



# The Move

## Still on the Hill



1332 almost empty.



Happy movers.



Delicious cake, courtesy of Third Street Bakery.



Being welcomed to the neighborhood.



Just a few of the boxes that filled ten truck-loads.



1332 closed for business.



Tim Daniel and Vicky Carper, Deli Assistants, try to figure out the new equipment.



Busy shoppers on our first day at 610.

## the back 40 “jewels in the night”

Call me a freak, but this time of year when the air is so cold it almost cracks in the lungs as you breathe it; when the crust on the snow scrapes up boot and ski; when a clear night is a freefall for temperatures — it is all my favorite element. The holidays have come and left their gifts of introspection and warmth, in hopes that another year might be a better year though the realities may be as still and nascent as my garlic cloves on any January evening.

Oftentimes produce sees greater attention after the New Year as a result, I speculate, of resolutions and plans for better and healthier living. I won't pretend it doesn't warm my heart especially to see the greens finding their way into the carts at a greater rate. Too much can't be said about these powerhouses of nutrition. They are real gems in the long dark days that are already turned toward the radiance of summer — and stars of that summer garden as well.

Kale and collards are perhaps the most robust of this clan, both in flavor and nutrition. Kale has always impressed me as a solid vegetable from the day I received a box to bundle many years back, packed in the ice and snow from the field and sweet of stem and leaf from the hardening effect of

the colder nights. Both these greens are well known for their phytochemical content, folic acid, and are both good sources of calcium. A neophyte in the temple of kale? Try the Lacinato or Tuscan kale. It is dark green, with elongated bumpy leaves, and kids love to know it is also called Dino kale. It is very tender, and mild in flavor.

What to do with these tough customers? Here are a couple quick ideas: stem and chop either into small pieces, and toss in with your potatoes boiling



1332 produce, all moved out.

or steaming for mashed potatoes. Mash the greens right in, with salt, pepper, and a little olive oil and you have a very nutritious side dish. The greens can be similarly chopped and tossed in with cooking rice, even in a steamer, and served as a side, or pressed into croquettes and baked with an egg and savory spices. My children, with no pressure, have always loved kale especially, in soups, and just

steamed with some salt — let them see you lead the way, and they won't think twice!

Chards and spinach are also great greens. Spinach is well known for its great nutrition profile, as well as mild flavor. Steamed, fresh in salads, cooked in risotto, spinach is a fantastic staple. It has a higher protein content than most vegetables, and is rich in a varied array of minerals and vitamins. The release of some of these nutrients is aided by slight cooking, so consider serving it in a variety of ways.

Chard, with its big stems and leaves can be daunting, but really it is a very mild and tender green. One of my favorite

**Produce, before construction.**



things about chard is that when you cut off the stem below the leaf, you can chop that celery-like stem right up into anything you would put celery in, and you have a fantastic color effect, especially if you are using rainbow chard.

Like spinach, it benefits from cooking for its nutrition release, but also like spinach it can be eaten raw without complaint.

Just the other night I was out on a clear night visiting a farmer's greenhouse. Whether early or late in the season, greens are hardy jewels in the night that bookend the season of our warmer weather crops. Pushing tentative leaves toward the crystal vault above, they are hope made visible for all warmth lovers. Maybe they serve



Your new Produce Department.

the same role for those of us who love the crunch of snow, the hush of creation, especially if there is a steaming bowl of soup waiting at the other end! Have a great new year, and may it be filled with greens! GG

**Michael Karsh** is the Produce Manager at Whole Foods Coop, where he has worked for the past 14 years in various positions. A transplant from the Twin Cities, he is an avid parent, cook, and organic gardener. Through his work at the Co-op he has worked to develop markets for local growers, with an emphasis on Organics.





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# spice of life

by Susan Stone, Bulk Spices/Herbs/Tea and General Merchandise Buyer

Well, the Co-op has moved. With every move changes come. One major change the Co-op has undergone is the bulk herb, spice, and tea section. While many of the old favorites are still on the shelf, a few newbies you should be aware of are organic Echinacea (herb and root), organic egg powder, muchi curry powder, organic sprouting seeds (salad mix, mung bean, and alfalfa seeds), organic green Chai tea, and organic Se Chung Special Oolong tea. A handful of items that we used to stock as non-organic are now organic. Look for organic vegetable "chick'n" broth, low sodium vegetable broth, dill seed, onion soup & dip mix, ginseng root, Italian seasoning, onion salt, and coarse ground black pepper.

We also have a new display for these items. I wanted to take this opportunity to tell you about the differences and why they were made. All of the spices and herbs are alphabetized to make them easier to find. I understand the labels on the jars are small print and difficult to read, so in lieu of employing an alphabetizer, we have marked where a given letter will start, i.e muchi curry powder would be in

the "C" area because it is a curry powder. There were also some concerns regarding not having PLU numbers on the lids. While the price and PLU are both located on the front of each jar, we have now put the PLU number on the lid of each jar too, so one can see the description and PLU on the lid.

The biggest change is the containers. Many of you, as well as the Minnesota Department of Health, were concerned that the old glass jars did not offer a very sanitary method of dispensing the product. Even though we had a regular cleaning schedule, there were always some customers who didn't use a new scoop for each item, making it unsanitary. We needed to "goof proof" the system with the pour-style containers.

