

# 2021 POPCORN SALES UNIT KERNEL HANDBOOK

## San Diego - Imperial Council Boy Scouts of America



***Braydon W., Troop 768, 2020 Sales = \$8,378***

San Diego-Imperial Council  
1207 Upas St, San Diego CA 92103  
(619) 298-6121

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# Contact Information

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Desert Trails	Deb Oberg <a href="mailto:Doberg10@aol.com">Doberg10@aol.com</a> 858-717-7851
Foothills	Merrie DiCroce <a href="mailto:merpas@hotmail.com">merpas@hotmail.com</a> 619-212-3134
Palomar	James Noordyk <a href="mailto:jnoordyk4sdhomes@aol.com">jnoordyk4sdhomes@aol.com</a> 619-807-5478
Rancho Mesa	Shona Wigley <a href="mailto:shonaw93@gmail.com">shonaw93@gmail.com</a> 858-231-3867
Rancho San Luis Rey	Deb Oberg <a href="mailto:Doberg10@aol.com">Doberg10@aol.com</a> 858-717-7851
Sweetwater	Deb Oberg <a href="mailto:Doberg10@aol.com">Doberg10@aol.com</a> 858-717-7851
Council Support	Deb Oberg <a href="mailto:Doberg10@aol.com">Doberg10@aol.com</a> 858-717-7851
Trails End Support	Becci Ault <a href="mailto:becci.ault@trails-end.com">becci.ault@trails-end.com</a> 951-833-4578

# 2021 Key Popcorn Dates

DATE	DAY	WHAT	WHEN	WHERE
Ongoing		Trails-End Webinars		<a href="https://www.trails-end.com/webinars">https://www.trails-end.com/webinars</a>
5/3/2021	Monday	Council Kick Off – Unit Commitment		Email to Leaders
7/1/2021	Thursday	Online Direct Sales Begin	Online	Trails End App
7/13/2021	Tuesday	Council Popcorn Kickoff Zoom Meeting	6:30 pm	Via Zoom
7/19/2021	Monday	Storefront Reservations Begin	Online	Trails End Unit Leader Portal
7/26/2021	Monday	Order #1 Due to Council	Online	<a href="https://www.trails-end.com/">https://www.trails-end.com/</a>
8/14/2021	Saturday	Order #1 Distribution	9am-12 pm	Council Office
8/30/2021	Monday	Order #2 Due to Council	Online	<a href="https://www.trails-end.com/">https://www.trails-end.com/</a>
9/18/2021	Saturday	Order #2 Distribution	9am-12 pm	Council Office
10/25/2021	Monday	Last day for returns – Return 10% of Order	By 5:00 pm	Council Office
11/1/2021	Monday	Final Order Due to Council <b>with American Hero donations</b>	Online	<a href="https://www.trails-end.com/">https://www.trails-end.com/</a>
11/5/2021	Friday	Submit Scout Prizes!!	Online	<a href="https://www.trails-end.com/">https://www.trails-end.com/</a>
11/20/2021	Saturday	Take Order Distribution	9am-12 pm	Council Office
11/30/2021	Tuesday	Unit Close Out	By 5:00 pm	
December		Celebrate with your Unit a <b>SUCCESSFUL</b> Popcorn Season!		

**In order for a unit to be “closed out” and receive their patches, they must:**

1. Return any unsold popcorn by Monday 10/25/2021
2. Place a Take Order by 11/1/21 for any additional products **and any American Hero donations**
3. Deposit funds for all cash/check sales (including American Hero donations)
4. Achieve a 0 (zero) balance on the Unit Invoice

**NEW In 2021, Units will be able to keep their commission! The Unit Invoice will only show the portion due to the Council. If you have any questions, contact Deb @ [doberg10@aol.com](mailto:doberg10@aol.com).**

# Products and Prices

**Trail's End SWEET & SAVORY COLLECTION**  
Over \$29 to local kids\*  
Contains: Milk  
• White Cheddar Popcorn  
• Salted Caramel Popcorn  
Comes in a gift box.

