POPCORN SALES GUIDE

2022 EDITION

WHAT'S INSIDE:

- Leader check lists and important dates
- 3 ways to sell popcorn + tips and strategies!
- Cool prizes and how to order them
- Important policies to be aware of
- Additional resources and important contacts

You can find us online at **stlbsa.org**
@stlbsa on

SCOUTS STAND OUT.
Greater St. Louis Area Council, Boy Scouts of America

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WHY SELL POPCORN?

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

Benefits 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!

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 stlbsa.org/popcorn-fundraiser/.

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

AUGUST 2022

SUN	MON	TUE	WED	THU	FRI	SAT
	1 Collinsville Training	2 Southeast MO Training	3 Belleville Training	4	5	6
7	8	9	10	11	12	13 Show & Sell orders are due!
14	15	16	17	18	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.

POPCORN KERNEL CHECK LIST:

- ◯ Attend Poporn training (see calendar for dates)
- ◯ Select a date for your popcorn kickoff:
  August 23, 24, 25, 26
- ◯ Select a date for all money and order forms to be turned in by Scouts to the popcorn kernel: October 11, 12, 13, 14, 15, 16
- ◯ Log in and get familiar with the ordering system at prpopcorn.com (p. 23)
- ◯ Sign up new Scouts for online accounts by logging into your unit dashboard at prpopcorn.com (p. 23)
  (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
- ◯ Place your Show & Sell order at prpopcorn.com
  DUE BY 11:59PM Saturday, August 13th!
  **** 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 2022

SUN	MON	TUE	WED	THU	FRI	SAT
				1 Show & Sell Pick Up!	2 Show & Sell Pick Up!	3 Show & Sell Pick Up!
4	5	6	7	8	Order 9 popcorn, pickup following Friday	10
11	12	13	14	15	Order 16 popcorn, pickup following Friday	17
18	19	20	21	22	Order 23 popcorn, pickup following Friday	24 Schnucks Weekend
25 Schnucks Weekend	26	27	28	29	Order 30 popcorn, pickup following Friday Schnucks Weekend	

= Pick Up Popcorn!

POPCORN KERNEL CHECK LIST:

- ◯ Choose your September Show & Sell Dates: September 3, 4, 10, 11, 17, 18, 24, 25, 30
- ◯ Choose your October Show & Sell Dates: October 1, 2, 7, 8, 9, 14, 15, 16
- ◯ Schnucks Weekends
- ◯ Tell Scouts to begin selling Take Order popcorn after you distribute forms! (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 *(HINT: 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
- ◯ September 1st - 3rd - Pick up Show & Sell Popcorn (depending on district p. 31-33)
- ◯ 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 2022

SUN	MON	TUE	WED	THU	FRI	SAT
						1 Schnucks Weekend
2 Schnucks Weekend	3	4	5	6	Order popcorn, pickup following Friday 7	8
9	10	11	12	13	Show & Sell Popcorn Pick Up 14	15
16	17	North Bay Full Case Return 18 Partial Returns / Coffee Returns BSA Metro East	Accent Full Case Return 19 Partial Returns / Coffee Returns GSLAC Office	20	Partial Returns/ Coffee Returns GSLAC Office 21	Partial Returns/ Coffee Returns BSA Outfitters Metro East 22
23	24 Final Take Orders are Due!	25	26	27	28	29
30	31					

= Pick Up Popcorn!

POPCORN KERNEL CHECK LIST:

- ◯ Select a date to collect order forms and money from Scouts: October 11, 12, 13, 14, 15, 16
- ◯ 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. *(HINT: you can partially fill Scout order forms)*
- ◯ Identify what popcorn/coffee must be returned. Submit your returns online and print out your return form. (p.24) *(HINT: find the return form in your dashboard at prpopcorn.com; for coffee, check newsletter)*
- ◯ Return product if necessary week of **OCTOBER 17th**

  ****This is the ONLY WEEK that our warehouses 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 may be necessary (p.24). Service Centers will have LIMITED Partial return availability on October 18th, 19th, 21st,and 22nd by appointment only.*

