

# Order & Pick-up Information

## **Eastern Oregon District**

**Pepsi-Cola Bottling - La Grande**  
2404 East H. Ave.  
La Grande, OR 97850

**S&G Machinery**  
2404 East H. Ave.  
La Grande, OR 97850

## **Oregon Trail District**

Pick up arrangements will be announced.

## **Pioneer District**

Pick up arrangements will be announced.

## **Columbia River, Rattlesnake Ridge and White Bluffs Districts**

To be determined

## **Pickup Guidelines**

- Bring enough vehicles to carry your entire order in one trip.
- Bring order documents and verify your order as it's loaded.
- Bring someone to help you count your order as it's loaded.

## **Vehicle Guidelines**

- |                     |          |
|---------------------|----------|
| • Mid-size car      | 20 cases |
| • Jeep              | 40 cases |
| • Mini-van          | 60 cases |
| • Suburban/Explorer | 70 cases |
| • Pickup Truck      | 90 cases |



trails-end .com

Trail's End<sup>®</sup>  
Over 70% goes to local Scouting

Blue Mountain Council

# POPCORN SALE GUIDEBOOK

100 YEARS OF SCOUTING  
*Celebrating the Adventure \* Continuing the Journey*

# 2010 POPCORN SALE

## Welcome to the Trail's End Popcorn Sale!

Inside this guidebook you will find the following details for the sale:

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The "Leader Playbook" you received as part of the Popcorn Sale in a Box has the key steps for success as well as the new 2010 Trail's End program items. This guidebook along with the Leader Playbook will provide you all the information you need to have a great sale.

The popcorn sale is extremely important to your unit for funding your Scouting program. The sale is equally as important to our council to fund and maintain camps, provide unit service, training and much more.

Thank you for your participation. We hope you have a great sale and an even better year in Scouting!



# Commission Structure & Scout Rewards

Below is the commission chart for this year. We hope that this chart will help those units with only a few Scouts registered to those with many to meet their goal of using the popcorn sale as their one fundraiser for the year.

A **base commission of 30%** will be provided for all units who participate in the sale. Below is a commission chart to reward those units who average a certain amount per registered Scout in their unit as of September 1st (start of the sale).

**BONUS COMMISSION:** For those units who submit a unit budget using the Budget Planning form by September 1st, they will earn an extra 1% to their commission.

## Average sold per Scout – total amount sold divided by number of registered Scouts as September 1st

\$410 per Scout	42%
\$325 per Scout	37%
\$250 per Scout	34%
\$200 per Scout	32%

The council will mail the commission check to the unit by December 13th. In order for the unit to receive maximum commission rate, they will need to have:

1. Turned in Unit Commitment form by July 16th.
2. Attended popcorn training.
3. Turned Take Order sale order in by October 28th.
4. Show-n-Deliver sale only, turned in unsold popcorn and monies by October 23rd to popcorn pickup location.
5. Turned in one check by December 3rd for Take Order sale.

**If your unit does not meet all the requirements, they will only receive the base commission of 30%.**

## Combine online and face-to-face sales for even bigger rewards!

### BONUS REWARDS FROM TRAIL'S END!

<p><b>Sell \$600</b></p>  <p>Earn a marshmallow crossbow and patch.</p>	<p><b>Sell \$1,500</b></p> <p>Your choice of a \$50 Amazon.com or Walmart® gift card.</p> 	<p><b>Sell \$2,500</b></p> <p>6% of your total sales <b>each year</b> is invested into your own college scholarship account.</p> 
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Visit [trails-end.com](http://trails-end.com) today to see the full Scout Rewards program.

# Key Contacts

## District and Council Popcorn Sale Contacts

### Columbia River District

Popcorn Kernel  
District Executive Scott Behrends (509) 735-7306 scott.behrends@scouting.org

### Eastern Oregon District

Popcorn Kernel  
District Para Professional JoAnna Bradshaw (866) 963-2858 joanna.bradshaw@scouting.org

### Pioneer District

Popcorn Kernel  
District Executive Dave Rudie (509) 525-7578 david.rudie@scouting.org  
(866) 537-5432

### Oregon Trail District

Popcorn Kernel  
District Para Professional Michelle McAllister (541) 922-7487 michelle.mcallister@scouting.org

### Rattlesnake Ridge District

Popcorn Kernel Zhayrg Goodenough (509) 392-9011 zhayrg@charter.net  
Senior District Executive Emilio Avila (509) 735-7306 emilio.avila@scouting.org

