



2026 Fall Product Sale Leader Guide

Funding Your Ideal Year of Scouting!



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Why participate in the Fall Product Sale?

- **Scouts get to help “pay their own way” in their Scouting adventure**
- **Earn funds so your unit can create more lasting memories together**
- **Scouts get real-world experience in salesmanship**
- **Be seen in the community and share the great things your Scouts are doing with customers**
- **Scouts get real-world experience in salesmanship**
- **Help support your council to continue making improvements to program and facilities while keeping costs down for families**

3 Ways to Sell

1

Show and Sell

- Unit places order through Trails End website or through council Google Forms for peanuts and meat sticks by July 15th
- Product is shipped to council designated pickup location
- Unit picks up their pre-purchased product and can begin selling it to customers on Saturday, August 8th
- Show and Sell locations reserved by Trail's End. All times must be reserved through Trail's End Portal

2

Online (Trail's End Only)

- Customer purchases product from individualized link provided by the Scout
- Product is shipped directly to the customer
- \$5.99 flat shipping fee

3

Take Order

- Customer purchases product from individualized link provided by the Scout (Trail's End only)
- Customer places order for product and pays through unit. The unit then places the order through the council
 - Trail's End portal for popcorn
 - Council provided Google Form for peanuts and meat sticks
- Product is shipped to council office and then picked up by unit leader to be distributed to customer
- No shipping cost for customer

2026 PRODUCTS

- We sell popular products & flavors that consumers purchase and enjoy every day
- No artificial colors or flavors



**FOUR
\$20
PRODUCTS***

**DESIGNED TO INCREASE
CONSUMER PURCHASES!**

**SIMPLIFIES SALE FOR
SCOUTS, LEADERS,
AND CONSUMERS!**

\$20



SEA SALT POPCORN

New

- Delicious and made with just the right amount of salt
- 12.5 cups | 5oz

\$20



WHITE CHEDDAR POPCORN

- Savory and made with real cheese
- 16.5 cups | 6oz

\$20



SALTED CARAMEL CORN

- Rich caramel with just the right amount of salt
- 5 cups | 11oz

\$20



SWEET & SALTY KETTLE CORN

- Light, crispy texture
- Only 4 ingredients
- 7.5 cups | 4.5oz

\$25



MICROWAVE BUTTER POPCORN

- Just the right snack for movie night
- 12 microwave bags

ONE FUNDRAISER TO POWER YOUR ENTIRE YEAR

2026 Whitley's Peanuts Product Mix



Brochure Products			
Product Description	Size	Case Pack	Suggested List Price
Honey Roasted Virginia Peanuts	20 oz. Tins	12	\$34.00
Salted Jumbo Cashews	12 oz. Tins	12	\$31.00
250th "Home-Cooked" Salted Virginia Peanuts	20 oz. Tins	12	\$29.00
Dark Chocolatey Covered Almond Clusters	10 oz. Tins	12	\$28.00
Virginia Trail Mix	14 oz. Tins	12	\$26.00
Whit's Party Mix	10.5 oz. Tins	12	\$26.00
Milk Chocolatey Covered Peanut Clusters	10 oz. Tins	12	\$23.00
Dark Chocolatey Covered Peanut Clusters	10 oz. Tins	12	\$23.00
"Homemade" Peanut Brittle	10 oz. Tins	12	\$23.00
Honey Roasted Virginia Peanuts	12 oz. Tins	12	\$22.00
Hot Honey Virginia Peanuts - New!	12 oz. Tins	12	\$21.00
250th "Home-Cooked" Salted Virginia Peanuts	12 oz. Tins	12	\$21.00
Additional Peanut Products (For Show-And-Sell Only)			
Product Description	Size	Case Pack	Suggested List Price
Honey Cinnamon Almonds	13 oz. Tins	12	\$31.00
UNsalted Peanuts	12 oz. Tins	12	\$21.00
Salt & Ground Pepper Virginia Peanuts	12 oz. Tins	12	\$21.00
Salt & Vinegar Virginia Peanuts	12 oz. Tins	12	\$21.00
Crabby Chesapeake Virginia Peanuts	12 oz. Tins	12	\$21.00
Sweet & Savory Barbecue Virginia Peanuts	12 oz. Tins	12	\$21.00
Roasted Salted in Shell - Burlap Bag	12 oz. Bags	12	\$14.00
Additional Nut Mix Products (For Show-And-Sell Only)			
Product Description	Size	Case Pack	Suggested List Price
Whit's Party Mix	18 oz. Tins	12	\$41.00

