

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 between \$2.00 and \$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., Hawaii) or other scouting and outing expenses.
9. The mulch we deliver is manufactured and bagged in Houston by Living Earth Technology.
10. Again, people buy mulch from us our price is fair and **WE DELIVER**.

Rules to follow ...

11. 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.
12. 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.
13. You may start selling immediately. You can sell to anyone including businesses.
14. 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.
15. 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.
16. 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 March 12th. All orders will be placed that evening for delivery the next week.
17. When the mulch arrives, pick it up and make your deliveries as soon as possible that day.
18. When you deliver mulch, stack the mulch neatly in the place the customer has asked you to stack it.
19. 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.