

## **2012 Annual Troop 382 Mulch Sale**

Dear Scouts and Scout Parents:

We are beginning the annual mulch fundraiser for Troop 382. Sale dates are from Tuesday, **January 31 – Tuesday, March 6**. This is the major fund-raiser for Troop equipment so we all have to work together to make it a success.

- We will be selling double shredded hardwood mulch (natural color- brown) from West Virginia in 3 cubic foot bags. It is from Riverside Mulch, the same wholesale company we have sold mulch from the past several years – the quality is outstanding.

Sales are made when the customers learn that we represent the Boy Scouts, that our prices are competitive for superior quality products, and **we include free home delivery to the following ZIP codes: 21012, 21146, and 21409 with a minimum purchase of 5 bags**. Orders less than 5 bags will be available for pick up at Chesapeake Charter, 424 Broadneck Road, Annapolis, MD 21409.

**Scouts should turn in completed order forms and payments at the Troop meeting EACH WEEK during the sales period. Order-taking will continue until March 6 – so all final orders and payments must be turned in by Tuesday, March 6<sup>th</sup>. Delivery/distribution date is Saturday, March 17<sup>th</sup> 2012.**

We need scout and adult volunteers to help with loading and delivery on Saturday, March 17th!! Everyone can help – if you have a car, truck and/or trailer, we would greatly appreciate your assistance. Plans regarding delivery will be distributed later.

### **BASIC RULES**

- Wear your Class A uniform while soliciting sales.
- If a person decides to buy, fill out the order form and the customer receipt. Give the customer the receipt. Please be sure to **list the neighborhood** on the order form. This is critical to scheduling the delivery properly. Under the total amount, on the order form, please note if payment is by cash, or if payment is by check. Please note the check number. **It is suggested that Scouts duplicate the attached order forms and customer receipts as required.**
- Payment is by cash or check only; Make checks payable to **BSA Troop 382**
- **All orders must be paid for when the order is taken.**
- **Orders with 5 or more bags purchased will be delivered free of charge. Less than 5 bag orders, will need to be picked up at Chesapeake Charter, 424 Broadneck Road, Annapolis, MD 21409 on SATURDAY MARCH 17<sup>th</sup> between 9:00 a.m. – 2:00 p.m.**
- Ask customer specific location of where they would like to have the mulch stacked in the event they are not home at the time of delivery and enter this information on the order form.
- If there is no response at the residence, leave a personalized flyer with your name and telephone number. Follow up with another visit at a later time.
- Turn in completed forms and payments to Mr. Chris Decker (Joe's dad) or Mrs. Junkins **each week, and final orders and payments are due no later than Tuesday, March 6, 2012.**

**To ease the bookkeeping associated with effort, it is requested that funds received be reconciled with the order sheets and that all amounts resulting from cash sales be converted by the parent from cash to a personal check made out to BSA Troop 382.**

The Troop is looking forward to a very successful fundraiser this year; a fundraiser that not only helps fund Troop activities, but also provides a very worthwhile service to the customers and the community. Please give it your best effort.