



BOY SCOUTS OF AMERICA®
OVERLAND TRAILS COUNCIL

A LEGEND IN A NUTSHELL SINCE 1929
VIRGINIA DINER®
FUNDRAISING

Nuts
for Scouting



2020 LEADER'S GUIDE



Introduction

The Overland Trails Council has teamed up with Virginia Diner to bring a spring product sale option to our units. In an effort to allow Scouts to be thrifty and pay their own way, the sale is designed to help units raise funds for summer activities. Many packs, troops, and crews fund their unit through the popcorn sale in the fall and use the spring nut sale to “fund the Scout”. This is a great opportunity to help raise the funds necessary to give each youth the opportunity to attend camp.

Sale Highlights

- This is both a Show & Sell and Take Order sale. Units can do one or the other or both.
- **The unit commission is 40%.**
- The Take Order works much as our popcorn sale. Scouts use an order sheet to take orders from their customers, then deliver the product and collect the money later.
- Chocolate products are only available with Take Order sales. This is due to the nature of the product and storage temperature concerns.
- The Show & Sell allows units to buy the product by the case and sell it directly to the customer with no waiting.
- Units must buy Show & Sell products by the case. Up to 25% of the Show & Sell product that a unit purchased may be returned free of charge. Anything above 25% will be charged a 15% restocking fee. All product must be returned by March 20, 2020. No returns will be allowed after that.
- The council will have extra product on hand in case a unit runs out of Show & Sell product.
- All sale information can be found online at <https://overlandtrailscouncil.com/fundraisers/nut-sale/>

Step by Step Instructions

1. Fill out your Unit Commitment form either online or in paper and submit it by January 27, 2020. If submitting it in paper, either mail or drop it off at either our Grand Island or North Platte Scout Service Center. The online form can be found at <http://bit.ly/2FIVKIU>.
2. Remember that the unit may participate in the Show & Sell sale, the Take Order sale, or both.
3. For Show & Sell sales:
 - a. Fill out your Show & Sell Order Form either online or in paper and submit it by January 27, 2020. If submitting in paper, either mail or drop it off at either our Grand Island or North Platte Scout Service Center. The online form can be found at <http://bit.ly/2ATt8Cb>.
 - b. Pick up your product on February 12, 2020. Locations will be announced on the council website and Facebook page. You will receive and packing list and invoice at this time.



- c. If you have leftover product at the end of the sale, you can return it to either the Grand Island or North Platte Service Center by March 20, 2020 to get full credit on your invoice, subject to any restocking fee.
 - d. A single check should be submitted to the Grand Island or North Platte Service Center no later than March 20, 2020. It should be paid to the order of Overland Trails Council and should pay for the full amount of the invoice less the product returned.
4. For Take Order sales:
- a. Pick up order forms from either the Grand Island or North Platte Service Center and distribute to your Scouts.
 - b. Sale begins on February 12, 2020. Encourage your Scouts to start selling at that time.
 - c. Periodically check in on your Scouts to see how they are doing. Give them some additional motivation if they are not meeting personal or unit goals.
 - d. Collect all order forms from your Scouts, fill out the Unit Master Tally Form, and upload to the website no later than March 20, 2020. The upload link can be found at <http://bit.ly/2sGmRWj>.
 - e. Pick up your product on April 3, 2020. Locations will be announced on the council website and Facebook page. You will receive a packing list and invoice at this time.
 - f. Deliver product and collect money.
 - g. A single check should be submitted to the Grand Island or North Platte Service Center no later than April 22, 2020. It should be paid to the order of Overland Trails Council and should pay for the full amount of the invoice that was given to the unit when the product was picked up.

Key Dates

January 27	Unit Commitment Form due
January 27	Show & Sell orders due
February 12	Show & Sell product pickup
	Nut sales begin
March 20	Show & Sell payments & returns due
	Take Order sale product order due
April 3	Take Order product pickup
April 22	Take Order payment due



Payments

Payments will be made to the Overland Trails Council. Checks must be dropped off at Grand Island or North Platte Service Center or mailed to:

Overland Trails Council
 PO Box 1361
 Grand Island, NE 68802-1361

** Late payments will be assessed additional fees. **

Questions?

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<https://www.overlandtrailscouncil.org/fundraisers/nut-sale>

Who should you ask to buy Nuts for Scouting?

- Parents
- Grandparents, Aunts/Uncles, Cousins
- Neighbors
- Friends and coworkers of parents
- Sell at your place of worship
- Sell door-to-door (see Selling Safety Tips)

Show & Sell

Arrange Show & Sell locations so you Scouts can be seen in front of high visibility store fronts or community gatherings. Be sure to plan in advance and communicate the dates and locations to your unit. When contacting stores, make sure they write down your unit number and a contact.

Selling Safety Tips

- Always sell with an adult or buddy
- Never enter a stranger's house
- Keep checks and cash in a separate envelope with your name on it
- Always walk on the sidewalk whenever possible
- Never sell at night
- Wear your uniform
- Always be courteous!

OVERLAND TRAILS COUNCIL, BSA 2020 SPRING NUT SALE UNIT COMMITMENT FORM

- Pack
- Troop
- Crew
- Post

Unit Number: _____

District: _____

Unit Contact Name: _____

Unit Contact Phone: (_____) _____ - _____

Unit Contact Email: _____

We are participating in:

- Show & Sell
- Take Order

This form is due to the Council Service Center by January 27, 2020. This form can be submitted online.

OVERLAND TRAILS COUNCIL, BSA 2020 SPRING NUT SALE SHOW & SELL PREORDER FORM

Pack Troop Crew Post

Unit Number: _____

Unit Contact Name: _____

Unit Contact Phone: (_____) _____ - _____

Unit Contact Email: _____

- This form is due January 27, 2020.
- There are 12 cans/containers per case. Only full cases may be purchased.
- Pre-order pickup is February 12, 2020. Watch the website and social media for locations.
- An invoice will be given to your unit upon pickup.
- All Show & Sell product must be paid for or returned by March 20, 2020. All returns in excess of 25% of product purchased will be assessed a 15% restocking fee.
- Unit commission is 40% of retail.
- Chocolate Product only available in Show and Sell Period

Qty (case)	Product	Retail Price Per Can
_____	1811 Old Bay® Seasoned Peanuts 10 oz Can	\$10
_____	1711 Chocolate Covered Peanuts 10 oz Can	\$12
_____	2014 Butter Toasted Peanuts 10 oz Can	\$12
_____	3014 Honey Roasted Virginia Peanuts 9 oz Can	\$12
_____	1178 Old Bay® Seasoned Snack Mix 9 ox Can	\$14
_____	1179 Dusted Chocolate Toffee Peanuts 10 oz Can	\$14
_____	1716 Dark Chocolate Covered Peanuts 10 oz Can	\$14
_____	2156 Chocolate Covered Cashews 8 oz Bag	\$14
_____	2084 Old Fashioned Peanut Squares 10 ox Can	\$15
_____	7211 Chocolate Peanut Butter Peanuts 10 oz Can	\$16
_____	1151 Pecan Turtle Doves 10 oz Can	\$18
_____	2056 Salted Gourmet Virginia Peanuts 18 ox Can	\$20
_____	2071 Cranberry Nut Mix 10 oz Can	\$20
_____	2088 Salted Jumbo Cashews 10 oz Can	\$20
_____	2142 Honey Roasted Cashews 9 oz Can	\$20
_____	2032 Scouting Heritage Mix 18 oz Can	\$25
_____	2042 Peanut Butter Power Mix 20 oz Can	\$25
_____	3025 Nuts for Scouting Triplet 28 oz Triplet	\$44