

# NARRAGANSETT COUNCIL 2016 POPCORN SALE HIGHLIGHTS



**FIND YOUR FLAVOR, FUND AN ADVENTURE**

**For the FULL Leaders Guide go to:  
[www.narragansettbsa.org/popcorn](http://www.narragansettbsa.org/popcorn)**

## **Questions?**

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[www.sell.trails-end.com](http://www.sell.trails-end.com)  
[www.facebook.com/ncbsa](http://www.facebook.com/ncbsa)

# WHY SELL POPCORN

- High Commissions - 35% or more of the proceeds of your sales go directly to your unit.
- No out of Pocket Expenses for Unit - Popcorn is distributed to your unit and you collect the money from the orders before you pay the Council for the popcorn. No waiting for the profits – you keep them when you collect for the orders.
- You have a Support Team - The Narragansett Council is committed to making this campaign successful for everyone involved with your unit. The volunteer and professional support system is readily available to assist you with the tools you need to reach your goals.
- High Quality Product. Trail's End popcorn is part of the Weaver Popcorn Company (established in 1928), which is one of the world's largest popcorn producers. They are committed to customer satisfaction and the success of your individual unit campaign. Check them out at [www.trails-end.com](http://www.trails-end.com).

## POPCORN SALE CALENDAR

<p style="text-align: center;"><b>AUGUST</b></p> <p>August 1                      Online Sales Begin              August 10                    Popcorn Kick-off              August 28                    Show &amp; Sell Orders Due</p>	<p style="text-align: center;"><b>September</b></p> <p>September 17                Show &amp; Sell Order Pickup</p>
<p style="text-align: center;"><b>October</b></p> <p>October 15                    Mid-sale incentive deadline              October 23                    \$750 Sellers Party at                 Launch Trampoline Park</p>	<p style="text-align: center;"><b>November</b></p> <p>November 5                    Show &amp; Sell Product Return                 Take Orders Due                 Prize Orders Due              November 19                Final Product Distribution</p>
<p style="text-align: center;"><b>December</b></p> <p>Mid-December                Top Sellers Celebration                 with the P-Bruins              December 10                Final Payments Due              January 8                      \$1,500 Sellers Party at                 Rockspot climbing</p>	

# PRODUCTS AND PRICING

## PRODUCT

## RETAILPRICE

Military Donation - Gold Level	\$50
Military Donation - Silver Level	\$30
Chocolate Lovers Collection Tin	\$55
Sweet & Savory Collection	\$40
Cheese Lover's Collection	\$30
Chocolatey Caramel Crunch	\$25
Classic Trail Mix (Take Order Only)	\$25
Caramel Corn with Almonds and Pecans	\$20
Chocolatey Triple Delight	\$20
Unbelievable Butter 18-Pack	\$20
Butter Light 18-Pack	\$20
Jalepeno Cheddar Cheese	\$15
White Cheddar Cheese Corn	\$15
Caramel Corn	\$10
Popping Corn	\$10



To view a sample Show & Sell order visit [www.narragansettbsa.org/popcorn](http://www.narragansettbsa.org/popcorn)

## 2016 Commission Structure

Base Commission	35% - Taken off your final invoice
Bonus Commission	37% - For units that sell \$10,000 or more
Online Sales Commissions	50% - A check will be mailed directly to your unit

## NEW/UPDATED ITEMS FOR 2016



Sweet & Savory  
Collection




Chocolatey Caramel  
Crunch



Classic Trail Mix  
(Take Order Only)

# Product per Case Amounts

	<u>ITEM</u>	<u>Containers Per Case</u>	<u>Price Per Container</u>
	Chocolate Lovers	1	\$55
	Sweet & Savory	1	\$40
	Cheese Lover's	1	\$30
	Chocolatey Caramel Crunch	12	\$25
	Classic Trail Mix (Take Order Only)	12	\$25
	Caramel Corn w/ AP	12	\$20
	18 Pk Unbelievable Butter	6	\$20
	18 Pk Butter Light	6	\$20
	Jalepeno Cheddar Cheese	12	\$15
	White Cheddar Cheese	12	\$15
	Caramel Corn	12	\$10
	Popping Corn	12	\$10