Place Whitley's nut order through Council provided Google Form

2026 Country Meats Product Mix



**SMOKED
SNACK
STICKS**

Fundraising for a Great Cause

A delicious, protein snack you can feel good about!

**9g
PROTEIN**
PER STICK

5 STICK MULTIPACKS \$10.00 RETAIL PRICE



ORIGINAL SMOKED HICKORY

Savor the rich, smoky blue hickory flavor in this mild and satisfying smoked snack stick.



HOT CAJUN STYLE

This medium-spicy treat is the essence of Cajun cuisine, and its kick comes from a perfectly balanced combination of white, black and red peppers.



SWEET BBQ

Infused with the richness of brown sugar, this snack stick captures the essence of classic barbecue and delivers a delicious burst of flavor.

Place Country Meats order through Council provided Google Form

2026 Key Dates

- **Thursday, June 25:** Council Fall Product Sale Kickoff
 - 7 pm at Camp Old Indian
- **Wednesday, July 1:** Second-Chance Fall Product Sale Kickoff
 - 6:30 pm at Council Service Center
- **Wednesday, July 15:** Unit Show & Sell orders due through Trail's End portal (popcorn) or council Google Form (peanuts and meat sticks)
- **Saturday, August 8:** Product distribution (Show & Sell), sale begins!
 - All My Sons warehouse
 - 126 Woodruff Industrial Ln, Greenville, SC 29607
- **Friday, October 23:** Unit Take Orders due through Trail's End portal (popcorn) or to council Google Form (peanuts and meat sticks)
- **Saturday, November 14:** Take Order distribution
 - Council Service Center
- **Friday, December 4:** Payments due to council

Commissions and Incentives

- Base Commission: **30%**
- Unit has at least one leader represented at Fall Product Sale Kickoff: **+2% bonus**
- Unit logs 90% of sales in the app in real time: **+2% bonus for popcorn only**
- Unit exceeds Council provided goal: **+2% bonus**
- **Highest Commission Possible: 36% for popcorn, 34% for peanuts and meat sticks**

10 Weekly Drawings to Win!

- Scouts that sell \$200 in a week can enter to win their choice of:
 - 2 tickets to 2027 Greenville Drive regular season baseball game
 - 2 tickets to 2027 Greenville Triumph/Liberty regular season soccer game
 - \$25 Greenville Scout Shop Gift Card

Drawings take place Tuesday's (August 18th-October 20th) via Facebook Live.

Entries must be made on council Google Form by 11:59 pm each Sunday before the drawing

NEW FOR 2026: Popcorn Top-Sellers Party!

All Scouts who log **\$1,000 or more** in **popcorn sales** are invited to attend an exclusive party at the Council Service Center in the beginning of 2027, which includes:

- Video Game Truck
- Laser Tag
- Chance to take home “Spin-to-Win” prizes

Popcorn only. Must log sales in Trail’s End portal to receive credit



New to Popcorn Sale Unit Promotion

For units who did not sell popcorn in 2025

- Units receive 1 free case of White Cheddar Popcorn (Trails End's best seller) and 1 free case of Sea Salt Popcorn
 - \$480 retail value!
- Unit receives 100% commission on this product if they:
 - Participate in at least 2 Trail's End storefronts (4 hours)
 - Sell on the Trails End app
 - Cases must be sold by October 31st



Council Contacts

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