**Milk Chocolate Pretzels**  
Over \$25 to local kids\*  
Contains: Milk, Soy and Wheat

**Salted Caramel Popcorn**  
Over \$25 to local kids\*  
Contains: Milk and Soy

**12pk Unbelievable Butter™ Microwave**  
Over \$20 to local kids\*  
Contains: Milk

**White Cheddar Popcorn**  
Over \$20 to local kids\*  
Contains: Milk

**Sweet & Salty Kettle Corn**  
Over \$20 to local kids\*

**Blazin' Hot Popcorn**  
Over \$20 to local kids\*  
Contains: Milk

**Popping Corn Jar**  
Over \$15 to local kids\*

**Caramel Corn**  
Over \$10 to local kids\*  
Contains: Soy

**SHOW YOUR SUPPORT WITH A DONATION TO AMERICAN HEROES!**  
Donation Levels: \$50, \$30  
Send a gift of popcorn to our first responders, military men and women, their families, and veteran organizations.

**EVEN MORE PRODUCTS AVAILABLE THROUGH ONLINE DIRECT IN THE APP!**

*Sweet & Savory Collection Box	1 container per case	\$40.00
*Milk Chocolate Pretzels	12 containers per case	\$25.00
Salted Caramel Corn	12 containers per case	\$25.00
Unbelievable Butter Microwave – 12 pk	6 containers per case	\$20.00
White Cheddar	8 containers per case	\$20.00
*Sweet & Salty Kettle Corn	12 containers per case	\$20.00
Blazin' Hot	8 containers per case	\$20.00
Popping Corn Jar	9 containers per case	\$15.00
Caramel Corn	12 containers per case	\$10.00
American Heroes Donations		\$30 & \$50

\*New in 2021

Milk Chocolate Pretzels will be 'Take Order' only on November 1, 2021

*Additional Products Available Online!*

# ATTEND a Trail's End Webinar!

## Sign up for a Trail's End Webinar!

Get trained on the Trail's End technology and popcorn best practices.



[www.trails-end.com/webinars](http://www.trails-end.com/webinars)

## TRAIL'S END WEBSITE

[www.trails-end.com](http://www.trails-end.com)

The Popcorn Sales System makes it easy for you to manage your Trail's End Popcorn Sale using a convenient web-based platform. Using this platform, you can:

- Order popcorn
- Create and manage Scout lists and sales records
- Track your inventory, deposits and balance due as well as online sales
- Users with administrative access (Leaders) will be able to change data in the system (add, edit or delete).
- Users with read-only access (Members) can view data in the system and manage their own personal account information.
- The visible menus and pages in the Popcorn System are determined by your role and your organizational responsibility. Some menus and other features are available only to Leaders. If you are a read-only user (Member), these menus and features will not appear when you log into the Popcorn System.
- If you are the Popcorn Kernel of more than one unit, you may have multiple roles available.



# Trail's End<sup>®</sup>

## Fund Your Entire Year! How to Sell Over \$1,000 in Under 8 Hours

**5  
MINS**

**PERSONALIZE.** Download the Trail's End App, register an account if you don't already have one, and personalize your account. Set a goal, add pictures, and a short bio telling customers why you're fundraising.

**10  
MINS**

**ONLINE DIRECT.** Utilize the new Autoshare feature of the Trail's End App to ask your prior customers and phone contacts to support your adventures again this year. You can choose from one-time, 30-day, 60-day, and 90-day sharing campaigns that include email(s) and/or text message(s). Trail's End does the work for you, and the average customer orders over \$65 when they order Online Direct!

**\$65  
x 5  
\$325**

**Pro Tip:** Share your fundraising page through social media, and tag your family and friends.

**4  
HOURS**

**STOREFRONTS.** Sign up and sell for at least 4 storefront hours in the Trail's End App. The average Scout sells over \$125/hr at storefronts!

**Pro Tip:** Make the most of your storefront time by working with only one Scout and parent per shift.

**\$125  
x 4 hr  
\$500**

**3  
HOURS**

**WAGON SALES.** Go door-to-door in your neighborhood, with or without product, and ask your neighbors for their support. Scouts sell over \$100/hr on average!

