

ShopNatural Cooperative Board of Directors

Christopher Hahn, President
c/o ShopNatural Cooperative
350 S. Toole Ave.
Tucson, AZ 85701-1836
boardofdirectors@shopnatural.coop

Frankie Benoist, Vice-President
c/o ShopNatural Cooperative
350 S. Toole Ave.
Tucson, AZ 85701-1836
boardofdirectors@shopnatural.coop

Marcella Yturralde, Secretary/Treasurer
c/o ShopNatural Cooperative
350 S. Toole Ave.
Tucson, AZ 85701-1836
boardofdirectors@shopnatural.coop

Betty Mishuk
c/o ShopNatural Cooperative
350 S. Toole Ave.
Tucson, AZ 85701-1836
boardofdirectors@shopnatural.coop

Dana Coyle
c/o ShopNatural Cooperative
350 S. Toole Ave.
Tucson, AZ 85701-1836
boardofdirectors@shopnatural.coop

Birke Earl
c/o ShopNatural Cooperative
350 S. Toole Ave.
Tucson, AZ 85701-1836
boardofdirectors@shopnatural.coop

Susan Morgan
c/o ShopNatural Cooperative
350 S. Toole Ave.
Tucson, AZ 85701-1836
boardofdirectors@shopnatural.coop

ShopNatural Cooperative has delivered natural and organic products to our members in a seven state region for more than 30 years. We're dedicated to bringing you the best products at the best possible prices.

New Study Reveals Thousands of Field Tests of Genetically Engineered Crops Across U.S.

Experiments a Threat to Public Health, the Environment and Farmers

From Environment Maine's Newsroom
For Immediate Release:
April 14, 2005

PORTLAND - More than 47,000 field tests of genetically engineered crops were authorized by the U.S. Department of Agriculture between 1987 and 2004 despite serious environmental threats and inadequate regulations in place to monitor their impacts, according to a new report released today by Environment Maine Research & Policy Center and Maine Organic Farmers and Gardeners Association (MOFGA). Three hundred seventy-five of these tests were conducted in Maine, mostly for genetically engineered potatoes.

Both the National Academy of Sciences and the General Accounting Office have criticized the USDA for inadequate oversight and expertise in authorizing the release of genetically engineered crops. Nevertheless, this new study reveals substantial increases in 2003 and 2004 of testing of crops engineered to produce pharmaceutical and industrial chemicals, as well as of many new crops never before released.

The report, Raising Risk: Field Testing of Genetically Engineered Crops in the U.S. (full report available at www.mofga.org), highlights potential risks associated with the release of genetically engineered plants. The results of

large scale field trials conducted over many years were just published in the March 2005 Proceedings of the Royal Society demonstrating adverse effects on wildlife, but experiments conducted in the United States continue to be piecemeal and short term. Scientists have criticized research in this country as deliberately designed to hide any harm.

Coincidentally, this report is released on the heels of three Maine towns, Kennebunk, Brooklin and Kennebunkport considering opposition to genetically engineered organisms. Kennebunk selectmen rejected a petition from citizens to place a ban on genetically engineered organisms,

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Our First Year as ShopNatural Cooperative

Reggie Smith, General Manager

After 30 years as Tucson Cooperative Warehouse, we are now doing business as ShopNatural Cooperative. People throughout are finding us - whether on line or in town; our name now says it all - you can most certainly shop naturally when you choose this cooperative. This is the culmination of more than two years of transition to our new name. We continue home delivery on our trucks throughout the Southwest. We now feature online sales nationwide on our website ShopNatural.com and on Amazon.com, and sales to commercial accounts in our region and throughout the United States on our website ShopNatural.biz.

Summer is here and nowhere is that more evident than in Tucson. With temperatures reaching over 100 degrees every day for the last month, many of us are volunteering to work in our warehouse freezer. Recently, we ended our fiscal year

and began the new year. This last year, we converted all our computer systems to a new operating platform called Velocity. This required every staff person to learn a new way of doing their job and certainly created change throughout the cooperative.

Our online sales have been extraordinary and we sold one million dollars to internet shoppers this year. This increase in sales has certainly helped this cooperative. We invested time and dollars into this new sales channel, advertising online and in national magazines.

We shifted our business with the reduction of sales to cooperative retailers as they moved their purchases to UNFI from ShopNatural. Silver City Cooperative continues to work with ShopNatural as their primary supplier. With the change in sales, we also had to rework virtually all our truck runs. At the beginning of last fiscal year, we

worked with our buying club members to restructure more than 12 truck routes. The change brought an immediate drop in sales, but some of those sales came back as shoppers realized the stores in their towns had higher prices and less selection than ShopNatural.

Our sales to buying clubs and commercial accounts dropped more than 15% with the loss of our retail cooperatives and changes in our delivery schedules. These changes created added expenses and significantly lower revenue. These challenges also allowed us to be more creative; to focus on the areas where we can grow and serve more individuals, families and buying clubs. Throughout all the changes, we never dropped one customer, never stopped delivering to our rural accounts and never compromised our quality or service.

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ShopNaturalNews

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ShopNatural Cooperative,
350 S. Toole Avenue
Tucson, Arizona, 85701
(520) 884-9951

Statement of Policy

The ShopNaturalNews newsletter features educational information on food and health related issues, seasonal recipes, new product information, vendor profiles and includes letters and articles written by the ShopNatural Board and our membership. There also will be updates on the cooperative movement, and business information about the warehouse.

Publications Department

Phone: (520) 884-9951
Fax: (520) 792-3241
Email: knicola@shopnatural.coop

www.ShopNatural.coop
www.ShopNatural.com

ShopNatural's Annual Meeting - 9/24/05

This year, we are presenting a one-day member meeting on Saturday, September 24th. We will celebrate ShopNatural Cooperative's first annual meeting - after 30 years as Tucson Cooperative Warehouse. We invite you to come see the warehouse, meet with staff and the Board of Directors, and participate in our business meeting.

We realize that the large region to which we deliver makes the Tucson meeting less accessible for some members that live farther away from our office and warehouse (or headquarters). We anticipate that the savings generated by having a one-day meeting will allow us to support buying clubs throughout our region in new and expanded ways. We envision providing area groups with products, samples and literature to hold their own mini food fair - attracting new members to their groups.

Historically our annual meeting was the event where we elected our Board and decided issues such as bylaws and incorporation. Today, our voting is done by postal ballot; members now have the convenience of voting on co-op issues from home. Postal balloting allows more members than ever before to help decide the direction of their cooperative.

We continue to support our buying clubs through established programs such as discounts for buying clubs that have articles about their group printed in local newspapers. And we hope that regional food fairs, sponsored by ShopNatural, will grow many new members and further service the communities in our delivery area.