There are a few items such as the cloves must stay in glass as the oil from cloves will corrode the plastic. Everyone assumed the new pour dispense method would be the panacea. Never assume. It did not take long for one to see that all herbs do not pour the same. As a result, funnels were brought in to ease the pain of pouring into a small bag. Eventually, our greatly talented projects guy, Farmer John, will be installing funnel holsters in the display so customers can put the funnel in the holster, then just concentrate on holding the bag under the funnel and

pouring into it. Yes, you still must write the PLU number on either a sticker or twist tie for the cashiers. Enjoy your spices and herbs! **GG**



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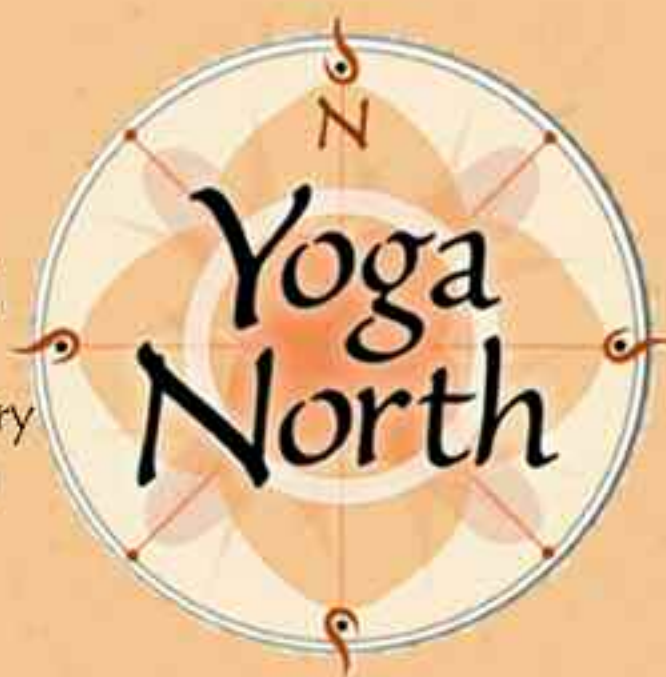
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Hello, my name is Jesse, and I am the new meat buyer for Whole Foods Co-op. Now that we have a 12-foot fresh meat case and two doors just for frozen meat products, we can meet the huge demand that we have been unable to until now. We have been searching for suppliers that meet the requirements of WFC's food policies:

"WFC is committed to providing only certified organic and naturally raised meat and poultry products. Preference will be given to certified organic meat and poultry products and to local suppliers who meet the following criteria.

**Certified organic meat and poultry** is defined as raised in accordance with USDA certification requirements (approved January 1999). Organic standards for meat, poultry and meat products exclude the use of rBGH or other synthetic growth hormones, and exclude routine use of antibiotics. Additionally, all animals must have access to the outdoors. The animals are fed only organic feed, and the processing for all meat, poultry and dairy products must meet organic standards as well.

**Naturally raised** is defined as meat

from animals raised without hormone supplements, meat from animals who received antibiotics only when necessary to treat disease, and meat free of artificial additives and nitrites. Humane treatment of the animals, including no caging or close quarters, is also required."

I'd like to introduce you to some of our meat suppliers. One brand new supplier is Thousand Hills Cattle Company, beef that comes in a packaging that is called "cryo-vac", which means "cold vacuum". It is air-tight, and provides a longer shelf life. To use the words of Todd Lein, Operations Manager at Thousand Hills, "...we are confident that, with proper storage and handling, you should get up to 30 days on the ground beef and up to 40 days on the whole muscle meats." This packaging is used on some of our products from Beaver Creek and many frozen products as



well. Most of the time these items will actually last even longer than 30 to 40 days, as I have been informed by numerous meat producers, as long as

## your new meat department certified organic and naturally raised

By Jesse Hoheisel, Meat Buyer

they are kept air tight and cold.

The color of these meats is light purple to red-brown, the original color of the cut. After you open the package up, it will turn to the traditional red color we've come to know as the meat is exposed to oxygen. Since there is less fat content, it should be cooked low and slow. For more information, there are pamphlets about this meat set up in the meat case by the products themselves.

Our other new meat selections include an expanded selection of Applegate Farms deli meats, available pre-packaged in the meat cooler, or cut to order from the deli. We are also selling Beaver Creek hormone free, range fed, MSG-free meats from Wisconsin, and Schultz Farm certified organic chicken. These are also used in deli

dishes. Kadejan poultry and Pastures-a-Plenty pork are from west-central Minnesota, and are naturally raised, hormone free meat products. So far

we've had good reviews of these products, and are feeling out which products to carry. We are also looking into potential fresh fish providers. It is exciting to be able to offer such great quality fresh meat products to our members and customers. If you are looking for a meat product that we don't carry, just let me know, because maybe it is something we should consider carrying, or it may be available by special order. Let me know! GG

**Jesse Hoheisel** moved to Duluth from St. Cloud at the same time the Co-op was moving. He worked at the Good Earth Food Co-op in St. Cloud for four years doing a variety of jobs, lastly as a bulk buyer. His main interest outside of work is playing music, which was as big of a reason to move to Duluth as this job. He's very impressed with the music and arts community here in Duluth and hopes to see it grow, despite the challenges music and art scenes face.

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## Garbanzo Gazette

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### STORE HOURS:

7am – 9pm Everyday

### Membership Costs:

\$100 per voting membership

Further membership information is available at the Co-op

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**BEFORE RECYCLING THIS COPY** of the Garbanzo Gazette, please pass it along or share it with a friend or neighbor. This can help save a bit on paper costs and reduce waste. Also, it's a good way to introduce folks to WFC who aren't current customers or members.

**MOVING?** Pursuant to WFC Bylaws, Article I, Membership, Section 7: "Each member agrees to provide the association his, her or its current address and to keep the association informed of any changes in address." In an effort to remind our members to keep WFC advised of address changes, the Board, on 8/26/96, approved a policy making a member temporarily inactive when there is no current address on file. Inactive members are not eligible for membership benefits and will not receive the newsletter.

