

Support Scouting!



The Official Trails End 2009



POPCORN SALE

Unit Kernels GUIDE BOOK

This Guidebook has been compiled to help you, the Unit Kernels, coordinate the Trail's End Popcorn Sale. Dates, responsibilities and contacts are included for reference, as well as other information for use in training units. Good luck and have fun!

Last Frontier Council
Boy Scouts of America
3031 NW 64th
Oklahoma City, OK 73116
(405) 840-1114

Trails End Products no longer contain peanuts!

TABLE OF CONTENTS

Trails End Unit Guide Book

Pg.

3. Recognition Plan

4-5 Timeline and Important Dates

6-7 Highlights and Deadlines of 2008

8 Win a Pinewood Derby Track

9-10 Win New Troop Equipment

11 Blazers

12 Council Contacts

13 District Popcorn Kernels

14 Unit Kernel Responsibilities

15 Unit Kickoff Agenda

16 How to Sell 25 Items in One-Week

17 Scout Tips

18 Vehicle Loading & Product Storage Info

19 Forms (forms attached)

2009 POPCORN TOP SELLERS

Recognition Plan

Council Recognition Top Three Salesmen

- Council Wide Recognition
- 1st, 2nd, & 3rd place trophies
- 4 tickets to a Blazers Hockey Game for each of the top 3 salesmen

District Recognition Top Salesmen

- \$100 Gift Certificate at Wal-Mart
- 1st Place trophy for the top District Seller

Scholarship Plan

Don't forget the scholarship plan offered by Trails End for sales \$2500 & more.

See prizes at - Trails-End.com for details

\$1500 Sellers Bonus Prize

Sell \$1500 or more and earn a \$50 gift card from Wal-Mart.

See **Trails-End.com** for details

\$1,000 Sellers Club (from UNIT MASTER RECORDS)

Each youth selling \$1,000 or more will receive a Limited Edition 2009

\$1,000 Seller Club Hydration Pack.

Plus a Free Blazers ticket to all youth selling \$1000 or more

All Scouts winning a ticket get to attend a designated January or February 2010 Game.

Fill It Up Patch

Fill up a form, earn a patch from Trails End Popcorn.

All Scouts that fill up all the spaces on the order form will earn a

Popcorn Fill It Up Patch and a special 5 LED Cap Light.

See **Trails-End.com** for details about the patch.

2009 Trails End Popcorn Patch

Every youth that sells popcorn will receive a free 2009 Popcorn Patch. That means selling only a single item will earn them a patch. These names will be taken directly from each unit's "Unit Master Record". The "Unit Master Record" is due to the Scout office by December 3, 2009. This includes both "Prize" & "Cash" units.

2009 POPCORN SALE TIMELINE AND IMPORTANT DATES

Our Council Popcorn Sale Plan is simple, yet effective.

The _____ District Kickoff is on August _____, 2009.
August

Sun	Mon	Tue	Wed	Thu	Fri	Sat
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17 Show-N-Sell orders due	18	19	20	21	22
23	24	25	26	27	28	29

The _____ Districts Unit Popcorn Kernel Training is
on _____, 2009
September

Sun	Mon	Tue	Wed	Thu	Fri	Sat
30	31	1	2	3	4	5
6	7	8	9	10	11 Unit Kickoffs done	12 Show-N-Sell Pick up Sale Starts
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30			

October

Sun	Mon	Tue	Wed	Thu	Fri	Sat
				1	2	3
4	5 Show –N-Sell \$ due Council Early Bird +2% Commission	6	7	8	9	10
11	12	13	14	15	16 Sale Ends	17
18	19 Take Orders Due	20	21	22	23	24
25	26	27	28	29	30	31

November/December

Sun	Mon	Tue	Wed	Thu	Fri	Sat
1	2	3	4	5	6	7 Pick up Popcorn at District Distribution Locations
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	Dec 1	Dec 2	Dec 3 Popcorn \$ Due Popcorn Prize Orders		

