

# NORTHWIND NEWS

Since 1977

Northwind Natural Foods Cooperative

August, 1994

*"Good Things For You . . . Naturally"*

## 150 Years of Co-ops

With Northwind Natural Foods Cooperative now in its seventeen year, it's interesting to note that the cooperative "movement" is celebrating its 150th!

In 1844, a small group of people opened a little store at 31 Toad Lane, Rochdale, England. From that beginning, the principles and practices of co-ops has spread literally across the world. Though there were many cooperatives that preceded the one founded in Rochdale, the principles and practices of this particular establishment defined a cooperative business and assured the success of the cooperative model.

The Cooperative, as it was called, dated its establishment as 15 August, 1844; was incorporated on 24 October, 1844 and opened its doors on 21 December, 1844.

Twenty-eight people founded the Cooperative. Many were weavers, but other occupations were also represented. Their aim was to make their meager wages go farther by cutting expenses.

The board of directors authorized the sale of four items --butter, flour, oatmeal, and sugar. When the gas company refused to light the store, the staff purchased candles for opening night, buying them in bulk and selling the remainder. The opening inventory was 16 pounds, 11 shillings and 11 pennies -- about \$26.00 in today's money.

After a full year in operation, the store had 74 member households, had raised \$181 in capital, had registered \$1,100 in sales, and had netted \$22 in savings/profits. (The average weekly wage at the time was \$1.50.)

The Cooperative moved to a larger location in 1868. The original store was purchased by the Cooperative Union of Great Britain in the 1930's. In the 1970's it underwent structural changes to assure its safety, and was re-opened as a museum.

Today 700 million people around the world belong to cooperatives. In the United States, 120 million people are members of a network of 47,000 cooperatives.

--Karl Overholt

## .... News Flash ....

### General Membership Meeting

### & Potluck Picnic

Kimball Town Park

Saturday, August 20, 1994

1:00 pm

The most important time of year for the co-op and its membership is coming soon. Being a co-op, the one thing we cannot survive without is the help and input of our membership. If you would like to be part, even for just a few hours, and give something besides your shopping dollar, then this is the time for you.

Some of the things you can do at the GMM:

- Stuff your face on someone else's cooking.
- Nominate your best friend to the board of directors.
- Play games (anyone for volleyball?)
- Find out what's new on the product scene (Roger will have a great display of samplers.)
- Find out what new and exciting things are ahead for the Co-op.
- Socialize.
- Go jump in the river.
- Throw someone in the river.
- Be thrown in the river.
- Get a grasp of the financial picture of the Co-op.

Also, you'll have the chance to volunteer to be on the board of directors. If you will take a moment to reflect on the changes that have occurred recently in the co-op, I think you will be impressed. Some of those changes are due to the great work of our store manager, Roger Margason. Some of them are due to an active and involved board of directors.

And there is a great deal to be done in the next twelve months. On the drawing board now is a move to a store location that will give us the flexibility to grow and improve in the future. Included in making a move like this is the task of developing a floor plan for the new store that will enhance its beauty and set the stage for the successes of the future. There is also an interest to develop a gourmet coffee serving facility that would be a specialty shop.

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All of these things require that decisions be made and actions taken that will contribute to the health, success, and growth of the co-op for years to come. That means group discussions; researching ideas; fact finding; just plain work; sharing ideas; compromising; learning from mistakes; and forging friendships cemented in the bond of a job well done. If that sounds interesting to you, then we need you on the board of directors. Now's your chance.

--Doug Clark

## Newsletter Ads

To help cover newsletter expenses we are accepting a limited number of small business ads for the newsletter. We hope there will be support for the newsletter from co-op members who have their own businesses or professional services. The cost is very low at only \$12 for a business card size ad. However, the audience you reach is on the cutting edge of society's development, namely the members of Northwind! Contact Larry Sands to place your ad. Copy deadline for our next issue is August 29.

MAINTENANCE-REMODELING-REPAIR  
PAINTING-WALLPAPERING-DECORATING  
JANITORIAL-CARPET DRY CLEANING

**AMERICAN BUILDING SERVICES**  
"SINCERE QUALITY WORK"  
RESIDENTIAL-COMMERCIAL  
MICHIGAN LICENSED CONTRACTOR

LARRY I. SANDS  
715-561-2880

Rt. 1, Box 185  
HURLEY, MI 54534

## "To Everything There is a Season

and a time to every purpose under heaven."

