



Troop 179

Boy Scouts of America



SCOUTING/USA

September 2009

The 2009 Christmas Wreath Sale starts TODAY!!!

Key Dates:

1. **Orders:** October 6 until November 3rd Troop meeting.
2. **Pre-Product pickup:** November 13
3. **Kit building:** November 14
4. **Greens Pickup:** November 20
5. **Wreath Pickup Day:** November 21.
6. **Payment Turn-in:** November 24 through December 15.
7. **Quota Shortfalls:** December 15.

Products:

- Wreaths in various sizes, from 12 inch ring (24" diameter) to 72 inch ring (8 ft diameter).
- Blue bows are available to decorate a wreath if desired.
- Cedar rope is another popular product, available in either 25 or 50 foot lengths.
- Gravesite stands to hold the 12" wreaths.

How does the sale work?

- a. The scout brings order forms (pink sheets) to each Troop meeting.
- b. Orders presented to the Troop represent a financial obligation by the Scout and their family.
- c. The troop purchases pre-made greens (wreaths and rope) for the various products.
- d. The greens and a kit (bows and pinecones) for each scout are picked up on Wreath Pickup Day.
- e. The scout finishes the wreath by attaching decorative pinecones and a bow.
- f. Problems? (bad wreath or a part shortage) Bring it back and the Troop will correct it.
- g. The scout delivers each wreath and receives the payment.
- h. The scout returns the payments (checks only please) to the Troop for credit.

How can I help?

- **Every family is expected to volunteer 4 hours minimum.**
- *Order intake:* Tuesdays from October 6 to November 17, during the Troop meetings.
- *Payment Processing:* Tuesdays from November 24 to December 16
- *Pickup of the cones and bows (pre-product):* November 13, at the wholesaler
- *Kit building:* November 14
- *Pickup of the greens:* November 20, at the wholesaler. Pizza provided!
- *Wreath Pickup Day, hospitality:* November 21, 7 a.m. to 1 p.m.
- *Wreath Pickup Day, unloading trucks and trailers:* November 21, 7 – 11 a.m.
- *Wreath Pickup Day, pre-product kit loading:* November 21, 7 – 1 p.m.
- *Wreath Pickup Day, loading greens:* November 21, 9 – 1 p.m.
- *Wreath Pickup Day, cleaning up:* November 21, 11 – 2 p.m.
- *Do you own or can you drive a commercial-size truck?*
- *Do you have a trailer we can borrow?*



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How do the financials work?

- a. Each scout is required to contribute \$400 to fund the basic Troop budget.
- b. 50% of each product sale is considered “profit”, and is credited towards the \$400 budget obligation. For example, a \$25 wreath generates \$12.50 of profit.
- c. Therefore, the wreath sales quota of \$800 generates \$400 profit to satisfy the basic Troop budget. Any combination of product sales is acceptable.
- d. For scouts that are not able to achieve their quota, the difference between their profit credit and the \$400 obligation must be paid to the Troop by December 15, 2009.
- e. Each product sale generates a potential commission that is paid to the scout after the quota is met. If the scout does not achieve quota, there is no commission. The commission varies from \$1 (12” wreath) to \$5 (72” wreath). For sales beyond \$800, an additional 25% of the sale price will be credited to the scout’s personal account. Sales recorded after December 1 will only credit the scout’s personal account.
- f. Commission checks will be issued after the scout has turned in all of his payments.
- g. **Please turn in checks only! All checks should be payable to Boy Scout Troop 179.**

Highlights:

- a. Ask for ways you can help. We run this sale to benefit the Troop’s program, and any way we can save money benefits the scouts and the program.
- b. You must pick up your greens and kits on Wreath Pickup Day or find an alternate family to retrieve them for you.
- c. Follow instructions about when to pick-up the greens and kits! It goes smoother.
- d. Bring any orders (pink sheet) you have to each meeting. There are weekly contests where two patrols with the highest sales dollars or the highest number of unit sales win lots of candy! The best chances to win are by turning in the order sheets early.
- e. We have lots of order forms, so don’t worry about partial sheets.
- f. Write clearly (dark ink) on the forms, as illegible forms cannot be accepted.
- g. As soon as you get home from Wreath Pickup Day, check to see that you have the correct wreaths and kit contents. If there is a problem, we have a limited capacity to correct problems on-site. Please be careful about disrupting the materials flow for others.
- h. Problems are easiest to resolve at the next Troop meeting. Please be patient if you can wait.
- i. Deliver the wreaths promptly! Customers are eager to receive them before Thanksgiving.
- j. Delight your Customer, and they will be eager to hear from you next year!
- k. We can handle a few new sales after we have closed the ordering process. We welcome those additional sales opportunities.
- l. Know the value of your turn-in money before you arrive to the Troop meeting.

Use your imagination, enthusiasm and skill to make this a successful venture! We thank you for your cooperation and support in this project. If you have any questions, or need sales support, please contact Mr. Cressman or Mr. Klehm.