# new products

*Editor's Note: On the New Products page, we typically list all of the new products added since the previous Gazette issue. With such a huge influx of new products in the new store, that simply wasn't practical this time around. So in lieu of the usual list, I have asked the Merchandising Department to pick their favorites and tell you why. We hope you enjoy these new products as much as we do. If you don't see an item you're curious about here, don't hesitate to ask a Staff member at the store if they've tried it. We love to tell you about the food we love!*

## Grocery Top 10

1. **Zhena's Gypsy Tea** — Comes in a beautiful, reusable tin.
2. **Rising Moon Organic Pasta Sauce** — Unique Flavors.
3. **Sierra Nevada Mustard** — WOW!!!
4. **Good Health Veggie Stix and Crinkles** — Colorful and tasty.
5. **Stacy's Baked Pita Chips** — Great Flavors.
6. **Organicville Dressing** — Organic Salad dressing by popular demand
7. **Hampstead Tea** — Creative Flavors.
8. **Ineeka Tea** — Very J. Peterman
9. **Mary's Gone Crackers** — Good & Gluten free
10. **Newman's Own Pet Food** — Organic pet food

— Karl Becker, Grocery Buyer

## HBC (Health & Body Care) Top 10

1. **Suki Facial Care** — Organic, herbal formulations. Luscious.
2. **Druide Hair & Body Care** (for toddlers & adults) — Global, Ecological Ethic & Great Products.
3. **Giovanni Styling Products** — Straighten, shine, you name it. Natural care for stylish hair.
4. **Weleda Baby Creams, Oils & Lotions** — Intensive, calendula-based skin care.
5. **Shikai** — Custom care for your color hair. Also, exotic lotions and shower gels.
6. **Neti Pots & Salt** — Regular use guarantees (even chronic) sinus relief!
7. **Herb Pharm** — Over 10 new tonics added, targeting body system balance.

8. **Eclectic Institute** — Freeze dried organic herbals & combinations (in v-caps) and great liquid children's formulas!
9. **Enzymedica** — Best digestive & systemic enzymes available!!
10. **Oregon's Wild Harvest** — Another wonderful organic herbal supplement alternative. All vegetarian gelpcaps, too!

— Jill Hall, HBC Buyer

## Cool Top 10

### Frozen:

1. **Tamale Molly** — Vegan Red Chili, Pine Nut, and Blue Corn. Gourmet! Hey, and all of the profits are donated to fight hunger.
2. **Frozen Wheatgrass Juice** — Organic, healthy, and green.
3. **Ben and Jerry's Ice Cream** — Expanded to fifteen different flavors!! Yummy and fun.

### Dairy:

1. **Brown Cow Yogurt** — Creamy Coffee, White Chocolate Raspberry, Cherry Vanilla, and Apricot Mango. Exciting flavors with great taste.
2. **Mt. Sterling Cheese Co-op Goat Milk Butter** — A nice alternative.
3. **Miller's Home Dairy Milk** — Rich, tasty, and local.

— Brad Rozman, Cool Buyer

## Merchandising Manager's Pick:

**Restore Cleaning products:** Minnesota born & refillable at WFC!

— Lisa Anderson, Merchandising Manager

## Bulk Top 10

1. **Peanut Butter Pretzels** — Without a doubt, the favorite new bulk item of the masses. No hydrogenated oils (does contain non-hydrogenated palm kernel oil) & sweetened with evaporated cane juice.
2. **Organic Chocolate Raisins** — Sweetened with organic cane sugar.
3. **Carob Raisins** — Sweetened with whole grain malted barley and corn. No hydrogenation (does contain fractionated palm kernel oil). Certified fabulous.
4. **Orange Almond Granola** — Fruit juice sweetened!
5. **Organic Raspberry Muesli** — No added sugar except for organic evaporated cane juice in the organic puffed brown rice.
6. **Sesame Sticks** — Back in full effect with plain and garlic flavor. Rejoice!
7. **Organic Deluxe Trail Mix** — Organic trail mix!
8. **Organic Cranberry Harvest Snack Mix** — Organic snack mix with organic chocolate chips.
9. **Organic Flame Raisins** — Because you can never have too many kinds of organic raisins.
10. **Hemp Seed** — Omega-3, here we come! Add to any recipe.

— Jim Richardson, Bulk Buyer

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# board report

by Jean Sramek, Board President

## we've got our new store: now what?

At the 2005 WFC Annual Meeting, the board of directors posed a question to the members in attendance. "We've got our new store. Now what?" Technically, we were about a month away from having the new store, but we asked you to assume that the new store would be great (I think our assumptions were correct) and to focus on the future. Zoom out: where and how do you see the WFC in five years? In ten years? In twenty years? What grand possibilities lay ahead and, within our roles as directors, how can we pave the way for these possibilities?

We got a lot of responses. We love getting responses. We read them all. As we did, two clear themes emerged: education and community. To list all the

responses would take up more Garbanzo Gazette space than I'm allowed, but I'll paraphrase.

First, *education*. You want to broadcast the message about healthy food and locally grown products. You want cooking classes, both for savvy co-op shoppers and for novices who are just learning about natural foods. You

want people of all ages to learn about why belonging to a co-op is a good thing. You want to disseminate information to potential members, friends, and neighbors. You want the WFC to be, not only a successful grocery store, but a warehouse of information.

Second, *community*. You want to expand, literally and figuratively, further into the community.

(Let's concentrate on that "figurative" part for now, okay ... maybe we can catch our collective breath before we

talk about "literal" expansions?) You want the WFC to be a good corporate citizen, to draw people in. You want to build partnerships with other like-minded organizations. You want to spread the news about real food. You want the WFC to set a good example, both as a purveyor of natural foods and of ethical business practices. You want to see the cooperative spirit reflected elsewhere in the Duluth-Superior area.

To further paraphrase those two themes, our members value *education, training, and information*; they have *concern for community*. Hmm... where have we heard those things before? Oh yes. They are two of the Seven Cooperative Principles: education, training, and information; and concern for community. Apparently, they are principles that WFC members understand instinctively.

In January, WFC directors will spend a weekend together at our annual retreat, where we'll work with a Cooperative Development Services consultant (and each other) on how to maintain an effective board, and how to use policy governance to grow a successful cooperative. We'll go into this year's retreat basking in the glow of our beautiful new store. But we'll also be ready to do some hard work, knowing that our members understand and appreciate the Cooperative Principles—which is what really makes a co-op. **CG**



Jean Sramek, your Board President

## MEMBER FEATURE

# the seasonal table

by Bonnie Williams Ambrosi, member

Pease porridge hot, pease porridge cold,  
Pease porridge in the pot nine days old.  
Some like it hot, some like it cold,  
Some like it in the pot nine days old.

