

Boy Scout Troop 32

Third Annual Mulch and Compost Sale

Top Quality Cedar and Hardwood
Mulch and Compost in 2 cubic foot bags delivered to
your door or available for pick-up.

<u>Hardwood Bark Mulch:</u> (per bag) \$4.75	<u>Cedar Mulch:</u> (per bag) \$5.25	<u>Compost:</u> (per bag) \$5.75
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<u>Free Delivery</u> Delivery will made throughout the day on March 3rd – You will be called on March 3rd prior to delivery, If you are not at home bags will be placed on your lawn or walkway unless you have told us otherwise.	<u>Pick-Up When:</u> March 3rd Only Pickup- 5801 Park Vista Circle (<i>Peachtree Const. Office</i>) 10 p.m. - 4 p.m. Delivery throughout the day
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Name: _____ Phone # _____

Address: _____

City: _____ Zip: _____

Selling Scout Name: _____

Hardwood: _____ # Cedar: _____ # Compost: _____

Delivery: _____ Pick up: _____

Total Order:\$ _____ Check/Cash: _____

Delivery Location: _____

-----Receipt Detach Here-----

Selling Scout Name: _____

Hardwood: _____ # Cedar: _____ # Compost: _____

Delivery: _____ Pick up: _____

Total Order:\$ _____ Check/Cash: _____

To order additional bags or for questions phone Barry Clark at 817-741-8099. Make checks payable to: "BSA Troop 32". Delivery on March 3rd throughout the afternoon. We will call you that morning with estimated time.



Mulch Fund Raiser quick Facts for sales

Here is quick breakdown of how the program works:

1. Discuss the products with the prospective buyer.
 - a. The cost per bag delivered to their home or business.
 - i. Fine Hardwood Mulch = \$4.75 / bag
 - ii. Cedar Mulch = \$5.25 / bag
 - iii. Organic Compost = \$5.75 / bag
2. Three ways to earn money
 - a. Sell and deliver: 100% of profit of each bag sold and delivered
 - b. The total profit varies by bag, but is approximately \$2.50 / bag
3. Scouts may sell any time between January 21st and February 21st. All orders and payments must be in no later than the 24th of February. This could be an individual sales effort or a patrol sales blitz. That is up to you and your patrol.
4. An order form is provided. All information must be filled in so that the deliverer can make the delivery.
5. Scouts will deliver materials on the morning of March 3rd. Please pick up mulch at Peachtree Construction office at 5801 Park Vista Circle for delivery between 10:00 AM and 4:00 PM that date.
6. Scouts deliver the bagged materials to the customer.



Living Earth

LANDSCAPE MATERIALS



SHREDDED HARDWOOD BARK MULCH (2 Cubic Feet / Bag)

Contents: Hardwood barks, consisting of oak, gum and hickory (mostly oak). Bark is hammer-milled through a screen to provide a shredded, fibrous material for excellent hold on sloped surfaces. Initial pH to be in the 6.0 to 7.0 range, with excellent long term buffering

(\$4.75 / bag delivered)

CEDAR MULCH (2 Cubic Feet / Bag)

Contents: Ground native cedar trees. Leaves, bark, and white wood included. Cedar Mulch is said to have the ability to repel insects. Cedar Mulch has a pleasant aroma, is a reddish brown color and lasts longer than other mulches. Mulch is hammer-milled through a screen to provide a shredded, fibrous material for excellent hold on sloped surfaces.

(\$5.25 / bag delivered)

COMPOST (2 Cubic Feet / Bag)

A totally organic, aerobically composted humus containing manure, cotton seed meal, wheat straw, hardwood shavings, and other valuable organic components. Materials are fully composted under proper C/N ratios with sustained temperatures to 170 degrees F. Excellent air porosity, water holding capacity and drainage, optimum cation exchange capacity, is free of weeds, weed seeds, insect pests, with pH averaging 6.5-7.0. NOTE: Compost is not a fertilizer as such. Use proper fertilization with compost amended soils.

(\$5.75 / bag delivered)

Things to know ...

1. People buy mulch from us because our price is fair and **WE DELIVER**.
2. Mulch helps flower beds retain moisture, fight weeds, and build nutrients.
3. We sell Hardwood and Cedar mulch because they last longer than Pine mulch, and they stay in place longer than Pine mulch.
4. One bag of mulch will cover eight square feet if it is three inches deep. It will cover sixteen square feet if it is one-and-one-half inches deep. Six bags will cover 96 square feet 1 1/2" deep. (96 square feet is about 10' x 10'). People that have mulch will probably only want to apply it 1 1/2" deep. If they don't have mulch 3" deep would be better.
5. We collect the money at the time of order, so we can pay for the mulch and not have to bother the person again when we make the delivery.
6. We write the salesman's name, number of bags and types of mulch on the check memo line so we can get the order straight and give the credit to the right salesman. It also helps the customer know who sold the mulch to him and the type and numbers of bags he paid for if questions arise.
7. The profit is approximately \$2.50 per bag **but that is confidential**. Do not tell your customer or friends that information. We won't know the final profit per bag until all payments are made and mulch delivered. To determine the profit per bag we take all the income and subtract all the expenses. Then we divide that number by the total bags sold. That is the profit per bag.
8. We put the profit in your Scout Account based on the number of bags you sell and/or deliver. Scouts can use the money in your Scout Account for re-chartering dues, summer camp (e.g., BTSR) or other scouting and outing expenses.
9. The mulch we deliver is manufactured and bagged in Houston by Living Earth Technology.

Again, people buy mulch from us because our price is fair and

WE DELIVER!!!

Rules to follow ...

1. Be courteous with your customers. Look them in the eye, speak clearly and slowly and always make sure they can hear you. Say “thank you” even if they don’t buy anything.
2. Parents are responsible for the safety and security of their scout. Don’t go in any one’s house. Be aware of your surroundings crossing the street and in people yards. Watch for dogs.
3. You may start selling immediately. You can sell to anyone including businesses.
4. When you make a sale, pick up payment. Preferably you should get a check. Checks should be made out to “**BSA Troop 32**”. On the check memo line write your name so that we know who made the sale if we have a problem with a check.
5. You can turn in cash, but we would prefer checks. If a customer pays in cash, have your parents write a check made out to “**BSA Troop 32**”. On their check memo line write your name and which customers the payment is for.
6. Fill out the sales spreadsheet with all your sales. Be Neat. Email an electronic copy to jbclark@peachtreecon.com. Turn in payments with a hard copy of the spreadsheet no later than February 21, 2012. All orders will be placed that evening for delivery the next week.
7. When the mulch arrives, pick it up and make your deliveries as soon as possible that day.
8. When you deliver mulch, stack the mulch neatly in the place the customer has asked you to stack it.
9. Again, be courteous with customers. Look them in the eye, speak clearly and slowly. Make sure they can hear you. Say “thank you” even if they don’t buy anything. You are representing yourself, your family, and Boy Scouts.