



## SEPTEMBER & OCTOBER 2009

### NEW ADDITIONS AT INDIGO

We are pleased to introduce two new staff members!

**Zayda Mondaca - Fuentes** lives in Calgary and is our Key Account Manager for Alberta and Saskatchewan. Zayda has a 20 year history in the 'health food' world. She started at the age of 19 where she got a part time job in a vitamin department at the Bay. Later on she worked at Morning Sun as General Manager for 6 years, and more recently worked 4 ½ years at Amaranth, a natural food store in Calgary. She worked in perishables and bulk foods to eventually become the Grocery Manager/Buyer. Coming from retail, she brings a most welcome new perspective to Indigo!

**Katie Stemmler** joined us only 6 weeks ago. She is a Key Account Manager for Vancouver and Whistler. Originally from Nelson, she worked at Oso Negro, a micro coffee roaster. She then had a stint as a Tree Planting Camp Cook near Prince George. After that she completed a culinary diploma at Northwest Culinary School in Vancouver. Her most recent job was at SunOpta West where she worked her way up from Administrative Assistant to Key Account Manager. Welcome Katie!

### NEW BRANDS AT INDIGO!

#### GOOD KARMA RICE DIVINE

Good Karma Foods' Mission is to bring you the healthiest and greatest tasting, organic, gluten free, dairy free and vegan natural food products available on the planet today. Available through SunOpta, **Organic Rice Divine Frozen Dessert** is a delicious desert for everyone, whether you are lactose intolerant or not! These creamy non-dairy desserts are certified organic, supports green farming, are trans fat free, lactose free, dairy free, gluten free, vegan and kosher.

UPC	PRODUCT	SIZE	SHELF LIFE
8 29462 71108 4	Coconut Mango Rice Divine	8/473ml	1 year
8 29462 71103 9	Carrot Cake Rice Divine <i>Indigo Staff Favourite!</i>	8/472ml	1 year
8 29462 71104 6	Mint Chocolate Swirl Rice Divine	8/473ml	1 year
8 29462 71102 2	Mudd Pie Rice Divine	8/473ml	1 year
8 29462 71101 5	Very Vanilla Rice Divine	8/473ml	1 year

## **GUAYAKI YERBA MATE**

Guayaki's Mission is to steward and restore 200,000 acres of South American Atlantic rainforest and create over 1,000 living wage jobs by 2020. This mission statement all came to be with the visions of Alex Pryor and David Karr, who met in college in the early 90's. To date they have helped restore 17,000 acres of rain forest in South America. Last year they sold 180 tons of Mate in the North American market as loose leaf tea, tea bags, Ready to Drink bottled mate, and energy shots (U.S. only). How is that for success!

### **MATE, BAGS**

<b>UPC</b>	<b>PRODUCT</b>	<b>SIZE</b>	<b>SHELF LIFE</b>
00632432 96801 7	Magical Mint Mate, Tea Bags	12/50g	2 years
00632432 97201 5	Traditional Mate, Tea Bags	12/75g	2 years
00632432 97601 3	Orange Blossom Mate, Tea Bags	12/50g	2 years
00632432 97701 0	Chai Spice Mate, Tea Bags	12/50g	2 years
00632432 97781 2	Greener Green Tea, Tea Bags	12/50g	2 years
00632432 97881 9	Rooiboot! Mate, Tea Bags	12/50g	2 years
00632432 97981 6	Chocolate Mate, Tea Bags	12/50g	2 years

### **MATE, LOOSE**

<b>UPC</b>	<b>PRODUCT</b>	<b>SIZE</b>	<b>SHELF LIFE</b>
00632432 96301 3	Bulk Traditional Mate,	5lb Loose1/2.25kg	2 years
00632432 97101 8	Traditional Mate, Loose	12/226g	2 years
00632432 98103 1	Java Mate-Dark Roast, Loose	12/198g	2 years
00632432 98203 8	Java Mate-Vanilla Nut, Loose	12/198g	2 years
00632432 98303 5	Java Mate-Mocha Maca, Loose	12/198g	2 years

### **READY TO DRINK BEVERAGES**

<b>UPC</b>	<b>PRODUCT</b>	<b>SIZE</b>	<b>SHELF LIFE</b>
00632432 91500 5	Traditional Mate	12/473ml	18 months
00632432 91520 3	Empower Mint <i>Indigo Staff Favourite!</i>	12/473ml	18 months
00632432 91540 1	Raspberry Revolution	12/473ml	18 months

## **LIFE CHOICES NATURAL FOODS**

Matt von Teichman wanted to make good quality food for families on the go! In 2002, Matt created **Life Choices Natural Foods** with two lines of nutritious and convenient meals: organic pizzas and entrees. His mission was to offer a better assortment of nutritious and convenient kid friendly products to families. All ingredients in Matt's products are premium organic and natural. For him it's all about "Making the Right Choices Easy."

### **COOKIES**

Certified by QAI, Kosher and trans fat free.