This old English hand-clapping rhyme harkens back to an age when dried peas, ground into meal and cooked into a thick soup, were a staple of the poor man's diet. Picture the iron pot on the hearth, the thick porridge reheated, with some additional water and meal, day after day after day.

Nowadays most of us live in the midst of such phenomenal plenty and variety when it comes to food that it is hard to imagine the monotony of the peasant menu. I'm glad we don't have to subsist on cold, nine-days-old pease porridge! But as we prepare and enjoy a steaming pot of this hearty, nourishing soup, we can think of people in other times and places who have lived (and are living) with want. And we can reflect upon our many blessings and resolve to put them to good use! Of them to whom much is given, much is required.

Eating humble foods like pea soup in a mindful way could even be a step towards simplifying our lives on a deeper level and developing a healthy humility and sense of gratitude – a good way to start the new year!

On a less philosophical note, Ayurveda classifies split peas as sweet and astringent in taste and cool in energy. They are fairly heavy, but long slow cooking and the addition of some warming ingredients such as onion, carrot and pungent spices greatly enhance their digestibility. Pea soup relieves diarrhea but exacerbates constipation.

This is a recipe for pea soup the way I like it. Feel free to tinker. I also like to add a splash of hot sauce at the table.

- 1 1/2 cups green split peas
- 7 cups water
- 1 bay leaf
- 1 large carrot, chopped
- 1 medium onion, chopped
- 2 stalks celery, chopped
- 1/2 tsp. salt
- 1 tsp. prepared mustard

Combine peas, water and bay leaf in a heavy pot, bring to a boil, then lower heat to simmer. Chop the vegetables, adding them to the pot as you get them ready. Gently simmer, covered or with lid slightly ajar, for 3 hours, stirring occasionally. Add salt and mustard, and more water if necessary.

## NEW STORE

Whole Foods Co-op began hiring for the new store in August. We had a staff of approximately 50 at that time. We now have over 100 employees.

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## notes from the front

**G**reetings from the Front End department! We are slowly adapting to our new surroundings. It's not all that hard, though. The staff has had to get used to the most beautiful sunrise view from anywhere in the city, extended elbow room, and making up our minds about what we want from the hot/salad bar for our break that day. I think we'll get by just fine!

There have been a few changes with our department that you may be interested in, though.

- 1) We now have a Customer Service Counter. What this means is that when someone wants to sign up to become a member, it won't stall the register line anymore. Their transaction is magically sent over to the CSC where they add on the equity payment and are able to take the time to thoroughly explain the membership details. They also handle returns, answer the phone, and route/answer customer questions/concerns.
- 2) We no longer store used paper shopping bags in the bagging wells. I always liked being able to offer them at the old store, for "green" reasons, but I decided not to continue storing them for potential contamination reasons. You might have been surprised to find out what came back in some of those bags before. We still highly encourage you to bring your own bags from home, though.
- 3) Egg cartons- contrary to popular belief, we are still taking back egg cartons to return to the local farmers. Immediately after we moved here, it was still being debated as to what to do with them since they posed the same threat of contamination like the used bags, but we now have a sanitary system for storing them. So please feel free to continue to return them. If you have any that say "Organic", please rip off the label or cross it out with a marker. The local eggs are not organic and if an organic label slips through onto the sale shelf, we could potentially be fined. Any cartons deemed too dirty are recycled.
- 4) The Front End staff does not stock out product on the floor any longer. You may occasionally see us facing shelves when we have time, but thanks to extended staffing, we have employees we endearingly refer to as "stockers" now. Stocking out product is their specialty! Please continue to ask us for assistance if you need it, but don't take it personally if we call other staff to try and help.
- 5) WFC has a dining area to enjoy your meal in the store! This is the same area that has the best view in town that I mentioned above. We tend to be indirectly responsible for keeping an eye on the dining area, so if you notice it could use some attention, please give share the thought with one of us and we'll get right on it. We no longer have the kiddie cubbyhole that used to occupy the space below the scales in the bulk aisle, but we do have a

## better in bulk bulk buyer's custom Co-op favorites

**T**he new gravity-feed bulk bins have several great features I'd like to share:

**Improved space economy.** These bins hold four gallons instead of three, allowing more product to be stocked at one time, meaning you are more likely to find product in the bin. This saves labor too, as these bins will hold an entire 25# bag of product meaning less back-breaking stocking for staff. In addition, the improved space economy of these bins will allow the product selection to expand in the future. If I had pursued either of the other gravity feed bin systems on the market, we would be locked in to a reduced product count with no room to expand the selection.

**Tighter lids.** These bins have the tightest lids in the industry, maximizing food security and freshness.

**Ease of operation.** The one-armed bandit style of handle is intuitive to use. New customers used to stand before the old bins wondering how to use them, since the handle was sort of disguised as a fancy design feature but was not obviously a handle. Also, these new bins have the fewest number of

parts and are therefore easier to clean, another feature which saves staff time and translates into a better stocked bulk department.

The new scoop bin system, purchased through the same vendor, also has the very desirable trait of having recessed scoop holders. Together with the scoop tethers, this keeps scoops



from being stored in the product. The tethers keep scoops from migrating bin to bin, reducing the chances for cross-contamination (non-organic to organic, gluten to non-gluten).

What I'm finding however is that I, like you, miss our old scoop bins so badly! Because they were angled up

and set higher off the floor, they were easier to shop from. If I had it to do over, I would have pushed for a different scoop bin system. This goes in the category of best-laid plans. There were several unwelcome surprises in terms of layout and shopability that I contended with, and I am crestfallen that the new scoop bins are somewhat less easy to shop than the old one. I take full responsibility, although there is plenty of blame to be directed against dumb luck, like losing our big oatmeal bins in the move. Anyway, these issues are being addressed ASAP and hopefully are mostly done as of this printing.

Even with this unfortunate issue of slightly less user-friendly scoop bins, the space economy remains vastly improved. I will exploit this feature for all it's worth. I promise to stock the bulk aisle with an ever-increasing selection of only the most amazing quality bulk products.