## Order Tips

- Limit Chocolate products during Show & Sell – Usually no more than 1 case (or none)
- Remember – units sell at about the rate of \$125 per hour during Show & Sell; Base your order on number of hours selling
- **Please DON'T order EVERYTHING during the first order. The first order is just for Show & Sell (This helps us maintain the 100% return policy with no questions asked)**
- **Generally, we will allow a Show & Sell Order up to the amount you sold last year. We evaluate each Show & Sell Order individually**
- If you need help with a sample order check the sample on the website or call the Council Office.
- Remember, many case packs are now different, adjust your historical order accordingly!

# SCOUT REWARDS & INCENTIVES










This year we are again using Keller Marketing for our prize program. This company is used by many Boy Scout Councils across the country for their prize programs and specializes in the types of prizes and the age group of our Scouts. They offer an enhanced online ordering system, allow Scouts to combine prize levels, and the opening prize level starts at only \$75.

New for this year is the Galactic Patch Collection – See the Prize Flyer for Details.

In addition to the standard prize program with Keller the Council offers a number of additional incentives for your Scouts.

Also, once again Trails End is funding the College Scholarship account program for Scouts who sell at least \$2,500.

## 2016 Council Level Incentives

	<p><b>Fill-a-Sheet</b> and Earn a Stikbot Studio Pro(Cub Scouts) or 7 Function Survival Tool (Boy Scouts)</p>
	<p>Sell <b>\$750</b> by Oct. 15 and get invited to a party at Launch <b>Trampoline Park</b> on 10/23</p>
	<p>Sell <b>\$1,500</b> and get invited to a party at RockSpot Indoor <b>Climbing Gym</b> on 1/8</p>
	<p>Sell <b>\$3,000</b> and get to pick a prize from the <b>PRIZE VAULT!</b>  Choose from: I-Pad Mini, Play Station 4, XBox or Free Week at Yawgoog or Cachalot</p>
<div style="display: flex; justify-content: space-around; align-items: center;">     </div>	
	<p><b>Top 10</b> Sellers Get 2 tickets to a Special <b>Providence Bruins</b> Scout Game and get recognized on the Bruins bench before the game</p>

Descriptions of Prizes Available at [www.boyscouts-gco.com](http://www.boyscouts-gco.com)



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# WIN & WIN BIG

**K** KELLER MARKETING  
A Division of General Commercial Corp.  
888-351-8000

## Level 8 - Sell \$775

- 22 - High Speed Remote Control Race Track
- 23 - LEGO Super Heroes Kryptonite Interception
- 24 - Waterproof Tent - 68"x60"x48"
- 25 - Grab Bag G



## Level 7 - Sell \$575

- 18 - LEGO Technic - Getaway Racer
- 19 - HEXBUG Fire Ant
- 20 - Ultra Mini "Phusic" Bluetooth w/ Selfie Remote
- 21 - Grab Bag F



## Level 6 - Sell \$375

- 14 - Zing Zeon Bow
- 15 - HEXBUG Aquabot 2.0
- 16 - Large Brass & Rosewood Knife w/ Case and BSA® Branding
- 17 - Grab Bag E



## Level 5 - Sell \$275

- 10 - Dart Zone Raptor Mini Bow w/ 4 Darts
- 11 - Rosewood Handle Knife w/ Clip & BSA® Branding
- 12 - Switchblade Boomerang
- 13 - Grab Bag D



## Level 4 - Sell \$175

- 7 - First Aid Kit
- 8 - Small Brass & Rosewood Handle Knife w/ BSA® Branding
- 9 - Zing Helix Spinner



## Level 3 - Sell \$125

- 4 - Glow in the Dark Flashlight
- 5 - Cinch Backpack w/ BSA® Branding
- 6 - Frisbee w/ LED Lights & BSA® Branding