**Pro Tip:** Wear your uniform, and practice your popcorn sales speech.

**\$100  
x 3 hr  
\$300**

**TOTAL SALES \$1,125**

# Unit Popcorn Ordering

**Order #1:** We are offering an early Show-N-Sell order where you can have ‘product in hand’ on Saturday Aug 14<sup>th</sup>. You will be ordering **FULL** cases. **This order needs to be submitted via the Trails End website by Monday, July 26, 2021.**

**Order #1 Distribution:** Thursday, Friday and Saturday, August 12-14, 2021 at BSA HQ.

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**Order #2:** If your Unit is not ready for Order #1, no worries. You can place a later order. You will be ordering **FULL** cases. **This order needs to be submitted via the Trails End website by Monday, August 30, 2021.**

\*Units who placed an ‘Order #1’ order, can replenish their stock by placing an ‘Order #2’ order.

**Order #2 Distribution:** Thursday, Friday and Saturday, September 16-18, 2021 at BSA HQ.

Milk Chocolate Pretzels is a ‘Take Order’ item only and **will not** be available for Orders #1 & #2.

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**Final Order:** The last order of the season, typically referred to as the Take Order. This includes any product that was sold as ‘undelivered’ and can’t be fulfilled by your current inventory. You can order by **CONTAINER**. It will include any **Milk Chocolate Pretzels** and **American Hero donations**. **This order needs to be submitted by Monday, November 1, 2021.**

**Take Order Distribution:** Saturday, November 20, 2021 at BSA Headquarters.

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## Placing a Unit Order –

1. From the unit homepage, click the Order Popcorn button. This will take you to the New Unit Order screen.
2. From the dropdown menus, double check to make sure that the correct campaign is set (This automatically defaults to the current year) and select the appropriate order from the “Choose Delivery” dropdown box to populate the product ordering rows.
3. Use the Order Adj column to enter and/or adjust the order quantities (use positive or negative integers to adjust), and then click Submit to send your order to Council for approval or click Save to hold your quantities to be submitted at a later time.

The Final Unit Order column will reflect your final order quantity to your Council.



# Trails End App & Square Readers

## Trail's End App

Trail's End



### Improvements Based Upon Leader Feedback Faster...easier...simpler...time saver

- Rebuilt in Google Flutter.
- Faster Scout registration; Takes less than 1 minute.
- Checkout ... 9 clicks to 4 by streamlining and eliminating extra steps.
- New **Online Direct** in TE App.
  - Sell face-to-face, swipe a card, ship online products directly to consumer.
- Consolidated Scout and storefront views, reporting and actions.
  - Fewer clicks to find information and take action.
  - Simpler inventory views by storefront and by Scout.
- Re-associate storefront orders between shifts for easier managing sale.

New enhancements are **READY Now!**

## Accepting Credit/Debit

Trail's End



### CREDIT SALES ARE BEST FOR SCOUTS

TELL YOUR CUSTOMERS, "WE PREFER CREDIT/DEBIT"

It's safer!

Trail's End pays for all credit card fees!

- **Bigger Rewards** – Earn 'More Points' for credit card sales in the Trail's End App
- **Safer** – Scouts don't have to handle cash
- **Higher Sales** – Customers spent 27% more with credit vs. cash in 2019
- **Easier** – Parents turn in cash sales with credit/debit payments to their unit
- **Hardware** – Scouts can accept credit/debit with Square readers or manual entry

## TRAIL'S END APP

Trail's End



### Key Benefits

- Free Credit Card Processing - Paid by Trail's End
- Real-time tracking and reporting of sales, inventory and storefront registrations
- Families can turn in cash payments via credit card
- System-calculated Scout sales for easy Trail's End Rewards ordering
- Take Online Direct orders in the app as way to fundraise while social distancing

### Proven Results

- Used by over 14,500 units & 160,000 Scouts
- Over 10% growth for units that recorded more than 75% of sales in the app in 2019
- Credit Card transactions averaged 27% higher than cash

Text **APP** to 62771 to download.