Also I would like to point out that I eliminated all hydrogenated oils from my department three years ago, exceeding the mandate of the food policy that technically allows up to 10% of my department to contain hydrogenated oils. I worked hard to keep hydrogenation out during my selection process for new products here at the new store. Our supplier's best-seller list was to act as my guide for picking new products, but many of these top natural foods industry sellers — for candy, for instance — contained hydrogenated oils. I combed through the database to find the quality ingredients that we demand in our bulk department (I did choose a couple of items with palm kernel oil — ah well.) I also made a point to offer a fruit-juice sweetened granola option. And in response to customer concerns, all gluten-free baking items are grouped away from gluten-containing flours. Unfortunately we are not a committed gluten-free facility so the risk of contamination is impossible to eliminate. But hopefully I have made shopping bulk that much more friendly for our gluten-free brothers and sisters. Keep those comments coming. **GG**

**Jim Richardson**, Bulk Buyer, is an eight year veteran of the natural foods industry, including six years at Whole Foods Co-op.

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# management report

**W**OW just doesn't seem to cover all the excitement, confusion, cooperation, equipment glitches, staffing changes, and construction challenges since my last report. Over half our membership plus honored guests attended WFC's 35th Anniversary/Premiere Party the night before we opened at 610. As we have over 3,000 members, the party turned out to be a unique opportunity to test the building's structural supports!

After three years with off-site office space and one year with one location under construction, our amazing staff of 120 are all working in one location. Our new store has 7,500 square feet of sales space and is open seven days a week, 7 AM–9 PM. Sales are averaging 100% above the same period last year (\$160,000–\$165,000/week). Most of the equipment is working most of the time. Staff training is a work in progress. The contractors should all be off to other projects and

the exterior lights should all be on by the time this edition gets to your mailbox,

We won't know the US Green Building Council's decision on our LEED (Leadership in Energy & Environmental Design) certification application until later in 2006 but we've got a spot picked out for the



Jeremy Francisco, FE Assistant, rings up the store's very first purchase from General Manager, Sharon Murphy. "How's that muffin, Sharon?"

plaque. The solar panel array for the parking lot behind 610 should be up in time to catch those earlier sunrises in February.

Our Grand Opening celebration is scheduled for January 20–22. There will be plenty of product information, special offers, free samples, and surprises every day. Our first round of public classes also starts in January. Information on these events will be available at the Customer Service Counter next to the entrance.

Comments from the brainstorming session at the Annual Meeting in September and from the Board Performance Survey on the back of the ballot leave no doubt that our members have more goals for the Co-op. Thank you so much for taking the time to document your hopes and expectations and concerns.

This new location grew from the hopes, dreams, and support of our members and of our community. It won't be overnight, but we'll fulfill more expectations together and we'll do it right. **GG**

Employed at WFC since 1980, **Sharon Murphy** has been the General Manager since 1988 when the store had 12 employees, 800 square feet of sales space, and annual sales of \$375,000.

## gourmet to go *by Jane Herbert, Deli Manager*

**A**s you know, the deli is proudly serving meat entrees in the new hot bar. Our members were surveyed and by far the choice of selling and serving meats was the most requested new product. Here is some background on the meats we are proudly selling and serving in the new Fog City Deli.

Applegate Farms — You now have sandwich meat that the deli is slicing to order —roasted turkey, smoked turkey, Black Forest ham, sugar maple ham and roast beef. These are all naturally raised meats from animals that received antibiotics only when necessary to treat disease, and are free of artificial additives and nitrites. Humane treatment of the animals, including no caging or close quarters,



is also required. These practices are regulated to ensure adherence to protect the Applegate Farms label.

We are also selling the local Beaver Creek poultry and pork ribs selections that are all certified organic. We are preparing the turkey meatloaf with this high quality meat grown locally from the happy turkeys on this Grantsburg, Minnesota farm.

We are selling naturally raised free-range whole chickens as well as chicken breasts for our new Fog City Chicken Curry Salad and Fog City Chicken Salad that also contains grapes and pecans.

Schultz Farm is supplying our organic chicken wings that are a huge hit on the hot bar as well as some of the delectable roasted turkey breasts we had at Thanksgiving.

Beeler's — an all-natural farm in Iowa is supplying our all-natural,

nitrite-free pork products (bacon, brats and breakfast sausages).

Last, but certainly not least, we are also proud to be grilling fabulous wild caught Alaskan salmon provided by local fisherman extraordinaire Dave Rogotzge!

I hope this information has peaked your interest in our new deli offerings and I want to let you know that we are very conscious of the sacrifice the animals have given for our choice of protein needs as humans. I know I am thankful. **GG**

**Jane Herbert** owned a small cafe in rural Wisconsin, serving locals with California-influenced recipes in the mid-80's. She was able to introduce a lot of ingredients that had not yet found their way to the Midwest such as avocados, salmon and shrimp. She was also an advocate of local organic poultry, fresh fish, and all natural pork and beef. More recently, she was the Assistant Deli Manager for Whole Foods Market St. Paul, which was a certified organic kitchen that handled meat products too.

children's table in the dining area next to shelves filled with books. We advise that you do not leave your child unattended, though.

We may not be settled 100% yet, but we're getting there. I can't tell you how exciting it has been to be a part of all this! On top of a beautiful building, we have twice as many wonderful new staff. They were hand-selected because they offered us something unique and have come to share it. Please welcome them when you see them. We couldn't have done what we did in such a short amount of time without the help of new and senior staff.

If you have any comments, suggestions, or questions please feel free to drop me an email, comment card, or approach me if you see me in the store. The other people we couldn't do without are the customers and all of their great ideas!

## staff news

### STAFF ANNIVERSARIES:

#### January:

**Debbie Manhart**,  
Store Operations Manager 5

**Kathy Covill**,  
Administrative Assistant 2

#### February:

**Sharon Murphy**,  
General Manager 26

**Justin Hemming**,  
Produce Assistant Manager 5

**Eriq Reed**, Receiver 1

**Jean Marie Johnson**,  
Front End Coordinator

### STAFF NEWS

Welcome to all the new folks:

**STOCKERS;**  
**Eugene Bahiya**  
**Alan Berg**  
**Heidi Rusboldt**  
**Dustin Mencil**  
**Julie Kohls** (moved from FE to merch)  
**Sonya Welter** (moved from FE)  
**Charlotte Van Vactor** (moved from FE)  
**Celia Rupp** (moved from Deli)  
**Christine Gildersleeve**  
**Larry Cuffe**  
**Becki Jarvis**  
**Heidi Frison**  
**Mel Lynch** (she's back!)