## Level 2 - Sell \$75

- 1 - Lock Blade Knife
- 2 - 3" Carabiner w/ Strap & BSA® Branding
- 3 - Compass-Thermometer-Whistle



## Level 1 - Patch Collection

- 0.1 - Sell One Item – Receive the Lunar Participation Patch
- 0.2 - Make One Sale Online – Receive the Satellite Patch
- 0.3 - Sell a Total of \$750 (Face-to-Face and Online) – Receive the Saturn Patch
- 0.4 - Make One Military Sale – Receive the Galaxy Patch
- 0.5 - Sell One of each Item on the Take Order Form – Receive the Space Shuttle Patch
- 0.6 - Sell at least \$1,000 – Receive the Top Seller Pin



**Level 14 - Sell \$4,500**

- 46 - Playmobil Royal Lion Knights Castle
- 47 - Lionel New York Central RS-3 Freight Set
- 48 - HEXBUG Vex IQ Robotic
- 49 - \$200 Walmart Gift Card



**Level 13 - Sell \$3,500**

- 42 - Carrera GO!!! GT Contest Slot Car Track
- 43 - LEGO Star Wars Millennium Falcon
- 44 - Sevylor Kayak
- 45 - \$165 Walmart Gift Card



**Level 12 - Sell \$2,750**

- 38 - Carrera PROFI Remote Control Truck
- 39 - Eureka Tetragon 3 Tent
- 40 - LEGO Star Wars Imperial Assault Carrier
- 41 - \$125 Walmart Gift Card



**Level 11 - Sell \$2,000**

- 34 - LEGO City Air Show
- 35 - Eagle Claw Freshwater Spinning Package
- 36 - Case® Jr. Scout Knife
- 37 - \$90 Walmart Gift Card



**Level 10 - Sell \$1,650**

- 30 - LEGO Star Wars Resistance Troop Transporter
- 31 - Swiss Army "Scout" Backpack
- 32 - My Robot Time - Sensing
- 33 - \$75 Walmart Gift Card



**Level 9 - Sell \$1,100**

- 26 - Buck® Bones Pocket Knife
- 27 - Playmobil Red Serpent Pirate Ship
- 28 - Lighted Gyro Drone Quadcopter
- 29 - \$40 Walmart Gift Card



**NARRAGANSETT COUNCIL**

Council ID: 546NC      www.narragansettbsa.org



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**Popcorn Sale Important Dates**

- August 15th - Sale Start
- October 15th - Sell \$750 by Oct. 15 and get invited to a party at Launch Trampoline Park
- November 1st - Order due to your Leader (Date varies by Unit)
- November 19th - Popcorn Delivery

**BONUS PRIZES**

- Fill-a-Sheet and select the Stikbot Studio Pro or 7 Function Survival Tool
- Sell \$750 by Oct. 15 and get invited to a party at Launch Trampoline Park on 10/23
- Sell \$1,500 and get invited to a party at RockSpot Indoor Climbing Gym on 1/8
- Sell \$3,000 and get to pick a prize from the PRIZE VAULT! (Choose from: I-Pad Mini, Play Station 4, Xbox or Free Week of Camp).



**How to Select Your Prizes**

- Sell any item and receive the Popcorn Sale Patch.
- Sell \$75 or more and receive a Popcorn Sale Patch AND any Level 2 Prize.
- Sell \$125 or more and receive a Popcorn Sale Patch AND a prize from the level you achieve; or select a combination of prizes from lower levels, as long as the total prize value does not exceed the Level Achieved.
- Parent's permission and a Whittling Chip or Totin' Chip is required to select a knife as your prize.

**Example:** Sales of \$575 choose one prize from Level 7 ...OR... TWO prizes from Level 5 ...OR... ONE prize from Level 5, ONE prize from Level 4, and ONE prize from Level 3; etc.

Prizes are subject to substitution after consultation with Council and will be of equal or greater value.