Come to our meeting, see the cooperative that you own - be here as we celebrate our 31st year.

Members who attend the annual meeting will receive gift bags and samples to take home. If your group is unable to attend, we have special offers for you, too. We are planning a "No Show-Road Show" with special pricing that has traditionally been available only for meeting attendees. These special sale prices will be available to all of our members for the month of October.

Want to have your own food fair? Call us, we are working with vendors to create a package event for you - food, promotions, flyers and pricelists. We'd love to help you grow your group. Regardless of whether you attend the meeting, as owners of this cooperative, be sure that you make your voice heard with your vote.

Thank you for your continued support of ShopNatural; we look forward to seeing you in Tucson this fall.

Check out our NEW website at: www.shopnatural.coop

UNFI Acquires Roots and Fruits Cooperative

United Natural Foods Inc. (UNFI) acquired Roots and Fruits Cooperative on July 13th. The worker owned produce cooperative had been in business since the late 1970's. United Naturals has acquired a number of cooperative distributors over the last four years and now has purchased the largest cooperative produce distributor in the country. UNFI turned its attention to organic produce distributors in the late 1990's - purchasing Albert's Organics, Boulder Fruit Express, Northeast Cooperative's produce division and now Roots and Fruits. It was rumored that UNFI intended to open a produce distribution facility in Minneapolis that would directly compete with Roots and Fruits. How long Roots and Fruits has been negotiating with UNFI is unknown. This year, Roots and Fruits proposed mergers with Natural Farms, who they acquired, Ozark Cooperative Warehouse and ShopNatural Cooperative. Neither Ozark nor ShopNatural chose to pursue acquisition. Had this cooperative been acquired by Roots and Fruits, their acquisition by UNFI would have included ShopNatural.

The cooperative principle of autonomy and independence is especially important today. We see natural food and organic vendors purchased by multinational corporations such as Kraft, General Mills and Dean Foods; as we see cooperative distributors bought by UNFI to be closed or turned into yet another distribution center. We must be reminded of the impact that consolidations have upon small family farms, small businesses, small producers and vendors and we must invest our dollars wisely.

UNFI is the largest distributor of natural foods and organic products in the US. With this power, they also control many of the vendors and small distributors. A number of small vendors and producers say that they can't meet UNFI's minimums and are being cut out of the growing natural foods market. A small vendor in Oregon reported that they sold their products almost exclusively to Mountain People's Warehouse (a UNFI owned distributor). They received a call one day and were told that they had to increase

production so that UNFI could sell their product nationwide. They couldn't expand nor did they want to reduce the quality of their handmade products. They lost the Mountain People's account in one day.

Larger vendors are adjusting their product line to feature only those products carried by UNFI, as there is little market elsewhere. Small, less popular items will be dropped to support UNFI's appetite for increased control over the natural foods market - from grower to store. They now own their own stores in Florida and reportedly plan to expand at the retail level. UNFI could truly become the Wal-Mart of natural foods within the decade or simply sell to the highest bidder.

UNFI made commitments to support buying clubs when they acquired cooperative distributors; the rules apparently have changed. Buying club coordinators are finding that their minimum order requirements are increased and some are reporting that they have to buy every four weeks - skip one month and you are no longer on the UNFI delivery schedule. New significantly higher minimums are required and case only is becoming the norm. One California buying club reported that when the coordinator went to place her order, she was told that her order date had changed and that they could only buy every eight weeks. Their minimum order requirement had also doubled. This of course, reduced UNFI's operating costs - half the trips and the same revenue. Her group was not able to continue to buy from UNFI; fortunately they were able to move to ShopNatural Cooperative. Other buying clubs in the Midwest and Northeast aren't so lucky. With all the cooperative distributors either closed or acquired by UNFI, buying clubs have only one source for their purchases - UNFI.

UNFI is apparently no longer interested in buying clubs. They have multi-year contracts with Whole Foods and Wild Oats. These two super-natural chains make up almost 40% of UNFI's sales. Co-op retails purchase almost exclusively with UNFI as their primary distributor. They however,

are not even listed as a market segment in any of UNFI's financial reporting or press releases. It appears that UNFI is not willing to sign a national contract with the retails - a major "selling point" that was used to convince the co-op retails to move their purchases to UNFI. Small co-op retails back East are complaining of poor service, increased minimums and case only requirements.

Have the co-ops been co-opted by visions of pricing that could compete with natural foods superstores and conventional grocers? Of a two billion dollar distributor that really cares about their needs? Where is the national contract that was touted by NCGA two years ago? Where will small co-op retails purchase when UNFI restructures routes and raises minimums? More importantly, how will rural families get the product that they need? While Albertsons and Safeway designate sections for "organic", they do not carry products in bulk, they carry less than 1,000 mass market natural products. What about the products, supplements, homeopathic remedies, and selection that were once offered by cooperative distributors?

UNFI has now partnered with the largest food service distribution business in the United States - Sodexo. The multinational corporation specializes in food and management services to defense, prisons, the health industry and universities as well as through hotels worldwide. UNFI has also formed an alliance with Aramark, another food service distributor that has a worldwide market. They provide more than 200 million meals a year to college and university food restaurants and dorm facilities. UNFI will be providing organic and natural products to these giant corporations. How important will a \$1,000 month buying club or a 2 million dollar a year co-op retail be to UNFI when hundreds of thousands of meals will be churned out to provide food service to correctional institutions, hotels such as Marriott, universities and catering services worldwide?

What happens to the supply and access to organic and natural foods? We have already seen shortages of organic milk this last year as demand far outstripped supply. When Marriott hotels and Florence Correctional Facilities, along with the student union of the nearest university are being serviced by Sodexo or Aramark, what will be UNFI's first priority? Cooperative retails in partnership with cooperative distributors more than 30 years ago began to take control of their food supply - to find growers and producers of fine quality natural and organic food, they did so for a reason. A partnership assured that we would work together, to support each other and to assure that products would be available. There is no more important time than today to assure that we will have access to the food we need and the services we need through cooperative ventures.

What can you do to assure that your family, your buying club or cooperative retail will have access to reasonably priced food whether you live in Alamogordo or Telluride? Support ShopNatural, buy from this cooperative and tell a friend. Your

UNFI made commitments to support buying clubs when they acquired cooperative distributors; the rules apparently have changed.

support assures that thousands of families, individuals and groups throughout the Southwest have access to a wide variety of foods and products that may not be available through conventional groceries or accessible to rural families. Every time you choose ShopNatural Cooperative you invest in the very roots, the very reason that this cooperative was started more than 30 years ago. You also invest in the future - this is your cooperative, you own it. You own your source of food. This will never happen anywhere other than through your consumer owned cooperative.