HIGHLIGHTS FOR 2009

Profit Structure

- **Prize Option:** (For units using Prize Brochure)
Base commission is 25%. Last Frontier Council will pay for prizes. An additional 2% can be earned by attending one of Trails End's "Popcorn University" events. A 2% Early Bird Bonus may be earned by paying at the Council office on time and with one check/payment and turning in a Unit Master Record. 1% will be earned for Unit District Kernels or Representative to attend District Training and Kickoff. All orders must be submitted (**Show-N-Sell** orders and **Take Orders**) electronically to Trails End.

Each Scout may select one (1) prize from the sales level reached, or from a lower level, plus a patch (determined by names listed on the Unit Master Record).

All prize forms must be turned in by December 3.

*****All Popcorn must be paid for before your prizes can be ordered!!!**

- **Cash Option:** (For units not ordering from Prize Brochure)
Base commission is 30%. An additional 2% may be earned by attending one of Trails End's "Popcorn University" events. A 2% Early Bird Bonus may be earned by paying at the Council office on time with one check/payment and turning in a Unit Master Record. 1% will be earned for Unit Kernel or Representative attending Training & Kickoff. All orders must be submitted (**Show-N-Sell** orders and **Take Orders**) electronically to Trails End.

A patch (determined by names listed on the Unit Master Record) will be awarded to each youth that sells popcorn.

All forms must be turned in by December 3.

Materials

- Additional sales materials will be available from the District Popcorn Kernel, District Executive, and Council Service Centers.
- Scout Family Booklets for parents and Scouts available in English/Spanish
- Fill it up Form – Earn a patch from Trails End.

The Popcorn Sale: Show-N-Sell & Take Order

Units can choose between either or both sales. They should be turning in an Order Form online, one for the **Show-n-Sell by August 17** and one for the **Take Order sale by October 19**. Payment for **Show-N-Sell is October 5, 2009, please pay with one check**; Payment for **Take Order is December 3, 2009, please pay with one check..** If payments are not made by the due date, you will not receive the 2% Early Bird Bonus. **LEFTOVER SHOW-N-SELL POPCORN IS NOT RETURNABLE.** Roll over extra **Show-N-Sell** product to fill **Take Order** sale.

All checks must be made out to:
Last Frontier Council

Deadlines FOR 2009

Deadlines

May/June---Attend one of Trails End's "Popcorn University" events – Worth a 2% additional Commission.

- May 21, 2009 District Kernels Training at OKC Scout Office at 7:00 pm.
- July 31, 2009 Deadline for Unit Commitment Forms to be turned in.
- August 17 – **Show-N-Sell** orders due in to www.trails-end.com. **No Returns**
- September 12, 2009 – **Show-N-Sell** Popcorn Pick up
- September 12-October 16, 2009 – Unit begin "**Show-N-Sell**" &/or "**Take Order**" process
- October 5, 2009 – **Show-N-Sell** money due at Council Service Center
- October 19, 2009 – **Take Orders** due in to www.trails-end.com.
- November 7, 2009 -- **Take Order** Popcorn pick-up at district sites
- December 3, 2009 – **Take Order** money due in to Council Service Center and all paperwork & prize incentives also due at this time.
- **All checks must be made out to: Last Frontier Council**

If your unit chose the prize option, you must order your prizes at www.trails-end.com.

All orders must be turned in by December 3, 2009.

Early Bird Bonus

Show N Sell

Earn a 2% Early Bird Bonus in profit if Show-N-Sell money is received by October 1, 2009, but if you are late you will not earn the 2% Early Bird bonus.

Take Order

Earn a 2% Early Bird Bonus in profit if Take Order money & Unit Master Record is received by December 3, 2009, but if you are late you will not earn the 2% Early Bird Bonus.

Remember: Your "UNIT MASTER RECORD" is needed for the Early Bird Bonus.

