

2014 Popcorn Sales Info

Logistics:

- Jeff Krueger
Contact Info: 608-347-2047
Email: jeffkrueger.jk@gmail.com
- Pickup and Restock Location:
Jeff Krueger's House
6853 Topaz Court
DeForest, WI 53532
[County CV (Lake Road) – West on Diamond Drive (near Grey Road)]

Types of Sales:

- Show and Sell: Popcorn delivered to customer at time of sale.
- Take Order: Popcorn delivered to customer after time of sale (after scout receives order at a restock night or at end of Fall Popcorn Sale)
- NO ONLINE THIS YEAR

Sales Instructions:

- FOR THOSE WHO EXPECT TO SELL MORE THAN \$250 WORTH OF POPCORN
 - We recommend you use both Show and Sell and Take Order approach. For Show and Sell, pick up your popcorn at Jeff Krueger's house between 6:15pm and 7:15pm on Friday, September 26.
 - ***Be conservative in estimating how many chocolate-based items you can sell. The Pack can return them to the Council if they were kept cool enough so the chocolate doesn't melt.***
 - Please let Jeff know, preferably via e-mail, if you intend to return damaged items or items that you don't plan to sell or if you need popcorn to fulfill a Take Order sale. Jeff will let you know if he has it on hand or if he can obtain it from other Scouts and which restock night you can pick it up.
 - Please don't trade/swap popcorn with other families. We'd prefer you return unsold items to, and pick up Take Order items from Jeff Krueger on restock nights.
- FOR THOSE WHO EXPECT TO SELL LESS THAN \$250 WORTH OF POPCORN
 - We recommend that you use the Take Order approach.
 - Please let Jeff know, preferably via e-mail, what popcorn you will need to fulfill the Take Order sales you've accumulated (would be easiest if you accumulate several sales before contacting Jeff). Jeff will let you know if he has it on hand or if he can obtain it from other Scouts and which restock night you can pick it up.
- FOR ALL
 - Always fill out your order form, even if you are delivering it to the customer that day. ***PAY SPECIAL ATTENTION TO THE LAST TWO COLUMNS OF THE ORDER FORM, WHERE YOU WILL INDICATE IF THE CUSTOMER HAS PAID AND IF YOU HAVE DELIVERED THE POPCORN.***
 - Have the customers make out checks to you (the parent). You (parent) will make out a check to Pack 155 at the end of the sale for the total amount you sell.
 - Please keep and return the empty boxes (literally the cartons or cases) to Jeff Krueger on restock nights or at end of sale (see calendar for dates).
 - Remember, October 25 is the last day of the sale, and on October 25, you are accountable for delivering at Jeff's house *between* 6:15pm and 7:15pm. a check for the total amount you sold and any unsold popcorn. If you decide to stop selling before October 25th, then can take it to the October pack meeting (October 20th), or contact Jeff Krueger as soon as possible, so we can redistribute the unsold popcorn and collect money. **PLEASE REMEMBER TO PICK YOUR SCOUTS PRIZES BEFORE YOU TURN IN YOUR FORM.**

Helpful Information:

- Contact Jeff Krueger if you need additional or replacement order forms
- Jeff has the previous year sale records, if you'd like to know what your scout sold last year for estimating purposes.
- A "container" of popcorn is one tin or bag, not the box/case/carton in which it comes. In other words, there are typically multiple containers in each box/case/carton.
- Scouts should always have a parent with them and wear a Scout uniform when going door-to-door. Scouts should never enter a customer's house alone.
- Smile and say thank you, even if you didn't make a sale.

Sales Incentives:

- Weekly IPAD drawing for every filled sheet of sales:
 - Four opportunities to win (see calendar).
 - **PARENTS NEED TO FAX** (or email gecpopcorn1@gmail.com) a \$600 order form to Glacier's Edge Council (608-273-8686 fax) by 5:00pm on the iPad Drawing due dates (see Pack calendar). Be sure to include your scouts name, phone number, and identify "Pack 155".
 - Every \$600 order form gives the scout another entry for the weekly drawings.

- End of sale prizes. Scout is eligible for multiple “layers” of prizes.
- Pack Rewards (Rockets, Science Kits, Other)

September 2014							
S	M	T	W	T	F	S	
21	22 Show and Sell Pickup 2230 Pleasant View Rd. Middleton 5:30 pickup time	23	24	25	26 RESTOCK (6:15pm-7:15pm)	27 POPCORN SALE STARTS	
28	29	30					
October 2014							
			1	2	3 IPAD Drawing Entry Due 5pm RESTOCK (6:15pm-7:15pm)	4	
5	6	7	8	9	10 IPAD Drawing Entry Due 5pm RESTOCK (6:15pm-7:15pm)	11	
12	13	14	15	16	17 IPAD Drawing Entry Due 5pm RESTOCK (6:15pm-7:15pm)	18 Start selecting Scout Prizes	
19 Start selecting Scout Prizes	20 Early CHECKS, RETURNS, FORMS (with Prizes) AND FINAL TAKEORDERS DUE at Pack Meeting	21	22	23 Scout Prizes	24 IPAD Drawing Entry Due 5pm Scout Prizes	25 POPCORN SALES END ALL CHECKS, RETURNS, FORMS (with Prizes), AND FINAL TAKEORDERS DUE at Jeff's House (5:00pm – 7:00pm)	
26	27	28	29	30	31		
			November 2014				1

2	3	4	5 PICKUP FINAL TAKEORDER POPCORN (6pm-8pm)	6	7	8
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