GE Crop Testing

Continued from page 1

Brooklin citizens voted in favor of a non-enforceable measure to declare their town a GE Free Zone, and Kennebunkport is considering a measure identical to Brooklin.

"Our environment is being used as a laboratory for widespread experimentation on genetically engineered organisms with profound risks that, once released, can never be recalled," said Environment Maine Advocate Matthew Davis. "But corn plants have been found to be toxic to monarch butterflies and other non-target species. Until proper safeguards are in place, this unchecked experiment should stop."

Findings of the new Environment Maine Research & Policy Center report include:

- As of January 2005, the fourteen states and territories that have hosted the greatest number of field test sites are: Hawaii (5,413), Illinois (5,092), Iowa (4,659), Puerto Rico (3,483), California (1,964), Nebraska (1,960), Pennsylvania (1,707), Minnesota (1,701), Texas (1,494), Indiana (1,489), Idaho (1,272), Wisconsin (1,246), Georgia (1,051), and Mississippi (1,008).

- Since 1991, USDA has received 240 requests for 418 field releases of crops engineered to produce pharmaceuticals, industrial chemicals, or other so-called biopharmaceuticals; the number of requested field releases of "biopharm" crops increased from 22 in 2003 to 55 in 2004.

- Nearly 70% of all field tests conducted in the

last year now contain secret genes classified as "Confidential Business Information," which means that the public has no access to information about experiments being conducted in their communities.

- The ten crops authorized for the greatest number of field releases are corn, soybean, cotton, potato, tomato, wheat, creeping bentgrass, alfalfa, beet, and rice. Potatoes have had 143 field releases in Maine.

- USDA authorized field tests on several crops for the first time in 2003 and 2004, including American chestnut, American elm, avocado, banana, eucalyptus, marigold, safflower, sorghum, and sugarbeet.

These experimental genetically engineered crops are grown in the open environment to test the outcome and environmental impact of certain gene combinations. The groups charged that field testing genetically engineered crops in such a widespread way poses serious threats to the environment and neighboring farmers.

"For over a decade, MOFGA has called for the preparation of an Environmental Impact Statement under the National Environmental Policy Act prior to any field testing or field release of GE plants or other organisms. We're still waiting," said Sharon Tisher, Chair of the MOFGA Public Policy Committee. "Not only the distinguished National Academy of Sciences, but also the staff of the U.S. Department of the Interior, have raised serious questions about the risk of GE

crops and animals becoming harmful invasive species. Also, GE crops that present a risk of genetic contamination of organic crops are a direct economic threat to certified organic farms."

A major goal of the field tests is to obtain information about potential ecological risks associated with genetically engineered organisms.

However, independent reviews of the data collected by the USDA demonstrate that very little information has been gathered. As a result, despite the large number of field experiments that have occurred, fundamental questions about their impact remain unanswered, including long-term impacts on the soil and non-target species.

"The evidence continues to mount that the U.S. regulatory system is based on the principle of 'don't look, don't find,'" said Davis. "Conducting field tests that are poorly designed is taking large risks without any benefits."

Environment Maine Research & Policy Center and MOFGA called for a federal moratorium on genetically engineered foods unless:

- Independent testing demonstrates safety,

- Labeling for any products commercialized honors consumers' right to know, and

- The biotechnology corporations are held accountable for any harm resulting from the products.

Environment Maine Research & Policy Center (www.environmentmaine.org) researches problems, proposes policy solutions and educates the public about clean air, clean water and open spaces.

"The evidence continues to mount that the U.S. regulatory system is based on the principle of 'don't look, don't find,'" said Davis. "Conducting field tests that are poorly designed is taking large risks without any benefits."

MOFGA's (www.mofga.org) mission is to help farmers and gardeners grow organic food, to protect the environment, and to recycle natural resources; to increase local food production, to support rural communities, and to encourage sustainable farm economies; and to illuminate for consumers the connections between healthful food, environmentally sound farming practices, and vital local economies.

The full report, *Raising Risk: Field Testing of Genetically Engineered Crops in the U.S.*, is available at www.mofga.org or www.environmentmaine.org

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Recipe Corner

Cool Summer Salads from Annie's Naturals

Enjoy these easy and healthy recipes using Annie's Naturals Salad Dressings...

Shiitake & Sesame Shrimp Salad

1 lb. large shrimp
1 cucumber - julienned
1 cup carrots - julienned
1 cup celery - diced
1/2 cup red peppers - diced
1/3 cup scallions - thinly sliced
1/2 tsp. salt - optional
Annie's Naturals Shiitake & Sesame Vinaigrette



Bring 1 quart of water to boil. Add 1/2 tsp. salt. Add shrimp, cover pot, return to boil for approximately 2 minutes. Drain immediately and rinse under cold running water until cool. Peel and set aside. Peel cucumber and cut off ends. Cut in half lengthwise and scoop out seeds with teaspoon and discard. Cut cucumber to fine julienne. Combine all ingredients, toss lightly with Annie's Naturals Shiitake & Sesame Vinaigrette and serve. Yield: 6. servings

Shiitake & Sesame Vinaigrette

#4407 - 8 oz., #13833 - 16 oz., #20285 - Liter

Goddess Tofu Salad

1 lb. tofu (extra firm)
2/3 cup celery - diced fine
1 medium carrot - diced fine
3 scallions - diced
1/3 cup pumpkin seeds
Annie's Naturals Goddess Dressing

Gently squeeze and crumble tofu over a strainer. Empty into bowl and gently fold in celery, carrots, scallions and pumpkin seeds. Add 1 cup Annie's Naturals Goddess Dressing. Serve as salad or sandwich spread. Fill tomatoes, avocado, pita or anything you'd like!
Yield: 4 servings

Goddess Salad Dressing

#4607 - 8 oz., #13863 - 16 oz., #20284 - Liter



Raspberry Asparagus

1 lb. asparagus
11 oz. can mandarin oranges - drained
2/3 cup carrots - julienned
1/2 cup red peppers - sliced thin
Annie's Naturals Low Fat Raspberry Vinaigrette



Bring 1-1/2 quarts water to boil. Cut tough ends from asparagus, cut in thirds and add to water. Cook 1-1/2 minutes. Drain and rinse immediately under cold water until cool. Set aside. Combine remaining ingredients with 1 cup of Annie's Naturals Low Fat Raspberry Vinaigrette, add more dressing as needed. Add asparagus and serve. Yield: 4 servings

Raspberry Vinaigrette, Low Fat

#4411 - 8 oz., #17709 - 16 oz., #20286 - Liter

Cowgirl Ranch Slaw

2 cups green cabbage - shredded
2 cups red cabbage - shredded
1 cup carrots - shredded
1 cup red peppers - sliced very thin
1/2 cup yellow peppers - sliced very thin
Annie's Naturals Cowgirl Ranch Dressing



Combine all ingredients. Toss with 1 cup of Annie's Naturals Cowgirl Ranch Dressing and serve. Add more dressing as needed. Yield: 4 servings

Cowgirl Ranch Salad Dressing

#4852 - 8 oz., #20283 - Liter

Going Single

We are converting many of our products to single sizes rather than by the case. We now sell items such as one loaf of bread, or one can of tuna, for your convenience. Pulling these smaller items increases our costs by about 10%; we raise our prices that much to cover the costs. If you continue to purchase 12 or more, you will receive a 10% discount and get back to your case pricing. We are working to change our system to allow for discounts on the actual case you purchase, in other words if a case is 18 units or 6 units, the discount would apply to each case purchased rather than just a standard 12.

