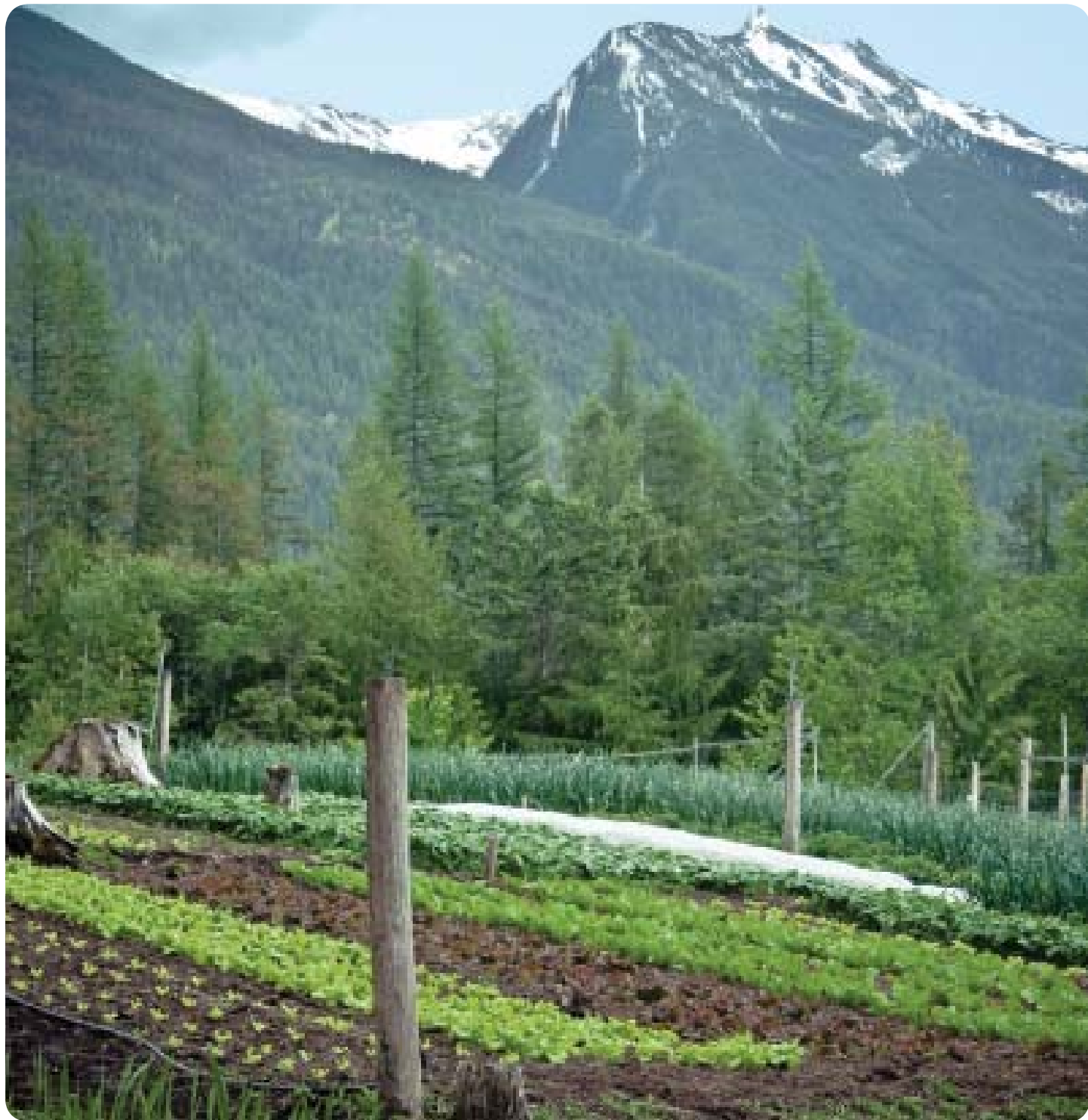




On the Table

News and Views of the Kootenay Co-op





3 May and June

Our Spring double issue is a multi-dimensional melange! We talk about domestic and international Fair Trade, Nelson's Chinatown week, and new Co-op directions and nostalgic reflections.