# Invest in a Square Reader!

To buy square readers, use the Amazon links below:

**Bluetooth:** [https://www.amazon.com/Square-Contactless-and-Chip-Reader/dp/B01BSVGBKM/ref=sr\\_1\\_3?crid=19IL72N85WGBP&dchild=1&keywords=square+card+reader&qid=1624036177&srefix=square%20Caps%20C220&sr=8-3](https://www.amazon.com/Square-Contactless-and-Chip-Reader/dp/B01BSVGBKM/ref=sr_1_3?crid=19IL72N85WGBP&dchild=1&keywords=square+card+reader&qid=1624036177&srefix=square%20Caps%20C220&sr=8-3)

**Lighting (Apple):** [https://www.amazon.com/Square-Reader-Magstripe-Lightning-Connector/dp/B07J1NL16J/ref=sr\\_1\\_4?crid=19IL72N85WGBP&dchild=1&keywords=square+card+reader&qid=1624037820&srefix=square%20Caps%20C220&sr=8-4](https://www.amazon.com/Square-Reader-Magstripe-Lightning-Connector/dp/B07J1NL16J/ref=sr_1_4?crid=19IL72N85WGBP&dchild=1&keywords=square+card+reader&qid=1624037820&srefix=square%20Caps%20C220&sr=8-4)

**Headphone Jack:** [https://www.amazon.com/Square-Reader-magstripe-headset-jack/dp/B00HZYK3CO/ref=sr\\_1\\_5?crid=19IL72N85WGBP&dchild=1&keywords=square+card+reader&qid=1624037883&srefix=square%20Caps%20C220&sr=8-5](https://www.amazon.com/Square-Reader-magstripe-headset-jack/dp/B00HZYK3CO/ref=sr_1_5?crid=19IL72N85WGBP&dchild=1&keywords=square+card+reader&qid=1624037883&srefix=square%20Caps%20C220&sr=8-5)

SDIC-BSA is not offering square readers this year.

# SDIC POPCORN SWITCHBOARD AT WWW.SDICBSA.ORG!

Trade Popcorn Products with Other Units

**Popcorn Switchboard Registration**

Unit Popcorn Kernels can use this form to indicate:

- Items they are short, hoping that another unit has extras that they are willing to transfer.
- Items they are over, willing to transfer to another unit in need.

When entering a value, please indicate whether you are requesting/offering boxes, bags or cases.

**Required information is highlighted.**  
You must provide at least one contact method - email or phone.

Items you want:	Items you have:
<input type="checkbox"/> Sweet & Savory Collection	<input type="checkbox"/> Sweet & Savory Collection
<input type="checkbox"/> Chocolatey Pretzels	<input type="checkbox"/> Chocolatey Pretzels
<input type="checkbox"/> Salted Caramel Popcorn	<input type="checkbox"/> Salted Caramel Popcorn
<input type="checkbox"/> Unbelievable Butter Popcorn	<input type="checkbox"/> Unbelievable Butter Popcorn
<input type="checkbox"/> White Cheddar Popcorn	<input type="checkbox"/> White Cheddar Popcorn
<input type="checkbox"/> Sweet & Salty Kettle Corn	<input type="checkbox"/> Sweet & Salty Kettle Corn
<input type="checkbox"/> Blazin' Hot Popcorn	<input type="checkbox"/> Blazin' Hot Popcorn
<input type="checkbox"/> Popping Corn	<input type="checkbox"/> Popping Corn
<input type="checkbox"/> Caramel Corn	<input type="checkbox"/> Caramel Corn

**Name**

**Email Address**

**Phone Number**

**Location/ZIP Code**  
eg. 92101 or La Mesa

**Zone**

**Unit Type**  
 Pack  
 Troop  
 Crew  
 Ship

**Unit Number**

The information you are registering will be made available for no less than two days [HERE](#) for other units to view.

## Trade Popcorn Products with Other Units

The “Switchboard” is very helpful to units in managing their inventory. Postings will remain on the board for 2 days. Units can contact each other directly to trade products. You may need to re-post after 2 days.

The Council “Switchboard” provides for easy transfer of product between units. See the Trails End YouTube ‘Unit to Unit Transfers’ training video available at [https://www.youtube.com/watch?v=R24SwpV\\_0EQ](https://www.youtube.com/watch?v=R24SwpV_0EQ) to record your transfers.

# Commission

## 35% Commission on ALL sales!

Commissions will be “paid” differently this year. Your Trails-End Invoice will reflect the amount of expected commission as a deduction against the total amount that you owe. You pay the amount due to Council and anything over that amount is your commission!! No transfer of funds or waiting for your commission check. Any overpayments of credit cards will be paid out at the end of the campaign. Any questions or further clarification, contact Deb Oberg at [doberg10@aol.com](mailto:doberg10@aol.com).