This year, we will move more canned items, chips and juices to single unit sales. Remember if you continue to buy 12 or more of a single item, you will receive a discount. Your price can be dramatically less if you "up" your quantity to 12.

Please let us know what products you would like to see sold in the single unit for your convenience.

ANNIE'S NATURALS



GM Report: Our First Year as ShopNatural Co-op

Continued from page 1

We ended this year with a loss as we reorganized the business, consolidated staff positions, and invested in the parts of our business that are growing. We purchased new operating software and created improved software for ordering through ShopNatural. We spent more than \$150,000 promoting our cooperative this year; from advertising to web promotions. We participated in festivals and built a new user friendly website.

Freight and fuel costs increased dramatically this year and our own fuel surcharge did not offset our increases. Locked into fixed prices, we saw fuel costs increase weekly and we absorbed those losses for months. We were hit with fuel surcharges on inbound freight, higher delivery costs and cooling expenses as our own refrigerated units (reefers) required fuel to cool the trailers. In all, we lost almost \$50,000 in fuel and reefer costs.

Our annual year end inventory showed a positive variance of \$4,700 on almost 1.2 million dollars

of stock. This is an extraordinary accomplishment that involved almost every department at ShopNatural.

This year we focus on improved services and products to the owners of ShopNatural Cooperative. We are preparing financial materials for our year end audit and we recently com-

ShopNatural is committed to serving the owners of this cooperative. With your support and guidance, this cooperative will continue to grow and serve more families, individuals and groups throughout the Southwest.

pleted our annual inventory count. As a democratically run cooperative, you the owners of ShopNatural Cooperative vote for the Board of Directors every year. This year, you will be voting for two board positions. Please take time to review the candidates' statements and vote. As an owner of ShopNatural, you have the power to

vote, to determine who will lead this organization. It is an awesome responsibility and a key part of what makes this business a cooperative - democratic member control. So make this election a record high turn out; show how important it is that ShopNatural is a cooperative. Imagine 50% voter turnout, imagine how that statement will resonate through the cooperative network. At

out of the market; acquired or merged into larger distributors such as UNFI. There are only two cooperative natural foods distributors left in the United States and it is clear that without cooperatives, the pricing increases and availability of product becomes more and more limited especially to rural buying clubs and small cooperative retailers.

ShopNatural is committed to serving the owners of this cooperative. With your support and guidance, this cooperative will continue to grow and serve more families, individuals and groups

throughout the Southwest. We look forward to creating new programs, adding new products and improving our service to all the organizations that own this business, your cooperative.

a time when cooperative distributors are being acquired by UNFI or are no longer in business, this election is a powerful reminder of the cooperative difference.

ShopNatural is faced with extraordinary challenges as small distributors are being squeezed

Snap...Crackle...Pop - Protecting your body's joints

If you're like most folks, as you've gotten older you may have noticed your knees, ankles or toes cracking or popping as you flex or walk. Some of this can be attributed to genetics, some to childhood injuries, and some to plain old wear-and-tear.

Joint health begins with protecting your joints throughout your life. If you were active as a child and injured any joints, they are the most likely places you may have problems later in life. Though early injury is not a sure sign you'll have joint problems as you age, there's a higher incidence of joint problems in previously injured joints. Some common problems are painless noises, which indicate the internal mechanisms may be wearing down and painful joints which can indicate tears, severe wear or arthritis, among other things.

Maintain Healthy Weight

Joint problems (especially hips, knees and ankles) are more common in people whose weight is higher than optimal. Though trim people can also experience joint problems, extra weight puts extra stress on joints. Our joints have to put up with not only holding our body up but flexing and bending in all kinds of positions as well. This combination of flexibility and weight-bearing duties can mean double trouble for joints.

If you're exercising and notice pain, especially knee pain, stop doing whatever it is that hurts. If the area becomes red or swells, elevate the area and apply ice then seek medical attention if the injury warrants it.

Stay Fit

When your muscles are strong and toned, the joints are better protected. They don't have to do quite as much work and the surrounding muscles will help stabilize and protect joints. Stretching, balance and agility all contribute to joint health but if you have a joint injury (espe-

cially knee or ankle), use care to avoid re-injury. Proper weight training will help build muscle and protect joints, but make sure you know what you're doing or work with a certified trainer to learn the proper way to exercise to avoid creating an injury where none exists!

Be Kind To Your Joints

Avoid activities that put undue stress on your joints, especially as you age. Our bodies are strong but not invincible and paying attention to the way you use your body can help avoid painful injuries. Joint injuries are some of the most difficult to heal because they involve soft tissue that can heal more slowly (or less completely) than muscle or bone. Stop activities that cause joint pain and if they're activities you must do, seek medical attention to find out what's causing the problem and how to treat it to avoid re-injury.

Arthritis and Your Joints

There are two forms of arthritis. Osteoarthritis occurs when the cartilage covering the bones deteriorates and the bones rub together. Rheumatoid arthritis is an autoimmune disease where the joint lining becomes inflamed. Osteoarthritis almost always occurs asymmetrically, meaning it may occur in one side of the body but not the other. Rheumatoid arthritis, on the other hand, typically occurs symmetrically, showing up in both thumb joints or both elbows, for example. The joints tend to be red, hot and swollen with rheumatoid arthritis. There are numerous ailments related to knees that may at first appear to be arthritis but are not. If your knee locks up, crunches or makes odd noises when you step up or down, it might be a torn meniscus rather than arthritis. Seek appropriate medical care for diagnosis and treatment.

Diet and Joints

A diet that has good sources of antioxidants can help maintain joint health. Also, a well-balanced, healthy diet will supply the nutrients needed to help maintain joint health. Adequate

calcium along with antioxidants will help the whole body, joints included.