You may have heard: we need board members. Seriously! Those of us on the board currently have our hands as full as we can manage. We need more hands. We have done much of what we set out to do, but there is always more to do. As long as the Co-op is growing and changing we will need to grow and change along with it. And we need people seriously interested in helping us grow to join us as active board members.

There will be seven positions open on the board of directors at the August 20th GMM. We know you're all busy with your lives. We are too.

It's not necessarily a life-long commitment, two years is all we ask. We meet an average of two hours a month and the "homework" can take as much or as little time as you allow it to. As Larry so often states in the newsletter, "... come and help us wade through the many important issues facing our co-op." "It's Fun!"

The coming year promises to be an exciting and challenging one for the Co-op as we meet head on our growing popularity, the needs of our member-owners and non-member shoppers, our own store needs, financial needs and goals, the possibility of a new store location, and all the planning and decision making needed to achieve our lofty goals. Yes it's work. Hard work. But opportunity is often found roaming around disguised as hard work.

Right now we all have the opportunity to make a difference in the life of our community thru the life of our store. We own it. We can make it into whatever we want it to be, providing we're willing to keep working at it. More hands help make the job easier for everyone. Think about it. Is it your time to volunteer as a member of the Board? See you August 20th! "... A time to laugh, a time to cry. A time to become a Co-op board member, a time to resign. . ."

--Jody DeCarlo

## HEY, BOSS. . . !

Though we've emphasized it several times in past newsletters, I wonder how many of our members actually realize that they OWN Northwind Natural Foods Co-op? That the manager, the clerk, and the Board of Directors, work for YOU? That every dollar you and your friends and family spend at the co-op makes it easier for the co-op to provide more and better service.

There are exciting things going on at the co-op; Ironwood's Festival '94 spanned four days in July and was another demonstration of the co-op's increased involvement in community events. Special thanks to Bozena Ciegliewski, Marion Stecker, Jean Ann Santini, and Felicia Santini for volunteering their time to help.

We have a new clerk, Jean Valle, who has many friends in the community. Jean, who will be working every Monday and Tuesday, replaces Violet Pedin, who left for a full-time job with benefits.

Looming ever larger on the horizon is our proposed move to a much larger facility in downtown Ironwood. Of course, more space means more expansion, and more

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expansion means the necessity for more business; more customers coming through the door, and spending more money when they come in. We're very interested in your thoughts on the matter, and your ideas on how we can achieve these goals.

We've all been conditioned to the idea that we, as individuals, really don't matter to most businesses. Just consider how often we get a sincere greeting when we walk into the average store or, more important, a sincere "thank you" when we leave.

A co-op is much more than what you pay for groceries. We've never pretended to compete with the supermarkets or most prices (though our Members Only specials provide considerable savings); but they can't beat us on quality or the sincere interest we have in treating each person who comes through our door as a unique and valued customer.

So, boss, please become more involved in your co-op and its future. We'll all benefit from your participation.

--Roger Margason

## Welcome New Members

Linda Cox, Elizabeth Vizanko, Lela Boylen, Dave & Helen Anderson, Joan Borchardt, Mark Campbell, Maria Verlos, Julie Buckles, Kym Wilman, Mary Lynn Muth, Barbara Peite, Kathy Jordens, Kim Torrence, Brian Tarro, Aurelia Ryan, Veikko Kesti, Roland & Jan Kitto, Linda Montonati, Dick & Mona Harmann, Bill & Doreen Heilig, Barbara Skovich, Pat Dragish, Peg Sutherland, Kevin Tucker, Kathryn Jones, Candy Koski, Mary Burns, Marvin Burgraff, Charlene Jordan, Helen Martin, Michael & Donna Burket, Linda Stanley, Kristen Mueller, William Lintonen, Sandra Mahoney, Don Leonard, Liisa Jones, Lori

*NORTHWIND NEWS* is published by Northwind Natural Foods Cooperative for its membership. Letters to the Editor and other contributions are encouraged. Typed copy is much appreciated. Consider submitting articles on general areas of natural foods and healthy living or specific foods, nutrients, book reviews, recipes and the like. Please include your name and telephone number. Deliver or mail submittals to the store. Please notify us if you change your mailing address. This issue's editor: Larry I. Sands

Lahti, Jeanne Matchefts, Theresa Steinmetz, Dory Cruz, Deanna Howell, Carolyn Decker, Marie & Charles Eggleston, Dana Harter, Adeline Kovales, John Dwyer, Ken Nikula, Kathleen Contratto, Ken Bowman.

