

Order & Pick-Up Information

Pick-up Locations:

Island	North Harbor Diesel	720 30th Street Anacortes, WA 98221
Klahaya	Pacific Source Inc.	20321 Broadway Ave Snohomish, WA 98296
Puget Sound	Hansen Brothers Moving & Storage	2902 Lincoln Way Lynnwood, WA 98087
Skagit	Commercial Cold Storage	1011 So. 1st Street Mount Vernon, WA 98273
Tillikum	Hoglands Transfer Co.	6605 Hardeson Rd Suite 101 Everett, WA 98203
Tyee	To be Determined	
Whatcom	Bellingham Cold Storage	600 Orchard Drive Bellingham, WA 98225

Pick-Up 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
- Pick-Up Truck 90 cases



Mount Baker Council

2011 COUNCIL SALE GUIDEBOOK



2011 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 popcorn sale guidebook you received as part of your Popcorn Sale Kit highlights the key steps for success and should be reviewed carefully. This council-specific guidebook along with the popcorn sale guidebook provides everything you need to have a successful popcorn sale.

The popcorn sale is extremely important to funding your unit's Scouting program. The sale is equally as important to our council so that we may fund and maintain camps, provide service to units, develop new programs, 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

Base commission **30%**

Bonus commission **6%**

Bonus for selling an average unit sales of \$350 per scout. This is based on your annual Charter renewal membership number. *5th grade scouts will not be included in the calculation.

3% Bonus for on-time orders and Closeout.

39% Total Potential Commission

BONUS All units will have the prize program this year.

Don't forget!
Online sales count toward Scout Rewards!

BONUS REWARDS FROM TRAIL'S END!

Visit trails-end.com today to see the full Scout Rewards program.

BONUS REWARDS FROM YOUR COUNCIL!

Sell	Earn
One Item	Patch or Pin
\$250	\$10 gift card
\$350	\$15 gift card
\$450	\$20 gift card
\$650	\$30 gift card
\$850	\$40 gift card
\$1,100	\$55 gift card
\$1,300	\$75 gift card
\$1,800	\$110 gift card
\$2,300	\$150 gift card



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Sell \$100
in Military Donations

Sell \$100 in Military Donations and earn this commemorative patch.

Sell \$1,500

You'll get a **BONUS \$50** gift card!

Sell \$600

Get the **ZYCLONE** and a patch!

Sell \$2,500

6% of your total sales each year is invested in your own scholarship account.

1. Scouts will receive a Mariners ticket for every \$600 sold. Maximum 6 tickets.
2. Scouts will receive two Silvertips tickets & Council CSP for selling \$1000
3. Sell \$2000 and get a BONUS \$50 Wal-Mart or Amazon gift card from the council.
4. Top Seller in the Council gets an Autographed team Jersey from the Silvertips.
5. Weekly Prize drawings are even better than before.

District Popcorn Kernel Leadership

District Island	District Kernel	Site Sale Kernel	Distribution Kernel
	Sarah Boothe 2066 Hickory Lane Oak Harbor, WA 98277 (360) 720-2780 aviationgod@comcast.net	Brandy Armstrong ba3511@msn.com	Amber Rains roserrains84@yahoo.com
Skagit	Lori Valgardson 360-333-1448 cell lorivee8@comcast.net	Connie Grandy (360) 707-0264 grandyfour@msn.com	Mary Jo Brentari (360) 299-2753 home (360) 333-8139 cell islandhut@comcast.net
Whatcom	Debbie Waytashek 7311 Woodland Road threefan@aol.com Ferndale WA 98248 (360) 384-0747 (360) 441-3180 cell	Debbie Waytashek (360) 384-0747 (360) 441-3180 cell	Jeffrey Waytashek (360) 384-0747 threefan@aol.com
Tillikum	Tracie Lenhart 2803 - 94th PI SE Everett, WA 98208 (425) 357-1274 home (425) 478-6708 cell mrslenhart@msn.com	Melissa Lee (425) 252-7173 home 425-737-7173 Cell lee926luv@msn.com	Matt Kelly olsonkelly@comcast.net
Klahaya	Kelly Broyles 201 - 3rd Street Gold Bar, WA 98251 (360) 793-2713 home kbro633426@aol.com	Robert "Mike" Douglas Jenna Pennamen Nikki Lembke	rdouglas19@gmail.com jennapennamen@comcast.net littleseaturtle@yahoo.com
Tyee	Clarita Heater 7812 Condor Drive NE Arlington, WA 98223 (425) 931-3821 cell heaterclan@comcast.net		
Puget Sound	Chris Nilsson (425) 743-5894 vikinggeek@live.com	Gwen Anderson (425) 741-6542 (425) 772-8537 cell gwenmand@hotmail.com	
Council Kernel	Kim Moore	(425) 301-7658 rk4moore@hotmail.com mountbakerpopcorn@hotmail.com	
Staff Adviser	Michael Hawks Mount Baker Council	(425) 338-0380 ext. 108 (425) 770-1620 cell mhawks@mountbakerbsa.org	