# Return Policy

## No Returns Accepted After October 25, 2021

Effective stewardship of Scouting resources is an important part of any Scouting program. **The popcorn purchased from Trail’s End cannot be returned by the Council if unsold.**

Although we want you to have the inventory on hand that you need, we ask that you “Do Your Best” to minimize returns. Based on an analysis of the inventory control issue, the following guidelines have been established for 2021:

1. Units should plan their initial Show and Sell based on the # of selling Scouts. Each Scout should be able to sell \$1,000 (see ‘How to sell \$1,000 in 8 Hours’ on page 7). Last years’ sales information is available by selecting the 2020 Fundraising Cycle as the period. If you’d like 2019 sale information, reach out to Deb Oberg at [doberg10@aol.com](mailto:doberg10@aol.com).
2. **10% Max Return allowed** – products may be returned no later than the October 25<sup>th</sup>, 2021 date.
3. All popcorn product returns **MUST be in re-sellable condition.**
4. **All returns must** be recorded as Unit Returns in the Popcorn System prior to returning the product to Council. See the Trails End YouTube ‘Unit Returns’ training video available at <https://www.youtube.com/watch?v=cd7gMS6nwz0>.



# Prizes

## Trail's End® REWARDS

Collect points to earn Amazon.com Gift Cards and choose the prize **YOU** want!