Supplements

There are a number of supplements on the market that people use for joint health, including glucosamine chondroitin, MSM and other "joint health" combinations. We'll talk briefly about the first two and then provide a few links to products you may want to research or try.

Glucosamine chondroitin

Glucosamine, an amino sugar, is thought to promote the formation and repair of cartilage. Chondroitin, a carbohydrate, is a cartilage component that is thought to promote water retention and elasticity and to inhibit the enzymes that break down cartilage. Both compounds are manufactured by the body. Glucosamine chondroitin is currently being studied by the National Institutes for Health and results should be published within the next six months. However, an article appeared in 2000 in the Journal of the American Medical Association (JAMA) that stated "Trials of glucosamine and chondroitin preparations for OA [osteoarthritis] symptoms demonstrate moderate to large effects, but quality issues and likely publication bias suggest that these effects are exaggerated. Nevertheless, some degree of efficacy appears probable for these preparations."

The key is to use only high quality supplements and if you don't see results, you may want to try a different formulation. Results, if any, typically begin to appear 30 to 60 days after consistent use, so you'll probably have to be patient to see results.

Preliminary studies show glucosamine products to be safe and well-tolerated. However, some of the known side effects are nausea, diarrhea and gastrointestinal upset. In addition, diabetics should consult with their physicians because glucosamine can increase insulin resistance.

Patients on blood thinners (anticoagulants) should also consult their physicians before taking glucosamine. As with any supplement, you should discontinue use if it produces any symptoms and you should certainly talk to your doctor before taking this supplement if you're taking prescription drugs of any kind.

MSM

MSM, which stands for methylsulfonylmethane, has not been the subject of rigorous scientific study so claims about its efficacy are difficult to make. Most of the evidence is anecdotal (based on people's experience) but that evidence points to MSM as an effective pain reliever for those who have osteoarthritis (OA) or rheumatoid arthritis (RA). MSM is found naturally in many types of fresh fruits and vegetables, milk and grains but processing destroys MSM. Unlike glucosamine chondroitin, there is no evidence that MSM helps repair joints but it may be helpful in reducing pain associated with OA or RA.

A handful of rheumatologists are cautiously recommending MSM. Kenneth Nyman, MD, a rheumatologist and internal medicine specialist in Tarzana, Calif., recommends MSM for OA and for pain, but not as a substitute for prescription arthritis drugs.

[Source:http://www.arthritis.org/resources/arthritis_today/1999_archives/1999_11_12explorations.asp].



New Vendors feature Xylitol Products

Spry

Chewing Gum, Xylitol Sweetened, 10 pc.

#20386 Cinnamon
#20385 Fresh Fruit
#20384 Peppermint
#20383 Spearmint
#20387 Strawberry

#20389 Oral Rinse, Clear 16 oz.
#20388 Xylitol Toothpaste 4 oz.

Xylosweet

Xylitol Sweetener, Granular

#20390 - 1#
#20391 - 3 #
#20392 - 100 ct. packets

Xlear

#20382 Nasal Wash 1.5 oz. Bottle

Xylitol - A Healthy, Natural Sweetener

Pure Xylitol is a white crystalline substance that looks and tastes like sugar. It is a naturally occurring 5-carbon sugar alcohol found in berries, fruit, vegetables and mushrooms and produced in small amounts by the human body. For commercial use, it is manufactured from xylan hemicellulose sources such as Birch trees, cane bagasse and corn cobs/stalks. It is the sweetest of the polyols with the same sweetness as sugar (sucrose) but with 40% fewer calories and none of the negative tooth decay or insulin release effects of sugar.

Classified on labels as a carbohydrate, Xylitol has been used in foods since the 1960's and is approved in the U.S. as a food additive in unlimited quantity for foods with special dietary purposes and is safe for use by those with diabetes or hypoglycemia.

Health Benefits:

1. Xylitol is one of bacteria's natural enemies. When certain harmful bacteria enter the body, they attach to the membranes of the nose and throat. They begin to culture and grow, causing infection and sickness.

When exposed to Xylitol, these harmful bacteria lose their ability to adhere to infected mem-

branes and are not able to grow. Unlike most antibiotics, which kill the majority of bacteria and leave the resistant "super bacteria" behind, Xylitol merely flushes harmful bacteria away.

2. Significant dental benefits. Over 25 years of clinical testing confirms that Xylitol is the best sweetener for teeth. Its use has been shown to reduce instances of tooth decay by up to 80%. Sugarfree chewing gums and candies made with this sweetener have already received official endorsements from six national dental associations.

Xylitol has been clinically proven to:

- Fight and lessen the occurrence of Inner Ear and Sinus Infections
- Fight and Reduce Plaque
- Fight Cavities
- Reduces the secretion of Plaque Acids
- Facilitate the Remineralization of Tooth Enamel

Chemically speaking, xylitol is not actually a sugar, but a sugar alcohol. It differs from other sweeteners such as sorbitol, fructose and glucose because the xylitol molecule has five, instead of six, carbon atoms. Most bacteria in the mouth

are unable to make use of such sugars. This is one reason why xylitol helps prevent caries.

How much xylitol should one eat per day?

The anticariogenic effect of xylitol stems partly from the affected bacteria population in the mouth and partly from the properties of saliva. Xylitol is a natural and convenient way of supplementing daily dental care. Research shows that a mere 5-10g/ day is enough. In practice, this means 3-8 pieces of chewing gum a day. The pieces should be chewed immediately after a meal or a snack. If you eat more snacks, you of course need more frequent help from xylitol.



WinOrder 4.07

WinOrder is ShopNatural's computer-based ordering program. ShopNatural provides WinOrder, FREE of charge, to all of its members. WinOrder allows you to keep track of orders and order history. You can load current prices and manage orders, all on your own computer.

WinOrder, version 4.07 (current version) has the following system requirements:

Microsoft Windows®
95/98/ME/NT/2000/XP

Pentium 133 or better processor
40MB or more of hard drive space. You may need more depending on the amount of history you keep.
32MB of memory.
A modem or Internet access (optional).

Call ShopNatural's IT dept. for your FREE copy. In Tucson: 520.884.9951 or toll free: 1.800.350.2667.

Store Wars: The Organic Rebellion

From Organic Trade Association
For Immediate Release:
May 10, 2005

Entertaining new Star Wars spoof debuts on the Web, touting organic food and shining a light on the "Dark Side of the Farm"

The Organic Trade Association (OTA) and Free Range Studios launched a sci-fi supermarket saga, "Store Wars: The Organic Rebellion" (www.storewars.org), on the Internet. The five-minute movie features Cuke Skywalker, Princess Lettuce, Chewbroccoli and other organic rebels-played by real vegetables dressed as Star Wars characters-battling it out with Darth Tader, the evil lord of the Dark Side of the Farm.

