2020

Popcorn Sales Guide

A Start-to-Finish Guide for Managing your Unit's Popcorn Sale

Show & Sell Orders Due:
August 15

Take Order Sale Begins:
September 1

Take Order Orders Due:
October 28

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Why sell popcorn?

Popcorn sales can generate enough income to financially support your Scouting Program for the entire year!

Some of the great benefits of selling popcorn include:

- There is NO up-front cost to your unit.
- Units pay for only the product they sell.
- Sales support local Scouting.
- A built-in prize program encourages Scouts to sell.
- Popcorn sales teach Scouts the responsibility and value of earning their own way.
- Popcorn is easy to sell.
- Scouts can earn free camping at a Greater St Louis Area Council camp of their choice!

AUGUST 2020

S	M	T	W	T	F	S
26 July	27 July	28 July TRAINING St. Louis	29 July TRAINING Maryland Heights	30	31	1
2	3 TRAINING Belleville	4 TRAINING Cape Girardeau	5 TRAINING Collinsville	6	7	8
9	10 TRAINING Southern IL	11 TRAINING Decatur	12 TRAINING Effingham	13	14	15 Place show & Sell order by 11:59pm
16	19	20	21	22	23	24
25	26	27	28	29	30	31

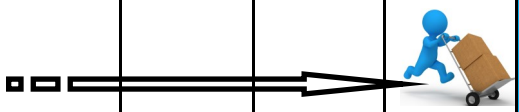
Hold a unit popcorn kickoff! Review the prizes and incentives, sales goals and techniques. Review safety rules for youth and adults.

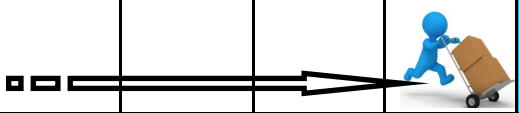
*Dates/times subject to change. Follow "**2019 GSLAC Popcorn Kernels**" on Facebook or the read the weekly "**What's Poppin' Popcorn Sale Newsletter**" for the most up-to-date information.*

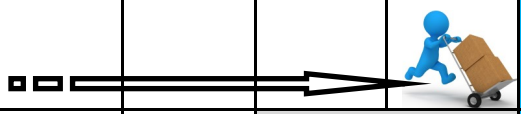
Popcorn Kernel Easy Checklist!

- ☐ Attend Popcorn Training (see dates to left)
- ☐ Select a date for your popcorn kickoff:
  August 24, 25, 26, 27, 28, 29 (circle one)
- ☐ Select a date for all money and order forms to be turned in by Scouts to the popcorn kernel:
  October 12, 13, 14, 15 (circle one)
- ☐ Log in and get familiar with the ordering system at prpopcorn.com (p.24)
- ☐ Sign up new Scouts for online accounts by logging into your unit dashboard at prpopcorn.com (p. 22)
  (HINT: Scouts from last year should still be in the system. Do not enter them again.)
- ☐ Contact local stores / churches / restaurants to find locations between Sep. 3 & Oct. 11(HINT: use the Blue dates in Sep & Oct), (p. 16)
- ☐ Place your Show & Sell order at prpopcorn.com
  DUE BY 11:59PM Saturday, August 15th!
  *** Please don't over-order,
  it's easy to order refills during the sale. ***
- ☐ Hold your Unit Popcorn Kickoff (p. 21)
  MAKE IT FUN! (HINT: If your unit is NOT participating in the prizes, please remove prize sheets from order forms before giving to Scouts!)

SEPTEMBER 2020						
S	M	T	W	T	F	S
30 Aug	31 Aug	1	2	3 Early Popcorn Pickup if you help sort!	4 Show & Sell	5
6	7 Order popcorn by noon, pickup Friday	8	9	10	11	12
13	14 Order popcorn by noon, pickup Friday	15	16	17	18	19
20	21 Order popcorn by noon, pickup Friday	22	23	24	25	26
27	28 Order popcorn by noon, pickup Friday	29	30	Additional Popcorn can be ordered by noon on Monday for pickup on September 11, 18, & 25.		Blue = Optional Show and Sell Days







*Dates/times subject to change. Follow "**2019 GSLAC Popcorn Kernels**" on Facebook or the read the weekly "**What's Poppin' Popcorn Sale Newsletter**" for the most up-to-date

Popcorn Kernel Easy Checklist!