  No popcorn will be accepted after Oct. 24th.
- ◯ **Place your FINAL Take Order by 11:59pm on Monday October 24th.**

NOVEMBER 2022

SUN	MON	TUE	WED	THU	FRI	SAT
		1	2	3	4	5
6	7	8	9	10 Take Order Popcorn Pickup	11 Take Order Popcorn Pickup; Veterans Day (Council Holiday)	12 Scouting for Food Bag Distribution
13	14	15	16	17	18	19 Scouting for Food Bag Collection
20	21	22	23	24	25	26
27	28	29	30			

Distribute popcorn to customers

Distribute popcorn to customers

Remember to: order prizes, submit scholarship forms, enter winner's circle prizes, submit camping vouchers.

In late November, you will receive your unit's final invoice via email. Review the invoice to make sure everything is correct.

POPCORN KERNEL CHECK LIST:

- ◯ 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 *(Hint: 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. 31 - 33)
- ◯ Select a date for your Scouts to pickup popcorn from the kernel: November 11, 12, 13
- ◯ Order all prizes for your Scouts. Submit Scouts for free camps. **DUE BY DEC. 12th** (p. 28)
- ◯ 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 4 weeks to process.*

DECEMBER 2022

SUN	MON	TUE	WED	THU	FRI	SAT
				1	2	3
4	5	6	7	8	9 Popcorn payments and coffee payments are due!	10
12 LAST CHANCE! Remember to: order prizes, submit scholarship forms, enter winner's circle prizes, submit camping vouchers.		13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

POPCORN KERNEL CHECK LIST:

- ◯ Submit ONE CHECK for the popcorn balance Payments
  - **Due December 9th!** (p. 34)
- ◯ Double check that you have submitted Scouts for ALL PRIZES that they have earned
  - **Due December 12th!** (p. 28)
- ◯ 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 Units use popcorn earnings for:

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

3 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.

Important dates: S&S orders due August 13

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.

Important dates: TO sales begin September 1; TO sales end October 24

ONLINE

Scouts can sell popcorn to out-of-town family and friends at prpopcornstore.com. Each units 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)

Important dates: Online Sales begins August 1; Online Sales end November 28.

SHOW & SELL

Your unit can hold a Show & Sell - S&S anytime after popcorn is delivered on September 1st until October 16th

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 13th. 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 1-3
You can find your district's pick-up location on pages 32-33.

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 week of October 17. Please see page 24 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 34 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 Tera Gunderman at tera.gunderman@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. (see page 36)

SCHNUCKS S&S WEEKENDS

Schnucks Grocery Stores is going to allow exclusive access to our units for two weekends to assist with your show & sell!

Dates:

- September 23-25
- September 30-October 2

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! The registration link is on our popcorn page under Schnucks.

Registrations Open: Friday, August 5th at 6PM

Register Here: stlbsa.org/popcorn-fundraiser/

SALES STRATEGIES

Store Front - 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! Sign up your scouts for an online seller id at www.prpopcorn.com. Families can create video messages to share via social media and/or email 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 page 21 for kickoff ideas.

STEP 2: Collect the Scouts' orders
Select a date to collect order forms and money from Scouts: October 10, 11, 12, 13, 14, 15. You must place the unit order on October 24 use the 10th - 23rd 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 24
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. 10-12
You can find your district's pick-up location on pages 32-33.

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 needmore popcorn than you originally ordered, call the council at 314.256.3092. Please see page 24 for our Return Policies.

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 KICKOFF 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 25)
- Bonus Prizes! (see page 25)
- Prizes! (Only if the prizes commission option was chosen for the unit. See pages 26-27 for details).

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 youth do not enter homes.