Trails End's "Popcorn University" Events

There will be 3 Classes held by the Council to help you and your unit to be as successful in your fundraising efforts as possible. Some districts may choose to do additional conferences.

Lawton – Golden Corral @ 2632 NW Cache Rd. for BB, CT & KB Districts
Monday, April 27th, 2009 at 7:00 pm

Oklahoma City- "The Center" @4325 NW 50th for EA, BP, VE, WR, NH, CV, WP & BT Districts
Tuesday, April 28th, 2009 at 7:00 pm

Norman- Golden Corral @ 123 N. Interstate Dr. for SO, BT, VE & CV District.
Monday, May 4th, 2009 at 7:00 pm

You may attend any of the "Popcorn University" Conferences that you wish. Dinner and Free Prizes will be given away.

Win a FREE Pinewood Derby Track!

This is a rigid, tough, smooth tack. No PVC tubes, no rubber bands, no weight to hang and no flexible lanes that need support between joints with pieces of wood like other aluminum tracks.



Win your very own all-aluminum track. This track is 4 lanes wide and is 42 feet long. It has the standard 3-1/2" lane width with a 1/4" high center guide rail. It comes with a life time warranty against manufacturing defects and warping.

Your pack could win it's own PWD Track!

Free PWD Contest Rules!

1. Open to all Cub Scout Packs.
2. To be entered into the drawing a Unit must sell at least \$4,500 worth of popcorn or 35% more than it did in 2008.
3. Units may also qualify if they have a per boy average of \$350 or more (based on the official number of registered youth in that unit as of October 31, 2009).
4. For each \$500 worth of sales above \$4,500 your unit will receive another entry into the drawing.
Example: \$7,500 worth of sales = 7 entries
 \$10,000 worth of sales = 12 entries
 \$14,500 worth of sales = 20 entries
4. Both Show-N-Sell and/or Take-Order sales will be accepted.
5. All sales must be turned in by the October 19, 2009 deadline.
6. Free Pinewood Derby Track winning Pack will be awarded after the December 3rd money turn-in deadline and confirmation of payment.

Win New Troop Equipment!



Quantity 8: Eureka! Timberline 2 Tents-

This free standing shelter features aluminum "A" – frame construction, shock-corded eaves, front and rear hooded flies and a large rear window. Bathtub flooring keeps seams to a minimum and the water out. Size is 86" X 105" X 58"

Quantity 2: Chef Camp Stoves-

Rugged Steel construction with a large 25" X 14" cooking surface. Generates 50,000 BTU/hr. each. Set up on a picnic table, or attach the steel legs to create a 29" high cooking surface. Detachable fuel hose.

Quantity 2: Stainless Steel Cook sets-

This seven piece set consists of 2 frypans 1-9.7 and 1-8.87; 2 pots, 2.5 qt. and 4 qt., 1 Diamondback gripper, and 2 cutting boards

Quantity 2 Chefs Tool Kits-

Kit includes ladle, spatula, slotted spoon, turning fork, slicing knife, paring knife, can/bottle opener and vegetable peeler. Comes in a durable nylon case for convenient storage.

Quantity 2: Trail Chefs Aluminum Cook kits-

19 piece kit includes: 8 qt. pot, 4 qt. pot and lid, 2 qt. pot and lid, 10 1/2 " fry pan, 9" fry pan, two fry pan handles, Cocoa pot and lid, four 9" plates, four 8 oz plastic cups.

Quantity 2: BSA Logo 6 quart Dutch Ovens-

Lodge Dutch Oven features the BSA logo proudly embossed on the lid. Pre-seasoned 12" size. Wt. 19 lbs.

Quantity 2: 10 Quart Dutch Ovens-

Heavy duty cast-iron Dutch Oven has flanged lid, integral legs, and locking steel bail.

