

ONLINE SALES

Scouts must create their own account (leaders cannot create the account for them)

The information scouts will need;

Name
Unit type and number (as shown on Scout Net)
District name
Council name
Charter organization

They need a unique email address. Why?

- **This is the unique identifier for any type of account on our website (we do not have usernames that you can create)**

- To ensure they get credit for their own online sales

- To ensure they get their Amazon.com Gift Card for selling outside of their traditional sale period. To receive emails from Trail's End (if you want to)

To register, you will need to know your **true unit number** (how the unit is registered with the BSA national office). For some Scouts, this is a four digit number.

If no units are found, check the tool-tip next to where you enter your unit number for help.

If you still get the message that no unit was found, please email support@trails-end.com and we will help you. Provide the following information so we can help you as fast as we can:

- Name
 - Unit type and number
 - District name
 - Council name
- Charter organization

The above information will help reduce the time it takes for log-in and will ensure that the scouts and units receive the full benefits of the online sales program.



Weekly Drawing Winners

The following Scouts have earned prizes from the weekly drawings.

Congratulations to :

Billy Cervantes Pack 49 Kingston
Joseph Waitekus Pack 63 Walpole
Garrett Nelson Pack 63 Walpole
Sam Maloof Pack 63 Walpole
Jackson Roberts Troop 25 W.B.
John Conway Troop 43 Pembroke
Troy Macie Pack 200 Medfield
Nathan Povelro Troop 199 Kingston
Nicholas Schultz Pack 11 Abington

Prizes are available for pickup by either the Units Leaders or Unit Popcorn Kernels. A pack meeting is a great opportunity to make presentation to these scouts.

District Kernel's Corner

Each District Kernel will be given District Administrator status in the Trail's End system. This will enable each kernel the ability to :

- Assign unit access
- Review and amend orders
- Access email info for unit kernels
- Monitor unit sales and orders

DISTRICT KERNEL CONTACTS

Squanto-Frank Degirolamo
fdegirolamo@hms.harvard.edu
Great Ponds-Millie Yeung
Millieyeung@yahoo.com
Seven Rivers-Patrick Hinton
phinton@baystatefinancial.com
Cranberry Harbors-Walter Seamon
Coj4sxl@verizon.net

Is This Pie in the Sky?

No! It's Kelly Larsen from Pack 105 Pembroke adding excitement to their unit kick-off.



Warehouse Info

The warehouse locations are as follows:

**Sager Electronics-19 Leona Dr.
Middleboro, MA**

Will serve the following Districts
-Cranberry Harbors
-Great Ponds
-Squanto

**Dunkin Donut DCP-
150 Depot Bellingham**

Will serve the following District
-Seven Rivers

Warehouse Times

**BOTH WAREHOUSES WILL BE OPEN
FOR THE SHOW & SELL PRE ORDER
DISTRIBUTION**

8:AM TO 10AM

**FINAL ORDERS WILL BE
AVAILABLE AT SAME LOCATIONS
ON
NOVEMBER 20th**



**POPPING
CORN** 3lbs.

• 100% whole grain

3lbs Great Value

\$8.00

Popping Corn has been a big hit at Show and Sell events. Consumers identify the value. It's a great alternative to Kettle Corn, Apple Popcorn, and the old fashion pan and oil method.

District Kernel's Ticklers

Kernels

Congratulations on a record setting sign up! Now we enter phase II of your Kernel's duties.

Please do the following:

- 1) Call each and every participating unit selling popcorn in your district: Ask them if they have held their kick off and if not, when is it and do they need assistance
 - 2) Remind them of the deadlines (Orders and returned, unopened cases are due November 9th-4:00PM at Council Office)
 - 3) Offer them encouragement and assistance with managing their inventory. Encourage them to monitor Scout orders
 - 4) For units who received a pre-order-begin to inventory remaining stock verses boy take-orders and if they expect to have full cases left over, let Len Thatcher know so we can offer to other units who need more. We will accept returned (full cases) popcorn earlier than the deadline at no penalty to the unit.
- Please address these most commonly asked questions.

Popping Corn Great Value!! Check Out This Kettle Corn Recipe

If you are the type of person who can't wait for the county fair to make it's way through your locality each year simply because it's the only place you can buy Kettle Corn, you're waiting is over! Here is a simple method for making great tasting Kettle Corn at home, without a kettle! The only thing you will likely need in addition to what you typically use to make regular popcorn, is sugar. So to start, be sure to have your pot that you will be popping the corn in, a little cooking oil, some butter or margarine, salt, about 1/4 cup of sugar, and a large bowl. Make sure you keep your large bowl close at hand so that you won't have to grab for it when the time comes to pour your kettle korn into it.

Heat about 2 Tablespoons of cooking oil in the pot, adding 1/4 cup of butter, over medium to high heat. Once the butter is completely melted and the butter and oil mixture are beginning to bubble a bit, pour in enough popcorn kernels to cover the bottom of the pot. Cover the pot with a lid, and slide the pot back and forth continually across the burner to prevent burning the popcorn. From this point on, it will be much easier to complete the process of making the kettle corn if you wear oven mitts, or use potholders to protect your hands from the heat.

After a few minutes, you will notice that the popcorn kernels are beginning to smell like popcorn, although they haven't begun popping yet. This is the time when you want to add the sugar to the pot. Remove the lid, disperse the sugar (not in one big lump, but poured as evenly as possible throughout the pot). Replace the lid, and continue sliding the pot back and forth on the burner.

Within a few moments, you will likely hear the kernels beginning to pop. At this point, turn the burner down a bit. Continue sliding the pot back and forth across the burner as the kernels pop, to keep them from burning. When it sounds as though the popping has slowed significantly, you will want to remove the pot from the heat to prevent burning (does anything smell worse than a house filled with the odor of burnt popcorn?).

Most Commonly Asked Questions

Question: Where/How do Scouts get their blasters?

Answer: As you track your \$600 sellers who qualify for a blaster, remember they will receive their respective blaster along with other prizes, which will be shipped from Trail's End directly to the Scout Unit's primary popcorn contact person. **You must place Blaster order with your prizes!**

NOTE: It is important that units, when placing their final order, also place their prize order simultaneously.

Question: Last year, Scouts received a blaster for a fill-a-page. How does this work this year?

Answer: This year, every Scout who fills a sheet and submits to the Council Office, will have his name entered into the weekly drawing (ten items picked per week) on October 8th, October 15th, October 22nd and October 29th.

Question: How do I combine each respective Scout's take-order, show and sell and on line sales?

Answer: Attached to this email is a tool accessible at Trail's End's on line website which will provide guidance for this process. (Please share attached with your leaders)