

Boy Scouts of America - Catalina Council

2012 Spring Nut Sale - Unit Information Packet

Why Sell Nuts?

1. To earn money to attend camp
2. Easy to sell product because it's lower priced (retail price range from \$6.00 to \$15.00)
3. Scouts earn 30% commission
4. Scouts earn their way for activities
5. Council handles all ordering and distribution

Nut Sales Timeline

December District Roundtable	Promotion and Unit Commitment
January District Roundtable	Promotion and Unit Commitment
February District Roundtable	Order Forms Distributed, Scouts Begin Selling
March District Roundtable	Unit Orders and Money Due
March 12, 2012	Final Order will be placed
April District Roundtable	Product Delivered to Units, Scouts Distribute Customers

Unit Nut Chairman Job Description

1. Explain Nut Sales program to unit families.
2. Encourage boys to sell nuts. Sale takes place between February and March District Roundtable meetings.
3. Distribute sales material, train Scouts, set unit sales goal.
4. Collect "Take Order" forms from Scouts and submit to Council. Unit order and money due by March 12, 2012
5. Plan for nut pick up at District Roundtable or Scout Office.
6. Distribute nuts to Scouts and ensure product delivery to customers.

Nut Sale Products


Product Description	Size	Package	Retail	Commission
Peanut Butter Puffs	12 oz.	Bag	\$10.00	\$3.00
Gourmet Salted Peanuts	10 oz.	Can	\$9.00	\$2.70
Honey Roasted Peanuts	9 oz.	Can	\$9.00	\$2.70
Salted Pistachios	8 oz.	Can	\$15.00	\$4.50
Cinnamon Frosted Pecans	8 oz.	Can	\$15.00	\$4.50
Smoked Cajon Peanuts	10 oz.	Can	\$9.00	\$2.70
Karai Fusion Peanuts	9 oz.	Can	\$10.00	\$3.00
Salted Almonds	10 oz.	Can	\$15.00	\$4.50
Salted in the Shell Peanuts	16 oz.	Bag	\$6.00	\$1.80
Butter Toasted Peanuts	10 oz.	Can	\$9.00	\$2.70
Old Fashioned Peanut Squares	10 oz.	Can	\$10.00	\$3.00
Cranberry Nut Mix	10 oz.	Can	\$15.00	\$4.50
Buttery Peanut Brittle	10 oz.	Box	\$10.00	\$3.00

Questions and Answers

Why do we sell peanuts?

A successful nut sales campaign can be vital to generating funds the Unit needs to pay for activities, summer camp, advancements, and registration fees. Selling nuts also teaches the Scout a sense of commitment and responsibility. And, 30% of the "Take Order" revenue will go directly to your Unit.

How does "Take Order" work?

 Take Order means just that – you take the order and collect the money, and deliver the product at a later date. The Take Order items will be distributed, and your Scout can go and fulfill those orders.

Tip: Family members can also take the form to work or other social gatherings in order to boost sales.

What are the safety rules for selling door-to-door?

When doing "Take Orders" in your neighborhood, remember these important guidelines:

- Never go alone! Always have an adult with you.
- Never go at night!
- Never enter someone's home for any reason!
- Always wear your uniform!
- Always be polite!
- Always respect people's property! Stay off lawns, etc.

How much are we supposed to sell?

Each Unit should set sales goals for Scouts to reach their individual objectives.

When do the nuts come in for "Take Order"?

The Unit will have the product by the April District Roundtable meeting.

Who do the checks get made out to?

All checks should be made out to your unit. Your unit treasurer will write one check to the Council to order the nuts.

What should the boys say when selling the nuts?

"Hi, my name is _____ and I am in Cub Scout Pack _____. We are selling nuts in order to make money for camp and Scouting activities. Would you be interested in looking at the brochure and ordering some nuts?"

What if my question wasn't answered here?

Contact Catalina Council, BSA at 750-0385.