4 Outreach

We unveil our Environmental Award Winner and tell you what great opportunities are coming up, plus share some highlights from Earth Month 2011.

6 Deli

Great news in the Deli! We have a new Ready to Go food service, full of amazing meal options. Plus we introduce you to a new supplier with a familiar face!

8 Grocery

Our focus on bulk continues! Find out how we are making this section's triple bottom line a thing of beauty.

10 Wellness

We give you the skinny on safe sunscreen and introduce you to some great local remedies inspired by Traditional Chinese Medicine.

13 Produce

We focus on Fair Trade and on one of our favourite banana suppliers!

14 From the Board

Last Paula Sobie introduces a proposed new member package and asks for member input.

16 My how we've grown

As we approach our 20 year anniversary here at 295 Baker Street, we share just a few snapshots from the past.

On the Table Issue 8 Volume 1

On the Table is the Kootenay Country Store's Monthly Newsletter. It is printed on post-consumer recycled paper and this entire newsletter is posted on the Co-op website in PDF format. Current and archived newsletters, specials and inserts, are also available on the Co-op web site: www.kootenay.coop.

The Kootenay Co-op is a member-owned cooperative offering natural, organic foods and products in Nelson, BC, Canada. For more information, please visit our website.

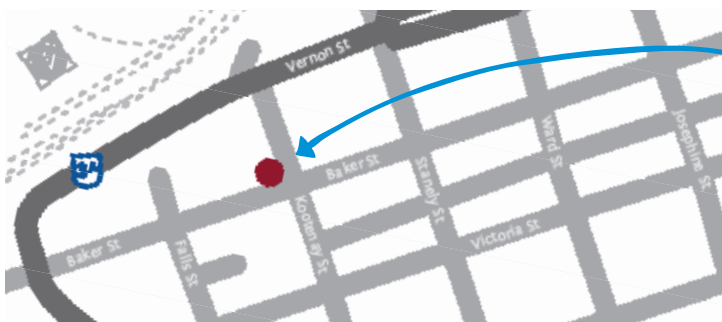
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Honouring our roots and celebrating how far we've come

There's an unintentional coherence to the themes for our May/June double issue.

In May, we do double duty, focussing on both Fair Trade (domestic and international) and Nelson's first ever Chinatown Week (May 9-15). The history of labour is often one of extreme inequality. It feels right to take time in this issue to highlight and celebrate products we carry made with fair labour (Grocery, p.8,9, Produce p.13) and from great local suppliers (Deli, pg.7 and Wellness pg. 12) and to acknowledge the contributions of Chinese residents to Nelson's own labour history. During its early years, Nelson had the largest Chinatown in the BC interior. The Chinese population often numbered around 1000 and Chinese residents contributed significantly to the growth of early Nelson, as railroad workers, service workers and in mines and mills. We hope you will join us in celebrating Chinatown Week in Nelson!

June is a month to celebrate a different kind of labour; the Cooperative kind! The Kootenay Co-op turns 36 this June and this summer marks our 20th anniversary at our current location. Both are thresholds well worth celebrating.

I think it's fair to say it takes a community to raise a Co-op. We've built so much together already and it feels as if the Co-op is entering yet another exciting stage of development. In this issue, the Board shares their ideas on updating Member Benefits (From the Board, p.14,15) and we give you a snapshot (literally) of the 20 years we've spent at 295 Baker Street (p.16).

And it wouldn't be a newsletter without great health information (Wellness, pg.10,11) and Outreach updates (p. 4,5) and Department upgrades (Grocery, p.8, Deli, p.6).

- Jocelyn Carver, Marketing Manager

May and June Events

Community Donation Day Tuesday, May 17

1% of sales will be donated to Kootenay Organic Growers Society (KOGS) for an educational portable display.