**Jessica Torvinin**

**Eriq Reed**, Receiver (moved from FE)

**Jesse Hoheisel**, Meat Buyer

**Susan Stone**, Bulk Coffee/Herbs/  
Spices, General Merchandise Buyer  
(former stocker)

Congratulations to Front End Coordinator **Jessica Belich** on the birth of her daughter, Gaia.

### NEW STORE

**W**hole Foods Co-op was very pleased to be able to donate several of our old grocery carts to Gateway Tower. The residents use them to bring groceries and other items from their cars up to their apartments.

### NEW STORE

**W**e were able to sell several pieces of equipment that we were not bringing with us in the move to the new co-op opening in Chisago.

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Monica Liddle, ND, is a Naturopathic Midwife in private practice.  
Jana Studelska is a certified doula and midwife's assistant.

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**Jeri Brysch**  
jeri@wholefoods.coop  
Treasurer  
Finance Committee (Chair)  
GME Committee  
Membership Committee  
Term expires 2006

**Chad Coffey**  
chad@wholefoods.coop  
Secretary  
Food Policy Committee (Chair)  
GME Committee  
Membership Committee  
Term expires 2006

**Chris Edwardson**  
chrise@wholefoods.coop  
Vice President  
Board Recruitment Committee  
Finance Committee  
Membership Committee  
Term expires 2006

**Lynn Fena**  
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Board Recruitment Committee  
Food Policy Committee  
Membership Committee (Chair)  
Term expires 2007

**Erik Hahn**  
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Food Policy Committee  
Membership Committee  
Term expires 2007

**Theresa Koenig**  
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Board Recruitment Committee  
Term expires 2007

**Jean Sramek**  
jean@wholefoods.coop  
President  
Food Policy Committee  
GME Committee (Chair)  
Term expires 2007

**Sharon Murphy**, General Manager  
Whole Foods Co-op  
610 E. 4th St/  
Duluth, MN 55805  
728-0884/w  
728-0490/fax  
724-7998/h  
smurphy@wholefoods.coop  
  
WFC web site: [www.wholefoods.coop](http://www.wholefoods.coop)  
  
Address to communicate with  
entire Board and General Manager:  
wfcbod@wholefoods.coop  
  
To speak to a Board Member or the  
General Manager, call the store  
at 218/728-0884

## mission statement

The Whole Foods Co-op is committed to the Cooperative Principles, to providing its members, patrons and community the highest quality nutritious whole foods, and to the products and practices which make positive changes in the life of its community, employees and environment.

## cooperative principles

1. Voluntary and open membership.
2. Democratic member control.
3. Member economic participation
4. Autonomy and independence.
5. Education, training and information.
6. Cooperation among co-ops.
7. Concern for community

Each New Year people make resolutions to eat better so they can lose weight, lower their cholesterol or blood pressure, get in shape, or just feel better. They will spend time looking for low fat labels, use the stair stepper and buy diet foods to help them achieve their goals. One of the best places to find help with these New Year challenges is right in the produce department. Don't believe me? Then let's take a stroll to see what fresh fruits and veggies have to offer.

Two common ingredients found in almost every kitchen are **garlic and onions**, right? It's hard to think of very many meals that don't use one or both of these. Well these have quite a reputation for being good for you as well.

Garlic and onions have been shown to reduce the bad cholesterol (LDL) and lower blood pressure with their high levels of allicin and selenium.

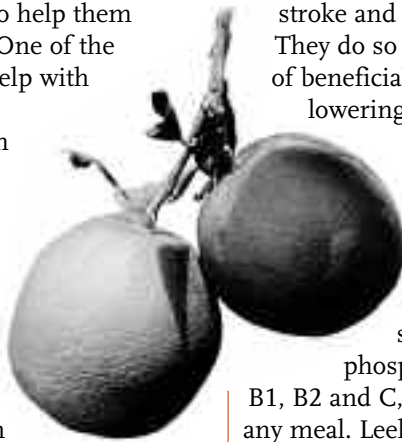
Mustard greens, those bright frilly greens on the wet stand, are loaded with heart healthy nutrients including antioxidants, vitamin E, beta carotene, vitamin C, vitamin B6, folic acid and magnesium. Eating foods containing vitamin E and vitamin C are linked with paraoxonase, an enzyme that inhibits LDL and HDL. If you want the benefits but are unsure of the bitter flavor, toss finely chopped greens into a soup or stew. Or sauté them with some garlic, olive oil and a drizzle of balsamic vinegar. You'll be surprised how good they are.

Tart apples like Granny Smith are great for pies and are also known to have the highest amounts of pectin, a soluble fiber that promotes beneficial bacteria growth in our digestive tract. **Green apples** act as a liver and gall bladder cleanser, essential players in a healthy digestive system, especially good after a month of rich holiday foods.

That is just the beginning. A high pectin level is particularly helpful to

people with diabetes and heart disease because of its ability to reduce blood sugar and lower cholesterol. How about **oranges**? Who doesn't like oranges? Did you know that studies find that eating oranges may actually reduce the risk of heart disease, stroke and hypertension? It's true! They do so by increasing the levels of beneficial HDL cholesterol and lowering the bad cholesterol.

Feeling a little run down after all of the holiday excitement? Add some **leeks** to your cooking. They're high in the minerals potassium, calcium, iron and phosphorus, and vitamins A, B1, B2 and C, a healthy addition to any meal. Leeks also contain sulphur, which has been found to have natural antibiotic qualities.