The release of *Store Wars* was timed to ride on the frenzied anticipation of Star Wars fans for the May 19 debut of "Star Wars Episode III: Revenge of the Sith."

Store Wars is the latest outreach effort of OTA to educate consumers about the many benefits of organic products. By spoofing a pop culture phenomenon like Star Wars, OTA hopes to attract a new generation of organic consumers, especially "Gen Xers" who grew up loving Luke, Leia and Han, and are now increasingly concerned about making healthy food choices for their families.

"If you think about it, a battle is currently being waged over food in America, and the direction agriculture will take in the future. We're asking in a light-hearted way for people to think about the choices they make at the grocery store," said Katherine DiMatteo, executive director of the Organic Trade Association.

Store Wars is the brainchild of Free Range Studios, makers of the 2003 smash hit *The Meatrix* (www.themeatrix.com), an online movie seen by more than 10 million viewers, translated into four languages and honored at the Webby's, Sundance, South by Southwest and

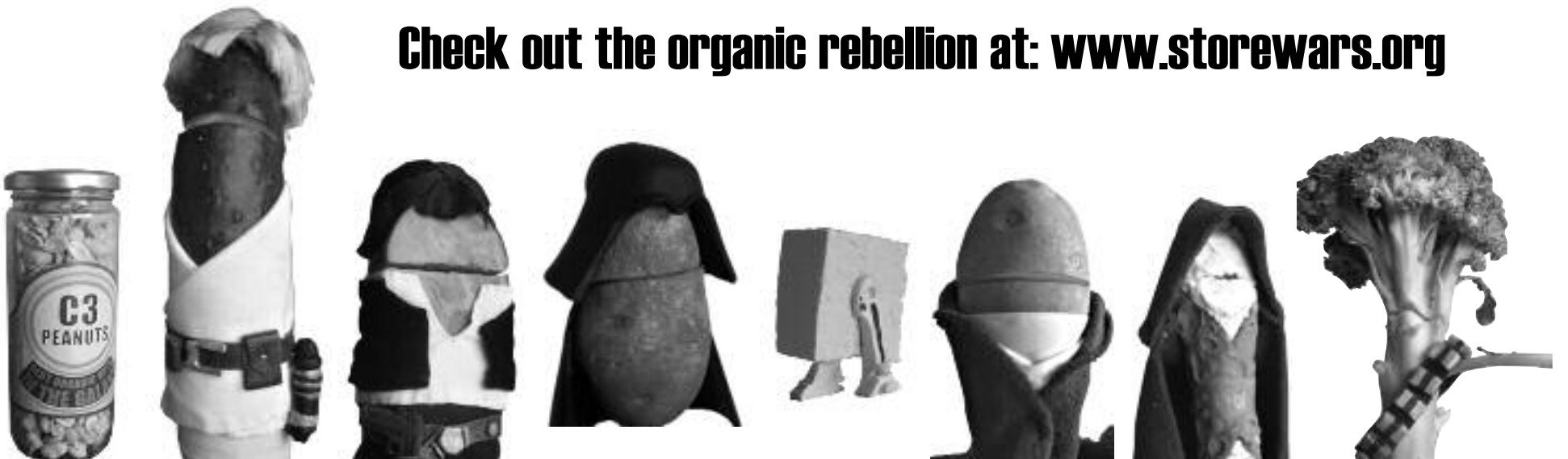
a dozen other prestigious festivals and contests.

To obtain a Beta SP or DVD copy of the mini movie, contact Tate Hausman at Free Range Graphics (646-247-3331, or email tate@freerangegraphics.com).

The Organic Trade Association (OTA) is a membership-based association whose mission is to encourage global sustainability through promoting and protecting the growth of diverse organic trade. OTA's more than 1,600 members include growers, shippers, retailers, processors, certifiers, farmer associations, brokers consultants and others (www.ota.com).

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Check out the organic rebellion at: www.storewars.org



Fuel Costs Drive Higher Prices Nationwide

Reggie Smith, General Manager

For most of the years we have been in business, we had very stable and very low fuel prices. According to the Energy Information Administration (EIA), prices went up 12 cents per gallon for highway diesel fuel in a two week period at the beginning of July. Our trucks travel 32,500 miles per month on our deliveries and California pick up runs. We average 5.5 miles per gallon. At \$2.52 per gallon, our monthly cost for fuel is almost \$15,000. When prices go up 12 cents a gallon in two weeks, our costs go up \$720 every month or more than \$8600 a year. This figure doesn't include our cost for fuel for our refrigerated trailers - called reefer fuel. We use 650 gallons of reefer fuel at a cost of \$1,640 to keep our products cold and frozen on their way to your door.

It costs ShopNatural more than \$50,000 a period to run our trucks. This includes our lease, maintenance, repair, fuel cost and driver wages. As these costs increase, and they have increased dramatically in the last year, we need to adjust our pricing to affect that change. Our fuel surcharge of \$10 an order helps us maintain better pricing but we need the flexibility to make

changes to our costs to become profitable this year. Your willingness to meet the truck, to be on time and to help us process your order certainly helps us dramatically. We have not cut back one delivery stop or stopped delivering to a single geographic area, but the rural nature of our membership requires that we continue to increase our efficiencies, run smarter and more cost effectively.

In July, we began to pass on higher freight costs (see related article) in our pricing. This is the first time in more than 5 years that we have increased our pricing - other than of course when vendors raise the price of their products. This was necessary; a significant part of our loss last fiscal year was directly attributed to the extraordinary increases in fuel and freight charges that we experienced with both inbound and outbound freight.

Price changes are more frequent from our vendors and fuel surcharges now can be as high as 18% more than the base cost of freight. We can't afford to wait to change these prices.

Since our beginning as Tucson Cooperative Warehouse in the early 1970's, we have been able to guarantee prices for our members. Back before we had ordering software that calculated each member's order, the coordinator would have to add up all the product prices manually. Prices that didn't change really helped the process. Back then, we certainly didn't have the changing market and price changes that we have today. Today, vendors change pricing, pack sizes and shipping size frequently. They now pass on their increased freight costs and shipping charges. We are seeing price increases, sometimes in the double digits.

To compound this problem, we have to set our prices at least six weeks BEFORE the month begins so that you can receive your price book in a timely manner. We set prices in August for our October book. During the six weeks that intervene, we see price increases and fuel increases but we are locked into pricing for you. This last fiscal year, we lost more than \$65,000 in fuel price increases that we could not adjust because of our guaranteed pricing. No other distributor in the country, including the cooperative distrib-

utors that have now been purchased or closed, guarantees prices. With our losses this last year, we simply can't afford to continue this practice. We assure you that we won't change prices for a penny or two but when we receive an 18% fuel surcharge on vendor invoices, we have to include that increase in the pricing. Your WinOrder software will give you the right price, it will remain stable for you throughout your order process and your member invoices will be correct. We will only change prices when we have to - that is our guarantee.

