

October 4, 2005

Dear Troop 6 Scouts and Parents:

It's that time of year again: the annual Boy Scout Popcorn Sale.

Attached is the popcorn order form. **This year, Troop 6 has set a popcorn sales goal of \$100 per scout.** The popcorn sale benefits both our troop and the Dan Beard Council, and it is important for everyone to participate at least at this minimal level. (Please note: if you/your family "normally" sell in excess of \$100 of popcorn, this per scout goal should in no way be considered an invitation to sell less than you normally do!)

The dates of the popcorn sale are now until **November 1.** There are eleven different popcorn items available for advance order, from microwave popcorn packs to caramel corn to plain and cheese popcorn in cans. Each scout has an order form. Extra order forms are available if you need them. The back of the order form describes the items in detail. Scouts take orders from family members, neighbors, friends, etc. Each scout turns his order form in when finished selling and delivers popcorn as ordered to his customers when it arrives in late November (just in time for the holidays). A few particulars:

- Advance payment is requested, preferably by check made payable to "Boy Scout Troop 6." There is a space on the order form to write this in for younger scouts. If advance payment is not received at the point the order form is turned in, it is the scout's responsibility to collect it when the order is delivered.
- Filling out the order form: this is more or less self-explanatory, but...
 - Enter each customer's name, address, phone on the order form; email is optional.
 - In the boxes under each item description, enter how many of each item the customer is ordering, e.g., "1" 5-way tin, "2" caramel corn, etc.
 - Enter the total amount due in the "amount due" column. Using the above example, one 5-way tin is \$50, each caramel corn is \$15, so the total amount due would be \$80.
 - Check the "Paid" column if payment has been received. The "DLV" column will be used when you deliver your popcorn. If you like, use the last column marked "NWF" to designate the customer as from your neighborhood, work or family (in case you sell so much you can't remember who all these people are!).
 - Write in "November 19" on the order form for delivery date. This is when we will receive the popcorn our troop has ordered from the warehouse. Actual delivery to the customer will be some days after that since we will need to distribute it to each seller.
 - Make a copy of your order form before turning it in.
- Parents can sell popcorn too! Take an order form to work with you! Or, if you own or have an interest in a business, consider purchasing popcorn from your son for holiday gifts for business associates and clients. Or sell to friends/relatives who own businesses

and suggest they use the Boy Scout popcorn sale and kill the proverbial two birds: take care of corporate gift giving and support a good cause at the same time. This was an extremely important component of Troop 6 popcorn sales last year, and we'd like to see it grow.

- There are prizes for all sales levels, starting at \$50. Included in this package is a "Prize Order Form" along with the popcorn order form. Select the prize you choose, fill out the form (please note that it requires parent signature) and turn it in with your popcorn order forms. There will also be some Council-wide prize drawings in which Really Cool Stuff will be given away.

- **POPCORN ORDER FORMS, PRIZE ORDERS AND MONEY ARE DUE BY NOVEMBER 1.** You may bring them to the Tuesday November 1 troop meeting. or get them to me as soon as possible that week. Please include payments collected with the order form and a note regarding any orders with uncollected money.

"I'm busy, why should I do all this?" In addition to the prizes mentioned above, there are several reasons:

- 1) The popcorn sale benefits the Boy Scouts. 70% of all sales "stay local;" it is a primary source of income for the Dan Beard Council, of which we are a part and which provides numerous programs, opportunities and resources for our troop, including area camps, the Scout Store, leadership training, etc.
- The popcorn sale benefits Troop 6. Approximately 1/3 of all sales gets returned to the troop in the form of commissions.
- The popcorn sale benefits each family who participates. Of the commission on each item sold, some goes to the troop, and some goes to the selling scout's Troop 6 account. This means your share of the "profit" can be used to offset any fees you normally pay out of pocket for trips, summer camp, etc.
- The popcorn sale benefits each boy who participates. Participation in fundraising activities builds a sense of commitment and responsibility to Scouting in general and our troop in particular.

Thanks in advance for your help in making 2005 the most successful popcorn year ever for Troop 6! Please call or email with any questions.

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