<input type="text"/>
Dark Chocolatey Peanut Clusters <input type="text"/>	x \$35	<input type="text"/>	Dark Chocolatey Almond Clusters <input type="text"/>	x \$20	<input type="text"/>
Honey Cinnamon Almonds <input type="text"/>	x \$20	<input type="text"/>	Homemade Peanut Brittle <input type="text"/>	x \$15	<input type="text"/>
Honey Roasted Virginia Peanuts <input type="text"/>	x \$20	<input type="text"/>	Milk Chocolatey Covered Peanut Clusters <input type="text"/>	x \$15	<input type="text"/>
Salted Jumbo Cashews <input type="text"/>	x \$25	<input type="text"/>	\$50 Gold Military Donation <input type="text"/>	x \$50	<input type="text"/>
Whit's Party Mix <input type="text"/>	x \$25	<input type="text"/>	\$30 Silver Military Donation <input type="text"/>	x \$30	<input type="text"/>
Salted Virginia Peanuts - 20oz <input type="text"/>	x \$20	<input type="text"/>	TOTAL DOLLARS		<input type="text"/>

Multiply TOTAL DOLLARS times 30% to calculate your Unit Commission. The remaining 70% is what is Due to Council.

Unit Commission

Due to Council

Email order to joseph.orr@scouting.org This order is due by **October 25 at 5pm**

Second Fall Product Sale Order Form (Take Order) 2019 - Popcorn

District: _____

Unit (Type and Number): _____

Your Name: _____

Best Phone: _____

Email Address: _____

Mandatory Information: NUMBER OF ACTIVE SCOUTS _____ NUMBER OF SCOUTS SELLING _____

I affirm that I am ordering the products indicated with the approval of the Unit Leadership. Unit Leadership agrees to abide by all conditions set forth by Council regarding payment and liability concerning this order. I understand that **I CANNOT return this product. Payment is due at the December Roundtable. The NFC CANNOT accept personal or third party checks.**

Containers	Cost	Total \$	Containers	Cost	Total \$
Military Donation \$50 <input type="text"/>	x \$50	<input type="text"/>	18-Pk Kettle Corn MW <input type="text"/>	x \$20	<input type="text"/>
Military Donation \$30 <input type="text"/>	x \$30	<input type="text"/>	18-Pk Unbelievable Butter MW <input type="text"/>	x \$25	<input type="text"/>
Chocolate Lover's Tin <input type="text"/>	x \$60	<input type="text"/>	White Cheddar Cheese <input type="text"/>	x \$20	<input type="text"/>
Cheese Lover's Box <input type="text"/>	x \$30	<input type="text"/>	Caramel Corn w/Nuts <input type="text"/>	x \$20	<input type="text"/>
Choc Car Crunch Bag <input type="text"/>	x \$25	<input type="text"/>	Caramel Corn <input type="text"/>	x \$10	<input type="text"/>
Salted Caramel Corn <input type="text"/>	x \$25	<input type="text"/>	Popping Corn <input type="text"/>	x \$10	<input type="text"/>
TOTAL DOLLARS					<input type="text"/>

Multiply TOTAL DOLLARS times 30% to calculate your Unit Commission. The remaining 70% is what is Due to Council.

Unit Commission

Due to Council

Email order to joseph.orr@scouting.org This order is due by October 25th by 5pm.