

On my honor, I will do my best...



PENNSYLVANIA DUTCH COUNCIL 2023 Popcorn & Nut Sale



WELCOME



THE COUNCIL TEAM

Council Kernel

**Joe
Flaim**

Staff Advisor

**Matt
Adams**

Council Support

**Robin
Kotzmoyer**

Iron Forge District

**Nicole Welch
District Exec.**

**April Sherk
Veronica Swope**

**Council Sale
Support**

Myrna Walker

Susquehanna District

**Sheila Fasig
District Exec.**

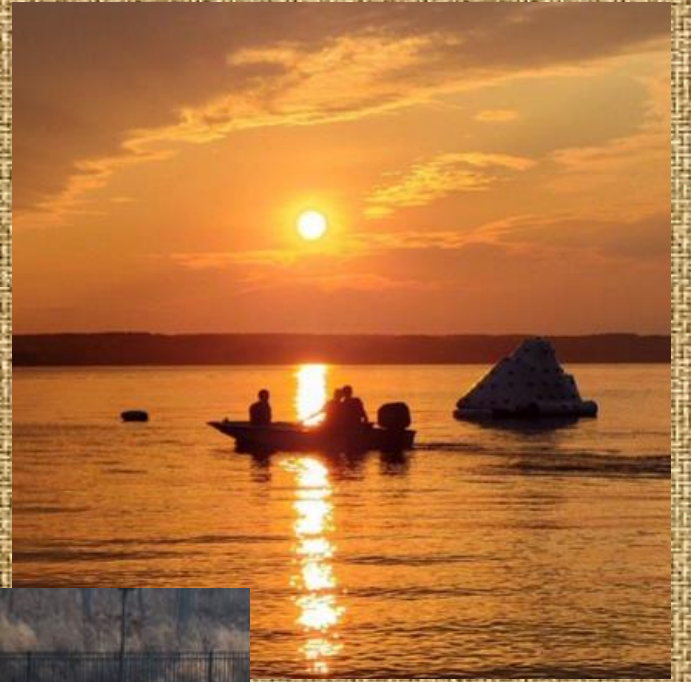
Erin Brossman

On my honor, I will do my best...



OUR 2023 PARTNERS





SCOUTING IS POSSIBLE...



**... BECAUSE OF
SCOUTERS LIKE
YOU!**



2022 TOP SELLERS!!

\$ 16,286.00 – Troop 456B

\$ 16,593.00 – Pack 37

\$ 25,047.95 – Pack 102

\$ 26,455.00 – Pack 125

\$ 48,309.00 – Pack 44



You can do it too!

