





Three Harbors Council

BOY SCOUTS OF AMERICA

POPCORN KERNELS' JOURNAL, FALL 2012, ISSUE 6

SHOW & DELIVER POPCORN RETURNS

We have two weeks remaining before all Show & Deliver product must be returned to the Council. Product can always be returned prior to the October 24 deadline, but there are a few points to emphasize to make the return process as efficient as possible.

- First, ALL returns are by appointment only with <u>Gina</u>, on the days she is working at each Scout Service Center. If you don't have an appointment and simply show up, Gina may not be available to accept the product. Appointments are also required to return product on October 24 to either Service Center.
- Second, as emphasized at all three training sessions, no more than 20% of your Show & Deliver order (by dollar volume) may be returned. It is recommended that you use remaining Show & Deliver inventory to fill unit Take Order requests as much as possible before returning product.
- Finally, per the agreement with our vendor and highlighted several times, the Council is prohibited from accepting returns of any of the four items containing chocolate (Peanut Butter Cup, Mud Puddles, Master of Memories, and Chocolate Lovers). Again, fill your unit Take Orders from your remaining Show & Deliver inventory.

Sean Waiss, Council Popcorn Kernel

TAKE ORDER COMMIT TO SELL REMINDER

Units that are participating in the Popcorn Take Order sale only (placing your only product order by 24-October), remember that you must still complete the "Commit to Sell" form on the vendor's website **before** you can place an order. Please complete that form a few days in advance of needing to place your unit order, as there are tasks that occur on the backend once the commitment is received before an order can be processed. Simply visit propocorn.com, navigate through the order gateway, select Three Harbors Council, and enter the generic user name and password provided at the training sessions (contact Gina if needed). One of the first links then presented is the commit to sell.

Obviously if your unit is participating in the Popcorn Show & Deliver sale you should have already completed this task for that particular sale. Please make sure you have also done so for the Take Order sale.

UNIT INCENTIVES

Last week this journal discussed how the prize incentives were driving individual Scouts to get out and sell. This week we highlight additional unit incentives offered to increase unit sales volume.

Bonus Commission

- All units who realize a popcorn sales increase of 5% over last years fall sales number will receive an additional 1% bonus commission on the entire sales amount. A unit sale of \$10,000 that qualifies for this incentive would receive an additional \$100 in commission!
- All units who realize a popcorn sales increase of 8% over last years fall sales number will receive an additional 2% bonus commission on the entire sales amount.
- All units who did not sell popcorn last fall, but who do so this year, will receive the additional 2% commission on their sale volume.
- This bonus commission will be credited to the units trading post account at the conclusion of the sale—the unit does not deduct this incentive from their payment check to the Council.

Leader Laptop

- All units who realize a popcorn sales increase of 10% or \$1500 (whichever is less) over last years fall sales number, with a minimum sale of \$1500, will be entered into a drawing for a new laptop computer.
- One laptop computer will be awarded per district.
- Laptop specifications provided below.

LAPTOP AND IPAD SPECIFICATIONS

We have received the details of the laptop and iPad models being provided as prize incentives to our Scouts and leaders. Each district will award both a laptop and an iPad via a drawing from all eligible entries. As a reminder for the iPad, every Scout selling \$1500 of popcorn receives one entry, selling \$3000 receives four total entries, and selling \$4000 receives nine total entries.

The laptop is an Acer Aspire model E1-531-2697 C B820. It is provided in black color, with a 1.7 GHz processor and Windows 7 Home Premium 64-bit OS. Technical specifications include 4GB of RAM, 320GB Hard Drive, and a DVD SuperMulti drive. Graphics are a 15.6" CineCrystal wide 1366 x 768 HD display, powered by Intel HD Graphics. Its current value on Amazon is \$455.53.

The iPad is an iPad II with WiFi. It is not the 3G model, so a cellular data plan is not required. It comes with 16GB of storage and is not expandable. Additional specifications can be found at Apple's website (http://www.apple.com/ipad/ipad-2/specs.html). Current retail value is \$399.

October 10, 2012

Council Product Sales Contacts

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

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Council Wreath Advisor
<u>Jim Reeder</u>
262-995-0031

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

- 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 <u>Gina</u>)
 - ♦ 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 Post-Dated Checks Deposited
- Nov 30, Unit Popcorn
 Payment Post-Dated Checks
 Deposited

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