### White Bluffs District

Popcorn Kernel  
District Executive David Rudie (509) 735-7306 david.rudie@scouting.org

### Council Kernel

Council Staff Advisor Ted Woodlock (509) 735-7306 ted.woodlock@scouting.org

**Trail's End Prize Program 1-800-401-4015**

**Trail's End Website www.trails-end.com**

**Blue Mountain Council Website www.bmcbsa.org**



# Popcorn Sale Calendar

<b>July 16</b>	Unit Commitment Form due to council
<b>August 16-20</b> <b>August 25</b>	Area Popcorn Kickoffs/Unit Kernel Training Show-n-Deliver popcorn order due
<b>September 1</b> <b>September 11</b>	Unit Budget Planning Form due to earn extra 1% commission Popcorn Sale Begins - Pick up Show-n-Deliver popcorn
<b>October 23</b> <b>October 26</b>	Popcorn Sale Ends - Return unsold Show-n-Deliver popcorn Kernels turn in orders, prize forms, and top seller information to council
<b>November 13</b>	Units pick up popcorn at local dock sites for Take Order popcorn sales
<b>December 3</b>	Total unit amount (one check) due to council to be turned in by this date
<b>December 11</b> <b>December 13</b>	\$1,250 Sellers prizes awarded at Pizza Party Unit Commission Checks completed and mailed to units

# 2010 Product Lineup

**NOW** made with Canola Oil™

**0g** trans fat

**NEW** resealable packages

Better flavor. **Over 70%** goes to local SCOUTING. Better for you.



**POPCORN FOR OUR TROOPS**

Donate a gift of popcorn to the men and women serving our country.

**\$40** Gold Donation  
Over **\$28** to local Scouting

**\$25** Silver Donation  
Over **\$17.50** to local Scouting



**CHOCOLATE LOVER'S COLLECTION**

- Chocolatey Triple Delight 22oz.
- Chocolatey Caramel Crunch™ 26oz.
- White Chocolatey Pretzels 22oz.
- Chocolatey Pretzels 22oz.

- 28% MORE product\*
- New and improved flavor
- No hydrogenated oils
- Comes in gift box

**\$50**  
Over **\$35** to local Scouting



**SWEET & SAVORY COLLECTION**

- Chocolatey Triple Delight 22oz.
- Caramel Corn with Almonds, Cashews and Pecans 26oz.
- Cheddar Cheese Corn 8oz.

- 27% MORE product\*
- New and improved flavor
- No hydrogenated oils
- Comes in gift box

**\$40**  
Over **\$28** to local Scouting

## Made with Canola Oil. NEW Butter Burst Flavor.



**CHEESE LOVER'S COLLECTION**

- Cheddar Cheese Corn (two 8oz. packages)
- White Cheddar Cheese Corn 8oz.

- 14% MORE product\*
- Made with Canola Oil
- Made with real cheese
- Comes in gift box

**\$35**  
Over **\$24** to local Scouting



**UNBELIEVABLE BUTTER™**  
18 Pack

**PER BAG POPPED**

- 0g trans fat
- 2g saturated fat
- 260 calories

**\$18**  
Over **\$12** to local Scouting



**BUTTER LIGHT**  
18 Pack

**PER BAG POPPED**

- 0g trans fat
- 1g saturated fat
- 210 calories

**\$18**  
Over **\$12** to local Scouting



**CHOCOLATEY CARAMEL CRUNCH™** 26oz.

- New and improved flavor
- No hydrogenated oils
- Low sodium

**\$20**  
Over **\$14** to local Scouting



**CARAMEL CORN WITH ALMONDS, CASHEWS AND PECANS** 26oz.

- 13% MORE product\*
- 0g saturated fat†
- Naturally sweetened

**\$20**  
Over **\$14** to local Scouting



**BUTTER TOFFEE LIGHT** 20oz.

- 11% MORE product\*
- 0g saturated fat†
- Naturally sweetened

**\$20**  
Over **\$14** to local Scouting



**CARAMEL CORN** 11oz.

- 0g saturated fat†
- Naturally sweetened

**\$10**  
Over **\$7** to local Scouting



**POPPING CORN** 3lbs.

- 100% whole grain
- High fiber

**\$10**  
Over **\$7** to local Scouting

All products, except Microwave Popcorn (which contains milk ingredients only), are produced in a plant that manufactures and handles products with peanuts, tree nuts, wheat, and milk. All products are (U)G.

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† per serving  
\* Compared to 2009 Trail's End products  
\*\* Trail's End Microwave Popcorn and Cheese Corn