Quantity 2: Hot Pot Tongs-

Sturdy cast aluminum pliers for safely moving hot lids and Dutch ovens. Comes with a curved hook to pick up wire bail handles safely

Quantity 2: Dry Fry Griddles-

Reversible cast-iron griddle features two cooking surfaces, smooth side for eggs, ribbed side for grilling meats, and grease



reservoir for oil-free cooking. Distributes heat evenly. Cooking surface is 8" x 17 ½". Weighs 9 lbs.

Quantity 2: 12" BSA logo Skillets-

This pre-seasoned skillet is perfect for troop cooking and years of use. The skillet features an embossed BSA logo and is manufactured by Lodge. Weight: 8 lbs.



Quantity 1: BSA Axe & Sheath Felling-

Features a 2 ¼ lb. tempered steel head on a 28" hickory handle. Leather sheath included.



Quantity 1: Compass Training Kit w/ 24 compasses-

Includes: Compass carrying case with 24 Polaris compasses, 24 lanyards, 1 teacher's explorer compass, 1 large demonstration compass, 1 copy of "Be an Expert with Map and Compass", 1 copy of "Teach Orienteering", 50 copies of "Read This or Get Lost" brochures.



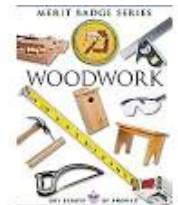
Quantity 1: Adventure Medical Kit-

Compact kit features Easy Care System to organize supplies and instructions into injury-specific compartments. Easy instructions help even the novice quickly administer proper first aid. Weighs 1 lb. 7 oz



Quantity 1: Library of every Merit Badge Book-

This is a complete library of every current version of every single Merit Badge book. Learn everything you need to earn the merit badge of your choice. Every book from A to Z. All 119 in color.



Troop Equipment Contest Rules

1. Open to all Boy Scout Troops and Venturing Crews.
2. To be entered into the drawing each unit must sell minimum of \$2,500 worth of popcorn or sell 35% more than it did in 2008.
3. Troops and Crews must sign up separately. Crew sales will not count toward Troop sales.
4. For each \$500 worth of sales above \$2,500 your unit will receive another entry into the drawing.
Example: \$5,000 worth of sales = 6 entries
\$7,500 worth of sales = 11 entries
\$10,000 worth of sales = 16 entries
5. Both Show-N-Sell and/or Take-Order sales will be accepted.
6. All sales must be turned in by the October 19, 2009 deadline.

7. Equipment will be awarded after the December 3th money turn-in deadline and confirmation of payment.



BLAZERS



Requirements

- Scouts sell \$1000

Fill out Blazers form

- Turn you **UNIT MASTER RECORD** into your Council Service Center by December 3, 2009.
- **If the Unit Master Record form with Scouts' name and sales is not received at the Council Service Centers, we have no way of knowing who to issue coupons to.**
- See forms section for (Unit Master Record)

Coupons

- Coupons will be issued to Unit Leaders. Please make sure all Unit contact information is accurate.
- Once Blazer tickets arrive at Council Service Center, coupons are exchanged for ticket (one per Scout) in Program Services.
- Additional tickets for family members can be purchased at your Council Service Center at the same time, the seats are assigned.
- Game date to be announced in 2010.
- You may pick up Coupons when the Unit Master Record is turned in.

2009 Council Contacts

District	Name	Work # (405) 840-1114	Email
Baden Powell	Gary Goodner	405-209-8685	Gary.Goodner@Scouting.org
Big Teepee	Chris Daughtrey	405-919-8698	Chris.Daughtrey@Scouting.org
Black Beaver	Ryan O'Kelley	405-203-0332	Ryan.O'Kelley@scouting.org
Canadian Valley	Jared Mock	405-406-4042	Jared.Mock@Scouting.org
Chisholm Trail	Christopher Price	405-203-3348	Christopher.Price@Scouting.org
Eagle	Phillip Mitchell	405-203-9566	Phillip.Mitchell@Scouting.org
Kickingbird	Matt Thompson	405-203-3317	Matt.Thompson@Scouting.org
New Horizons	Raymon Williams	405-203-3380	Raymon.Williams@Scouting.org
Sooner	James Leffler	405-245-0094	James.Leffler@Scouting.org
Western Plains	Brian Spall	405-203-1447	Brian.Spall@Scouting.org
Venturing	John Hurt	405-203-3307	John.Hurt@Scouting.org
Will Rogers	Brian Spall	405-203-1447	Brian.Spall@Scouting.org
Popcorn Advisor	Scott Johnson	405-234-6570	J.Scott.Johnson@Scouting.org
Popcorn Assistant	Ruth Williams*	405-840-1114 405-842-2175 fax	Ruth.Williams@Scouting.org

