

2009 Show & Deliver Popcorn Sale Boy Scout Troop 420

As in the past three years, Troop 420 is participating in the Glacier's Edge Council annual Popcorn Sale as a *Show & Deliver* unit. That means we've ordered an inventory of popcorn products, based on our sales from past years, that our troop's Popcorn Kernel, Mr. Fallon, will store at his house. Scouts can then purchase popcorn directly from Mr. Fallon to deliver to their clients. There are basically two ways to sell:



1. Pick up and pay for a supply of popcorn from the Kernel. Your check payable to Troop 420 won't be deposited until Friday, October 23. Then sell that popcorn and collect money from your customers. Unsold popcorn, *except the three Chocolate products*, can be returned to the Kernel.
2. Take popcorn orders from your customers, collect their money, and then pay for and pick up your popcorn from the Kernel.

If all Troop 420 Scouts together can sell a total of \$5,000 of popcorn, as we've done the past two years, each Scout will receive 39% of their gross popcorn sales that will be deposited into their Troop Account following the Sale.

This year the Popcorn Sale begins on Saturday, September 26 and that day Scouts can pick up popcorn at Mr. Fallon's home between 10:00 AM and noon. If you know you'll be stopping that Saturday, please send him an advance e-mail so that he can organize your order. A telephone appointment must be made with Mr. Fallon to arrange a pick up time at his home throughout the rest of the Sale. However, if you telephone or e-mail Mr. Fallon in advance, he can also fill your popcorn order by bringing it to a Monday night troop meeting during the Sale, but you must contact Mr. Fallon in advance.

All sales forms and all popcorn must be returned to the Kernel no later than our troop meeting on Monday, October 19 with no exceptions.

Here is our Kernel's address, telephone number, and e-mail address:

Tim Fallon, Troop 420 Popcorn Kernel
7862 West Oakbrook Circle
Madison, WI 53717

Telephone: 833-1718
E-mail: tim.ins@tds.net

2009 Show & Deliver Popcorn Sale Rewards

Boy Scout Troop 420

The annual Popcorn Sale is a vital fundraiser for the Glacier's Edge Council and a main income source for its operating budget. Roughly speaking, our Council will receive approximately 30% of the gross popcorn sales this year and they have set a council-wide sales goal of \$1,270,000.

Because of the importance of this fundraiser, the Glacier's Edge Council is providing some new sales incentives to reward Scouts for early sales and for total sales. These rewards include:

- To encourage early sales, the Council will hold three Monday drawings for a Nintendo Wii and a Guitar Hero. If a Scout can fill up all 30 lines of their popcorn sales form with customer sales, they can fax their full form to the Council to be entered in the Monday drawings. A full popcorn sales form must be faxed to the Council at 608-273-8686 by 5:00 PM Friday to be eligible for the following Monday's drawing. Full forms not selected, will be included in the next drawing. The earlier a Scout faxes his full popcorn sales form and the more forms he sends, the better his chances of winning.
- For each full sales form with 30 customers, a Scout will receive a free marshmallow blaster, a free ticket to a Milwaukee Bucks basketball game, and an "I Filled It Up!" patch.
- If all Troop 420 Scouts together can sell a total of \$5,000 of popcorn, as we've done the past two years, each Scout will receive 39% of their gross popcorn sales that will be deposited into their Troop Account following the Popcorn Sale. This is a 1% increase from last year because the Council is giving it to the Scouts instead of keeping themselves.

Troop 420 organizes our Show & Deliver Popcorn Sale for the benefit of our Council and our Scouts. The Popcorn Sale provides an excellent way for a Scout to pay for his own Scouting expenses like summer camp, monthly outings, and dues. Troop 420 does not receive any of the proceeds from the Popcorn Sale.

It is our hope that every Troop 420 Scout will participate in this year's Popcorn Sale, even if he purchases only one or two items, in order to help the Glacier's Edge Council and to help fund his own Scouting activities.