ONLINE SALES

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

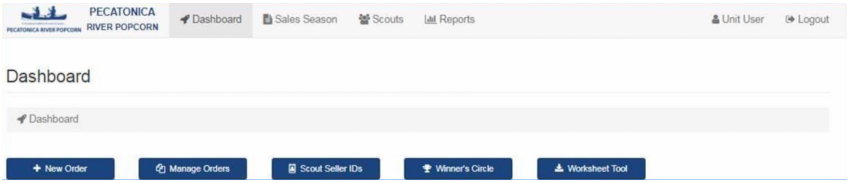
https://pecatonicariverpopcorn.com/myprpopcorn/login.php

- Personalize an email to family and friends
- Record your own video message
- All products get shipped directly to customers
- All online sales count towards all prize levels

FREE SHIPPING ON ALL ONLINE ORDERS!

PECATONICA RIVER POPCORN

You will manage your Unit's sales online at **www.prpopcorn.com**.



Place Show & Sell and Take Orders here

Sign up Scouts for online sales here

Order Bonus Prizes here

Username: _____

Password: _____

TECHNICAL SUPPORT & SERVICES

Kernal Tracker Tool:

- Inventory Management App
- Web Based (No App Store)
- Link to Download Available on Unit Dashboard
- List Show-N-Sell Locations Shifts Available
- Manage Sign Ups for Show-N-Sell Location Shifts

Myprpopcorn Tool:

- Online Selling App for Scout
- Share via Social Platforms
- Track Sales Progress (Online Auto Populates)
- Sign Up for Show-N-Sell Locations Shifts

Sales Tutorials:

www.pecatonicariverpopcorn.com/tutorials

- Kernel Tracker
- My PR Popcorn
- Seller ID
- Scout Boss (unit)
- Sales Banner
- Super Saturday Prize
- Bullet Board
- Envelopes
- Tote Bag
- Tasting Kit
- Sales Flyer
- Take to Work Tent
- Door Hanger

RETURN POLICIES

Show & Sell Return Policy
Full cases only of popcorn may be returned as long as the popcorn is undamaged week of October 17th. No partial cases will be accepted at the metro return location.

Partial cases can be returned on October 19th and October 21st to MacArthur Service Center and October 18th and October 22nd to (BSA Outfitters Metro East). If you are returning your popcorn outside the metro area you will turn in your partial items when you make your full case return. *(This is a service other Councils do not provide so please be careful of how many full cases you are opening).*

Use any leftover Show & Sell popcorn to fill your unit's Take Order before returning popcorn to the council.

Returns will be accepted week of October 17 (more information forthcoming on times and locations).

Accent Full Case Return - October 19
MacArthur Partial Case Returns - October 19 & October 21
North Bay Produce Full Case Return - October 18
BSA Outfitters Metro East Partial Case Returns - October 18 & October 22 (10am-1pm)

Follow "**2022 GSLAC Popcorn Kernels**" on Facebook or read the biweekly "**What's Poppin' Popcorn Sale Newsletter**" for the most up-to-date information.

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 Cape, Decatur, STL, and Herrin Service Centers.

COUNCIL SPONSORED **PRIZES**

ALL THE BONUS INCENTIVES BELOW CAN BE EARNED BY ALL SCOUTS REGARDLESS OF YOUR UNIT COMMISSION STRUCTURE.

(ALL PRIZES ARE CUMULATIVE, EXCEPT CAMPING VOUCHERS & SCOUT SHOP GIFT CARDS. SCOUTS WILL ONLY RECEIVE ONE CAMP EXPERIENCE OPTION! **CAMPING VOUCHERS ARE NOT CUMULATIVE)**

Bonus Prizes except fill it up bonus can be achieved through popcorn OR coffee sales or a combination of both.

- **Popcorn Fill it Up**! Fill up an entire order form and earn your choice of
  - 0.2 Zing Air Zooperball
  - 0.3 5 Litter Black Dry Bag w/ BSA Branding (POPCORN SALES ONLY)
- **Sell $500** online earn a $20 Scout Shop Gift Card
- **Sell $1000** in product and earn two movie ticket vouchers.
- **Sell $1550** in products and earn a free camp experience
  - Cub Scout Day Camp
  - Scouts BSA earn a $100 camping voucher to use towards Summer Camp

Cub and Scouts BSA can elect to receive a $50 Scout Shop gift card if they can't attend camp. GSLAC camps only.