- ☐ Choose your September Show & Sell Dates:
  September 5, 6, 12, 13, 19, 20, 26, 27 (circle)

- ☐ Choose your October Show & Sell Dates:
  October 2,3, 4, 9, 10, 11 (circle) Schnucks Weekends

- ☐ Tell Scouts to begin selling Take Order popcorn on September 1! (p. 20)

- ☐ Determine what size vehicle you will need to pick up your Show & Sell Popcorn:
  * 25 cases or less = most standard 4 door cars
  * 25 - 50 cases = most truck boxes
    (A topper or a tarp is strongly suggested)
  * 40 cases = most SUV's (Explorer, Blazer)
  * 60 cases = most Mini Vans with no seats
  * 75 cases = Suburban with no seats
  * 75 cases or more, enclosed trailers are best

- ☐ **Friday September 4th - Pick up Show & Sell Popcorn** (p. 36 - 38)

- ☐ Encourage Scouts to participate in Online Sales (p. 22)

- ☐ Keep in contact weekly with your Scouts and their parents regarding deadlines and information

- ☐ Remind Scouts to take part in the “Fill It Up” contest (p. 26)

OCTOBER 2020						
S	M	T	W	T	F	S
	Order popcorn by noon, pickup Friday			1	2 Schnucks Week-end 	3 Schnucks Weekend
4 Schnucks Week-end	5 Order popcorn by noon, pickup Friday	6	7	8	9 Schnucks Week-end	10 Schnucks Weekend
11 Schnucks Week-end Last Show & Sale Day	12 13 14 15 **Pick a day (12, 13, 14, or 15) to collect order <u>forms and money</u> from <u>ALL</u> Scouts.** Use remaining Show and Sell Popcorn to fill as many orders from their forms as possible.				16 17 Identify what popcorn must be returned. Go online and fill out return form.	
18	19 **Return Day** 	20 21 22 Service Centers will have <u>LIMITED LATE</u> return ability on October 20, 21, and 22 by appointment only.			23	24
25	26 27 28 29 FINAL Take Order by 11:59pm on Wednesday Night. October 28th				30	31 Place

*Dates/times subject to change. Follow "**2019 GSLAC Popcorn Kernels**" on Facebook or the read the weekly "**What's Poppin' Popcorn Sale Newsletter**" for the most up-to-date information.*

Popcorn Kernel Easy Checklist!

- ☐ Select a date to collect order forms and money from Scouts: October 14, 15, 16, 17 (circle one)
- ☐ Deposit money in YOUR UNIT's bank account
- ☐ Total the orders from the individual order forms
- ☐ Use remaining Show and Sell Popcorn to fill as many orders as possible. (Yes, you can partially fill Scout order forms)
- ☐ Identify what popcorn must be returned. Fill out return form online. (p.25) (find the return form in your dashboard at prpopcorn.com)
- ☐ Return product if necessary on **OCTOBER 19th** *** This is the ONLY DAY that volunteers will be on hand to receive your return. Longer wait times should be expected if you cannot return on this date. Anyone from the unit can do the return, the kernel does not have to be there. Appointments are necessary unless returned on October 19th.
- ☐ Service Centers will have LIMITED LATE return ability on October 20 21, and 22 by appointment only. No popcorn will be accepted after Oct. 26th.
- ☐ Place Your FINAL Take Order by 11:59pm on Wednesday October 28th. Be sure to include any military donations on this order.

NOVEMBER 2020						
S	M	T	W	T	F	S
1	2	3	4	5	6	7
Select a date and time for Scouts to pickup popcorn from the kernel. Kernel will receive the popcorn on November 13th. Consider having Scouts pick up popcorn on Friday night. Any remaining families can pick up their corn after SFF on the 14th.						
8	9	10	11	12 Early Pickup if you help sort!	13 Take Order	14 Scouting 4 Food Bag Distro.
15	16	17	18	19	20 Scouts distribute popcorn to customers	21 Scouting 4 Food Collec-tion
22	23	24	25	26	27 Did you remember to: order prizes, submit scholarship forms, enter winner's circle prizes, submit camping vouchers?	28
29	30	In late November, you will receive your unit's final in-voice in the mail and email. • Review the invoice to make sure everything is cor-rect.				

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Popcorn Kernel Easy Checklist!

