2026 FALL SALES AGREEMENT

Camp Masters Popcorn & Virginia Diner Nuts

Fall Sale September 3 – October 30, 2026

Earn up to 40% 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, Virginia Diner Nut Company and Country Meats as well as arrange for the distribution location. The Council will pay Camp Masters, Virginia Diner and Country Meats

THE UNIT AGREES TO: Submit the Camp Masters order via the Camp Masters website: www.campmasters.org by 11:59 pm and the Virginia Diner order forms via email or drop off to the Council Service Center or before 5 pm on October 22, 2026 and pick up product at the Council Service Center on Saturday, November 14, 2026. Prize order requests must be made via the internet at the Camp Master's Website. 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 4 PM on Thursday, December 10, 2026. 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 for Council incentive programs.

Commission Steps (32% base commission if contract returned by August 13, 2026—30% base commission popcorn and peanuts):

- 1% for placing order and having a minimum of $3,000 in sales or average $100 per registered youth.
- 2% placing order and having a minimum of $6,000 in sales or average of $200 per registered youth.
- 3% placing order and having a minimum of $12,000 in sales or average of $300 per registered youth.
- Bonus 2% placing order and having a minimum of $18,000 in sales or average of $400 per registered youth.

Over 70% goes to local SCOUTING

Youth average is based on May 31, 2026 membership numbers.

***NOTE: Units paying by December 10, 2026 will have an additional 1% added to their unit account.**

IMPORTANT DATES

Show and Sell

Unit orders due: 7/30/2026

Computer ordering opens: 6/1/2026

Take Orders

Unit orders due: 10/22/2026

Sale start: 9/1/2026

Product Pick-Up: 11/14/2026

Payment Due: 12/10/2026

(Please Print)

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:_____

Address: _____City:_____ State:_____ Zip:_____

Phone _____ Email _____ (required)

Our Unit is participating in the Fall 2026 product sales and understands our order is due by October 22, 2026, by 5 PM

We are Planning on Selling: Virginia Diner Nuts _____ Camp Masters popcorn _____ Country Meats_____

Signed _____Date_____

(Product Sales Chairperson)

PLEASE NOTE: There will be TWO payment prices on the invoices this year:

* Amount due if paid BEFORE December 10

* Amount due if paid AFTER December 10