*You will receive faster service from Ruth by using Email instead of voice messages!

2009 District Popcorn Kernels

District	Name	Home #	Email
Baden Powell	Barry Moore	405-524-3730	Barry.Moore@Scouting.org
Big Teepee	Tina Clark	405-206-6227	tinathehairgirl@yahoo.com
New Horizons			
Venturing	Kenna Green	405-229-7353	kennagreen@aol.com
Eagle	Jeff Lampe	405-664-4519	jlampe.safety@gmail.com
Canadian Valley			
Sooner	Tami Graham	405-692-7596	spiceredhead@aol.com
Western Plains	Leona Aranda	580-302-1102	d_aranda@sbcglobal.net
Will Rogers	Heather Liszeski	405-826-3229	Liszeski@cox.net
Kickingbird			
Black Beaver	Kris Keller	(580) 512-1848	bbkriskeller@yahoo.com
Chisholm Trail	Mark Fikes	580-658-3936 580-606-7083	mark.fikes@halliburton.com

2009 Unit Popcorn Kernel Responsibilities

2009 Popcorn Sale: September 12 – October 16, 2009

1. With committee approval explain program to your Adult Leaders, set Unit's Sales Goal, plan Unit Sales Activities, prepare Timetables and set up Sales Coverage Plan.
2. Attend a Trails End "Popcorn University" Conference to receive an additional 2% Commission and your District Popcorn Sales Training and Kick-off Meeting in **August** to receive an additional 1%. See pg. 7 for details.
3. Turn in **Show-N-Sell** order online by **August 17, 2009**. (**Show-N-Sell product is not returnable.**)
4. Pick up **Show-N-Sell** popcorn Saturday **September 12, 2009**. (See pg. 17 for vehicle loading guidelines)
5. Conduct a Unit Popcorn Sale Kick-off Meeting before or during the month of September to distribute sales material, train Scouts and their parents, review Sales Goals, explain Prize & Incentive Program and go over Sales Coverage Plan.
6. Oversee "**Take Order**" process.
7. Collect "Take Order" forms, and turn into www.trails-end.com by **October 19, 2009**. **No orders will be accepted after the deadline!!** Orders must be submitted directly to Trail's End by online ordering.
8. Arrange to pick-up popcorn at District Distribution location on **Saturday, November 7, 2009**. (This location varies by District so check with your District Kernel for your District's location) On the same day, conduct a special meeting of all Scouts and their parents at your unit's meeting site, for the purpose of distributing popcorn and the Scout's original Take Order Forms. Keep a photocopy of the Scout's Take Order Forms as a customer record for next year's sale. (See pg. 17 for vehicle loading guidelines)
9. Supervise collection of money from Scouts and submit to **Council Office on October 19, 2009 for Show-N-Sell and December 3, 2009 for Take Order**. **Please pay with one check made out to Last Frontier Council. Your "Unit Master Record" is also due. Your Unit's money turn in deadline should be during the week prior to deadline.** This will allow you time to follow-up with any boys who do not turn in their money on time.
10. Share ideas on ways to improve the sale with your District Popcorn Kernel or District Executive.

Unit Kick-Off Meeting Agenda

Make it Fun! Keep it Simple!

