THREE HARBORS COUNCIL | BOY SCOUTS OF AMERICA

POPCORN KERNELS' JOURNAL

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FREE 2013 Council Summer Camp Incentive

One of the Scout incentives that hasn't received much publicity, and is not detailed on the prize sheets, is the free 2013 council summer camp incentive. Any Scout that sells ten (10) of the 5-Way Chocolate Lover's Tin will earn a free 2013 council summer camp, whether they are a Cub Scout, a Boy Scout, or a Venturer. The summer camp they plan to attend must be one of the four Three Harbors Council properties, and only the council portion of the fee is free. Of course all copies of the Scout's forms must be submitted by October 24 as documentation to earn this incentive. So a Scout can really say he is earning his way to camp this year!

Sean Waiss, Council Popcorn Kernel

Show & Deliver Product Pickup

Show & Deliver orders have been finalized and the order transmitted to Pecatonica Rivers popcorn for fulfillment. The next big date is Show & Deliver product pickup!

- September 19, Product is being delivered to both warehouses by the vendor. If you, or anybody else from your unit, is available to assist with sorting product at the Milwaukee location you can pick up you unit's order on this date **after** sorting has been completed. Please contact Gina to express your interest in assisting so she can coordinate schedules and let you know when the product is expected to arrive.
- September 20, Unit Show & Deliver Product is available for pickup, by appointment, at each warehouse. You must email Gina to schedule a pick-up time. If you simply show up without scheduling a time, you will receive your product only after those units who did schedule their pick-up time have been serviced. So email Gina now! (Click on her name to start an email). Show & Deliver pick-up hours at the Milwaukee warehouse are 2pm to 5:30, and at the Racine warehouse are 12noon to 5pm.

Warehouse locations:

- CH Coakley & Company, 3801 West Green Tree Road, Milwaukee, WI 53209 (just south of Good Hope Road), used ONLY for Show & Delivery and Take Order pick-ups, not mid-sale replenishment.
- Northwestern Medical Center, 2405 Northwestern Avenue, Racine, WI 53404 (next door to Racine Scout Service Center), used for all product fulfillment appointments.

Blitz Weekend Reminder

Blitz weekend is an opportunity for an individual Scout, a Den, Patrol, or even a Pack to get out the first weekend of the product sales cycle (September 21 to 23 this year) and sell as much product as possible. In effect, you can **BLITZ** a neighborhood all at once and maximize sales in that neighborhood. Or you can set up table sales at a local grocery or other retail store and sell all weekend.

At the end of the **Blitz Weekend** the five individual Scouts who have sold the most product in the entire Council will be awarded a Razor E150 Electric Scooter and Helmet. This prize is awarded Council-wide, and not by District, so the five Scouts could all be in the same general area. But to even qualify, the unit kernel must provide a summary page detailing **Blitz Weekend** sales by Scout, along with copies of all supporting sales forms, to Gina **no later than noon** on Monday, September 24. You can scan and email the documents, copy them and drop them off at the Milwaukee Service Center in person, or fax them to Gina at 414-774-1799. But it must be done by noon, without exception. Winners will be determined later that day and announced in the following edition of the Popcorn Kernel's Journal.

Packers versus Bears (Popcorn Tins)

As shown on the popcorn sale order forms, we are offering official Green Bay Packer tins for the $25 Caramel Peanut product. We have also been able to make arrangements to offer the same product and price point in an official Chicago Bears tin. (No booing or hissing, we have quite a few Bears fans in our council!) But Bears tin requests must be handled in a slightly differently manner than other orders.

- Bears tins are available only as Take Order items at this point. We were be able to secure a limited quantity for Show & Deliver sales, but these are available by appointment only.
- Units will need to keep a running tally of Bears tins requests, and determine a total number to order before placing their final unit Take Order. DO NOT INCLUDE BEARS TINS IN YOUR TAKE ORDER TOTALS. Only Packers tins should be included in the unit Take Order total on October 24. If you mistakenly include the Bears tin count in your order you will receive all Packers tins, and the unit will not be able to return them. There will be no exceptions granted for this rule.
- By October 24 email Gina with the total number of Bear tins your unit needs. Make sure you include your unit number in the email. This email must be separate from all other email communications you send Gina.
- Bears tins DO COUNT in a Scout's sales total and prize calculation. Make sure it is included in his sales totals. Do not penalize a Scout just because he sold to a Bears fan. Look at it this way, the Bears fan is supporting Wisconsin, whether they realize it or not!

Council Resources

All material presented at the training sessions is available on the Council website, and kickoff material and items are available for units to reserve with Gina. (http://www.threeharborsscouting.org/popcorn)

- Unit Sales Tracking Worksheet (Excel file — link), for tracking sales by Scout and placing unit's order
- Council Bonus Prize Tracking Sheet (Excel file — link), due by October 24
- Popcorn Sales Form (pdf — link), great for forwarding to distant family and friends

Any questions you may have can be directed to any of us listed in the contacts box of this journal, but the most responsive for urgent queries will be Gina.

Council Product Sales Contacts

Click on any underlined name in this journal to send an e-mail.

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Council Popcorn Advisor
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Council Wreath Advisor
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Council Popcorn Kernel
Sean Waiss
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Popcorn Office Hours by Appointment Only

Racine Scout Service Center
- Tuesdays & Fridays, 9am to 4pm

Milwaukee Scout Service Center
- Wednesdays, 10am to 5:30pm
- Saturdays, 9am to 11am

Fall 2012 Sales Schedule

- Sept 20, by Appointment, Show & Deliver Popcorn Pickup in Racine & Milwaukee
- Sept 21, Popcorn and Wreath Product Sales Start Date
- Sept 24, by noon, "Blitz" Sales Results Due to **Gina**
- Oct 21, Popcorn and Wreath Product Sales End Date
- Oct 24, Council Product Sales Reconciliation Day
  - ◊ Popcorn Take Orders Due Online
  - ◊ Popcorn Prize Orders Due Online
  - ◊ Show & Deliver Popcorn Returns Due in Racine & Milwaukee
  - ◊ Unit Postdated Checks Due
  - ◊ Council Popcorn Bonus Prize Sheet Due (via e-mail to **Gina**)
  - ◊ Bears tin requests to **Gina**
- Oct 31, Wreath Orders Due Online
- Nov 09/10, by Appointment, Take Order Popcorn Pickup in Racine
- Nov 10, by Appointment, Wreath Product Pickup in Racine & Milwaukee
- Nov 15, by Appointment, Take Order Popcorn Pickup in Milwaukee
- Nov 23, Unit Wreath Payment Checks Deposited
- Nov 30, Unit Popcorn Payment Checks Deposited

To remove your name from this distribution list, or to add another name, please click here.