

This publication is provided free to our shoppers in an effort to enhance their knowledge of products and issues related to food, herbs, and good health.



What's Inside:

- * The low down on **new items** and other product news.
- * **Membership Information.**
- * Introductions to the newest of our **fine co-op staff.**
- * Helpful info on the herb of the issue: **Fenugreek.**
- * All kinds of other **kooky stuff.**

Check It Out! Membership Renewal Time Has Come

Has it been years since you were "carded"? Well, that may change very soon. PFC Members may get carded when checking out from now on. We need to check member cards to assure that your membership is current. If you are unsure of when your renewal fee is due, please check the date on the card issued to you. If you do not have your membership card with you when you check out don't worry, we have a Rolodex list to check.

Also, a reminder card will be sent to all members. Thank you for your support!



Members' Benefits:

- 5% In-store discount
- Special price on Edensoy
- Special discount rate on pre-paid special orders*
- Voting privileges in all Co-op elections
- Right to run for Board of Directors positions
- Invitation to all General membership meetings and members' Potluck dinners
- Opportunity to support YOUR retail co-op!

*Members who special order (bulk-order) products pay a lower mark-up than the shelf price. For instance, if a product wholesales for \$1.00, the suggested retail could be anywhere from \$1.49 to \$1.59 per unit. The same product, special ordered, will cost a member \$1.25! A vitamin or bulk herb item that wholesales for \$1.00 will retail for \$1.99 to \$2.10. The same product, special ordered will cost a member \$1.40!

And you thought story problems were only for fifth graders!



Please, all special orders are to be pre-paid when you place the order. This greatly eases our cash flow situation. If you call in a special order, you can mail a check, charge it with your credit card, or arrange to drop the money off before the order date. Thanks for your cooperation!

For complete Membership Options please see page 4.



Store Status Update

New Items:

Food for Life Millet Bread, a great grain makes a great bread and now you can get it at People's.

Bee's wax soaps by **Beedazzled**, made in Michigan. Check out the herb-infused varieties.

Cookies and Brownies by **Watermans Bakery**; don't leave the PFC without a treat for your sweet tooth!

Watermans Bakery is also supplying us with their locally baked breads, both fresh and frozen.

Great News! **Burt's Bees** brand Health and Beauty items are back on our shelves.

Other Product News

Eden brand bulk Miso has been temporarily out. We have managed to track down a new supplier and will stock it again very, very soon.

NOW brand vitamins will again be our regular vitamin vendor. We plan to order the first week of every month. So, if you wish to order vitamins from this high-quality, low-priced vendor, please

(Continued on page 3.)

Q: What is the status of the PFC at this point?

A: We are elated to report that sales have improved in the last month. Thank you shoppers who have made a commitment of supporting the Co-op with your shopping dollars.

Q: Where do we go from here?

A: Efficiency is our top priority at this time. Among other things, we are trying out a more rigid ordering schedule. Our cash flow does not always allow us to purchase as much back stock as we would like, so we apologize if we are temporarily out of stock on some items. We appreciate your patience.



.....STAFF NEWS.....

We have several new staff members to introduce.



Ross Pollard has taken on chef duties and is producing some great soups and fresh sandwiches on a daily basis. Ross is an accomplished cook and also works a shift or two per week.

Bryan Chung is our new produce manager. Produce is a difficult department to manage, but Bryan has experience in handling those leafy greens and such, having worked at Oryana Co-op in Traverse City and at local organic farms.



Cathy Derney is our newest worker who, in addition to pulling lots of shifts during the week, will volunteer coordination. Cathy has relevant experience having worked both at East Lansing Food Co-op and as an organic farm worker.

.....WELCOME ABOARD!.....



Other Product News (con't)

place your order by the first of the month.

Since finding **Watermans Bakery**, and making them our local bread supplier, we will no longer be carrying bread from **Macenzie's**.

Organic milk should be available on a more consistent basis in the near future. We have been working very hard at improving our ordering schedule, so we hope to begin having it in all week long.



How to "Bulk-Order":

- * Our staff will assist you in locating your special order item in our catalogs, and will figure the price for you.
- * Customers are required to pre-pay for special orders (bulk orders.)
- * Staff will record the item, price, your name and other necessary info in our "Bulk-Order Book".
- * "Bulk-Orders" are ordered on the store's regular schedule. Staff will give you an approximate date to expect your order. We suggest you call ahead, however, to see if it is in.
- * When picking up your order, a staff will check to see if the pre-paid amount charged was correct.



PostScriptPicture
(fenugreek.lettering.eps)

Used by Hypocrites, Fenugreek is one of the oldest recorded medicinal plants. The chemical composition resembles that of cod liver oil, as it is rich in phosphates and lecithin. Its also contains considerable quantities of iron in an organic form, which can be readily absorbed.

