

2017 Mulch Sale

BSA Troop 33 will be selling bagged mulch from Ohio Mulch. Last year we sold 1695 bags and made \$2888 for the scouts and the troop.

Let's all work to make this year a big success too.

BIG CHANGE/ADDITION THIS YEAR

This year we will also sell Ohio Mulch gift cards.

\$25, \$50, or \$100 to be delivered by the selling scout. These cards can be used for anything Ohio Mulch sells but the purchaser will be responsible for their own pick/delivery from Ohio Mulch.

Scouts can make up to \$1.00 per bag (\$0.50/bag for sale and \$0.50/bag for delivery)!

- Order forms and previous sale lists will be handed out March 27th or emailed to those who request them.
- Sale Starts March 20th, 2017.
- We are selling Dark Hardwood, Cypress, and Absolute Black mulch this year. Dark \$4.25 per bag. Cypress and Absolute Black will be \$4.50 per bag. These are a little different from last year due to increases in vendor costs.
- **Payment is due when the order is placed with the troop.** Orders cannot be accepted without payment – **no exceptions.** Turn in orders as you go. Post dated checks will be accepted.
- Final orders are due Monday, April 10th, 2017. All mulch will be delivered to Parkview on or before April 28th.
- Team leader (and interested parent) meeting Monday, April 17th at 7:00pm to cover details of how the delivery will work, etc.
- We will **need pickup trucks** to help with the deliveries this year. If you have a pickup truck, please consider volunteering as a driver.

**Delivery will be
Saturday, April 29th
beginning at 8:00am.**

2017 Mulch Sale Details

- We will be selling Hardwood (dark) at \$4.25 per bag, Cypress and Absolute Black mulch for \$4.50 per bag.
- The profits will again be split based upon scout sales and man-hours worked delivering the mulch, with part of the proceeds going to the troop. We expect to make about \$1.80/bag total. The split formula will be:
 - \$0.50/bag to the selling scout
 - \$0.50/bag to the delivery pool (see below)
 - Whatever is left goes to the troop. Troop pays for rented delivery trucks and gas.
 - Delivery money will be split equally based upon the total man hours worked delivering the mulch. The more people you bring to deliver, the more you make! Last year the delivery pay was \$4.01/hr/person, with an average of almost \$50 per scout made for delivery. The average time worked was between 5 and 6 hours last year.
- **Delivery outside of the Westgate area will be considered, but should not be expected.** If you sell 8 bags to someone far away, please be prepared to deliver them yourself. If you want to be sure we will deliver to an area, sell a lot of mulch close together. Driving a long way to deliver 100 bags is a lot different than to deliver 8.
- **We prefer deliveries inside 270, south of Trabue, west of 3C highway.**
- **Boundaries:** If you want a delivery outside the following area, you must get approval from Mr. Montgomery or Ms. Wright before accepting the order (or deliver it yourself):
 - North edge: Hilliard-Cemetery Road/Fishinger Road
 - East edge: 3C highway (subdivisions directly accessible from 3C are OK).
 - South edge: Southwest Blvd/Johnson Road
 - West edge: Hilliard Darby/Galloway Road (prefer to stay inside Norton).
- When in doubt, just ask – we might already have other deliveries in the area.
- We will be renting a large flatbed truck, and like last year, all mulch will be delivered to Parkview on or before Friday, April 28th. This should eliminate lag times to pick up mulch and shorten the total time waiting.
- The trucks will travel the delivery route, with helpers riding in other cars/vans. Longer run deliveries will be loaded into pickup trucks directly from the flatbed.
- **All orders will be prepaid this year – no exceptions – if you turn in the order, you bought the mulch.**
- This year we will be having lunch “on the run”. Please bring a brown bag lunch (or find a driver willing to stop at McDonalds). Water will be provided on the trucks.
- **You don’t have much time, so don’t procrastinate.**

Again, **please mark Delivery day - Saturday, April 29th on your calendars.** The more volunteers we have, the less each individual needs to do when delivering. Call your relatives and friends and ask them to help with the delivery – you get credit for every hour they work.

For more info call Ms. Wright (614) 274-1808, Mr. Coup, Mr. Smith, or Mr. Montgomery.

Tips for selling

1. Never sell alone. Always have a parent or another scout with you.
2. Technically we cannot tell you to sell in your full uniform, cleaned and pressed (but you will probably sell more mulch - you decide).
3. Be formal and polite when addressing the person answering the door.
4. Stress the free delivery and mention rising gas prices.
5. Unlike other fundraisers, we want you to sell to your neighbors, or to people that live near each other, not to people scattered all over Columbus.
6. Walk around and sell in your neighborhood. If you just walk around your block, and every 4th person buys mulch, you could easily sell 40 or 50 bags, which can all be dropped off together.
7. Look for houses that have flower beds and will need mulch, particularly if they have raised beds or lots of flower beds. The flower beds at Mr. Montgomery's house (3054 Fremont Street) take 48 bags of mulch every year. The typical van can only safely carry around 25 bags of mulch.
8. Make sure you write your name on the top and bottom of the order sheet.
9. Make sure you give the person the top half of the order sheet.
10. Always remember – You represent Troop 33 and the Boy Scouts of America, especially when you are in uniform – so do the right thing.

If you want a custom form with your name and phone number on it before you print it, please let Ms. Wright know and she will email you the word document to add your information. If you don't have access to modify your own file let her know and she will help see that you get what you need.