# DISTRIBUTION & PICK-UP INFORMATION



## SHOW & SELL DISTRIBUTION

**September 17, 2016**  
7:00AM to 12:00PM

## SHOW & SELL RETURNS

**November 5, 2016**  
7:00AM to 12:00PM

## TAKE ORDER SALE PICK-UP

**November 19, 2016**  
7:00AM to 12:00PM

On the Tuesday before each delivery day you will receive and email with your pickup location and appointment time. Please be prompt!

<b>Paul Arpin Van Lines</b> 99 James P. Murphy Highway East Greenwich, RI	<b>Norton Scout Shop or Valentine Tool</b> 152 West Main Road Norton, MA	<b>(Location TBD)</b> <b>Swansea, MA</b>
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<b>Approximate Vehicle Loading Guidelines</b> <ul style="list-style-type: none"><li>• Mid-Size Car: 20 cases</li><li>• Mini-Van: 60 Cases</li><li>• Suburban/Explorer: 70 cases</li></ul>	<b>Other Tips</b> <ul style="list-style-type: none"><li>• Have your trunk cleaned out</li><li>• Remove seats if possible</li><li>• Have your “helpers” drive in a separate care</li><li>• Bring the right size vehicle for your order</li></ul>
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# FORGE NEW TRAILS IN FUNDRAISING

## 2016 MYSCOUT ADVENTURES SALES TRACKER

TRAILS-END.COM



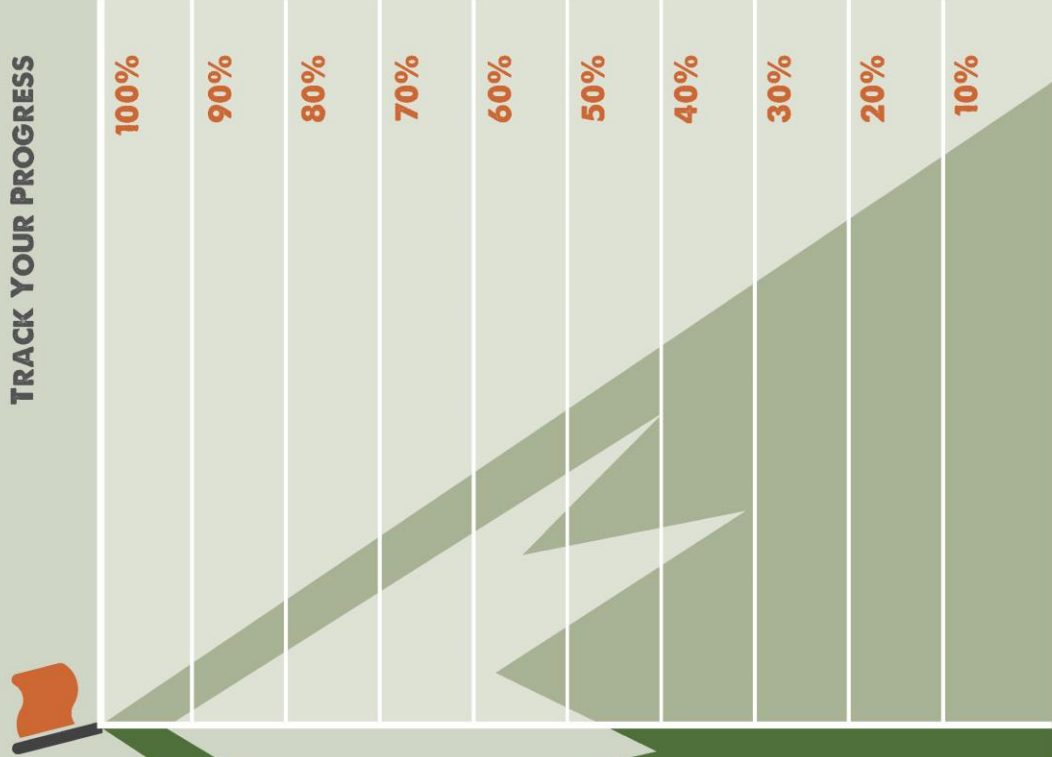
### SET YOUR SALES GOAL:

\$ \_\_\_\_\_

Map out your trek to the top of your sales tracker.