Fenugreek is useful for all mucous conditions and lung congestion. Traditionally, it has been used to prevent fever, sore throats and to treat stomach and other digestive disorders. It is also used to remedy gout and regulate insulin in diabetics.

If added to shampoo, fenugreek has a darkening effect on hair, while when ingested it can help to prevent premature graying. It also is good for inflammation of the stomach and intestines. Externally, it can be used as a poultice for abscesses, boils and carbuncles.

Fenugreek is heating in its effects and therefore is an ideal food for colder climates. People who always feel cold and who have cold feet and a cold nose may find fenugreek to aid in relieving those conditions. The seeds of the plant may be sprouted and eaten for additional nourishment during the winter season.

As a cooking ingredient, fenugreek can be used like spinach in salad, or certain cooked dishes like New Potatoes with Fenugreek (see *The Art of Indian Vegetarian Cooking*.) In seed form it is used as a spice and commonly found helping to round out the flavor of Indian curry and other such dishes.

Shop later on Wednesdays!!!

Our shoppers requested that we stay open later one night a week. Wednesday is "stay open until 8PM" night for many downtown businesses, and now your People's Food Co-op is one of them. The store is always well-stocked by Wednesday evening, so stop by, shop and say "howdy."

Bulk Ordering... A Service to Save You Money!

Many of our shoppers have already taken advantage of the Co-op's Bulk-Order service and we'd like to encourage more folks to do so too. Bulk-ordering is a bit of a misnomer; the problem is with the word "bulk" which connotes large quantities. Of course, many items can and do come in large quantities, but many items can be ordered in individual units. (popular single-unit orders are items such as lotions, vitamins, shampoos, and various grocery foods.)

Any product in our catalogs can be ordered for members at a **discounted** price, while non-members pay the suggested retail price. Co-op shoppers are not limited to our shelf selection but literally have hundreds of product lines to choose from! (See "How-To" to the right.)



HOT! HOT! HOT!
and ehhhhh so
FRESH!

Vegetarian soups are back at the Co-op. Hot and fresh and perfect for that lunch break or to get that good food fix whenever the mood strikes.

Bulk Order...

Baking supplies, herbs, teas, coffee, juice, granola, flour, tomato sauce, vitamins...

AND ask about **sale prices** on items from North Farm, our weekly cooperative vendor!

"What is the Rosewood Run?"

One of our most popular products is **China Rose** brand tofu made by Rosewood Farms in Ann Arbor, Michigan. In order to get the freshest product, best price and most reliable selection, we go to Ann Arbor and pick it up directly from the manufacturer. Many people from our staff have made this run and so have several volunteers. If you are heading in that direction, or rather, if you will be heading back from that direction, consider hauling tofu for us. Anyone interested should contact Elizabeth at PFC at 342-5686

The layout and design of this newsletter are provided by:



Volunteers Needed

Volunteers are one way that we keep our operating costs down and improve efficiency at the Co-op. Currently volunteers are needed to help with:



*****Volunteers earn discounts on purchases*****

If you are interested in helping out your co-op, come in and fill out a volunteer application.

MEMBERSHIP OPTIONS

\$30.00 Annual Membership fee entitles one adult to a 5% in-store discount and to discounted prices on pre-paid bulk-orders. Members are entitled to other benefits as they are instated. Each paid member is entitled to run for the board of directors and to one vote per election. The membership fee is non-transferable and non-refundable.

\$45.00 Family Membership allows two adults in the same household to use the same membership and share the same member benefits as outlined above. Additional adult members of the household may purchase cards under the family's membership for \$5.00, and are entitled to full member benefits.

\$15.00 Half-Year Memberships are for 6 month increments only and cannot be prorated for less than this amount. Half-year memberships are entitled to full membership benefits. Renewal of additional 6 months will be \$20.00, or the member can renew at the \$30.00 annual rate.

A Fond Farewell to a Fellow Co-op...

In October of 1998, **Graindance Co-op and Bakery** of Paw Paw voted to close their doors. We had a friendly and truly cooperative relationship with our neighboring Cooperative and are sorry to see its demise. At People's we are more committed than ever to keep our storefront co-op running.

Co-ops face stiff competition and tough decisions in today's marketplace, but we feel that we serve a valuable purpose: to provide the community with low-cost, high quality foods in a not-for-profit, member owned setting. We'll be seeing you around.

People's Food Co-op

436 S. BURDICK STREET
KALAMAZOO, MICHIGAN 49007
TELEPHONE: (616) 342-5686
MON - SAT 9-7, SUN 12-5