- ☐ Determine what size vehicle you will need to pick up your Show & Sell Popcorn:
  * 25 cases or less = most standard 4 door cars
  * 25 - 50 cases = most truck boxes
    (A topper or a tarp is strongly suggested)
  * 40 cases = most SUV's (Explorer, Blazer)
  * 60 cases = most Mini Vans with no seats
  * 75 cases = Suburban with no seats
  * 75 cases or more, enclosed trailers are best

- ☐ Pick Up Take Order Popcorn (p. 36 - 38)

- ☐ Select a date for your Scouts to pickup popcorn from the kernel:
  November 13, 14, 15, 16, 17 (circle one)

- ☐ Order all prizes for your Scouts. Submit Scouts for free camps. DUE BY DEC. 18 (p. 26 - 33)

- ☐ Review your invoice, If there are no errors get one check from your unit for the entire balance due made out to “Greater St. Louis Area Council BSA”. Address : Greater St. Louis Area Council, BSA PO Box 952685 St Louis, MO 63195-2685
  Allow a week for processing. You may also pay in person at your closest Service Center. We recommend waiting to receive your final invoice in November before paying to avoid any billing discrepancies. If you accidentally overpay, refunds can take up to 6 weeks to process.

DECEMBER 2019

S	M	T	W	T	F	S
		1	2	3	4	5
6	7	8	9	10	11 PAYMENT DUE	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31	Thanks for selling! See you next year, Daron Storman	

Last chance to order prizes, scholarships, winner's circle prizes, and camping vouchers. Order by December 18th!

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Popcorn Kernel Easy Checklist!

- ☐ Submit ONE CHECK for the popcorn balance
  Payments Due December 11th! (p. 42)

- ☐ Double check that you have submitted Scouts for ALL PRIZES that they have earned
  DUE BY DEC. 18 (p. 26 - 33)

- ☐ CELEBRATE A SUCCESSFUL SALE! Personally thank anyone who helped you make it possible!

- ☐ Select a kernel for next year! _____

- ☐ Write any relevant information below that the next kernel may need to know. Give them this book!

_____

_____

_____

_____

What the Popcorn Sale Makes Possible

The popcorn sale is crucial in providing programs and services for all of our units and funding experiences uniquely suited for each pack and troop.

Some examples of how units use popcorn earnings:

Awards
Courts of Honor
Program Materials
Equipment purchases
Pinewood Derbies
Camporees
Camp Fees
Field Trips
Events/Activities/Outings
Blue & Gold Banquets
Books/Neckerchiefs
Anything your Unit decides….

Some examples of how the Council uses popcorn earnings:

- Training for adult leaders so that Scouts have the very best leadership possible.
- Maintaining camp properties for year-round camping and outdoor events.
- Providing scholarships or “camperships” for Scouts who need assistance due to financial hardship.
- Program and training equipment—digital projectors and screens for use in training and promotional programs.
- Planning and conducting various Council-wide activities and events like Scouting for Food, Fright Fest, Cub Launch, Shoot-o-ree and Cub Adventure Camp.
- Service Centers and a support/professional staff available to help Unit leaders, parents and Scouts.
- Accident, sickness, and liability insurance for chartered organizations, members, and leaders.

Three Ways to Sell Popcorn

Show & Sell - S&S

Unit Kernels place an order for bulk popcorn in advance.
Units set up a display in their neighborhood.
Scouts sell popcorn and hand it to customers at time of purchase.
Details on page 16

Take Order - TO

Scouts take orders and turn them in to their Unit Kernel. One bulk popcorn order is placed for the popcorn sold by the entire unit.
Scouts deliver popcorn to their customers after it comes in.
Details on page 20

www.PRPOPCORNSTORE.com

Online

Scouts can sell popcorn to out-of-town family and friends at prpopcornstore.com. Each unit popcorn chair will be able to create a special code to include in your Scout's email.
Online sales will be credited on the unit's invoice.
Details on page 22

Show & Sell

Your unit can hold a Show & Sell -S&S anytime after popcorn is delivered on September 3rd until October 11th

STEP 1: Find a location for your sale
Identify a good weekend to host your sale and contact local businesses, churches, gas stations, fire departments or other locales to get permission to set up a table and sell popcorn on their property.

STEP 2: Order popcorn in advance. **You must place your S&S order online at prpopcorn.com by August 15th.**
How much should your Unit order? If your unit held a S&S previously, order slightly more than you actually sold last year. If your unit has never held a S&S, call Daron Storman at 314.256.3092 for help determining a good estimate based on similar-sized units' prior sales. All products (including chocolate flavors) can be ordered.

STEP 3: Pick up your popcorn on September 3-5
You can find your district's pick-up location on page 36-38.

STEP 4: Hold your sale see page 19 for tips!

STEP 5: Close out your popcorn
You may return any unsold popcorn **full cases only** on October 19. Please see page 25 for our Return Policy. You can use excess popcorn to fill Take Order sales before doing your return.

STEP 6: Pay for your popcorn
The Council will send you an invoice for all of your popcorn with your balance in late November. See page 42 for payment instructions.