# fresh perspectives

## produce helps us reach health goals

Additionally, **parsley** is a fresh herb that most of us consider a garnish, yet it is loaded with vitamins C and A, calcium, magnesium and iron. It is also

### This month's tidbit

Looking for good food on the road? Check out [www.travelorganic.com](http://www.travelorganic.com). A Traveler's Guide to Organic Choices is a free travel directory and guide created to make it easier for people to find sustainable, organic goods and services at home or on the road. It includes restaurants, hotels and inns, coffee places, juice bars, grocers and markets so you won't have to head out with the worry of what am I going to eat?

rich in chlorophyll, so like all deep greens, it builds and helps detoxify your blood. That might be handy right now. It is an effective diuretic, helping the kidneys and bladder relieve excess water from weight gain, menstrual stress and travel. Not sure what to do with it? Add it chopped up any to pasta or rice dish. Or simply add it when you're making sauces or soup stock. Not much of cook? Then try it

steeped in some hot water for a cup of tea that actually tastes pretty good.

Over the holidays you probably had many opportunities to eat **cranberries**. Don't leave them behind with the festivities. Pick up a couple of bags and throw them in the freezer for the coming months. Why? Current research suggests there are plenty of healthful benefits associated with the antioxidants vitamin C and proanthocyanins found in cranberries. They may also be proven as effective as red wine in thinning our blood and keeping our heart healthy. Cook them as compote, toss them in a smoothie, or even crush them and use them for a meat or tofu rub before baking.

Remember you're not alone in your quest to better health. You've always got plenty of help with your produce partners.

## Seeds of doubt?

January is a common time for farmers and gardeners to perform the ritual of thumbing through the stack of seed catalogs to dream and plan what seeds to plant on the farm or in the garden each spring. Perhaps you'll even engage in the age-old tradition of trading some of your corn seed for a bit of your neighbor's famous Brandywine tomato seeds. Sounds just as it should be, right? Well, maybe not.

The top 10 multinational seed firms control half of the world's commercial seed sales. With a total worldwide market of about U.S. \$21 million per year, this means there is less choice of who to buy from. It also poses another reason for concern: seeds are the first link in the food chain and with corporate control and ownership of seed source there can be far-reaching implications for global food security. Consider this: A single firm, Monsanto, now controls 41 percent of the global market share in commercial maize (corn) seed, and one-fourth of the world market in soybean seeds. The same company's seeds with genetically engineered (GE) traits accounted for 88 percent of the total area planted in GE seeds worldwide in 2004.

Additionally, legislation is being drawn up and introduced in the U.S. especially aimed at preventing towns and cities from making local decisions about their food supply. Fifteen states have recently introduced legislation to remove local control of plants and seeds and 12 have put these provisions into law.

Former U.S. Ambassador Paul Bremer enacted laws in Iraq that prohibit saving seeds. According to Bremer's CPA Order 81, "Farmers shall be prohibited from re-using seeds of protected varieties". These "protected" seeds include an increasing number of varieties that have been developed by indigenous farmers through manual selection over centuries, but have since been patented by international companies. **CG**

References this issue:  
[www.heartofwashington.com](http://www.heartofwashington.com); "Healing with Whole Foods" by Paul Pitchford; "The Vegetable Bible" by Christian Teubner

# Acupuncture

Richard Tosseland, L.Ac.

Licensed Acupuncturist



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# savor the season

I know I should write about food. After all, we're a grocery store; I'm an advocate of organic, locally produced food and a card-carrying member of the local Slow Food Convivium.

But how can I write about food when I'm so distracted by the plants on the windowsill next to me? Imagine! A WINDOW in the basement of the Co-op! Daylight is a wonderful thing, even if the days are

short and cold. I can see a small bit of the lake along with our parking lot. I can see the many, many delivery trucks and vans heading down the alley to our brand spanking new loading dock. I can see my co-workers coming and going. It's hard to keep your mind on your work with such activity going on.

A few of our members saw the basement at 1332 (we call it "1332" so it won't be confused with the "old" co-op on 8th or the "old, old" Co-op in the Chester Creek House). They can attest that it was cramped, temperature-challenged and a bit smelly. I realized how claustrophobic I was when, about a month before the move; I felt the almost irresistible urge to bring firearms to work after the fiftieth person of the day reached over my left shoulder "just to grab something off the printer." One hundred employees in one hundred square feet is a bit much for this gal to handle. Call it part of the learning curve that is my life, but I didn't like the David Banner-esque personality I was developing.

What the heck does this have to do with food? Not a whole lot unless you consider what we are now capable of doing in our new space. Now that we're settling in, this elbowroom we've

acquired gives us options; more new products, room to do food demonstrations and sampling, a big old stack of something crispy on sale and a classroom for the education of the public and our Staff. Possibilities are a beautiful thing.

Staff members can now eat together in our break room. We have our own restrooms (men's AND women's) in the basement. We have lockers and desks galore. A few of the things that those in Corporate

America take for granted, we can finally offer our employees, like being able to stretch your arms without taking someone's eye out. That makes the whole energy of the working environ-

ment dynamic and energized. Happy employees who believe in what they do working in a beautiful space is a recipe for success. And that's the only recipe I'm offering in this issue of the Gazette.

Thank you to all of the members and customers who made this beautiful workplace happen. I, for one, appreciate it deeply. Cheers! GG



Your editor, packed up and ready to move.



Our old office — a little cozy. Our new office with elbowroom. A-a-a-h!



FIVE staff members enjoy lunch in the new breakroom. Clockwise from top: Wendy Sjoblom, Deli Assistant; Steve Perry, Shift Leader; Andrew Sparrow, Stocker; Emily Denmer, Deli Assistant; Mark Winans, Deli Assistant.






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by Peggy Anderson  
[www.breastcancer-book.com](http://www.breastcancer-book.com)

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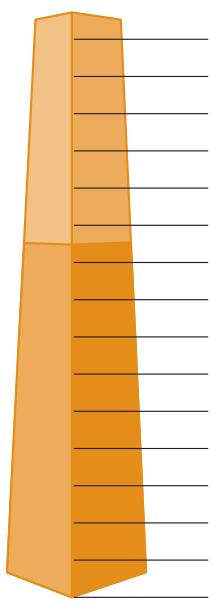
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# welcome, new members!