<b>UPC</b>	<b>PRODUCT</b>	<b>SIZE</b>	<b>SHELF LIFE</b>
00838143 00660 9	Chocolate Chip Cookie	12/198g	9 months
00838143 00661 6	Oat Raisin Cookie	12/198g	1 year

## FROZEN PIZZAS

All Pizzas contain 87% organic ingredients, all are vegetarian except the Betteroni, and are trans fat free.

UPC	PRODUCT	SIZE	SHELF LIFE
00838143 00510 9	Chicken & Spinach Pizza	12/343g	1 year
00838143 00511 6	Three Cheese Pizza	12/315g	1 year
00838143 00512 1	Mushroom Onion Pizza	12/345g	1 year
00838143 00518 8	No Cheese Vegetable Pizza	12/328g	1 year
00838143 00700 2	Betteroni Mini Pizza (4 mini's per pkg)	12/424g	9 months
00838143 00701 9	Cheese Mini Pizza (4 mini's per pkg)	12/424g	1 year
00838143 00702 6	Deluxe Veggie Mini Pizza (4 mini's per pkg)	12/424g	1 year

## CHICKEN STRIPS & NUGGETS

Trans fat free and sugar free.

UPC	PRODUCT	SIZE	SHELF LIFE
00838143 00610 4	Chicken Nuggets	12/600g	1 year
00838143 00611 1	Chicken Strips	12/600g	1 year

## FISH STICKS AND FILLETS

Trans fat free and sugar free.

UPC	PRODUCT	SIZE	SHELF LIFE
00838143 00620 3	Fish Fillets	12/600g	1 year
00838143 00621 0	Fish Sticks	12/500g	1 year

## BURGERS

Trans fat free and sugar free.

UPC	PRODUCT	SIZE	SHELF LIFE
00838143 00612 8	Chicken Burger, Breaded	12/567g	1 year

## MACARONI & CHEESE

USDA certified organic, trans fat free and sugar free.

UPC	PRODUCT	SIZE	SHELF LIFE
00818143 00690 6	Mac & Cheese Elbows & Orange Cheddar	12/216g	1 year
00818143 00691 3	Mac & Cheese Elbows and White Cheddar	12/216g	1 year
00838143 00692 0	Mac & Cheese Whole wheat shells & White Cheddar	12/170g	1 year

## MEATBALLS

Lactose free, trans fat free, low carb, low glycemic, sugar free.

UPC	PRODUCT	SIZE	SHELF LIFE
00818143 00550 3	Italian Beef Meatball	12/454g	1 year
00818143 00551 0	Turkey Meatball	12/454g	1 year

## PIEROGIES

Cholesterol free, trans fat free, sugar free.

UPC	PRODUCT	SIZE	SHELF LIFE
00818143 00570 1	Multigrain Cheddar & Potato Pierogies	10/454g	1 year
00818143 00571 8	Multigrain Cheddar & Broccoli Pierogies	10/454g	1 year
00818143 00572 5	Multigrain Cheddar & Soy Bacon Pierogies	10/454g	1 year

## STAHLBUSH ISLAND FARMS & FARMERS MARKET

Stahlbush is a real family farm! Founders Bill and Karla Chambers started farming in Oregon's Willamette Valley in 1985. In 1997 Stahlbush Island Farms became the first farm to become Certified Sustainable by the Food Alliance. They have their own food processor right on sight which enables them to pick and pack in the same day. The benefit to us? Top quality fruits and vegetables from field to freezer within a day!

Stahlbush Island Farms has begun full operations of the first-of-its-kind Biogas Plant in North America by producing electricity from fruits and vegetable by-product. The power plant will provide enough electricity for approximately 1,100 homes, nearly twice what the farm and food processing plant uses in a year. The 10 million dollar project took fourteen months to complete and is operated by Stahlbush Island Farms, Inc.

Stahlbush Island Farms are committed to their customers, quality, sustainability, innovation, to their workers and to integrity.

### STAHLBUSH ISLAND FARMS **30% OFF IN SEPTEMBER!**

#### FRUIT

UPC	PRODUCT	SIZE	SHELF LIFE
00638882 00085 8	<b>NEW Heirloom Black Raspberries</b>	12/225g	18 months
00638882 00087 2	<b>NEW Boysenberries</b>	12/225g	18 months
00638882 00007 0	Blueberries	12/300g	18 months
00638882 00055 1	Whole Strawberries	12/300g	18 months
00638882 00057 5	Red Raspberries	12/300g	18 months
00638882 00058 2	Cranberries	12/300g	18 months
00638882 00059 9	Marion Blackberries	12/300g	18 months
00638882 00066 7	Rhubarb – Cut	12/300g	18 months
00638882 00083 4	Health Berry Blend	12/225g	18 months

#### VEGETABLES

UPC	PRODUCT	SIZE	SHELF LIFE
00638882 00053 7	<b>NEW Cut Green Beans</b>	12/300g	18 months
00638882 00050 6	Broccoli Florets	12/300g	18 months
00638882 00052 0	Supersweet Corn	12/350g	18 months
00638882 00054 4	Green Peas	12/350g	18 months
00638882 00061 2	Spinach – Cut	12/300g	18 months
00638882 00070 4	Mixed Vegetables	12/300g	18 months
00638882 12577 3	Sweet Potatoes – diced	12/300g	18 months
00638882 21080 6	Butternut Squash – diced	12/400g	18 months

### FARMER'S MARKET **15% OFF PLUS CASE STACK DISCOUNT IN OCTOBER FOR THANKSGIVING!**

Owned by Stahlbush Island Farms, Farmer's Market canned products are a selection of velvety purees that make it easy to add culinary flavour and nutrient dense ingredients to your favourite recipes. All Farmer's Market products are Certified Organic by Oregon Tilth Certified Organic and carry the USDA Organic Seal.