Tips for a great S&S booth

Here are some tips to make your booth stand out:

- Reserve your spot early! Try local businesses with lots of foot traffic. Maybe your church would let your unit sell after Sunday services?
- When you confirm your location, ask if they need a copy of the council's insurance coverage. If yes, contact Daron Storman at 314-256-3092 or daron.storman@scouting.org.
- Assign 2-3 Scouts and their parents to work in 2-hour shifts.
- Stack the product neatly, creating an appealing display.
- Have the Scouts wear their Full uniform during the sale.
- Stand in front of the table, not behind it, to better engage the customers.
- Use your bullet board as a poster to catch customer's eyes
- Take advantage of mobile payments by using a tablet or smartphone reader. Get your free reader at www.squareup.com.

Schnucks Weekends

We are excited to announce we have entered into a partnership with Schnucks Grocery Stores that is going to allow us exclusive access to our units for the first two weekends in October!

October 2,3,4, 9,10,11 units will have the ability to sign up for a Show & Sell opportunity at every Schnucks Market in our region. Units will only be able to sign up for one time slot to allow every unit the opportunity to take advantage of this opportunity. We will allow units to register for additional time slots on September 1st **Register for your spot early before they are all taken!**

Times Available:

Fridays from 4 p.m. to 8 p.m.

Saturdays/Sundays from 10 a.m. to 2 p.m. and 2 p.m. to 6 p.m.

Register Here: www.popcorn.stlbsa.org

Sale Strategies

- **StoreFront** - (Pharmacies, Grocery Stores, Gas Stations, local business, fair/festival, hardware stores, etc. Think outside the box on your locations and the places we choose represent Scouting values.)
- **Show and Deliver** - (A scout loads product in a cart and walks the neighborhood and delivers popcorn as they make their sale.)
- **Next Door App** - (Download the app and connect with your neighbors. Promote your sale and take orders through the app or promote your store's location.)
- **Neighborhood Store** - (Promote your store in your neighborhood and hold a garage sale type event and set up your store in a cul-de-sac or driveway.)
- **Door Hangers** - (Flood your neighborhood with door hangers and deliver the popcorn safely on your neighbor's porch.)
- **Social Media** - (Use these platforms to your advantage to promote your sale.)
- **Take Order** - (Have your parents take to forms to work to get sales. Send a family text and take orders through text.)
- **Online** - (This is our biggest opportunity to grow! Set up your scouts with an online store, create a personalized page for each scout and email it out to their family network.)

Take Order

Your Scouts can sell popcorn using the Take Order form beginning on September 1.

STEP 1: Host a Unit Kickoff and distribute forms

At a pack or troop meeting, gather the Scouts and parents, explain the sale and deadlines, get them excited about selling and give everyone a Take Order form. See the opposite page for kickoff ideas.

STEP 2: Collect the Scouts' orders

Select a date to collect order forms and money from Scouts: October 13, 14, 15, 16 (circle one). You must place the unit order on October 28, use the 17th - 26th to follow up with anyone missing and to tally everyone's orders together. Many families will have money in hand to turn in but they may not have all of it. Be ready to accept cash and checks but be sure to let parents know how much they still owe so they can collect it when they deliver the popcorn.

STEP 3: Place your unit's popcorn order by Oct 28

You must place your Take Order online at prpopcorn.com
You should order the exact amount of popcorn needed.

STEP 4: Pick up your popcorn on Nov. 12-14

You can find your district's pick-up location on pages 36-38.

STEP 5: Sort popcorn and distribute to Scouts

Find a space for your unit's popcorn, and divide it up for each Scout. The Scouts will then deliver the popcorn to their customers and collect payment (these checks should be made out to your unit.) If you need more popcorn than you originally ordered, call the council at 314.256.3092. Please see page 15 for our Return Policy.

STEP 6: Pay for your popcorn

The Council will send you an invoice for your popcorn with your balance in late November. You will submit one check made out to the council.

Suggested Kick-off Agenda

Explain how the popcorn sale benefits...

- *...your Unit:* Funds our Ideal Year of Scouting—pays for special activities, awards, equipment, and Camp.
- *...your Scouts:* Builds personal sense of responsibility, sales and leadership skills, and supports program.
- *...your Council:* Raises money for improving activities and camping programs**.**

Have Scouts sample each product provided in your sample kit. Ensure Scouts remember their favorite flavor to encourage sales.

Review the prizes and incentives:

- Free Camp Vouchers! (see page 15)
- Bonus Prizes! (see page 26-27)
- Prizes! (Only if the prizes commission option was chosen for the unit. See pages 28-29 for details).
- Scholarship Opportunity (only for grandfathered Scouts) (see page 32)

Review sales goals and techniques:

- Distribute and discuss order forms and prize brochure.
- Role-play sales presentations with youth.
- Instruct youth to wear their uniforms while selling.