2022 TOP SELLERS!!

\$ 16,286.00 – Troop 456B

\$ 16,593.00 – Pack 37

\$ 25,047.95 – Pack 102

\$ 26,455.00 – Pack 125

\$ 48,309.00 – Pack 44



**Set a sales goal.
Use unit incentives.**

2022 TOP SELLERS!!

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\$ 16,593.00 – Pack 37

\$ 25,047.95 – Pack 102

\$ 26,455.00 – Pack 125

\$ 48,309.00 – Pack 44



**Participate in all
methods of selling.**

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\$ 16,593.00 – Pack 37

\$ 25,047.95 – Pack 102

\$ 26,455.00 – Pack 125

\$ 48,309.00 – Pack 44



**Conduct a fun and
exciting unit kickoff!**

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\$ 16,593.00 – Pack 37

\$ 25,047.95 – Pack 102

\$ 26,455.00 – Pack 125

\$ 48,309.00 – Pack 44

TOP SELLING SCOUTS

**More than \$2,000.00
in sales**

Caplin W – Finn R

Wyatt M – Spencer R

Cohen D

TOP SELLING SCOUTS

**More than \$3,000.00
in sales**

**Miriam L – Charlie P
Austin M – Andrew H
Carlin M – Mark S**

**More than \$2,000.00
in sales**

**Caplin W – Finn R
Wyatt M – Spencer R
Cohen D**

TOP SELLING SCOUTS

**More than \$4,000.00
in sales**

**Liam A – Landon D
Ethan D – Santiago C
Stryker H**

**More than \$3,000.00
in sales**

**Miriam L – Charlie P
Austin M – Andrew H
Carlin M – Mark S**

**More than \$2,000.00
in sales**

**Caplin W – Finn R
Wyatt M – Spencer R
Cohen D**

TOP SELLING SCOUTS

More than \$4,000.00
in sales

Liam A – Landon D
Ethan D – Santiago C
Stryker H

More than \$5,000.00
in sales

Johnathan K
Collin B – Easton A

More than \$3,000.00
in sales

Miriam L – Charlie P
Austin M – Andrew H
Carlin M – Mark S

More than \$2,000.00
in sales

Caplin W – Finn R
Wyatt M – Spencer R
Cohen D

TOP SELLING SCOUTS

\$ 12,020.00
James S

More than \$4,000.00
in sales
Liam A – Landon D
Ethan D – Santiago C
Stryker H

More than \$5,000.00
in sales
Johnathan K
Collin B – Easton A

More than \$3,000.00
in sales
Miriam L – Charlie P
Austin M – Andrew H
Carlin M – Mark S

More than \$2,000.00
in sales
Caplin W – Finn R
Wyatt M – Spencer R
Cohen D

TONIGHT'S AGENDA

Product Updates

Methods of Selling

2023 Commissions & Incentives

Pecatonica River Popcorn

Whitley's Nuts

Tips and Best Practices

Resources



2023 DATES

07/13 Fall Product Kickoff

08/01 Sale Begins

08/01 Show & Sell Orders Due

08/23 Product Sort at Warehouses

08/24 Product Distribution

09/01 Consignment Orders Begin

10/06 Consignment Orders End

10/12 Show & Sell Returns

10/13 Show & Sell Returns

10/16 Take Orders Due

10/16 Prize Orders Due

10/30 & 10/31 Money Due for Show
& Sell

11/9 Product Sort at Warehouses

11/10 Product Distribution

11/27 - 11/30 Money Due for Take
Order



KERNEL TOOL KIT

GUIDEBOOK

ORDER FORMS

PRIZE SHEET

MONEY ENVELOPES



KERNEL TOOL KIT

TABLE TENTS



DOOR HANGERS

TASTING KIT

COUNCIL CHALLENGE



KERNEL THANK YOU



The image features a close-up of weathered wood with a prominent, wavy grain pattern. The wood is light brown and grey, showing signs of age and exposure. The background is a solid blue gradient that transitions from a darker shade at the top to a lighter shade at the bottom. Overlaid on the wood is the text "LEARNING THROUGH FUNDRAISING!" in a bold, white, sans-serif font, slanted upwards from left to right.

**LEARNING THROUGH
FUNDRAISING!**

**LEARNING THROUGH
FUNDRAISING!**

**Association with adults
Salesmanship and Entrepreneurship
Grow and Sustain Scouting
Rank Advancement**



WAYS TO PARTICIPATE!



WAYS TO PARTICIPATE!



**SHOW
& SELL**



**DRAGGIN'
WAGON**



**DRIVE
THROUGH**



WAYS TO PARTICIPATE!



**SHOW
& SELL**



**DRAGGIN'
WAGON**



**DRIVE
THROUGH**



**TAKE
ORDER**



ONLINE



WAYS TO PARTICIPATE!

**SHOW
& SELL**

**DRAGGIN'
WAGON**

**DRIVE
THROUGH**

**TAKE
ORDER**

ONLINE



COMMUNICATION

Publish Sale Dates

Unit Kickoff

Generate Excitement

Share Successes

Goal Updates

Praise

Celebrate!





COMMISSIONS & PRIZE OPTIONS

DOOR TO DOOR AND ONLINE SALES CHALLENGE

WEEK 1

Check off each attempted sale door to door.

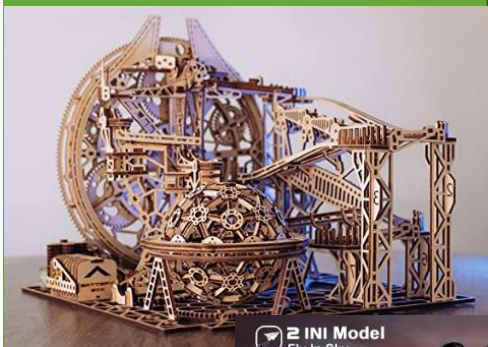
WEEK 2

Check off each attempted online sale.