1.5PTS

PER EVERY \$1 SOLD  
ONLINE DIRECT  
& CREDIT/DEBIT

1PT

PER EVERY \$1 SOLD  
CASH

**NO LIMIT!** Earn 17,500 pts or more and receive an Amazon.com Gift Card worth 10% of your total pts

**VISIT THE APP TO SEE EVEN MORE LEVELS & REWARD IDEAS**

<div style="font-weight: bold; color: #e91e63; font-size: 1.2em;">7,500 pts</div> <div style="font-weight: bold; color: #e91e63;">Earn a \$550</div> <div style="font-size: 0.8em; color: #e91e63;">Amazon.com Gift Card</div> <div style="display: flex; justify-content: space-around; margin-top: 5px;"> </div>	<div style="font-weight: bold; color: #e91e63; font-size: 1.2em;">2,000 pts</div> <div style="font-weight: bold; color: #e91e63;">Earn a \$70</div> <div style="font-size: 0.8em; color: #e91e63;">Amazon.com Gift Card</div> <div style="display: flex; justify-content: space-around; margin-top: 5px;"> </div>
<div style="font-weight: bold; color: #e91e63; font-size: 1.2em;">6,000 pts</div> <div style="font-weight: bold; color: #e91e63;">Earn a \$450</div> <div style="font-size: 0.8em; color: #e91e63;">Amazon.com Gift Card</div> <div style="display: flex; justify-content: space-around; margin-top: 5px;"> </div>	<div style="font-weight: bold; color: #e91e63; font-size: 1.2em;">1,750 pts</div> <div style="font-weight: bold; color: #e91e63;">Earn a \$60</div> <div style="font-size: 0.8em; color: #e91e63;">Amazon.com Gift Card</div> <div style="display: flex; justify-content: space-around; margin-top: 5px;"> </div>
<div style="font-weight: bold; color: #e91e63; font-size: 1.2em;">5,000 pts</div> <div style="font-weight: bold; color: #e91e63;">Earn a \$350</div> <div style="font-size: 0.8em; color: #e91e63;">Amazon.com Gift Card</div> <div style="display: flex; justify-content: space-around; margin-top: 5px;"> </div>	<div style="font-weight: bold; color: #e91e63; font-size: 1.2em;">1,500 pts</div> <div style="font-weight: bold; color: #e91e63;">Earn a \$50</div> <div style="font-size: 0.8em; color: #e91e63;">Amazon.com Gift Card</div> <div style="display: flex; justify-content: space-around; margin-top: 5px;"> </div>
<div style="font-weight: bold; color: #e91e63; font-size: 1.2em;">4,000 pts</div> <div style="font-weight: bold; color: #e91e63;">Earn a \$250</div> <div style="font-size: 0.8em; color: #e91e63;">Amazon.com Gift Card</div> <div style="display: flex; justify-content: space-around; margin-top: 5px;"> </div>	<div style="font-weight: bold; color: #e91e63; font-size: 1.2em;">1,250 pts</div> <div style="font-weight: bold; color: #e91e63;">Earn a \$40</div> <div style="font-size: 0.8em; color: #e91e63;">Amazon.com Gift Card</div> <div style="display: flex; justify-content: space-around; margin-top: 5px;"> </div>
<div style="font-weight: bold; color: #e91e63; font-size: 1.2em;">3,500 pts</div> <div style="font-weight: bold; color: #e91e63;">Earn a \$200</div> <div style="font-size: 0.8em; color: #e91e63;">Amazon.com Gift Card</div> <div style="display: flex; justify-content: space-around; margin-top: 5px;"> </div>	<div style="font-weight: bold; color: #e91e63; font-size: 1.2em;">1,000 pts</div> <div style="font-weight: bold; color: #e91e63;">Earn a \$30</div> <div style="font-size: 0.8em; color: #e91e63;">Amazon.com Gift Card</div> <div style="display: flex; justify-content: space-around; margin-top: 5px;"> </div>
<div style="font-weight: bold; color: #e91e63; font-size: 1.2em;">3,000 pts</div> <div style="font-weight: bold; color: #e91e63;">Earn a \$150</div> <div style="font-size: 0.8em; color: #e91e63;">Amazon.com Gift Card</div> <div style="display: flex; justify-content: space-around; margin-top: 5px;"> </div>	<div style="font-weight: bold; color: #e91e63; font-size: 1.2em;">750 pts</div> <div style="font-weight: bold; color: #e91e63;">Earn a \$20</div> <div style="font-size: 0.8em; color: #e91e63;">Amazon.com Gift Card</div> <div style="display: flex; justify-content: space-around; margin-top: 5px;"> </div>
<div style="font-weight: bold; color: #e91e63; font-size: 1.2em;">2,500 pts</div> <div style="font-weight: bold; color: #e91e63;">Earn a \$100</div> <div style="font-size: 0.8em; color: #e91e63;">Amazon.com Gift Card</div> <div style="display: flex; justify-content: space-around; margin-top: 5px;"> </div>	<div style="font-weight: bold; color: #e91e63; font-size: 1.2em;">500 pts</div> <div style="font-weight: bold; color: #e91e63;">Earn a \$10</div> <div style="font-size: 0.8em; color: #e91e63;">Amazon.com Gift Card</div> <div style="display: flex; justify-content: space-around; margin-top: 5px;"> </div>

## SIGN IN & SET YOUR GOAL

Text APP to 62771 to download the app

The displayed prizes above are not delivered by Trail's End. These are suggested prizes or prize ideas to be purchased with your Amazon.com Gift Card (if available). Participation indicates assent to program terms at <https://www.trails-end.com/terms>

Scouts who qualify for prizes will receive Amazon.com gift cards! Rewards are managed and digitally redeemed by Scouts through the Trail's End App. No preset prize selection – Scouts choose the prize they want. See <https://www.trails-end.com/rewards> for more levels!

# Popcorn Distribution

Each unit will be contacted to select a pickup time. If no pickup time is selected, one will be assigned to you on the respective Saturdays (August 14<sup>th</sup> or September 18<sup>th</sup>).

- Thursday and Friday Pickup times will be from 3-5 pm in 15 minute increments
- Saturday Pickup times will be from 9 am to Noon, in 15 minute increments.
- *If you are unable to pickup during these dates and times, please contact Deb Oberg at [doberg10@aol.com](mailto:doberg10@aol.com) to make other arrangements.*

See the following page for suggested vehicle capacity.

Packing slips will be provided at the distribution site for the orders placed by your unit. Only the product on the packing slip will be available for pick up at the distribution site on August 12-14, 2021 and September 16-18, 2021.

## **Show-N-Sell Distribution Site:**

San Diego – Imperial Council (Parking Lot)  
1207 Upas Street  
San Diego, CA 92103

The Show-N-Sell distribution process is designed to be a drive thru with units arriving at a scheduled time to pick up their ordered products without having to leave their vehicle. Assistance loading a vehicle is always appreciated!