Community Donation Day Tuesday, June 21

1% of sales will be donated to Earth Matters for their Compost Education Project.

Co-op 36th Birthday

Date, time and events to be announced

Member Forum

Date, time and location to be announced

Earth Day 2011

Bee Art Project, Film “Vanishing of the Bees”, Mad Dog Bee Keepers, and Community Radio

It was all about the Bees

Did you see bees everywhere last month at the Co-op? They were on the signage, flying around the Co-op (thank you Anneke for your papier mache bees that stunned us all), in the newsletter, in the Kids' Activity booklet, in the Colony Creation project above the Deli bulk cooler - just about everywhere associated with the Co-op. In reality, bees are vanishing from our environment - we wanted to highlight this and make them visible in the Co-op and in our consciousness, to inspire us to take action steps to help.

Bee Art Project

Local Art Therapist, biologist and educator Judith Robertson engaged the local school community with the Colony Creation Project, an art and educational project about bees. More than 400 local school children are now more aware than ever about our precious ecosystems and how wildlife is affected about the choices we make when we purchase everyday products, like fruits, vegetables and cleaning products. Thank you to Judith and to Honey Candles who donated 200 beeswax candles for the children's information packages.

Vanishing of the Bees

More than 300 people flocked to the Capitol Theatre for the screening of Vanishing of the Bees. Thank you to Jeremy and Nette Lack of Mad Dog Farm for their presentation at the theatre, bee keeping displays that evening and on the Co-op patio.

The Eco Centric, broadcast live on KCR for Earth Day

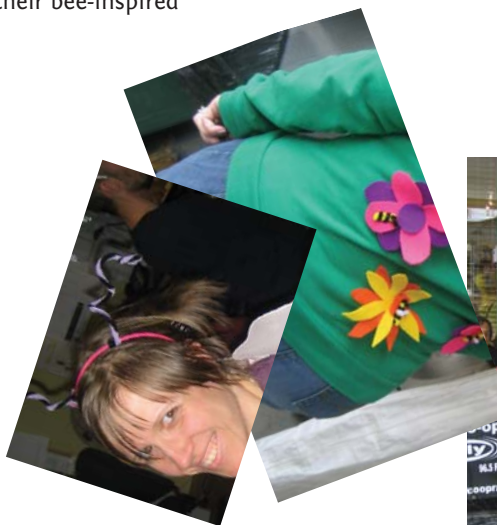
The Kootenay Co-op, the EcoSociety, Kootenay Co-op Radio and Earth Matters came together for 2 fun hours of live community radio, music, contests, prizes and lots of great information about the plight of bees and how we can help. Thank you to everyone, the organizations involved and to the Co-op staff with their bee-inspired costumes.

A bee-eautiful time was had by all.

Sandra England was the winner of the \$70 Nature's Path Earth Day gift basket



Earth Day Broadcast on KCR



Staff members were in costume to celebrate Bees for Earth Day

Applications Invited for 2011

▶ See the Community Outreach Pamphlet for guidelines, available at the tills or online: www.kootenay.coop/publications/commout09.pdf

Winner of the \$500 Environmental Award

This year, we received a number of excellent and deserving applications, which made choosing very difficult. Thank you to all of the organizations that submitted applications for their exciting and important projects.

The chosen recipient for the 2011 Environmental Award is the Grandview Neighbourhood Senior's Housing Cooperative. They put together a wonderful application, outlining their vision to provide individual raised garden beds for the seniors in their housing cooperative and how it will benefit individuals and the community. This project speaks to a number of worthy goals, including environmental education and sustainability, food security and community building.

They have already completed phase 1 of this project, clearing land and constructing the first 12 garden beds. We are excited to help them in the next phase of their project, to install a water system, compost bins, fencing and to double the number of available garden beds. Congratulations to the Grandview Neighbourhood Senior's Housing Cooperative.



Jocelyn Carver presenting the Environmental Award to Irene Evanoff and Helga Auld

Community Donation Days

Every third Tuesday of the month, the Co-op donates 1% of sales to an eligible group. Priority is given to local non-profits for a food related project, but all groups are encouraged to apply.