Go over delivery and money collection process:

- Don't leave popcorn until the customer pays for it.
- Have customers make checks payable to the Unit.
- Say "Thank you for your order. See you next year!"

Review safety rules for youth and adults:

- Youth should be selling with a buddy or accompanied by a chaperone.
- Emphasize that <u>youth do not enter homes</u>.

Online sales

Your Scouts can sell popcorn online anytime! For online sales, popcorn is ordered by and shipped directly to the customer.

www.MyPRPopcorn.com

- Personalize an email to family and friends
- Record your own video message
- Customizable popcorn tins
- All products get shipped directly to customers
- <u>All online sales count towards all prize levels</u>

FREE SHIPPING ON ALL ONLINE ORDERS!

Kernel Tracker App

Kernel Tracker App

Kernel Tracker helps you easily manage Show & Sell inventory down to the individual container:

- Product Received from Council
- Product Given to Scouts
- Product Returned by Scouts
- Product Returned to Council.

You can even see exactly what products each Scout has checked out and how much they owe.

In Stock Inventory

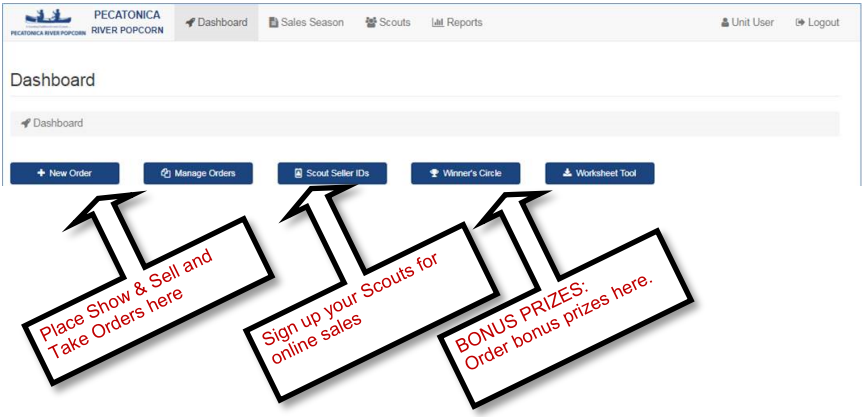
	▲	♠	⊕	⊖
Product	2.5# YELLOW	10 OZ. CLASSIC CARAMEL	18 PACK BUTTER	18 PACK BUTTER LIGHT
Unit Price	$10	$10	$18	$18
Containers	-14	1	-12	382
= Cases	-1 +-6	0 +1	-1 +-4	47 +6
Total Value	$-140	$10	$-216	$6,876

ANDROID APP ON Google play

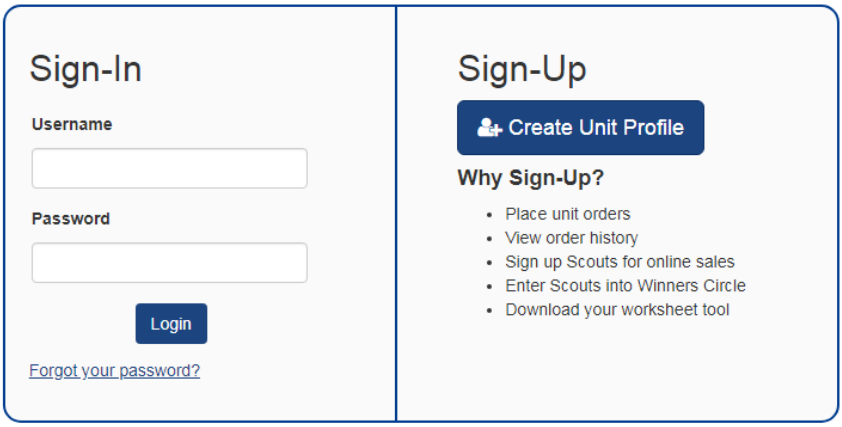
Download on the App Store

Pecatonica River Popcorn System

You will manage your unit's sale at
www.PRPOPCORN.com



Fill in your Username and Password below so you don't forget them!