Please contact Deb Oberg at [doberg10@aol.com](mailto:doberg10@aol.com) if you can volunteer to help with the popcorn distribution. Youth must be at least 14 years old and will receive a Certificate of Service Hours.

If you did not place an online Show-N-Sell order and your Unit would like to sell, you can check out popcorn from the Council office. Please contact Deb Oberg at [doberg10@aol.com](mailto:doberg10@aol.com) to arrange pickup.

Additionally, if you need more popcorn, it can be checked out at the Council office from available inventory during regular office hours, Monday – Friday from 9 am to 5 pm. It is suggested to contact Deb Oberg at [doberg10@aol.com](mailto:doberg10@aol.com) before coming to the office to see what is available for checkout.

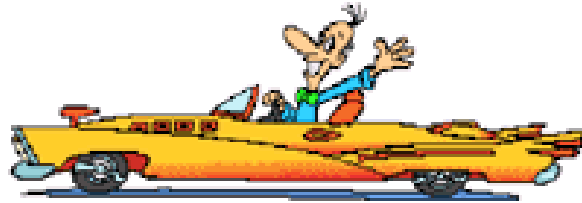
Order forms and deposit slips can be requested by emailing [doberg10@aol.com](mailto:doberg10@aol.com) and will be mailed to the Unit Kernel.

***POPCORN PICKUP DAY  
WHAT SIZE CAR DO I NEED?***

***20 CASES OR LESS***

***MID-SIZE CAR***

***(NO CAR SEATS OR PASSENGERS)***

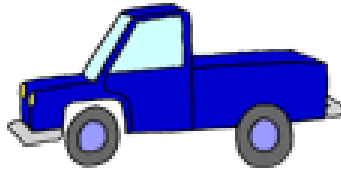


***40-60 CASES***



***MINI-VAN/SUV***

***(NO CAR SEATS OR PASSENGERS)***



***60+ CASES***

***FULL SIZE TRUCK or 2***

**NOTE:** The White Cheddar and Blazin' Hot boxes are large for their volume and take up a lot of space inside a smaller vehicle. Also, remember your tie downs and ropes for open pickups!



**DEPOSIT SLIP INFORMATION NEEDED:**



**DEPOSIT TICKET**  
FOR CLEAR COPY, PRESS FIRMLY WITH BALL POINT PEN.

DATE \_\_\_\_\_

WELLS FARGO BANK, N.A.

CURRENCY	DOLLARS		CENTS
COIN			
LIST EACH CHECK			
1			
2			
3			
4			
5			
6			
7			
8			
9			
10			
11			
12			
13			
14			
15			
16			
17			
18			
19			
20			
21			
22			
23			

TOTAL ITEMS \_\_\_\_\_

DEPOSITS MAY NOT BE AVAILABLE FOR IMMEDIATE WITHDRAWAL.

ALL ITEMS MUST BE PROPERLY ENDORSED.

TPB/SD IMPERIAL COUNCIL  
BOY SCOUTS OF AMERICA  
POPCORN-UNIT TYPE & # \_\_\_\_\_

WELLS FARGO BANK, N.A. MICR LINE: ⑆ 4 1 1 0 6 9 5 1 6 3 ⑆ ⑆ 5 1 8 2 0 0 3 9 2 ⑆ 4 1 1 2 4 5 4 6 5 5 7 ⑆

⑆ 4 1 1 0 6 9 5 1 6 3 ⑆ ⑆ 5 1 8 2 0 0 3 9 2 ⑆ 4 1 1 2 4 5 4 6 5 5 7 ⑆

DATE OF THE DEPOSIT

Date of the Deposit

You may either list the checks or attach an adding machine tape to the deposits.

Endorse the back of each check with:

For Deposit Only  
SDIC – BSA  
A/C #4124546557

Make sure to total your deposit correctly!

**IMPORTANT!!**  
**PUT YOUR UNIT TYPE AND NUMBER ON THE DEPOSIT SLIP!!**

Deposits can be made at any Wells Fargo branch.

Please request that the bank teller use the deposit slip with the unit number written on the front of it.

Let Deb Oberg at [doberg10@aol.com](mailto:doberg10@aol.com) know of your deposit amount and unit so it can be posted to your account accordingly.