Tuesday May 17th

1% of sales will be donated to Kootenay Organic Growers Society (KOGS) for an educational portable display.

Recently Donated:

\$267.54 to the Tipi Camp's WISE Program in April 2011.

ENTER TO WIN May GIVEAWAYS

Fair Trade Camino Basket

From
Camino



Breville Die-Cast Blender

\$300 value

From
Purely Decadent



Fresh, Local and on the Go

Spring has sprung and we have a new and exciting project in the deli. We have acquired space in our beverage cooler, right by the door as you enter the Co-op, for “Ready to go” items. This area of the store will be stocked with fresh, locally supplied products that will be pre-packaged and should appeal to customers who are looking for a quick snack, lunch for the kids or possibly a hassle free dinner.

We have four suppliers that will be bringing us exclusive products to this new and exciting endeavour:

- Feastwest will provide us with Vietnamese style subway sandwiches
- World Eats will supply the deli with a grilled chicken and a vegetarian Ciabatta Panini
- Myraim from Café Melange will provide us with a Silserli sandwich (the buns are made with the same dough that you find in fresh European

pretzels and both a natural turkey and a vegetarian version are available)

- D’Gabriella’s will have four different pasta entrées - vegetarian and meat based options will be available on a rotational basis

We will try to always have at least one vegetarian and one meat based option for these items at any given time.

Some of the other items that you will see in the “Ready to go” section, are some of our most popular salads, snacks and entrees from the deli. As well, we will introduce new seasonal items as they become available in a pre-packaged format.

The staff in the deli is very excited to be able to offer this new and convenient way to shop at the Co-op. If you have any questions or feedback please come by the deli and let us know how we are doing.

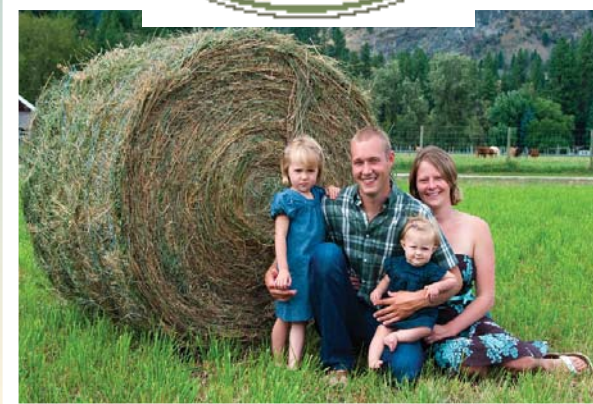
-Chris Orr, Deli Manager

Vietnamese-
style Subway
Sandwiches

Ciabatta Panini
Grilled Chicken
& Vegetarian

Silserli
Sandwich

Pasta Entrees
Lasagna
Canelloni
Ravioli



JERSEYLAND FARM

Jerseyland is a family owned and operated dairy in Grand Forks, B.C. owned by Jeremy and Keely deVries. They believe in the humane treatment of animals and the responsible stewardship of the farmlands.

Jerseyland’s Jersey cows are raised on the farm, have access to the outdoors year round and are pastured in the summer months. This results in more contented, healthier animals, generally living three to four times longer than their commercial counterparts.

In 1994 Jerseyland Cheese completed its transition to Certified Organic status and became B.C.’s & Western Canada’s first organic dairy and Western Canada’s first producer of organic cheeses and yogurts. The deVries family are proud to carry on these traditions.

SUPPLIER PROFILE

Café Mélange

Treasuring the Memories of Europe

Café Mélange opened on April 13th introducing a variety of new European flavours to the Kootenay Co-op's Deli.

“my dad lost it on me because I had used up everything in the fridge for one of my usual crêpe experiments...”

- Myriam, explaining her passion of baking and cooking since she was a wee little one living in Switzerland.



Myriam Zbinden

Come and taste a heavenly Mousse au Chocolat in an entirely edible bowl or maybe you would prefer a Linzer tartlet to share?