Return Policies

Show & Sell Return Policy

- **Full cases only of popcorn may be returned as long as the popcorn is in good shape. No partial case will be accepted.**
- Use any leftover Show & Sell popcorn to fill your unit's Take Order before returning popcorn to the council.
- Returns will be accepted **on October 19**
  (more information forthcoming on times and locations. Follow "**2020 GSLAC Popcorn Kernels**" on Facebook or read the weekly "**What's Poppin' Popcorn Sale Newsletter**" for the most up-to-date information.)
- **No S&S returns will be accepted after October 26th.**

Take Order Return Policy

Because you will order exactly what has already been sold to customers, there should be no popcorn to return. Limited exchanges will be available at the Bellville, Decatur, and Herrin Service Centers.

EVERY UNIT QUAUIFIES FOR THESE GREAT INCENTIVES!

(Regardless of whether the unit chose 35% or 32% commission) Bonus prizes below are cumulative except for camping vouchers & and scout shop credits. Scouts will only receive one camp experience.

FIND ALL DETAILS AT POPCORN.STLBSA.ORG

- ☐ Sample Kit of flavors for Scouts to taste product
- ☐ Selfie Stick (For S&S to promote social distancing)
- ☐ Fill it Up! Fill up an entire order form and get a Slurpees Slime Sucker or LEGO Star Wars Set

- ☐ Scouts selling $1,000 earn two movie ticket vouchers.
- ☐ Scouts selling $1,550 earn a Cub Scout Day Camp or 3 day Webelos camp, Scouts BSA earn a $100 camping voucher to use towards Summer Camp OR receives a $50 Scout Shop shopping spree. Council camps only.
- ☐ Scouts selling $2,650 earn a weeklong camp experience (Arrow of Light or Scouts BSA Summer Camp) OR receives a $150 Scout Shop shopping spree. Council camps only.
- ☐ Scouts selling earn 7% towards a current scholarship account. **This program is for Scouts already grandfathered in the program.**
- ☐ Scouts selling $10,000 earn a Disney Vacation for your family!
- ☐ Scouts selling $400 online earn a $10 scout shop gift card.

*SEE ALL DETAILS AT POPCORN.STLBSA.ORG

EVERY SCOUT CAN EARN:

(Regardless of whether the unit chose 35% or 32% commission)

WINNER'S CIRCLE

SELL $2,500 PICK A PRIZE FROM THE WINNER'S CIRCLE

43" SMART TV

ELECTRIC SCOOTER

*STYLE AND COLOR SUBJECT TO AVAILABILITY

KARAOKE SYSTEM

TABLET

REMOTE CONTROLLED CAMERA

SIT ON TOP KAYAK

*STYLE AND COLOR SUBJECT TO AVAILABILITY

$200 AMAZON GIFT CARD

$200 BEST BUY GIFT CARD

SELL $5,000 CHOOSE PRIZE FROM ABOVE OR ONE BELOW

NINTENDO SWITCH

PLAYSTATION 5

XBOX SERIES X

ONE PRIZE PER SCOUT AND SUBJECT TO AVAILABILITY

Choose PRIZES ...

OR

Option 1 - Prizes Option:
Unit earns 32% of total sales and each Scout earns prizes based on the retail value of their personal sales total.

prpopcorn.com

...Choose CASH

Option 2 - Money Only Option:
Unit earns 35% of total retail sales.
(That's an extra 3%)

With Option 2, Scouts DO NOT earn prizes shown on page 28.

They can still earn incentives shown on pages 26-27

YOU CHOOSE

2020 Prize Levels

All prizes must be ordered <u>before December 18, 2020</u>.
No prizes will be approved after that date.

Door to Door Sales + Show and Sell Sales + Online Sales + Military Donations = Total the Scout may use toward prizes.

If a Scout sells $1,000 in popcorn, then they have $1,000 in credit for prizes, they may choose the following:

Option A - 1 prize from level 8 ($1,000)

Option B - 4 prizes from level 2 ($225 x 4 = $900)

Option C - 1 Prize from level 6 & 1 prize

from level 4 ($650 + $350 = $1,000)

Option D - ANY other combination of prizes where the total of each prize does not exceed $1,000 total.

Grandfathered Scholarships

Your Scout **MUST** have an account with a previous vendor to be eligible. Scouts who sell any amount (online, face-to-face or combination) in 2020 will receive 7% of their total sales to be invested in their own college scholarship account. Checks will be mailed to the parent who can then deposit into their Scout's account. **No new Scouts can qualify for this incentive.**

(enter your scholarships at http://popcorn.stlbsa.org/)

Ordering prizes!

Navigate to http://prpopcorn.com.

1 .Click “My Account” in the top right corner
2. Enter your email and password .
3. Click the “Place Prize Order” button in the bottom right corner of the unit dashboard. This will take the necessary profile information and current sales (including online) and populate them in the prize ordering website allowing for a quick order.