- 1 Work with your leader to set your Sales Goal
- 2 Post your Goal Setting poster on your refrigerator or bulletin board
- 3 Color the mountain peak to mark your progress toward your Sales Goal
- 4 Turn over your poster and learn how selling popcorn can help you advance in Scouting!

### TRACK YOUR PROGRESS



### CHECKPOINT CHALLENGE SCOUT SALES TRACKER

# SELLING TRAILS' END IS SIMPLE

## Smile

### Introduce Yourself

### Mention Your Sales Goal

### Present Your Products

### Leave Your Scout Card

### Express Your Thanks

And remember to always wear your uniform to show your enthusiasm for Scouting.



**STAY ON TRACK FOR COLLEGE.**  
 Sell \$2,500, earn a scholarship  
 6% of your sales each year is invested in your own Trails' End Scholarship Account.  
**For more info, go to TRAILS-END.COM**

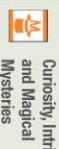


## MYSCOUT ADVANTURES PATH TO ADVANCEMENT

### CUB SCOUT ADVANCEMENT OPPORTUNITIES



#### TIGERS



#### Curiosity, Intrigue and Magical Mysteries

Create a secret code to use during your Popcorn Sale **(Req. 4)**



#### Stories in Shapes

Create an art piece advertising your Popcorn Sale **(Req. 1b)**



#### Tiger Tales

Create your own Tall Tale about your Popcorn Sale **(Req. 2)**



#### WOLVES



#### Howling at the Moon

Pick one of the four forms of communication **(Req. 1)** and create a Popcorn Skit **(Req. 2)**



#### Paws on the Path

Tell what the Buddy System is and why you need to use it during your Popcorn Sale **(Req. 2)**



#### BEARS



#### Baloo the Builder

Select and build one useful and one fun project for your Popcorn Sale **(Req. 3)**



#### WEBELOS



#### Art Explosion

Create a Popcorn Sale poster **(Req. 3f)** or a T-shirt or hat **(Req. 3g)** for display at your Show 'n Sell



#### Build It

Create and build a carpentry project to advertise your Popcorn Sale **(Req. 2)**  
 List all the tools you used to build it **(Req. 3)**  
 Check which ones you've used for the first time **(Req. 4)**



#### Movie Making

Create a story about your Popcorn Sale and do ALL requirements for Movie Making **(Req. 1-3)**

### MERIT BADGE OPPORTUNITIES



#### Art

**For requirements 5a** – Produce a Popcorn Sale poster for display.



#### Communication

**For requirement 2b** – Make a Popcorn Sales presentation to your counselor.  
**For requirement 6** – Show your counselor how you would teach others to sell Popcorn.



#### Digital Technology

**For requirements 6d** – Create a report on what you and your troop can do with the funds earned from selling Popcorn.  
**For requirements 4d** – Don't forget the Trails' End Digital Selling App.



#### Graphic Arts

**For requirements 3 and 4** – Design a poster for use during the Popcorn Sale, and follow the various steps described for ONE of the printing methods to produce copies of the poster.



#### Journalism

**For requirements 3d** – Create a 200 word article about your Troop's Popcorn Sale.



#### Movie Making

**For requirements 2** – Create a storyboard and video designed to show how to sell popcorn.



#### Personal Management

**For requirements 5, 8, 9** – Define your Popcorn Sales Goal. Create a plan, and make a calendar for how you will achieve your goal with all your other activities.



#### Photography

**For requirement 5a, b, f** – Take photographs of Popcorn, Scouts selling popcorn, and other activities related to the sale. Then, arrange the prints with captions to tell a story of the sale. **(Req. 7)**



#### Plant Science

With Counselor permission, use Trails' End educational materials to show how popcorn hybrids are grown and processed. **(Requirements 8a and 8b-Corn Option)**



#### Public Speaking

**For requirement 2** – Prepare and give a speech to your troop describing the benefits of the Popcorn Sale to the troop.