**ON MY HONOR
POPCORN AND NUT SALE MAP**

Step 1 – Set up your popcorn online sale profile. (Your Unit Kernel can help you begin the process.)
 Step 2 – Set aside time each week to visit houses in your neighborhood or invite people to buy through your online profile. For each attempt, check off a house or a computer.
 Step 3 – Fill each week with attempts and sell more than \$750.00 total.
 Step 4 – Complete the information below and turn in this form with a copy of your sales sheets to verify your sales to Myrna.Walker@Scouting.org.

1 Cub name drawn each month for a prize!
 August drawing deadline – 09/14/23
 September drawing deadline – 10/12/23
 October drawing deadline – 11/02/23



DOOR TO DOOR & ONLINE SALES CHALLENGE

- Visit 20 houses each week
- Invite 10 people to buy online each week
- For each attempt, check off a house or a computer screen.

When complete, fill out the form, send it to Myrna.Walker@Scouting.org with proof of sales by the deadline to be entered to win a prize.

WEEK 3

For Online Sales visit: ppopcornstore.com

DOOR TO DOOR AND ONLINE SALES CHALLENGE

WEEK 1

Check off each attempted sale door to door.

WEEK 2

Check off each attempted online sale.

WEEK 3

Sell at least \$750.00 in popcorn and nuts total.

WEEK 4

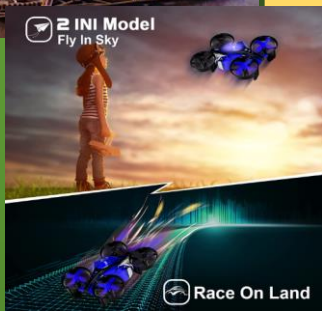
For Online Sales visit: ppopcornstore.com

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 Step 2 – Set aside time each week to visit houses in your neighborhood or invite people to buy through your online profile. For each attempt, check off a house or a computer.
 Step 3 – Fill each week with attempts and sell more than \$750.00 total.
 Step 4 – Complete the information below and turn in this form with a copy of your sales sheets to verify your sales to Myrna.Walker@Scouting.org.

1 Scout name drawn each month for a prize!
 August drawing deadline – 09/14/23
 September drawing deadline – 10/12/23
 October drawing deadline – 11/02/23

Scout's Name: _____
 Unit Type & #: _____
 Parent/Guardian: _____
 Phone Number: _____
 Email: _____
 My Sale Total: _____
 Prize Chosen: Circle One A B C



1 Cub prize and 1 Scout prize - each month

August drawing deadline – 09/14/23

September drawing deadline – 10/12/23

October drawing deadline – 11/02/23



A Scouting Tradition for over 35 years...

PECATONICA RIVER POPCORN®

PENNSYLVANIA DUTCH COUNCIL APPRECIATES YOUR SUPPORT

BOY SCOUTS OF AMERICA®
POPCORN SALE
ADVENTURE, FAMILY, FUN, CHARACTER,
LEADERSHIP AND SO MUCH MORE...

OVER
70%
GOES BACK TO
SCOUTING

2023

YOUR FAVORITE POPCORN and MORE!



YELLOW POPPING CORN

America's healthiest snack food in a re-sealable Adventure tub! Pops up tender for that fresh popcorn taste you're craving.

Net Wt. 2 lbs ▲ \$10 (F) (U)



CHEDDAR CHEESE

Made with real cheddar cheese. Each freshly popped kernel is a savory blend of cheeses that will keep you coming back for more.

Net Wt. 7 oz. ● \$20 (F)



CLASSIC TRIO

Everyone's favorite blend of sweet and savory, a snack you won't be able to put down. Mix them together for a Chicago style treat, or enjoy them individually.