To enter your Scouts for Council Bonus Prizes (movie tickets, free camp) **visit popcorn.stlbsa.org**

Prize ordering and fulfillment is **not handled by the Council.** If you have any questions or concerns about prizes, please **call National Supply** at:

(800) 323-0732

Door to Door Sales **+** Show and Sell Sales **+** Online Sales **+** Military Donations **=** Total the Scout may use toward prizes.

If a Scout sells $1,000 in popcorn, then they have $1,000 in credit for prizes, they may choose the following:

Option A - 1 prize from level 8 ($1,000)

Option B - 4 prizes from level 2 ($225 x 4 = $900)

Option C - 1 Prize from level 6 & 1 prize from level 4 ($650 + $350 = $1,000)

Need more product for Show & Sell?

You can order more product every week during the sale… Order more inventory by logging into:

PRPOPCORN.COM

Order by noon on Monday and pick up on Friday every week during the sale. Last day to order is October 5th.

(MORE iNSTRUCTIONS FOR PICKUP WILL FOLLOW BY EMAIL ONCE ORDER IS PLACED)

Locations for picking up additional orders

- ***Accent Group Solutions***
  1154 Reco Ave.
  St. Louis, MO 63126
- ***Central Illinois Service Center***
  262 W. Prairie Ave.
  Decatur, IL 62523
  217-429-2326 or 800-416-2328
- ***North Bay Produce***
  8835 Richard Brauer Rd.
  Mascoutah, IL 62258
- ***Ritter Service Center***
  3000 Gordonville Rd.
  Cape Girardeau, MO 63703
  573-335-3346 or 800-335-3346
- ***Southern Illinois Service Center***
  803 East Herrin St.
  Herrin, IL 62948
  618-942-4863 or 888-942-486

DELIVERY & DISTRIBUTION

Be sure to order your popcorn by the deadline so that you can pick it up on the assigned distribution date.

- Show & Sell orders due: August 15
  Show & Sell distribution: September 3-5
- Take Order orders due: October 28
  Take Order distribution: November 12-14

On the distribution date:

- Pick up your order at your district's assigned location (see the following pages for details). Be prepared with enough cars and helpers when you pick up your order.
- Check over your entire order at the distribution site to ensure no products are damaged and that your order is complete. If any products are damaged, exchange it before you leave or contact your local Service Center.
- Sign your unit's delivery slip to show that you received your complete order.

Storing popcorn and distributing to your unit:

- Find a clean, cool and dry location that is large enough to separate orders by patrol, den, or Scout. Avoid hot, humid, or damp areas where the popcorn might melt or be otherwise damaged.
- Have a receipt for each patrol, den, or Scout to verify the amount of product they received.

After delivery, *if customers notice something wrong or are not satisfied with the product,* ***please direct them to email***

Daron.storman@scouting.org or call 314-256-3092.

DISTRICT PRODUCT WAREHOUSES

Big Muddy **Show & Sell/Take Order**	Egyptian Elerctrical Coop 1732 Finney Road Murphysboro Il 62966
Black Gold **Show & Sell/Take Order**	Mt Vernon Airport 100 Aviation Dr. Mt Vernon, IL 62864
Boone Trails **Show & Sell/Take Order**	St Louis Food Bank 70 Corporate Woods Dr St Louis MO 63044
Cahokia Mounds **Show & Sell/Take Order**	America's Central Port 1300 W 3rd St Granite City, Illinois 62040
Cherokee **Show & Sell/Take Order**	Greenway Equipment 801 Woods Lane Sikeston MO 63801
Egyptian **Show & Sell/Take Order**	MDM 624 N Pershing Energy IL 62933
Grand Towers **Show & Sell/Take Order**	H & H Metals 806 South 22nd Street St. Louis, MO 63013
Gravois Trail **Show & Sell/Take Order**	Maritz - John Louis Home John Louis Home 1305 N. Highway Dr

DISTRICT PRODUCT WAREHOUSES

Illini	To Be Announced
Kaskaskia **Show & Sell/Take Order**	Roeslein Modular Fabrication 401 Randolph Street Reb Bud, IL 62278
New Horizons **Show & Sell/Take Order**	Maritz - John Louis Home John Louis Home 1305 N. Highway Dr Fenton, MO 63099
North Star **Show & Sell/Take Order**	Motor Service Inc. 5531 Phantom Drive Hazelwood MO 63042
Osage **Show & Sell**	Maritz - John Louis Home 1305 N. Highway Dr Fenton, MO 63099
Osage **Take Order**	Siedhoff Distributing Hwy 47 & Hwy V Union, MO 63084
Ozark Trailblazers **Show & Sell/Take Order**	Forte Product Solutions 1611 Airpark Drive Farmington MO 63640
Pathfinder **Show & Sell/Take Order**	Jost Chemical 8150 Lackland Rd Overland, MO 63114
Piasa Bird **Show & Sell/Take Order**	America's Central Port 1300 W 3rd St Granite City, IL 62040