The good news here as well, should the price of a commodity or any product come down in price - we will be able to reduce the price quickly as well. Please understand there is not a natural foods distributor in the country that waits 6-8 weeks to change a price AFTER they are paying more for the product. Most distributors simply do not guarantee pricing. We stopped guaranteeing retail and commercial account prices in July. We will no longer guarantee prices for buying groups beginning in October.

Bits and Bytes

Pricelist Mail/Fax Order Form

In the back pages of our pricelist, we publish a two page order form. While some of our owners fax their orders in monthly with this form, still others use it as their buying club member forms. However, this amounts to a few hundred copies every month that our members use. We publish 14,000 books a month. That means that we print 336,000 pages of this form a year (front and back copies) or 168,000 pieces of paper - that paper for the most part is wasted. Printing this form costs us \$1680.00 per year. We will now make this form available to your group - this order form will be free to you and you may request it with any order. You may also download the form by going to:

www.shopnatural.coop/membership.htm and clicking on the "download mail/fax order form" link on the left

Publication of our book costs about \$8000 per month. Each book costs a little more than 50 cents to print. Help us reduce our paper waste; let us know if you are getting more books than you need.

Extended Order Taking Hours

For your convenience, customer service offers extended order hours from 8 am to 4 pm MST, Monday-Friday. Please note orders must be received by 4 pm MST on your scheduled order day. You can call for information up until 5 pm MST on weekdays. Our offices open at 8 am MST.

Thank You!

Thank you for your continued support of our services and products. We really appreciate all your feedback and encourage you to keep sharing your ideas, concerns and suggestions with us.

Customer Service: 1-800-350-2667 or
Email: customerservice@shopnatural.coop

Product Information Guide

www.tcwproduct.com

This guide includes the latest information available on the products carried by ShopNatural Cooperative. The product listings and ingredients will change over time as we expand, drop, and add products.

The guide is divided into major classes of products, categories and sub-categories. To begin browsing the guide, select a category from the menu at the left. Continue selecting categories on the left until you get to what you want. You may also use the search tool to find the product you want.

We hope you will find this guide a useful resource for you and your family's health.

New Link for WebOrder Customers

Effective immediately, WebOrder is now **ShopMyCoop**.

Members can go directly to:
www.ShopMyCoop.com

for quick links to everything they need as a member.

- Login to ShopMyCoop
- View Order Status
- Access the ShopNatural Cooperative Home Page
- Sign up for the ShopNatural Cooperative E-Newsletter

Together, WinOrder and ShopMyCoop help make shopping easier for our members.

Back to School Snacks

ShopNatural is proud to introduce its latest gift basket offering, just in time for Back-To-School!

The Snack Attack Sack will arrive in a reusable hemp tote bag and is full of all sorts of treats for you to enjoy. From popcorn to peanut butter, snack bars to soup, we think you'll love it.

Here is a sampling of the tasty products you'll find inside:

Good Health Apple Chips - Washington State Red Delicious apples, sliced and then cooked to a golden crisp. These contain very low sodium, are unsulfured and 100% natural.

Newman's Popcorn - Made with organic corn and oil, this popcorn contains no partially hydrogenated shortening and no trans fatty acids.

Late July Classic Rich Crackers - This cracker, with a slightly sweet, buttery, toasted flavor, is made with organic, soft, red winter wheat. A third generation family-owned mill in Indiana provides the soft, red winter wheat. This wheat's lower gluten content combined with non-hydrogenated, trans-fat free organic palm oil gives this cracker its flaky texture.

Natural Value Organic Creamy Peanut Butter - 100% Organic Peanut Butter prepared from unblanched, sunshine dried Valencia peanuts.

Thai Kitchen Spring Onion Rice Noodle Soup - Specially blended seasonings combined with healthy and delicate rice noodles are what make Thai soups so memorable. Now with Thai Kitchen Spring Onion Instant Rice Noodle Soup you can enjoy a delicious noodle soup made with green onions and spices in just minutes. These noodles are 100%

natural, wheat-free, gluten-free, cholesterol-free, egg-free and steam-cooked, never fried - a tasty and good-for-you snack or meal.

Crunch Dried Fruit, Orchard - Tree ripened Alberta peaches and Royal Blenheim apricots are picked at the peak of ripeness and immediately Crunch Dried™ before any flavor is lost. Their unique Crunch Dried™ process retains an exceptionally high amount of the fruit's nutritional value. Perfect for hiking, running, biking, or any outdoor activity. Great for school lunches - kids love them, they taste like candy, but are really 100% fruit.

And more...

This gift sack is perfect for a busy family, college students, or anyone in your life who likes to eat healthy food. You might even want to buy one for yourself to sample the tasty vegan treats inside. You won't be disappointed, and with the hemp tote bag for you to use for your local grocery shopping, you'll be helping the environment too.

Priced at only \$24.95, this gift is sure to please.

Snack Attack Sack Gift Basket

Item Number: 21080
Brand: ShopNatural Gift Collections
Size: 14" x 7"
Price: \$24.95



Many pet food companies
have replaced protein
with starch because it's cheap.
That's not nature's way.*

It's not ours, either.



IT'S WHERE YOU FIND THE MEAT.

RAW FROZEN, FREEZE DRIED, CANNED AND DRY CANINE AND FELINE DIETS • RAW FROZEN AND DRY ROASTED TREATS • NUTRITIONAL SUPPLEMENTS

www.naturesvariety.com



Health News: Life Changes...Naturally

There's been a lot of buzz lately about menopause, peri-menopause, hormone replacement therapy (HRT) and the like. This month's health news focuses on this topic and will hopefully provide some information and resources for you to help bring clarity to often confusing and conflicting data. You should not take any of the information in this article as medical or health advice, but you might find it useful to discuss with your health care provider or to use as the starting point for more research.

Note to the guys: Men experience something similar to menopause, called andropause, about ten years later than women do. You can learn more about this at WebMD: http://my.webmd.com/content/article/12/1685_50044.htm

Also, for a humorous and informative look at menopause from a man's perspective, check out this article: http://my.webmd.com/content/article/1/1700_50410.htm

Menopause is a natural life transition that all women experience, though women experience it with differing degrees of ease. Peri-menopause, the period of about three to five years before menopause, is a time when a woman's hormones are beginning to fluctuate and change. HRT has been used to help women cope with these fluctuations, which can cause symptoms that range from mild to severe. However, recent studies, including the landmark Women's Health Initiative in 2002, questioned the safety of long-term HRT use.

