

July 10, 2008

Subject: Show and Sale Drive Specifics

Howdy fellow Popcorn Kernels;

Thank you for stepping up to sell popcorn in the Show and Sell Program (SSP). This process is tried and true for the Boy Scouting program in this Council, and has the proven potential to generate a lot of funds for your Unit and give you the opportunity to provide for an even better Scouting program for your boys to enjoy and benefit from.

Make sure that you turn in your order for popcorn, no later than July 21, 2008. At this point, everything is a GO for the popcorn to be available for pickup the weekend of, August 9, 2008. The plan at this point, is to have all Units pick up there popcorn for the SSP from Eagle Global Logistics on that Saturday morning starting at 8:00 am. We hope to have distributed all orders before 11:00 am. If you have anyone that can come and help divide out the orders and distribute the popcorn to other Units, the help would be greatly appreciated and the process will be much easier. Please sign up if you are interested in helping divide the orders. Further instructions that apply to this pickup day including driving directions are included in the attachment with this email.

The time slots will be from 5:00 pm to 7:00 pm and 7:00 pm to 9:00 pm, Monday through Friday and from 10:00 am to 8:00 pm on Saturday and Sunday in two hour increments. If a location allows us the ability to sell there at any time, the sale starts August 8 and runs until we run out of popcorn or September 7th.

The selection process for locations and times to sell are as follows:

Starting with Saturday at 9:00 pm, you may submit a request for up to 3 – 3 hour time slots and location, that your Unit is interested in selling during, listed by priority. *Please be sure, if you have not already done so, that you identify how many Scouts are participating in the sale from your Unit. Without your input, I will assume you have less than 7 boys participating from your Unit.*

- a. Small Units will be those that have less than 7 boys participating in the sale.
- b. Medium Units will be those with 7 to 49 boys selling popcorn during the SSP.
- c. Large Units will be those that have 50 or more boys selling popcorn at this time.

Do not assume because your schedule shows that a time slot is available, that you can just go work there. This creates conflicts. We could easily lose the opportunity to use a location next year because of the actions of a few this season. Be courteous and never make a scene. Call me if there appears to be a conflict and I will be the final say on who stays and who goes. If no one is signed up to be there and there is a conflict, then both parties must leave and come back at a time that is scheduled.

If your unit signs up for a time slot, please make sure it is used, if you have a change of plans that means you can not be there, try to advise me as quickly as possible so that someone else can have the opportunity to use the time slot and the space is not wasted.

At least one parent needs to be present at each table during each time slot and preferably no more than two or three boys should be at each time slot. A den or patrol may want to split a time slot into two one-hour increments, just remember that each sale needs to be tied to a boy by the end of the night. I would suggest spreading the sales out between those selling at each period and keep it as simple as possible. If a Unit has the day at a certain location, I would still suggest just spreading out the sales during a particular period or it could get real complicated later. **Remember to keep tally of the sales for each individual scout by item and amount sold just like in the past so that levels of sales can be properly accounted for when ordering prizes later.**

The success of this project is hinged on cooperation and communication. I look forward to working with each and every one of you to make this as successful and easy a process as possible. I welcome your input. My cell phone number is 512-635-2730. My email address is wmcastellanos@suddenlink.net. Call, leave a message with your contact information for the day and I will respond to any questions or requests as quickly as possible.

Yours in Scouting;


Marie Castellanos

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District Popcorn Kernel



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