DISTRICT PRODUCT WAREHOUSES

Arrowhead **Show & Sell/Take Order**	Agra-Fab Distribution Center 3490 East L&A Industrial Dr Decatur, IL 62521
Red Hawk **Show & Sell/Take Order**	Rural King Distribution Ctr. 815 Reasor Dr Charleston, IL
River Trails **Show & Sell/Take Order**	RP Lumber 1198 Shapiro Drive Festus, MO 63028
Shawnee **Show & Sell/Take Order**	Buchheit Logistics 600 Daugherty St Scott City, MO 63780
Sioux **Show & Sell/Take Order**	Poplar Bluff Public Schools 820 North 5th Street Poplar Bluff, MO 63901
St Clair **Show & Sell/Take Order**	Empire Heating and Cooling 1601 West E Street Belleville IL 62220
Thunderbird **Show & Sell/Take Order**	H & H Metals 806 South 22nd Street St. Louis, MO 63013

Resources

Council Offices

Daron Storman
Popcorn Advisor
314.256.3092
daron.storman@scouting.org

Brianna Philip

Popcorn Assistant

314-256-3030

Brianna.philip@scouting.org

MacArthur Service Center
4568 West Pine
St Louis, MO 63108

Central Illinois Service Center
262 W. Prairie Ave.
Decatur, IL 62523
217.429.2326 OR 800.416.2328

Cohen Service Center
335 West Main Street
Belleville, IL 62220
618-234-9111

Ritter Service Center
3000 Gordonville Road
Cape Girardeau MO 63703
573.335.3346 OR 800.335.3346

Southern IL Service Center
803 East Herrin St
Herrin IL 62948
618.942.4863 OR 888.942.4863

Contact Information

Login, Online Sales and Ordering Problems:

Please contact Pecatonica River Popcorn Customer Service at pops@prpopcorn.com or (800) 828-8115.

Prize Problems:

Prizes are shipped from BSA National Supply Warehouses. Email customer service at service@scoutstuff.org or (800) 323-0736.

General Popcorn Sale / Camp Vouchers:

Email Daron Storman

Daron.Storman@scouting.org

Paying Your Balance

In late November, you will receive your unit's final invoice in the mail and email.

- Review the invoice to make sure everything is correct.
- Get one check from your unit for the entire balance due made out to "Greater St. Louis Area Council BSA".

Address :
Greater St. Louis Area Council, BSA
PO Box 952685
St Louis, MO 63195-2685

- Allow a week for processing.

You may also pay in person at your closest Service Center. We still recommend waiting to receive your final invoice in November before paying to avoid any billing discrepancies. If you accidentally overpay, refunds can take up to 4 weeks to process.

All payments are due by December 11th

YOUR Popcorn Kernel Responsibilities

Please review the list below so that you know what you are being asked to do.

- Get your unit excited about the Popcorn Sale
- Order popcorn
- Arrange for the pickup of popcorn
  (Anyone from your unit can pickup popcorn for you or come with to help pick it up)
- Keep track of inventory
- Set Up Show and Sell booths
- Ensure money collected during the sale gets to YOUR UNIT's bank account. Get checks deposited in a timely manner to reduce the number of bounced checks!
- Arrange for the return of any unsold popcorn
  (Anyone from your unit can return popcorn for you or come with to help return it)
- Get a check from your unit's treasurer to pay the bill at the end of the sale
- Apply for prizes and incentives for your Scouts. Parents SHOULD NOT be entering any prizes. Kernels can do this at http://popcorn.stlbsa.org/

Thank you for everything you do for your unit! Without funds, Scouting could not exist as it does in your area!

Dear Scouters,

Thanks for being a part of the Popcorn Sale.

Popcorn plays a vital role in our Council's and your Unit's success in providing a great program to our Scouts. I want you to know that I understand that Covid-19 has changed the way we are living our lives. Things are changing every-day but your program will survive! Scouting will remain strong in our region thanks to you. Use the online system, social media and Schnucks weekends to your advantage, If I can be of any help during this year's campaign, please don't hesitate to email me at daron.storman@scouting.org

To your success!

Daron

BOY SCOUTS OF AMERICA®

GREATER ST. LOUIS AREA COUNCIL

4568 West Pine Blvd.
St. Louis, MO 63108-2193
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