Be on the lookout for an in-store sampling demo this month!

Quality ingredients carefully selected to offer the most memorable experience...

...A dessert filled with flavours that will make you want to travel.

...A sandwich you thought you could only find in the finest corners of Europe.

Myriam Zbinden, owner and operator of Café Mélange, combines her passion with a dream of giving everyone an opportunity to `taste a piece of Europe`.

Café Mélange carefully selects the finest quality ingredients and always uses organic and fair trade products when available.



Pizza Bleu & Greek Pizza



Mousse au Chocolat

Product Photos: Julia Cedar

Spotlight on Bulk Continues

In these days of rising food prices, the Co-op is bucking the trend. April 1st we rolled out pricing changes that reduced pricing on our entire bulk category by an average of over 20%.

The Word is Getting Out

The Co-op has unquestionably the best pricing and best selection on bulk foods in the Kootenay's!

But it is not just pricing

We've refined our bulk selections bringing in over 50 new items, improved the ethics of our sourcing, and replaced many conventional items with certified organic items.

For the month of May

We are continuing to put bulk foods in the spotlight with 12 bulk items on sale. Here is your opportunity to try new organic sprouted whole wheat and spelt flours from Anita's, or to stock up on legumes and brown flax seeds from Farmers Direct Co-operative – the first supplier in Canada to achieve the status of “certified domestic fair trade.” If you haven't taken a stroll down our bulk aisle lately, May is a great month to do so.



Anita's Sprouted Flours

“Sprouted Flour” means that the whole grain that the flour is made from is soaked until it begins

to germinate. Once a sprout is formed, the grain is dehydrated at a low temperature and once dried; the grain is ground into whole-grain flour. Our new sprouted flours are low-temperature processed by Anita's Organic (Chilliwack) to preserve nutrients and enzymes. Sprouted flour is considered easier to digest than regular flour by many holistic nutritionists.



FARMER OWNED
CERTIFIED FAIR TRADE
CERTIFIED ORGANIC

Farmer Direct Co-operative

is made up of approximately 60 family farms on the Canadian Prairies and is based out of Regina Saskatchewan.

Member farms are all certified organic farmers growing grains, legumes, and seeds. Farmer Direct is the first organization in Canada to receive a domestic fair trade certification from the Domestic Fair Trade Association. This designation ensures that fair wages are paid to workers and that farmers are paid fairly for their product.

Farmer Direct Co-operative – Certified Domestic Fair Trade

One of the key guidelines that rule the way Co-operatives operate is “Co-operation among Co-operatives” or in other words, Co-operatives “strengthen the co-operative movement by working in solidarity with other co-ops...” Following this principal, we've recently gone out of our way to source green lentils, French green lentils, red whole lentils and black “beluga” lentils, and brown flax seeds from Farmers Direct Co-operative. We've put all of these items on sale for the month of May in celebration of “Fair Trade Month.”

–Joe, Grocery Manager

Celebrate Camino - A Canadian Cooperative selling certified Fair Trade & Organic products

Once known as Cocoa Camino and famous for its line of delicious organic, fair trade chocolate line; now known simply as Camino, or in Spanish, the path. Camino is owned by La Siembra Co-operative in the Ottawa-Gatineau region of Canada. La Siembra means “sowing” or “planting time” in Spanish, a symbol for the seeds of change they are sowing through co-operative and fair trade business models.

Your purchase of a Camino product is a step forward on the path towards change. Through the joy of eating good food, you are contributing to building vibrant, sustainable communities here and throughout Central America, South America and Southeast Asia.

All Camino products are made from quality organic ingredients proudly grown by fair trade certified co-operatives of family farmers. This ensures great tasting, high quality products for you and greater health and prosperity for the communities they work with.



May 14, 2011
World Fair Trade Day

International celebration and promotion of Fair Trade in over 80 countries.