Caramel Corn, Cheddar Cheese, Natural
Net Wt. 19 oz. (S) \$30 (F)



CLASSIC CARAMEL CORN

Glazed to perfection with real butter and brown sugar to create a flavor to remember, with a crunch you can't forget.

Net Wt. 8 oz. ▲ \$10 (F)



JALAPEÑO CHEESE

The unmistakable zip of jalapeño pepper gives this feisty popcorn flavor its heat. Perfect for those who like their snacks with a little kick.

Net Wt. 7 oz. ■ \$20 (F)



CHEESE LOVERS

Cheese, cheese, and more cheese! A combination that will satisfy any cheese lover's appetite.

Cheddar Cheese, Jalapeño Cheese, Buffalo Ranch, White Cheddar
Net Wt. 20 oz. (S) \$40 (F)



BUTTER MICROWAVE (15 PACK)

Take advantage of this convenient way to enjoy a freshly popped taste with a rich butter flavor. 0 grams of trans fats.

Net Wt. 37.5 oz. (S) \$20 (F) (U) (D)



CARAMEL WITH SEA SALT

Caramel corn made with real butter, brown sugar, and the perfect amount of sea salt. The crunchy, sweet, and salty combination will leave you wanting more.

Net Wt. 15 oz. (S) \$25 (F)



CHOCOLATE LOVERS

Our Chocolate Lovers tin features 5 sweet treats that you can't resist!

Milk Chocolate Pretzels, White Chocolate Pretzels, White Ruby, Peanut Butter Cup, Sea Salt Splash
Net Wt. 55 oz. (S) \$60



KETTLE CORN MICROWAVE (15 PACK)

Experience the combination of the sweet, yet salty flavor of Kettle Corn anytime. 0 grams of trans fats.

Net Wt. 37.5 oz. (S) \$20 (F) (U) (D)



PEANUT BUTTER CUP NEW!

Two great flavors that taste great together. A melt in your mouth combination of milk chocolate & peanut butter.

Net Wt. 15 oz. (S) \$25 (F)



MILITARY DONATION

Send the gift of popcorn to our military men and women, their families and veterans' organizations. The popcorn will be shipped directly and is not available for local delivery.

☰ \$30/\$50



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Show & Sell Product

Limited Consignment



www.PRPopcorn.com

[About Us](#) | [Helpful Tips](#) | [Nutritional Info](#) | [E](#)

SALE TOOLS

[Click Here to print off Donation Receipts](#)

[Click Here to print off Sorry We Missed You cards](#)

[Click Here to print off a Popcorn Receipt](#)

[Click Here to print off Tasting Kit Name Cards](#)

[Click Here For Tutorial Video Links](#)

[Click Here to Play Interactive Activity](#)

[Click Here For Payment Option Information](#)



Sign-In

Username

Password

[Forgot your password?](#)
[Watch Seller ID Tutorial Video](#)

Sign-Up

Why Sign-Up?

- Place unit orders
- View order history
- Sign up Scouts for online sales
- Enter Scouts into Winners Circle
- Download your worksheet tool

Dashboard

[Dashboard](#)

[Order Summary](#)

Profile

[Profile](#)

Role: Council



PECATONICA RIVER POPCORN RIVER POPCORN

Dashboard Sales Season Scouts

Dashboard

Dashboard

[+ New Order](#) [Manage Orders](#) [Scout Seller IDs](#)

PECATONICA RIVER POPCORN RIVER POPCORN

Dashboard Sales Season

Add Order

[Invoices](#) / [Orders](#) / [+ Add Order](#)

No records found

Order Type*

First make your selection above

Pick Up Location*

First make your selection above

[Submit](#)

Orders

[Invoices](#) / [Orders](#)

[+ Add Order](#)

Sale Season
Fall 2021

Order ID	Order Type	Location	Status	Added Date	Retail Total		Product Order Notes
1836295	Show & Sell	Pennsylvania Dutch Council	Approved by Council	5/11/2021	\$6,550.00	Details	test. please call me.
Total					\$6,550.00		

Records 1-1 of 1

Changes **cannot** be made when status = "Approved"



4 Pack Gift Tower

This popular set includes: Honey Cinnamon Almonds, Salted Peanuts, Salted Jumbo Cashews, and Pistachios. 4 cans - 21.75 oz. total \$55



Salted Virginia Peanuts

The famous "Home Cooked" Virginia Peanut! Crunchy, fresh and distinctive. One bite and you'll taste why these peanuts are our most popular selection.