Popcorn Sale Check List

- SATURDAY, JULY 30, 2011**
DEADLINE FOR UNIT PREREGISTRATION TO PARTICIPATE IN POPCORN SALE. MUST HAVE UNIT REGISTERED BY THIS DATE TO RECEIVE GAS CARD AND ZYCLONE. ENTER AT www.mountbakerbsa.org/giving/popcorn.
- SATURDAY, AUGUST 20, 2011**
COUNCIL KICKOFF AT THE ARLINGTON PERFORMING ARTS CENTER - 10AM START (9:30AM CHECK IN)
 - TAKE ORDER SALE CAN START WHEN THE FORMS ARE RECEIVED BY YOUR UNIT.
 - **Reminder** Fill these orders with the Show-n-Sell popcorn when it arrives if your Unit is participating.
- PICK UP UNIT'S SALE KIT, ZYCLONE, AND GAS CARD FOR UNIT KERNEL
- ATTEND DISTRICT BREAKOUT AT THE COUNCIL KICKOFF
- PLACE SHOW AND SELL ORDER
- FRIDAY, SEPTEMBER 2, 2011**
PLACE TRAIL'S END SHOW-N-SELL ORDER ONLINE (BY THE CASE) AT www.trails-end.com. NO MORE THAN 70% OF YOUR PREVIOUS YEAR'S TOTAL SALE. MORE REQUIRES A DISTRICT KERNEL REVIEW AND APPROVAL.
- FRIDAY, SEPTEMBER 2, 2011**
DEADLINE FOR "SET YOUR GOAL" DRAWING. ALL SCOUTS ENTER AT www.mountbakerbsa.org/giving/popcorn
- FRIDAY, SEPTEMBER 23, 2011**
SUBMIT COPIES OF SHEETS WITH \$600 IN SALES FOR THE EARLY "BREAKAWAY" DRAWING TO popcorn@mountbakerbsa.org OR FAX TO SERVICE CENTER AT 425-338-3477 NO LATER THAN 5PM.
- SEPTEMBER 23 & 24, 2011**
POPCORN DISTRIBUTION DAY – PICK UP YOUR UNIT'S SHOW-N-SELL POPCORN ORDERS FROM YOUR DISTRICT LOCATION SITE. CONTACT YOUR KERNEL FOR DETAILS
- FRIDAY, SEPTEMBER 30, 2011**
SUBMIT COPIES OF SHEETS WITH \$600 IN SALES FOR THE WEEKLY "WIN IT" DRAWING TO popcorn@mountbakerbsa.org OR FAX TO SERVICE CENTER AT 425-338-3477 NO LATER THAN 5PM.
- FRIDAY, OCTOBER 7, 2011**
SUBMIT COPIES OF SHEETS WITH \$600 IN SALES FOR WEEKLY "WIN IT" DRAWING NO LATER THAN 5 PM.
Reminder Update your Scout's Orders in the Popcorn System Weekly
- FRIDAY, OCTOBER 14, 2011**
SUBMIT COPIES OF SHEETS WITH \$600 IN SALES FOR WEEKLY "WIN IT" DRAWING NO LATER THAN 5 PM.
Reminder Update your Scout's Orders in the Popcorn System Weekly
- FRIDAY, OCTOBER 21, 2011**
SUBMIT COPIES OF SHEETS WITH \$600 IN SALES FOR WEEKLY "WIN IT" DRAWING NO LATER THAN 5 PM.
Reminder Update your Scout's Orders in the Popcorn System Weekly
- MONDAY, OCTOBER 24, 2011 - THE POPCORN SALE IS OVER**
Reminder Make sure that your Unit Kernel has all your Unit's extra popcorn to be returned to your District Kernel
- SUPER SATURDAY, OCTOBER 29, 2011 – RETURN LEFTOVER PRODUCT. FINAL DAY to submit Unit Popcorn Orders and Prize Orders**
ONLY DAY TO RETURN ANY LEFTOVER PRODUCT TO YOUR DISTRICT RETURN LOCATION
 - ALL SCOUT SALES MUST BE ENTERED IN POPCORN SYSTEM FOR THE "\$1000 CLUB" EVERETT SILVERTIP TICKETS AND FINAL DRAWING.
 - COUNCIL \$2000 CLUB FORMS
 - \$2500 SCHOLARSHIP FORMS
- NOVEMBER 18 & 19, 2011 – FINAL DELIVERY**
POPCORN DISTRIBUTION DAY – CONTACT YOUR DISTRICT KERNEL TO SET YOUR PICK-UP TIME
- MONDAY, DECEMBER 5, 2011 - ALL POPCORN MONIES DUE!**