- **Sell $2650** in products and earn more
  - Cub Scouts: Free Day Camp & a 3-day Adventure **OR** Arrow of Light camp
  - Scouts BSA: Free weeklong Scouts BSA Summer Camp **OR** NYLT

***Cub and Scouts BSA can elect to receive a $150 Scout Shop gift card if they can't attend camp. GSLAC camps only.*
***Vouchers must be used in 2023 and are nontransferable to 2024.*

COUNCIL SPONSORED PRIZES

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.

COUNCIL SPONSORED **PRIZES**

WINNER'S CIRCLE

SELL $3,000

PICK A PRIZE FROM THE WINNER'S CIRCLE FOR EVERY $3,000 SOLD

Prizes subject to availability

$200 AMAZON GIFT CARD

$200 BEST BUY GIFT CARD

32" SMARTCAST TV

AIRPODS

AMAZON FIRE 10" TABLET

LASER TAG

ELECTRIC SCOOTER

QUADCOPTER DRONE

All prizes must be ordered before **December 12, 2022**. No prizes will be approved after that date.

THESE PRIZES ARE ONLY FOR POPCORN SALES; COFFEE SALES DO NOT COUNT TOWARD THESE PRIZES.

COUNCIL SPONSORED PRIZES

How to Determine Your Prize Level:
Door to Door Sales + Show and Sell Sales + Online Sales + Military Donations = Total the Scout may use toward prizes. If a Scout sells $1,100 in popcorn, then they have $1,100 in credit for prizes, they may choose the following:

Option A - 1 prize from level 8 ($1,100)
Option B - 4 prizes from level 4 ($275x 4 = $1,100)
Option C - 1 Prize from level 7 & 1 prize from level 4 ($825 + $275 = $1,100)
Option D - ANY other combination of prizes where the total of each prize does not exceed $1,100 total.

ORDERING PRIZES

1. Navigate to http://prpopcorn.com.
2. Click “My Account” in the top right corner.
3. Enter your email and password.
4. 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 stlbsa.org/popcorn-fundraiser/.

Prize ordering and fulfillment is not handled by the Council. If you have any questions or concerns about prizes, please call GCC/Keller Marketing at: (888) 351-8000

OTHER OPTIONS

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 26-27.

They can still earn incentives shown on pages 25.

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 2022 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 stlbsa.org/popcorn-fundraiser/.

ORDERING MORE PRODUCT

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 3pm on Friday and pick up on Friday every week during the sale. Last day to order is October 7th.

(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 13
- Show & Sell distribution: September 1-3
- Take Order orders due: October 24
- Take Order distribution: November 10-12

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**

Show & Sell/Take Order Product Warehouses:

Big Muddy
TBD

Black Gold
Mt Vernon Airport
100 Aviation Dr.
Mt Vernon, IL 62864

Boone Trails
St Louis Food Bank
70 Corporate Woods Dr
St Louis MO 63044

Cahokia Mounds
America's Central Port
1300 W 3rd St
Granite City, Illinois 62040

Cherokee
Greenway Equipment
801 Woods Lane
Sikeston MO 63801

Egyptian
TBD

Keystone
H & H Metals
806 South 22nd Street
St. Louis, MO 63013

Gravois Trail
Maritz - John Louis Home
1305 N. Highway Dr
Fenton, MO 63099

Illini/Kaskaskia
Roeslein Modular
Fabrication 401 Randolph
Street Reb Bud, IL 62278

New Horizons
Maritz - John Louis Home
1305 N. Highway Dr
Fenton, MO 63099

North Star
Jost Chemical
8150 Lackland Rd
Overland, MO 63114

Osage (S&S)
Maritz - John Louis Home
1305 N. Highway Dr Fenton,
MO 63099

DISTRICT PRODUCT **WAREHOUSES**

Show & Sell/Take Order Product Warehouses:

Osage (TO)
Siedhoff Distributing
Hwy 47 & Hwy V
Union, MO 63084

Ozark Trailblazers
Forte Product Solutions
1611 Airpark Drive
Farmington MO 63640