## New Board Members Sought

Persons interested in serving on Northwind's Board of Directors will have their opportunity to be elected at the upcoming General Membership Meeting August 20th.

While we presently have only five board members, our by-laws allow for up to nine slots on the board. The two year terms of three of our board members, Doug Clark, Jody DeCarlo & Larry Sands are expiring at the August GMM. Irene Hewitt and Karl Overholt's terms continue another year. We therefore have seven possible openings to fill on the BOD.

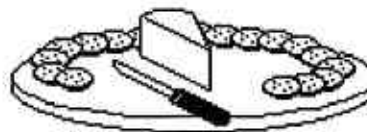
Doug and Jody have both expressed that they will not serve another term at this time. Larry is said to be considering another term but wants to avoid a lengthy, grueling campaign.

Serving on the BOD is a really rewarding, worthwhile thing to do with a little of your time. **Please consider it.**

### SPACE AVAILABLE

Your informative article, recipe, helpful hint or advertisement should be in this space!!

Contact the editor



*\*\*Have you told a friend about the co-op today? If EVERY member mentioned us to just one person a week, that would increase the number of people that know about us by 170 weekly! Spread the word!!*

## August Members Only Specials

	<u>Regular</u>	<u>Members</u>	<u>SAVE</u>
Debole's Artichoke Thin Spaghetti	\$2.69	\$2.16	\$.54
Little Bear Refried Pinto Beans, LF, NS, Org.	1.75	1.39	.36
Arrowhead Mills Yellow Corn Grits	2.75	2.19	.56
Cedarlane Garden Vegetable Enchiladas	2.89	2.31	.58
China Cola: reg. or fruit juice sweetened	.99	.79	.20ea
After the Fall Juice Boxes, 3-pak	2.49	1.99	.50ea
Cape Cod Cranberry, Kiwi Bear Punch, Oregon Berry, Georgia Peach, Lemonade, Vermont Apple Juice			
Knudsen Very Veggie Juice	3.09	2.37	.62
Little Bear Cherry Bears or Licorice Bears	.99	.79	.20ea
Spectrum Extra Virgin Olive Oil, 12.7 oz.	7.65	6.21	1.54
Naturade Aloe Vera 80 Bubble Bath	6.19	4.95	1.24
Nature's Gate Skin Therapy	7.35	5.87	1.48
Naturade Aloe 80 Moisturizing Cream	5.79	4.63	1.16
Thompson's Beta Carotene,	7.19	5.75	1.44ea
Multi Vitamins-Minerals for Women	<b>SAVE</b>	<b>▶▶▶▶</b>	<b>\$14.76</b>

### Orange Julius

1 cup water; 1 cup milk\*; 1/4 to 1/3 cup sugar; 1 tsp vanilla\*; 6 oz frozen orange juice concentrate; 8 to 10 ice cubes. Mix all ingredients in a blender on high until ice cubes are crushed. Serve immediately.

\*ingredients or close substitutes available at the co-op.

### Cran-Banana Cooler

2 cups chilled cranberry Juice cocktail\*; 1 cup milk\*; 1 cup vanilla ice cream\*; 2 Tbsp honey; 2 bananas cut in pieces. Combine all ingredients in blender. Blend until smooth. Make 5 servings.

### Board of Directors

Doug Clark, president	932-0866
Jody DeCarlo, treasurer	561-3831
Irene Hewitt	932-5242
Karl Overholt, secretary	561-3120
Larry I. Sands, vice pres	561-2880

### STORE HOURS

**Monday thru Friday**  
**9:00 to 5:30**  
**Saturday: 10:00 to 4:00**  
**Sunday: closed**

### Where the Heck Is -Kimball Town Park-

-on the beautiful Montreal River, West Branch -

West from Ironwood: Take US highway 2 West about 3 1/2 miles from highway 51 and the Michigan/Wisconsin border. Turn left on Park Road (the second road to the left after County Hwy D) then the first gravel road to the right.

East from Saxon: On US highway 2 take the first road (Park Road) to the right after crossing the Montreal River (West Branch). Then turn right on the first gravel road.

## foodforethought

Better mark your calendar right now so you don't miss out on Northwind's annual General Membership Meeting, August 20th. All members, new and long-time, are urged to attend. It's a rather painless experience where you can meet some of your co-owners, get an overview of the co-op's past year and a peek ahead at what's being planned. In fact, you as a co-owner are needed to HELP plan our future.

This year's GMM will be held after a potluck style picnic which is always a taste-tester's delight! Bring a fun dish to share and a feast will be our collective bounty. We've heard too that some home brewers will compare their recipes and homespun elixirs. Seems like they may be forming a little group for foam-heads.