Contact your District Kernel if you have not received a login or send an e-mail to popcorn@mountbakerbsa.org.

MT. BAKER BONUS PRIZES

TOP SELLER

Top Seller in Mount Baker Council receives Silvertips Jersey Autographed by the entire team.



\$1000 CLUB DRAWING

All Scouts that sell \$1000 are entered into a drawing to win one of two amazing prizes.



"SET YOUR GOAL" DRAWING

All Scouts that enter their Popcorn Sales Goal at mountbakerbsa.org/giving/popcorn are entered into a drawing to win a Geocaching Package worth over \$200.



"BREAKAWAY" DRAWING

All Scouts that Fill a Form (sell 30 items) before September 23 and submit a copy of their form to popcorn@mountbakerbsa.org are entered into a drawing to win a \$250 REI gift card.



WEEKLY PRIZE DRAWINGS

All Scouts that sell \$600 are entered into a drawing to win one of these fantastic prizes. Drawing are held September 30, October 7, 14, & 21. Entries must be in by 5:00 PM to qualify. Once a Scout sells \$600, they are entered into all successive drawings. A Scout can only win one Weekly Prize Drawing.



SCOUT NIGHT with the 'TIPS

EVERETT SILVERTIPS HOCKEY CLUB

YOU'RE IN SILVERTIP COUNTRY

\$1000 Club Celebration at the Silvertips

Sell \$1000 in Popcorn and come see the Tips!

This season the Silvertips and the Mount Baker Council are offering **TWO TICKETS** to the December Scout Night for all Scouts that sell \$1000 in Popcorn. Exact dates and details still to come.

Other Prizes for the Top Sellers:

- Top seller in the Mount Baker Council will receive a autographed Silvertips Jersey.
- Top 5 sellers and one guest will get to ride on the Silvertips Fanboat during the 1st intermission.
- All of those who sell \$1000 and attend the game will receive Limited Edition Mount Baker Popcorn Champion CSP.
- Prizes only valid for "Scout Night" in December

Guidelines:

- Sell \$1000 in popcorn through any method: Show 'n' Sell, Take Order, and Online Sales.
- All sales must be entered into the Popcorn System by Scout before Saturday, October 29th
- Vouchers will be sent to the Unit Leader approximately 2 weeks prior to the game.
- Vouchers are good for "Scout Night" in December ONLY and must be sent to the Silvertips to redeem tickets.
- Units may order additional tickets at special scout price and sit as a group.
- Largest Group order of the night will get a special visit from LINCOLN!



For more information and other Scout Night dates, visit:
www.everettsilvertips.com/scoutnight