#### Salesmanship

**All requirements** for this merit badge may be completed through the Popcorn Sale.



#### Truck Transportation

**For requirement 10** – Describe what kind of truck would be needed to ship popcorn from the factory to your Council, tell how the popcorn would be packed, estimate the time for the trip and explain what would be the best way to unload the shipment.

# PayAnywhere

Accept credit cards. Anywhere, anytime.

Link payments to your Unit's bank account

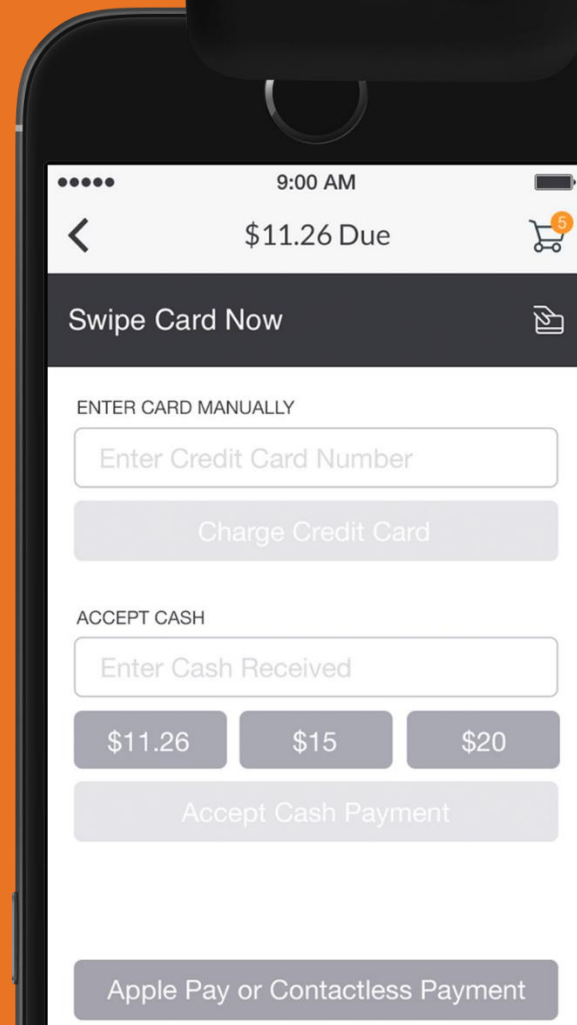
Overcome "no cash" objections at Show & Sell's and streamline fee collection for your unit. The Council will provide your unit with one free reader.

Please use the "PayAnywhere" mobile app to enroll.

You can create your account at [www.payanywhere.com](http://www.payanywhere.com)

For any questions during the sign-up process

Please contact Fred Rose at (248) 269-6000 x 1844. He is the banking executive handling the program for our Council.





# Trail's End Selling App



**Register & Download the App**



**Take Orders**



**Deliver Products**



**FUND ADVENTURES!**



Available on the  
**App Store**



Available on the Android  
**App Store**



Windows  
**Store**

Powered by **stripe**



Scouts register to sell at [www.Trails-End.com](http://www.Trails-End.com)



Accept orders for store front sales & take order



Orders sync into Trail's End Popcorn System



Take payment via cash, check & credit card



Credit Card Rate of \*2.7% + Transaction Fee



Scouts deliver products to customers



Units paid directly every two weeks

**\*Non-American Express Transactions:**

Transaction Fee: 2.2% of Sales Price + \$0.30 per transaction

Transfer Fee: 0.5% of Sales Price, up to a max of \$12 per month, per unit

**\*American Express Transactions:**

Transaction Fee: 3.5% of Sales Price + \$0.30 per transaction

Transfer Fee: 0.5% of Sales Price, up to a max of \$12 per month, per unit