Of course we'll be electing a new Board of Directors, probably the single most important event of the GMM.

There appears to be some merit to the rumors that the Co-op may move the storefront to larger, more attractive quarters in beautiful downtown Ironwood. NORTHWIND NEWS reporters have witnessed BOD members holding on-site planning workshops in a notable Ironwood landmark. Members of the special "Move the Storefront" committee have been seen meeting in the aforementioned landmark.

Rumor has it that an offer (one that couldn't be refused) was made and then a counter offer made in return. To date, details are too sketchy to print. Maybe we'll get some straight answers at the GMM.

If it does turn out that the store moves in the next few months, the move will require a lot of effort on the part of many members. Before the first bottle of vitamins can be relocated a whole lot of planning and preparatory work will be needed. There will be many work projects requiring a wide variety of abilities and skills.

Please consider getting involved NOW to help gear up for this coming move. Talk to any BOD member, Store Manager Roger, or Committee Chair, Tim Feldt about your role in helping us grow.

We still need more member/investors to take advantage of the Co-op's Member Loan Program and Positive Charge Accounts. The funds generated will not only help with the typical expenses of product expansion, but are especially needed to help cover the additional costs of moving to a bigger & better building.

If you haven't loaned your co-op some money yet, try to do it ASAP. Small amounts are welcome as well as large ones. And remember, your investment earns 5% which is better than the banks are paying!

Get more details at the store -- pick up a copy of the policy on member loans. Bring your check book to the GMM; we can accept the funds and sign the loan contract right on the old picnic table.



## Please Join Us

**Graphic Artists & Sign Makers:** Your Co-op needs your help. What would a new and larger storefront in a grand old Ironwood landmark building be without a beautiful, colorful sign hanging out front to announce us to the world? The costs involved with a professionally constructed

and installed sign are out-of-sight. We're going to have to go as low-cost as possible on a sign which means we have to build it, design it, letter it, paint it and hang it ourselves. If your skills lean in any of those directions get in touch with any BOD member or T. Feldt ASAP.

Have you noticed the expanded product lines on stuffed shelves in the store the past few months? It's the result of thought and planning and signing on the dotted line at the bank. As if we weren't far enough in the hole, "here we go again."

Actually, we're not heavily in debt and the influx of capital into store products offered for sale is already expanding our gross sales. The increased sales are encouraging but our operating expenses are hot in pursuit of the thin profits that spin off of those sales.

Through increased merchandising and customer awareness efforts we look for expanding sales in the next year. But we also need to hold our expenses to zero-increases by having greater member participation in the actual day to day operations of the store. For example, we still need one person to be on-going janitor on a once or twice a week basis.

And Roger needs two clerk-trainees for morning or afternoon shift to free up some of his time to actually do some management. Interested?

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Has it dawned on you yet, as it did me in June, that it really makes sense to pay attention the the monthly Members Only Specials? More than that, I found that if I actually bought a bunch of the stuff on sale I saved a fair amount of money, my cupboard was better stocked in case of a mid July blizzard, and Roger smiled a little more all the way to the bank.

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Wow! Have you noticed the selection of colorful, creative gift ideas that our friends Floyd & Mary have at WILDERNEST? Go take a peek.

A very special Thank You Very Much goes out to our friends at **Mifflin Street Community Co-op** in Madison. Way back in the Fall of 1992 Mifflin Co-op awarded Northwind a grant of \$1000.00 to help increase awareness of our co-op in the community. Mifflin's Grant Committee, headed by Jody Padgham had faith in our little co-op and our ability to pull ourselves out of a tail spin.

**Northwind Natural Foods Cooperative**  
134 W. Aurora Street  
Ironwood, Michigan 49938  
(906) 932- 3547

Their faith was not ill-placed for we have grown greatly in our membership, our product line offered to the community, our administrative professionalism and our long term viability. We are now embarking on yet another phase of our growth-through strength strategy: planning a move to substantially larger facilities. Indeed, with the help of one of the Midwest's oldest food co-ops ours has become one of the most recent survivors!

Thanks again **Mifflin Street** for having faith and we urge all to "keep the faith."

-Larry Sands

### **Y'all Come**

The next scheduled Board of Director's meeting is tentatively Wednesday, September 7 at 5:30 pm at the store. This time and/or date could change after the new Board is installed at the GMM. Check the store to be sure.

*"Good Things For You . . . Naturally"*