



2021 FALL SALES AGREEMENT

Camp Masters Popcorn & Whitley Nut Company

Fall Sale September 1 – October 28, 2021

Earn up to 38% Commission on Popcorn and Nuts



The purpose of this agreement is to ensure that all unit personnel understand the sales program and agree to abide by the program due dates.

THE COLUMBIA-MONTOUR COUNCIL will provide all sales materials, will order the product from Camp Masters and Whitley Nut Company as well as arrange for the distribution location. The Council will pay Camp Masters and Whitley's.

THE UNIT AGREES TO: Submit the Camp Masters order via the Camp Masters website: www.campmasters.org by 11:59pm and the Whitley's order forms via email or drop off to the Council Service Center or before 5:00 pm on October 28, 2021 and pick up product at the Council Service Center starting on December 1, 2021. Prize order requests must be made via the internet at the Camp Master's Website. *There will be a 10% or \$25.00 fee (whichever is less) charged to your unit if you do not pick up your order by December 7, 2021.* The Unit also agrees to submit all funds except the unit's commission, which is based upon sales and meeting percentage increase steps, **in one Check** to the Council Service Center by 5:00PM on Thursday, December 16, 2021. The unit will supply a list of top sellers to the Council for individual incentive contests. The unit will fill out the proper paperwork and submit requested information to be eligible Council incentive programs.

Commission Steps (30% base commission popcorn and peanuts):

- 2% for attending one of the two fall product kickoffs and paying for your product upon pickup.
- 2% for placing order and paying on time, having a minimum of \$3,000 in sales or average \$100 per registered youth.
- 2% placing order and paying on time, having a minimum of \$6,000 in sales or average of \$200 per registered youth.
- 2% placing order and paying on time, having a minimum of \$12,000 in sales or average of \$300 per registered youth.



New Unit incentive: place order and pay on time and sell more than \$2,000 in sales.
(Automatic 34% Commission)

Youth average is based on May 31, 2021 membership numbers.

***NOTE: Units will receive a 2% loss in commission for late payments.**



Please note the person listed below will receive all of your unit's Fall Sale information.

I/We Understand and Accept This Agreement

Unit _____ Number _____
(Troop/Pack/Crew/Post) (Unit #)

Unit Product Sales Chairperson's Name _____
(Please Print)

Address: _____ City: _____ State: _____ Zip: _____

Phone _____ Email _____ (required)

- Our Unit is participating in the Fall 2021 product sales and understands our order is due by October 28th by 5:00 p.m.
- Whitley's Nut Sale
- Camp Masters Popcorn Sale

Signed _____ Date _____
(Product Sales Chairperson)