In North America, communities are celebrating World Fair Trade Day May 1-15



Camino Coffee - New at the Co-op

Camino's new line of six rich and flavourful coffees are organic and fair trade certified. The coffee beans are sourced from Peru, Guatemala and Indonesia and they are roasted and packaged by a Montréal-based social economy enterprise (Les services adaptés Transit). All coffees are certified organic by QAI, fair trade certified by Transfair Canada and certified Kosher by Kashruth Council of Canada (COR).

– La Siembra Co-op, www.lasiembra.com



The Skinny on Sunscreens

From our *Fun in the Sun* Guide to Natural Sun Protection

Mineral vs. Chemical Sunscreens

Chemical/Synthetic sunscreens ingredients, such as dibenzoylbenzoyl, oxybenzone and cetyl cinnamates, are used in most commercial, as well as some 'natural' sun care products. Although they will protect you from a nasty sunburn, these chemicals have been found to perform poorly for UVA protection. These chemicals work by absorbing into the skin and have been shown to lead to oxidative/free radical skin damage, which can contribute to skin abnormalities, premature aging, and wrinkles.

Also scientific studies released by Switzerland's Institute of Pharmacology and Toxicology, conducted in 2001, prove a link between synthetic sunscreens and hormonal disturbances in the body. The chemical compounds in synthetic sunscreens have been found to accumulate in body fats and in breast milk, and, by mimicking the effects of estrogen,

can induce undesirable hormonal changes. (Schlumpf, Margaret; Beata Cotton, Marianne Conscience, Vreni Haller, Beate Steinmann, Walter Lichtensteiger. In vitro and in vivo estrogenicity of UV screens. *Environmental Health Perspectives* Vol. 109 (March 2001) pp 239-244)

The most safe and effective natural sunscreen products use inert minerals such as zinc oxide and titanium dioxide concentrated at 10% or more. These minerals act as a sun 'block' and physically shield the skin from the sun's rays. These minerals remain stable and effective in the hot sun, and they are not absorbed into the skin.

How do I choose the Sunscreen that is right for me?

All the sunscreen brands carried at the Kootenay Co-op use mineral sunblocks, either zinc oxide or titanium dioxide or a combination of both. The Co-op does not sell any products containing chemical 'absorbers' or those combining chemical absorbers with blockers. None are 100% water-proof, although some may be water/sweat resistant. However, since reapplication after every 2 hours is recommended for most products in order to maintain optimum protection, this should not be a deterrent in trying natural sunblocks.

-Michelle Beneteau

For more information on safe sun protection, check out our *Fun in the Sun* Guide, available online and at Customer Service.

Badger has two sunblocks available. The SPF 15 (12.5% zinc oxide) and SPF 30 (20.5% zinc oxide) rate very well for broad spectrum protection. It has a very thick texture, is not as easy to spread but is quite translucent once applied. Warming this bottle in the sun improves its spread ability, making it ideal for the beach. It also has a high level of water resistance even after 40 minutes in the water or perspiring.



Green Beaver is new this year to the Co-op and uses 21% zinc oxide to provide full broad spectrum protection. They offer Certified Organic adult and children's formulas, both SPF 30. This non-whitening product is very moisturizing, easy to apply and is fragrance free. Made in Canada.

Newco offers an SPF 15 product that uses 10% zinc oxide providing high broad spectrum protection. This product is less whitening and not as heavy as Badger and it spreads quite well. It comes in scents of watermelon or citrus, which is fun for kids. It tends to need more frequent applications and is not water resistant but works well for those times you are not jumping in the water or perspiring heavily. Made in Canada.



Lavera has a number of water resistant sun care products available. A baby and children's spray and lotion, both SPF 20, a face specific anti-age SPF 15 formula and a sensitive skin SPF 20 lotion. The products contain at least 15% Zinc Oxide and 7% Titanium Dioxide. All formulas have high broad spectrum protection, are moisturizing and well absorbed into the skin. Titanium Dioxide can typically leave a white film, but this formula is quite translucent after application.