Pathfinder
Jost Chemical
8150 Lackland Rd
Overland, MO 63114

Piasa Bird
America's Central Port
1300 W 3rd St
Granite City, IL 62040

Arrowhead
Agra-Fab Distribution Center
3490 East L&A Industrial Dr
Decatur, IL 62521

RedHawk
Y3P Manufacturing & Supply (Pap-R Products)
400 W Delaware Ave
Casey, IL 62420

River Trails
RP Lumber
1198 Shapiro Drive
Festus, MO 63028

Shawnee
Buchheit Logistics
600 Daugherty St
Scott City, MO 63780

Sioux
Poplar Bluff Public Schools
820 North 5th Street
Poplar Bluff, MO 63901

Soaring Eagle
Empire Heating and Cooling
1601 West E Street
Belleville IL 62220

PAYING YOUR BALANCE

In Late November, you will receive your unit's final invoice by 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 9TH

RESOURCES

Council Contacts:

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

Brianna Philip
Popcorn Assistant
314-256-3038
brianna.philip@scouting.org

MacArthur Service Center
4568 West Pine
St Louis, MO 63108
314-361-0600

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

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

Login, Online Sales and Ordering Problems:
Please contact Pecatonica River Popcorn Customer Service at pops@prpopcorn.com.

Prize Problems:
Prizes are shipped from BSA National Supply Warehouses. Email customer service at BSACustomerService@gccusa.com or (888) 351-8000.

General Popcorn Sale / Camp Vouchers:
Email Daron Storman at Daron.Storman@scouting.org

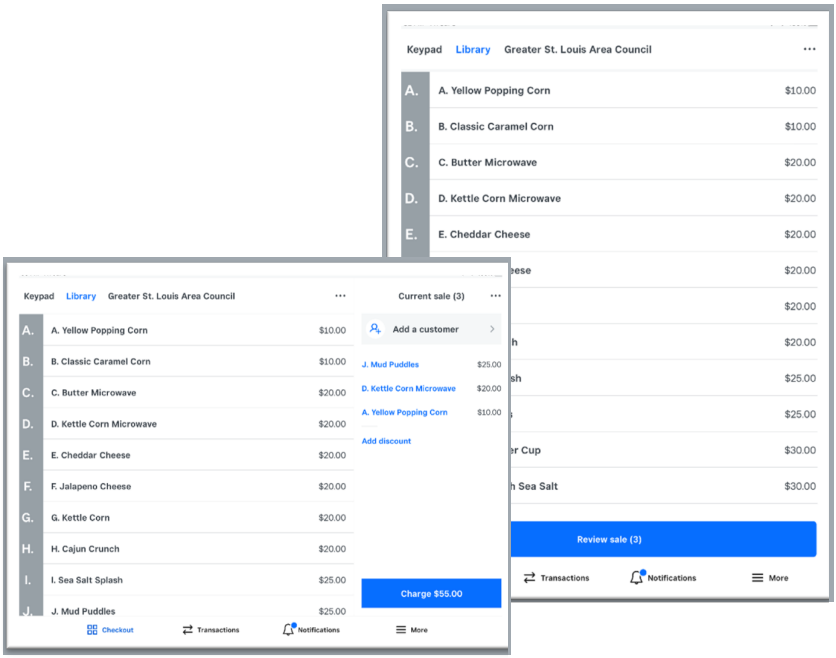
SQUARE CARD READER

Accept credit cards anywhere! Square readers work with the free Square Point of Sale app to allow everyone to take payments on their smartphone or tablet. Increase your popcorn sales with the latest technology.

FREE at **squareup.com**

- 2.6% + $0.10 per swipe applies

Save time by uploading a file containing all products and pricing to your Square library. Images also available for upload. Both files can be found by clicking the files link once logged into your unit's account at www.prpopcorn.com.



ADDITIONAL **NOTES**

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. 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

SCOUTS STAND OUT.
Greater St. Louis Area Council, Boy Scouts of America

4568 West Pine Blvd.
St. Louis, MO 63108-2193
Phone: 314-361-0600 or 800-392-0895
www.stlbsa.org
popcorn.stlbsa.org