- I. Explain unit Calendar and Ideal Year Goals
- II. Description of Sales Program and Product
 - A. Explain key points/dates
 1. Show-n-Sell can be done anytime during the sale, starting September 12.
 2. Deadline for monies to be turned at Council Service Center – October 1, 2009 – **Early Bird Bonus – Earn 2% more in profit if you pay by this date, but if you are late you will not earn the 2% bonus.**
 3. **Leftover popcorn is not returnable.** Use leftover to fill Take Orders.
 4. Youth can take popcorn orders between Sept. 12 – Oct. 16.
 5. Money & Unit Master Records are due to the council office by December 3, 2008 along with all Prize order placed online.
 6. Pick up Take Order popcorn on Saturday November 7 and distribute to scouts.
 7. Take Order Payment is due to the Council Service Center office by December 3, 2008. **Early Bird Bonus – Earn 2% more in profit if you pay by this date, but if you are late you will not earn the 2% bonus.**
- III. Describe the Prize/Award Program
 - A. This may be the Trails End Prize Program and/or whatever you unit is offering the youth for incentives.
- IV. Describe the Sales Technique
 - A. Give Scouts a take order form and explain in detail. Share scripts found at Trails-End.com.
 - B. Role-play sales presentations with Scouts. Review possible customer questions and replies.
- V. Go over Collection Do's and Don'ts
 - A. Don't leave popcorn unless it is paid for
 - B. Do count out loud while making change and take your time.
- VI. Safety Issues
 - A. Sell in groups or with an adult.
 - B. Don't sell after dark
 - C. Don't enter strange homes or cut across lawns
 - D. Don't carry large amounts of cash. Don't show or tell anyone how much cash you have.
 - E. **Be careful** with your take order form. It is your **ONLY** record.
- VII. Assign Selling Areas
 - A. Assign Scouts to sales teams and explain the area/coverage plan.
 - B. Ask Mom and Dad to be the first customer and to take the order form to work, clubs, friends, etc.
 - C. Remind Scouts to call back later if no one is home.

How To Sell 25 Items in One Week

Listed below is a strategy to sell 25 items in one week

<u>Monday</u>	<u>#Sold</u>
Sell to Mom and Dad at home after Scout meeting	1
<u>Tuesday</u>	
Scout sells to neighbors on both sides of his house and the two neighbors across the street	4
<u>Wednesday</u>	
Mom takes the Popcorn Sheet to work or bowling, tennis, etc.	6
<u>Thursday</u>	
Dad takes the Popcorn Sheet to work	4
<u>Friday</u>	
Call both Grandmas and two favorite Aunts	4
<u>Saturday</u>	
Walk a few blocks with another Scout and a parent. Each boy sells 6	<u>6</u>