20 oz. \$25 ♥ 12 oz. \$18 ♣



Milk Chocolatey Peanut Clusters

We hand dip our "Home Cooked" Virginia Peanuts in a rich milk chocolatey coating to form a melt-in-your-mouth cluster.

10 oz. \$20 ●

Dark Chocolatey Peanut Clusters

We hand dip our "Home Cooked" Virginia Peanuts in a rich dark chocolatey coating to form a melt-in-your-mouth cluster.

10 oz. \$20 ▲



Honey Roasted Virginia Peanuts

Unlike others that use artificial flavors, our large Honey Roasted Virginia Peanuts are actually made with real honey, sweet sugar and a dash of salt.

20 oz. \$30 ●
12 oz. \$19 ♠



Honey Cinnamon Almonds

Our large whole almonds are bathed in pure honey, then generously dusted with cinnamon and sugar.

13 oz. \$28 ●

Whit's Party Mix

This tasty snack mix has the perfect combination of sweet and spicy! Enjoy the flavorful blend of hot Cajun sticks, almonds, smoky habanero chili lime peanuts, honey roasted sesame sticks, pumpkin seeds, butter toffee peanuts, toasted corn nuts and taco sesame sticks.

18 oz. \$35 ⚙



Dark Chocolatey Almond Clusters

Lightly salted almonds coated in our rich dark chocolatey coating to create the perfect cluster.

10 oz. \$25 ◆



Homemade Peanut Brittle

Our famous "Homemade" Peanut Brittle combines crunchy farm fresh Virginia peanuts with sweet, crunchy brittle for a marriage made in heaven.

10 oz. \$19 ★



Salted Jumbo Cashews

These crisp, crunchy jumbo cashews are extra large, plump, meaty and roasted to perfection to bring out their delicious flavor.

12 oz. \$28 ♣





4 Pack Gift Tower
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4 cans - 21.75 oz. total \$55



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12 oz. \$28 ♣



Show & Sell Product

Limited Consignment





Go to: <http://padutchbsa.org>

Welcome to the Pennsylvania Dutch Council Fall Product Sale

Commit your unit to the 2023 Product Sale

Show & Sell Nut Order



Whitley's Nuts Show & Sell Order

Order your nuts for the Show & Sell portion of the 2023 Fall Product Sale. All of the nut products come in cases of 12.

PLEASE NOTE: Some quantities are limited but will be available through consignment.

Salted Virginia Peanuts (12 oz)

Please select ▼

Order in quantities of 12.
Case cost = \$216.00

Honey Roasted Virginia Peanuts (12 oz)

Please select ▼

Order in quantities of 12.
Case cost = \$228.00

Homemade Peanut Brittle

Please select ▼

Order in quantities of 12.
Case = \$228.00

Salted Jumbo Cashews

Please select ▼

Order in quantities of 12.
Case = \$336.00



CONSIGNMENT ORDERS

Go to <http://padutchbsa.org>
Under Fall Product Sale Tab

Consignment sales will help:

- Units new to Show & Sell and want to try it
- Small units
- Units with low sales from last year
- Units in need of more product



CONSIGNMENT ORDERS

Popcorn available through consignment:

Caramel Bucket

Microwave Butter

Microwave Kettle

Classic Trio

Cheddar Bucket**

Caramel w/Sea Salt**

Nuts available through consignment:

Salted Peanuts (12oz)

Honey Roasted Peanuts (12oz)

Jumbo Cashews

Peanut Brittle

Trail Mix NEW!**

Whit's Party Mix (10.5oz)**

Order consignment using form link on Council website

Items ordered ala carte

Some case restrictions

**Items are "Special Limited" – limited to 1 case each

When ordering – pick only 2 kinds



UNIT TO UNIT TRANSFERS

Units can transfer product to/from another unit
 A fillable form can be found on <http://padutchbsa.org>