Fortunately, there are choices. One of the most notable changes in the approach to menopause is the understanding of how lifestyle choices affect a woman's experience of menopause. These days, many women are opting to forego HRT or in some cases, use HRT only as a temporary aid.

The body is an amazingly adaptable organism and when the hormones related to reproduction begin to wane, the body's other organs take over. In fact, over time, the adrenals take on additional work. Thus, strong adrenal function can help many women minimize or avoid many of the symptoms associated with menopause. How do you get strong adrenals? Overall health and well-being will contribute greatly to strong adrenal function, so let's look at some lifestyle changes that might help.

Lifestyle changes that work

Studies have repeatedly looked at the safety and

efficacy of HRT but few studies have been done to test the efficacy of lifestyle changes. Therefore, most of the data is anecdotal. That doesn't mean lifestyle changes don't work and the good news is that lifestyle changes are good for you whether you improve menopausal symptoms or not. Living a longer, healthier life is the only known side effect, so it's worth a try.

Many women report that walking, yoga and meditation help. The benefits of all three are well-documented as part of a healthy lifestyle. All help regulate the body and reduce stress. The role of stress in menopause is similar to the role of stress in everyday life – it puts the body (especially the adrenals) into overdrive and causes a variety of problems. Reducing stress during menopause can be especially helpful to avoid or reduce symptoms. Here's a quick list from the National Institute on Aging that you might find useful. You'll notice that this list doesn't look too different from one you might have for overall health and wellness...the healthier you are going into menopause, the easier it is likely to be. You can make a big difference by making small changes.

Don't smoke. Eat a diet full of fruits and vegetables, fiber and plenty of nutrients. Steer clear of dairy products, red meats, alcohol, sugar, spicy foods, caffeine or any substance you find that exacerbates your symptoms.

Take multivitamins or other supplements to ensure you're getting good nutrition.

Exercise regularly. Exercise has multiple benefits – it lowers stress, it improves cardiovascular function, and it helps maintain weight.

Maintain a healthy weight. Being overweight increases a number of risk factors including increased levels of cortisol that contribute to the risk of cardiovascular disease.

Watch your blood pressure. Regularly monitor your blood pressure and work with your health care practitioner to maintain normal blood pressure.

Get regular pelvic and breast exams

Drink plenty of water. Water helps flush toxins from the body and helps all organs function better. Reduce or avoid caffeine or alcohol if symptoms seem to be related to consumption of these.

To deal with hot flashes

If you get a hot flash, try to go someplace cool.

Dress in layers so you can dress "up" or "down" to help modulate temperature.

Use natural fabrics for clothing and beds to help your body "breathe" more easily.

If you have trouble sleeping at night due to hot flashes or night sweats, try cooling the room down and use multiple layers so you can modulate temperature.

If you feel a hot flash coming on, try drinking cold water or juice.

Keep a diary of when hot flashes occur to determine if you have specific triggers that can be avoided.

Natural remedies that might help

Some women find the homeopathic remedy Sepia helpful for dealing with a variety of menopausal symptoms.

Some women who have trouble sleeping find homeopathic sleep aids such as Boiron's Quietude or Hyland's Calms Forte helpful. Hyland's Calms Forte can also be used to help during times of stress (the remedy does not put you to sleep, it calms you).

Some women find the use of acupuncture helps relieve menopausal symptoms and helps them feel more balanced physically, mentally and emotionally. From 1997 to 1999, one of the first studies in the United States to explore the effectiveness of acupuncture in alleviating hot flashes, insomnia and nervousness, conducted by Dr. Susan Cohen, D.S.N., APRN, associate professor of the University of Pittsburgh, found that during the course of acupuncture treatments, hot flashes decreased by 35% and insomnia decreased by 50%. A follow-up study revealed hot flashes significantly decreased in those receiving acupuncture, compared to those receiving routine care.

Massage can help improve circulation and reduce stress. Pamper yourself with a regular massage.

Meditation, especially heart-focused meditation, can improve overall mood and emotional stability, which in turn can help you deal with the stresses of life and possibly reduce menopausal symptoms.

Change your attitude. Attitude has a huge impact on one's experience of menopause, so look at your attitudes and beliefs about fertility, aging, sexuality and life changes to see where you might be creating more stress than necessary.

"It may be that women with menopausal symptoms should think: Do I really need hormones, or are there other strategies I can try? It may be they need to try these strategies," said Judith Ockene, the University of Massachusetts Medical School psychologist who led a study on women using hormone replacement therapy. Certainly trying these strategies before taking HRT can't hurt and hopefully you'll find the perfect balance in your life so that menopause is just another natural life process you experience with joy and ease.

Resources

Women's Bodies, Women's Wisdom by Dr. Christiane Northrup (book) http://www.shopnatural.com/Merchant2/merchant.mvc?Screen=PROD&Product_Code=10435&Category_Code=B52750

What Your Doctor May Not Tell You About Menopause by Dr. John R. Lee (book) http://www.shopnatural.com/Merchant2/merchant.mvc?Screen=PROD&Product_Code=10770&Category_Code=

Publications on Women's Health from the National Institute on Aging

<http://www.niapublications.org/shopdisplayproducts.asp?id=34&cat=Women%27s+Health>

More information on menopause and natural alternatives on WebMD

http://my.webmd.com/medical_information/condition_centers/menopause/default.htm

Consult with your health care provider before embarking on any diet, nutritional or exercise program. The health news here is provided for your information only and is not intended as medical or health advice in any manner. Taking incorrect doses of vitamins, herbs and other supplements can be harmful to your health. You should read and follow label directions carefully and consult with your health care practitioner.

ShopNatural[®]
Cooperative

Your trusted source for natural & organic products

Contact Information

Customer Service: Mon-Fri, 8:00 am to 5:00 pm MST. Phone: 1-800-350-2667.

Order Line: Mon-Fri, 8:00 am to 4:00 pm MST. Phone: 1-800-350-2667.
Email: customerservice@shopnatural.coop.

Technical Support: Mon-Fri, 8:00 am to 5:00 pm and Sat 10:00 am to 3:00 pm MST.
Phone: 520-884-9951. Email: infosys@shopnatural.coop.

Transportation: Mon-Fri, 8:00 am to 5:00 pm MST. Phone: 1-800-266-9951.
Email: zoltan@shopnatural.coop or ginger@shopnatural.coop

NEW Item!

ShopNatural Tote Bag

Natural Color
18.5 x 15 x 6.5
55% Hemp / 45% Cotton, Part Organic

Item No: 20786
Brand: Hemptown Clothing
Price: \$7.99

Shipping Weight: 0.23 pounds