TOTAL SALES

25 items

SCOUT TIPS

- ✓ ALWAYS wear your Field Class "A" uniform. Everybody loves to support a Scout in uniform.
- ✓ ALWAYS sell in pairs or with an Adult and never sell after dark.
- ✓ ALWAYS act like a Scout and be polite and courteous. Wear a smile and introduce yourself.
- ✓ ALWAYS walk on the sidewalk and driveway. NOT through the yard. Watch for traffic.
- ✓ Don't carry large amounts of cash with you. Never enter anyone's house.
- ✓ Remember to always have 2 pens with you and make sure you keep your Take-Order form as neat as possible.
- ✓ Statistics show 3 out of 5 houses buy Trail's End popcorn when asked.
- ✓ Make sure you know all the different types of Trail's End popcorn products you are selling.
- ✓ Most importantly, when you are selling the popcorn – tell the people what the money goes for – have them read the front side of the Take-Order form.
- ✓ Make sure you know the date when you will be delivering the popcorn to your customers.
- ✓ In case no one is at home, write a letter (and make copies of it) explaining the popcorn sale and why you are selling it. Explain the benefits for your Unit and Council; tell the dates of the popcorn sale, etc. Leave this letter with one of the sheets from your Mini Order Form. Place these forms in the newspaper box or at the front door of people's homes you know.
- ✓ Not every house will buy so do not become discouraged.
- ✓ The more people you ask – the more people will buy.
- ✓ Put popcorn sale articles in your school, church, and community bulletins/newsletters
- ✓ Ask your parents to help you sell Trail's End popcorn at their workplace for employee or customer gifts. Better yet, ask your parents if you can go to their office and sell. Make sure you deliver the popcorn and say "Thank You " – if you can't deliver it yourself; tape a Thank You note on top of the popcorn!
- ✓ Remind your parents, grandparents, aunts, uncles and neighbors what great gift Trail's End popcorn makes for teachers, friends, co-workers etc. Also, let them know how quickly it runs out and to buy enough from you to last them until next year.
- ✓ Ask your friends at your place of worship if they would like to buy some Trail's End popcorn.
- ✓ Write a thank you note and place a copy of it on all the Trail's End popcorn you deliver to let everyone know how much you appreciate their support. (This will benefit you next year when you call on them.) Remember to say "Thank You" when you hand deliver it.
- ✓ Keep your Take-Order forms so you can call on these people again next year. People will remember how polite and courteous you were, the nice thank you note they received, and the Trail's End popcorn that they did not buy enough of!

Vehicle Loading Guidelines

Mid-Size Car	20 cases
Cherokee	40 cases
Mini-Van	60 cases
Suburban/Explorer	70 cases

PRODUCT STORAGE AND SHELF LIFE INFORMATION

Protection of your Trail's End products is the primary function of the package. Protection can mean either preserving the internal condition of the product's flavor or acting as a barrier to exterior contaminants.

PRODUCT STORAGE

PRODUCTS: MICROWAVE POPCORN, CARAMEL CORN,
CHOCOLATE CORN and CHEESE CORN

CONDITIONS TO AVOID:

1. **LIGHT** – Direct light (sunlight or man-made) can generate unwanted heat that can re-melt the oil in Microwave pouches, cause the caramel corn to become sticky or the chocolate to melt. Light also promotes rancidity in oils and causes fading of packages.
2. **HEAT** - Temperatures above 75 degrees can cause similar effects as stated under Light. Heat also drives off the flavors used in the products.
3. **ODORS** – Contaminating odors will ruin any food especially snack and confectionery items. The worst offenders are naphthalene (mothballs), paints, solvents, perfumed soaps and other foods such as onions. Remember that corrugated boxes absorb odors too
4. **HUMIDITY** – Damp humid air above 75% relative humidity can cause stale flavors, surface mold growth, and for caramel and chocolate corn can cause surface crystallization of sugars.
5. **INSECTS** – Avoid storing products in areas where insect and rodent activity is present.

Forms/Handouts for Unit Use

Unit Commitment form

- Have units that are committing to sell for the 2009 season turn in their commitment cards no later than **July 31, 2009.**

Show-N-Sell & Take Order Forms

- Summarizes Unit order by container and shows amount due Council and amount of Unit profit

Unit Master Record (REQUIRED!!!!!!!!!!!!!!!!!!!!!!)

- The Unit master record should be filled out on all Scouts even those who are not selling popcorn and those who were not eligible for any prizes due to low sales. Required for the 2% extra Early Bird commission.
- Scouts selling at least \$1000 worth of popcorn will be taken from Unit Master Record for Blazers Game tickets and for \$1,000 Seller Club prizes.
- Forms need to be turned in to Council Service Center by December 3, 2009.

Trail's End \$1500 Prize form

- Turn forms in to the Council Service Center by December 3, 2009.

Trail's End Scholarship form

- Turn forms in to the Council Service Center by December 3, 2009.

*****All Trails End Prizes are ordered online by Dec. 3rd. You must order your prizes online using the Prize Order system, just marking them on the Unit Master Record online will not order the prizes from Trails End.*****