Pennsylvania Dutch Council BSA - 630 Janet Avenue; Lancaster, PA 17601

2022 PRODUCT SALE INVENTORY TRANSFER FORM

UNIT TO UNIT TRANSFER

Each unit participating in an inventory transfer should fill out their respective portion of this form and retain a copy for their records. It is the responsibility of the unit requesting the transfer to submit this form to Robin Kotzmoyer, Robin.Kotzmoyer@scouting.org, immediately following the transaction.
****Transfer is not official until it is submitted and recorded by Council.**

Transfers occurring after October 1, 2021, cannot be adjusted on the units' invoices.

Date Council Received: _____ Receiver(s): _____

Product	# of Cases	Full Case	Value	Case Value Extension	Single Cont	Value	Single Container Extension	TOTAL VALUE
POPCORN								
Yellow Popping Corn	8	<input checked="" type="checkbox"/>	\$80.00	= \$0.00	<input checked="" type="checkbox"/>	\$10.00	= \$0.00	\$0.00
Classic Caramel Corn	8	<input checked="" type="checkbox"/>	\$80.00	= \$0.00	<input checked="" type="checkbox"/>	\$10.00	= \$0.00	\$0.00
Butter Microwave	8	<input checked="" type="checkbox"/>	\$160.00	= \$0.00	<input checked="" type="checkbox"/>	\$20.00	= \$0.00	\$0.00
Kettle Corn Microwave	8	<input checked="" type="checkbox"/>	\$160.00	= \$0.00	<input checked="" type="checkbox"/>	\$20.00	= \$0.00	\$0.00
Hometown Heros Trio	1	<input checked="" type="checkbox"/>	\$30.00	= \$0.00	<input checked="" type="checkbox"/>	X	=	\$0.00
NUTS								



PRODUCT PICK UP

A photograph of a green tarp covering a structure, possibly a tent or a small building, in a wooded area. The tarp is draped over a wooden frame, and the background shows several tall trees with green foliage. The scene is outdoors and appears to be a storage or distribution area for outdoor equipment.

Lebanon Warehouse
Ziegler's Distribution
27 Lebanon Valley Parkway
Lebanon, PA 17042

Lancaster Warehouse
TBD
Greenfield Industrial Park
Lancaster, PA 17601

Sorting/Distribution by Appointment

Show & Sell Sort 08/23

Show & Sell Distribution 08/24

Take Order Sort 11/09

Take Order Distribution 11/10

We always need help to sort and distribute
Volunteers do not need to be registered leaders

PRODUCT RETURNS

A photograph of a green tarp covering a structure, possibly a tent or a small building, in a wooded area. The tarp is draped over a wooden frame, and the background shows several trees and a wooden structure in the distance.

Lancaster Warehouse
TBD
Greenfield Industrial Park
Lancaster, PA 17601

Returns by
Appointment
Thursday, 10/12
Friday, 10/13

Tips for Returns

Return product in original cases
Do not tape open cases – opened
case must be verified
Place nut product on side – label
up for ease of identification

We always need help to verify returns
Volunteers do not need to be registered leaders



MILITARY DONATIONS



Scouts who sell \$120.00 in Military donations will receive the first in our patch series – Air Force.

RESOURCES



BOY SCOUTS OF AMERICA®
PENNSYLVANIA DUTCH COUNCIL

GUIDEBOOK

KERNEL PRODUCT TRACKING SHEETS

PRODUCT SALES FLYERS

NUT ORDERING LINK

CONSIGNMENT ORDERING LINK

CONTACT INFORMATION

RESOURCES



BOY SCOUTS OF AMERICA®
PENNSYLVANIA DUTCH COUNCIL

UNIT TO UNIT TRANSFER FORMS
SAMPLE PRIZE RESERVATION FORM
POPCORN MACHINE RESERVATION FORM
ADVERTISING IDEAS
FUN UNIT KICKOFF IDEAS
AND MUCH MORE...

REMEMBER...



... THE REASON WE VOLUNTEER.

On my honor, I will do my best...



QUESTIONS?



On my honor, I will do my best...



THANK YOU!