## Spread the good word!



We have set a goal of 750 new members before July 1, 2006. The graph shows where we are so far as of December, 2005. We have a long way to go, but with the encouragement of current members, new members are just a stone's throw away.

Annette Quелlette  
Stephanie Carlson  
Debra Taylor  
Cathi Austin  
Peter Gentry  
Paula Saurer  
Jonathan Livingston  
Suzanne Schuller  
Annie Olson  
Lynda Gokey  
Judith Bonovetz  
Paula Nelson-Guenther  
Phyllis Monsaas  
Arlene Williams  
Susan Malley  
Kathleen Spencer  
Donald Rantala  
Jeff Kukert  
Madeleine Robins  
Steven Pohl  
Zoe Tokkesdal  
Robyn Rowe  
Daniel Ahonen  
Arne Vainio  
Christine Birch-Sabyan  
Michelle Johnson  
Nancy Odden

Evelyn Pollock  
Rebecca Waterhouse  
Jill Halverson  
Kara Thoemke  
Claereda Dethmers  
Christopher Thorson  
Margaret Anderson  
Cliff Tessling  
D. Scott Howard  
Lynn Ellen Pohl  
Sharon Konczak  
Patricia Tome  
Gloria Davis  
Patti Urbanski  
Brenda Ackerman  
Diana Irons  
Marilyn Mayry  
Tom Hanson  
Carol Piri  
Meghan Kimber  
Wendy Nelson  
Judy Seliga-Punyko  
Jane Borgren  
Leonard Pekkala  
Katherine Christiansen  
Sally Sundeen  
David Jorde  
Mark Boyce

Will Munger  
Nancy Thompson  
Carmel Demaoribus  
Richard Laine  
Christopher Johnson  
Lynn Vennevold  
Diane Mcloyd  
Jennifer Sillanpa  
Donna Anderson  
Wayne Pulford  
Robert Spehar  
Pennee Krawczyk  
Gary Amdahl  
Chris Henley  
Kjell Peterson  
Dawn Aune  
Margaret Karsky  
Frank Koshere  
Mary Weatherby-Berg  
Linda Hagen  
Barbara Wentworth  
Kim Danielson  
Jeff Dietlin  
Hella Wartman  
Kim Chart  
Michele Lammi  
David Vosen  
Cynthia Butcher  
Kathleen Harju  
Karen Frost  
Gina Maria Labrosse  
Barbara Plumb  
John Conry  
Ann Perkins  
Ann Marie Omalley  
Cynthia Hagley  
Jeanne Kilburg  
Terri Erickson  
Kimberly Goad  
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## news bites

Seriously, now – why aren’t organics getting affordable? Check out Christy Harrison’s article in Grist Magazine (August 2005) entitled “Cost in Translation.” Also available at [www.grist.org/news](http://www.grist.org/news)

The Journal of Pesticide Reform/Fall 2005, a publication of the Northwest Coalition for Alternatives to Pesticides (NCAP), reported on studies by Emory University, the University of Washington, and the Centers for Disease Control and Prevention showing that eating organic food provides “a dramatic and immediate protective effect against exposures to organophosphorus pesticides that are commonly used in agricultural production.”

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# Making it come together

by Debbie Manhart, Store Manager

**W**e love out new store and it couldn't have happened without the skills of many craftspeople.

Many, many thanks to the following for helping put the building together:

Builders Commonwealth, Inc. was the general contractor for the site.

There were several workers (Bryan in the lead, Mark, Cal, Pride, Matt, Sam, Bill, Pat, Rob, Gary, Jeff, Todd, Ryan, Barry, Noah, Maria, Dave, Keith, Matt, and from the shop Jason, Bob, Jim, and Luke) from Builders

here five, sometimes six days a week working hard on construction of the building and putting up the siding in sometimes less than ideal conditions. Arno made sure it all came together.

Randy, Chad, Jim, and Ed and all the other people from Gartner Refrigeration spent many hours and several months putting together our compressor. It controls all of our refrigeration and also uses a freon reclaim to help heat the hot water and heat our building.

Superior Construction (Duane and Whip) and Larry Beaumont built our retaining wall, created the parking lot, tore down the false front/overhang, and put in the back fill in the front and the back of the store.

A. G. O'Brien installed our sprinkler system; Young Plumbing, with Chad in the lead, did all of the plumbing; Randall Brothers with Keith and Frank, as well as Mike and Joe, did our mechanical work; Northern Door and well as Duluth Glass & Mirror provided and installed our doors, locks and windows; Belknap Electric, Jason in the lead, did all of our electrical work; Steve, from Duluth Architectural Metals installed our roof, built the metal railing on top of the retaining wall, and will be finishing off the railing on the stairs; our landscaping was started by and will be finished by Tom's Landscaping; Telephone Associates provided our telephone system; Great Lakes Alarm our security system; Johnson Carpet and Tile our flooring; and Curtis Restaurant Equipment provided all our Deli equipment, Deli counters, and the hot bar/salad bar. Pekkala Painting (Lennie and Isaac) and Daily Drywall gave us our snazzy new interior.

United Natural Foods provided us with drawings and several of our brokers helped us with product planning and placement as well as help setting up shelves and stocking products. A very big THANK YOU to Carolyn King and Lisa Anderson, Merchandising Manager, for all of the hours they put in — some times into the wee hours of the morning — for product planning and placement.

We had an outside consultant for the Deli — Alan Seidner, and for Produce — Mark Mulcahy — each helped plan those departments. Mark

also helped to set up the produce department.

The staff at Daugherty's Hardware has gotten to know several of us from WFC. They have been extremely helpful and patient with some of our strange questions and requests.

LHB did the design work as well as helping us achieve our LEED certification.

The Shift Leaders helped during October putting together shelving, accepting deliveries, hanging things, cleaning up, etc. The rest of our staff worked

very hard during the time we were closed on all of the final touches that needed to be done.

Sharon worked many long hours, seven days a week for months to make sure it all came together. We really appreciate all of her efforts. Thank you, Sharon! **CG**



Gartner Refrigeration unloads the compressor rack.

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