Soleo SPF 30 has high zinc oxide concentration (22.3%), rates very high for full spectrum protection, is non-whitening and fairly water resistant. This product is very similar in consistency to the Green Beaver sunblocks. It is a concentrated formula that goes a long way.





Local Company makes using Traditional Chinese Medicines a Snap!

Snap! Botanicals is a locally owned producer of Traditional Chinese Herbal Medicines. It was created three years ago to offer the community and practitioners of Traditional Chinese Medicine (TCM) high quality herbal formulas from a reliable source. Following the principles of TCM, the herbal formulas are created from organic herbs sourced from dependable suppliers within Canada and the US, and locally whenever possible.

Traditional Chinese Medicine dates back thousands of years to the Qin and Han Dynasty in the 3rd century BC. Recipes have been refined and handed down ever since, yet it is a growing dynamic field and offers the unique combination of clinical experience and scientific study. An herbal formula is more than the sum of its parts. Each recipe is a complex compilation of interrelated substances; each herb affecting the actions of the other herbs creating a balanced and overall more effective remedy than a single herb decoction.

Snap! botanicals have created four formulas for common ailments in tincture form: Rest, Relief, Reduce and Restore. Our tinctures are made by extracting the medicinal properties of the raw herbs in alcohol, making a concentrated liquid that is relatively affordable and very easy to take for adults and children alike.

Over the years we have received a great deal of positive feedback (thank you!) but we know these four formulas don't fill everyone's needs. So in response, we have expanded our services to include online consultations and personalized formulas to meet each individual's complex health requirements. You can access this service by contacting us at info@snapbotanicals.com.

- Submitted by Snap! Botanicals



Rest is a specialized formula to promote a restful sleep and peaceful mind.



Reduce is for weight loss, reducing cholesterol and lowering blood pressure and can also be used for seasonal cleansing.



Relief is a formula to help in the prevention and treatment of colds and flu, stops sneezing and eases a sore throat.



Restore is a formula for the skin and is excellent in treating and preventing cold sores, acne, herpes sores and for clearing excess 'heat' from the body.



BOS (Asociación de Bananeros Orgánicos Solidarios)

Virtually all the organic fair trade banana growers in Peru (98% of Peru's commercially grown bananas are organic) are members of a handful of organized co-operatives, most centered around small towns in Sullana, Piura. Up until May 16th 2009, when the first container went on the ocean, all of the bananas from the BOS co-op had been sold through multinational organizations. For years, these determined growers



have yearned to have the ability to send their bananas in their own boxes, with their own names on them. Comprised of nearly 400 farm families, the Asociación de Bananeros Orgánicos Solidarios (BOS), each with the equivalent of one city block of plantation per family, have been making exports of their fruit since 2003, a huge accomplishment for their co-operative, their town, and their future.



What is Fair Trade?

Fair Trade is a different way of doing business. It's about making principles of fairness and decency mean something in the marketplace.

It seeks to change the terms of trade for the products we buy - to ensure the farmers and artisans behind those products get a better deal. Most often this is understood to mean better prices for producers, but it often means longer-term and more meaningful trading relationships as well.

For consumers and businesses, it's also about information. Fair Trade is a way for all of us to identify products that meet our values so we can make choices that have a positive impact on the world

How did it start?

Fair Trade started around the 1950s as a partnership between non-profit importers and producers, as a way of alleviating poverty in poorer countries.

Over the years, more and more Alternative Trade Organisations (ATOs) were created in different countries, often closely linked to development organizations and World Shops. These networks of ATOs and World Shops played a vital role in the development of Fair Trade as we know it today. In 1988, in an effort to expand the distribution of fair trade products to mainstream retailers, a Dutch ATO created a label called Max Havelaar.

The concept caught on: similar organizations such as TransFair Canada emerged in an effort to create fairer trading conditions for producers of different products. The organizations created and launched their own campaigns and Certifications Marks independently. Already working together, these Fairtrade Labelling Initiatives formed Fairtrade Labelling Organizations International (FLO) in 1997.

