

>>> **Keep** this information available until May 2nd <<<

Dear Parents and Scouts:

Spring is on its way and it is time to sell flowers. Our Troop's Spring Flower Sale is the big fund raiser for the year bringing in \$8,000-\$10,000 if we all pitch in. Proceeds both directly and indirectly benefit your Scout:

- Indirectly, you receive the benefit of the subsidies for the special weekend trips, not to mention the gear and equipment we need for them.
- Directly, each Scout receives a percentage of dollar total applied to Camp fees.
 - Each Scout earns 10% of all sales between 1 and 30 flats of flowers, 12.5% of those sales between 30 and 60 flats of flowers, and 15% of those sales over 60 flats. The more you sell, the more you earn.
 - *Nota Bene:* If you sell 127 flats you will have earned enough to cover the \$250 cost of summer camp.
 - Each Scout earns patrol points that count in the annual patrol competition.
 - Additional points are earned for top sellers and for 100% patrol participation

We rely *heavily* on parents to make this event a success. Flowers are perishable and non-stackable, so delivery is difficult. We buy at wholesale and sell at retail, so the profits are worth our while. We typically sell over 1500 flats (that's the good news,) but a truck only holds 300 flats (that's the bad news.) I build truckloads for geographical delivery. If your Scout sells the most in your area, you will get the entire area's delivery in your yard. The deliveries will take place over several days in order to make things easier for me and for Grant's Farm. I will let you know by e-mail the date, time and location of each Scout's delivery or pick-up.

Flower Sale Begins:

Monday, February 9th

Final Day to turn in Orders:

Monday, April 6th

Flower Delivery Days:

Monday, April 27th thru Thursday, April 30th ☂ or ☀

Scouts Receive Camping Cheques:

Sunday, May 10th

(The Summer Camp Registrar will have these figures in advance of Mother's Day)

- SELLING TIPS ARE ON THE BACK:

- TURN-IN INSTRUCTIONS:

- **Read** and **follow** the instructions on the return envelopes. ☒

Money \$ and number of flower orders ☸ **must** balance ⚖. Parents -☑ **check** your Scout's work!

This is a large project. ☹ I must enter all the data and then build the trucks.

Making sure there are no errors speeds up processing and improves quality.

- If you have already data entered your orders, please forward them to me at flowers@troop128.net
- **Turn in** all materials and folders for use next year. They are expensive and time consuming to replace.
- Collect and **return** as many of the large 1' x 2' flats to the Scout room for reuse by Grant's. ♻

You will have access to the flower sale information on the Troop web site, www.troop128.net.

On the left hand side of the home page, click on Fundraising, then on Annual Flower Sale.

On the right hand side of the Flower Sale page, you will see the downloadable forms.

- ☐ Flower Photos
- ☐ Order Forms
- ☐ Customer Form/Receipt

If you wish to contact me, click on flowers@troop128.net or call me at 831-3088 with any questions.

Sylvia Taylor

5938 Creekview Drive (in Woodcreek off Cook Rd.)

Where does the money go?

Equipment Required for a Single Patrol of 9:				Backpacking Additions:		Total: \$1,854
3 Tents @ \$350	\$1,050	1 First Aid Kit	\$65	1 Water Filter	\$95	
1 Patrol Box	\$80	1 Lifter	\$10	1 B. P. Stove	\$95	
1 Utensils	\$20	1 Hot Gloves	\$12	2 Fuel Bottles @ \$12	\$24	
1 Frying Pan	\$20	1 Charcoal Chimney	\$15	1 Shovel	\$5	
1 Small Pot	\$15	1 Water Jug	\$15	2 Water Buckets @ \$19	\$38	
1 Griddle	\$65	1 Camp Chef Stove	\$100	Total	\$257	
2 Dutch Ovens @ \$65	\$130	Total	\$1597			

In addition to equipment, longer trips are subsidized to make these trips more accessible to all.

Selling Tips

- Before leaving home:
 - Put your name and phone number on one of the Worksheet/Flyers.
 - Make dozens of copies of the Worksheet/Flyers.
 - Familiarize yourself with all the selling materials.
 - Wear your Class-A Uniform.
 - Begin selling with plenty of \$5s and \$10s for making change.
 - Take extra blue or black ink pens (no other colors.)
- At a customer's home:
 - Introduce yourself.
 - Make eye contact.
 - Don't mumble (practice at home.)
 - Hand the customer a Flyer right away.
 - Show them the color photos.
- Explain what you are raising funds for:
 - Camping equipment
 - Summer camp
 - High Adventure trips
- Explain what you are selling:
 - Flats, hanging baskets and pots of flowers
 - We buy the flowers at Wholesale prices, so our sale price is never more than Retail price.
 - Flowers will be delivered to you the last week of April-first week of May, so you will deliver them to the customer just before Mother's Day.
 - Flower baskets make the perfect Mother's Day gift.
 - Have the *customer* fill in your Order Form.
 - I need to be able to read the information.
 - Any mistakes made will belong to the customer, not the Scout.
 - Be sure to get the customer's phone number! ☎
This *very* important when problems arise.
 - Retrieve your color photos, but leave the Worksheet/Flyer as a receipt for money collected. Also, it has both your and my phone number.
- Thank the customer even if you did not you make a sale.
- If no one is home:
 - Leave a Flyer in the mail box.
 - Return every day until you find the customer home.
 - Why? Grouping customers together makes delivery much easier.