-FAIRTRADE Canada

Member Forums

Building a better Member Benefits Package



Spring has sprung and April has been a very busy month at your Co-op. Most significantly, for the board, has been the launch of our expanded community outreach efforts, including the member forums. While we expect the forums to continue over the next year or two as the Co-op explores and actively prepares for a redevelopment project that will land us in

a new and expanded location, the member forums this month have been focused on a proposed new financial benefits package.

Many of our members see the Co-op as more than just a store to get their groceries; the Co-op is a model for business operating in a way that puts our values front and centre. Unlike buying food at most stores, being a member and shopping at the Co-op has democratic, consumer, ethical, and financial attributes that set us apart. While we have updated other aspects of a member's relationship with the store, the member financial benefits have remained unchanged since the early 1990s.

There are a host of good reasons to reexamine the current financial benefits our members receive. Not only does the current system leave much room for error and inefficiency at the till and in the warehouse, it is presumptive in that we are giving

discounts before determining our year-end financial position. While staff compensate for the current structure by pricing items with the possibility that a member may buy the product on a day when they are potentially receiving up to 15% off, we would like the Co-op to serve more of our community more of the time by lowering our everyday prices.

“Many of our members see the Co-op as more than just a store to get their groceries; the Co-op is a model for business operating in a way that puts our values front and centre.”

The current benefit structure includes a once per month Member Appreciation Day, 15% off purchases over \$300, 15% off every day and 25% off MAD days on yellow tag Wellness Department products, and 10% off special orders (by the case) as well as twice a year case lot sales. As you can see, it benefits shoppers with large purchases, and it often creates havoc keeping items properly stocked. Our proposed new structure includes 10% off special orders (by the case) as well as twice a year case lot sales carried over from our old benefit system. It also includes a storewide reduction of product prices - between 5-20% on Wellness department items and 2-8% on Grocery, Bulk, Produce and Deli products - all the time, with particular emphasis placed on core products. Though the new lower prices would benefit all shoppers, members would benefit from more extensive member-only pricing on monthly, weekly, and limited-run sales.

By lowering our product prices storewide, it would lessen the pressure to buy a lot on a particular discount day, and would in essence treat our members more equitably. Some of our members live alone and others are in large families, some of them walk to shop and others drive, and some can afford a big grocery purchase and others cannot etc. We have heard that members would like a system that treats everyone more fairly. We think this makes sense for many reasons, including those listed above, and it would reflect a shift to what many natural food co-ops in North America have identified as best practices for financial member benefits.

As one of the members at a recent forum noted, this shift would encourage all of us to think more as *members* of the Kootenay Co-op and less like *shoppers*, and collectively we value and work to encourage a

“By lowering our product prices storewide, it would lessen the pressure to buy a lot on a particular discount day, and would in essence treat our members more equitably.”

healthy community in a variety of ways. We would appreciate hearing your input on these proposed changes; please get in touch with the board by emailing board@kootenay.coop or by calling Deirdrie Lang at the store. We will also be holding another Member Forum, date and time to be announced.

- Paula Sobie, Board Director

Current benefit structure includes:

- Member Appreciation Day (once each month)
- 15% off purchases over \$300,
- 15% off every day (and 25% off MAD days on yellow tag) Wellness Department products,
- 10% off special orders (by the case)
- twice a year case lot sales



Proposed benefit structure includes:

- extensive member-only pricing on monthly, weekly, and limited-run sales
- storewide reduction of product prices - between 5-20% on Wellness department items and 2-8% on Grocery, Bulk, Produce and Deli products - all the time, with particular emphasis placed on core products.
- 10% off special orders (by the case)
- twice a year case lot sales



We move in during the great llama migration of 1991.



Director Days of yore



Bulk Spices and Teas; now the Deli

20 Years

at 295 Baker St.
Here's a short walk
down 'memory aisle'!



Hard to feel nostalgic about the old Deli.



Ye Olde Customer Service



Cashier - sometimes a lonely job



Early Nelson Chocofellar demo



Farmer's Market in the Covered area



We expand to occupy the whole building in 1998