UPC	PRODUCT	SIZE	SHELF LIFE
00638882 00200 5	Organic Canned Pumpkin Puree	12/397g	36 months
00638882 00203 4	Organic Canned Sweet Potato Puree	12/397g	36 months
00638882 00204 3	Organic Canned Pumpkin Pie Mix	12/397g	36 months
00638882 00210 4	Organic Canned Butternut Squash Puree	12/425g	36 months

### **Farmers Market Extra October case stack deals available!**

Order 20 cases mixed and receive 15% off + \$1.00/cs

Order 50 cases mixed and receive 15% off + \$2.00/cs

Please place your order with your Indigo rep.

## **MORE BRAND INFORMATION**

### **AMY'S KITCHEN HIP POCKET DEAL!**

Ask your Indigo rep for extra deals for September and October. Discount must be passed on to customers at store level. Please note that there is no ad or demo money available with this extra discount.

#### **SEPTEMBER BACK TO SCHOOL**

Mac and Cheeses – order 10 case mix and receive 15% off.

Burritos – order 10 case mix and receive 15% off.

Baked Beans - order 10 cases and receive 20% off

#### **OCTOBER MEXICAN FIESTA**

Cheese Enchilada and Black Bean Enchilada - order 6 cases mixed and receive 15% off.

This hip pocket deal is to be placed through your Indigo rep.

### **ANNIE'S HOMEGROWN BACK TO SCHOOL PROMOTION**

It's still back to school time and Annie's Homegrown products fit the bill for kids. Ask your distributor for their sell sheet – fantastic discounts! All orders must be placed before October 16<sup>th</sup>.

## **BLUE DIAMOND**

We are pleased to announce **3 NEW Blue Diamond Almond Butters!**

All natural and freshly roasted and ground, Blue Diamond offers 3 all natural Almond Butters for everyone to enjoy. With a very competitive price point, these almond butters will sell well off your shelf.

Guaranteed PEANUT FREE! Made with open mouth jars made from #1 PETE plastic.

Circle K certified.

<b>UPC</b>	<b>PRODUCT</b>	<b>SIZE</b>	<b>SHELF LIFE</b>
0 41570 05047 7	<b>NEW Almond Butter, Creamy</b>		12/340g

Ingredients: almonds and sea salt. Peanut Free. May contain other tree nuts.

0 41570 05054 5	<b>NEW Almond Butter, Crunchy</b>		12/340g
-----------------	-----------------------------------	--	---------

Ingredients: almonds and sea salt. Peanut Free. May contain other tree nuts.

<b>UPC</b>	<b>PRODUCT</b>	<b>SIZE</b>	<b>SHELF LIFE</b>
1 41570 05190 0	<b>NEW Almond Butter, Creamy, Ready to Spread</b>		12/340g

Ingredients: almonds, palm oil, evaporated cane juice and sea salt. Peanut Free. May contain other tree nuts.

Shelf life is 12 months. There is a best before date on the product.

Available now through your Blue Diamond distributors.



## **CLIF INC**

### **CLIF BLOK CHANGES!**

Clif Bloks are changing case size and now have easier to use (on the run) packaging!

As usual, Clif is always working to make their products more user and environmentally friendly. Clif bloks are now in a new format that is easier to use while doing sports. Now in a long tube called 'Fastpaso' you can squeeze out one blok at a time! CLIF SHOT is all about delivering great-tasting, scientifically-backed, and sustainably-produced products to performance athletes. In other words, energy food can taste great and be made from good-for-the-planet ingredients. It's that simple. Bloks come in chewable, 33 calorie cubes, making it easy to customize and track caloric and electrolyte intake during long outings and races.

Please see below changes in UPC and case sizes (old size 12 pack, new size 18 pack)

#### **UNITS**

<b>OLD UPC</b>	<b>NEW UPC</b>	<b>PRODUCT</b>	<b>NEW SIZE</b>
7 22252 11060 2	7 22252 18060 5	Lemon Lime Shot Bloks	18/2.1 oz.
7 22252 11061 9	7 22252 18061 2	Cran-Razz Shot Bloks	18/2.1 oz
7 22252 11062 6	7 22252 18062 9	Strawberry Shot Bloks	18/2.1 oz
7 22252 11068-8	7 22252 18067 4	Margarita Shot Bloks	18/2.1 oz

#### **CASE/CADDIES**

<b>OLD UPC</b>	<b>NEW UPC</b>	<b>PRODUCT</b>	<b>NEW SIZE</b>
7 22252 12060 1	7 22252 38060 9	Lemon Lime Shot Bloks	18/2.1 oz.
7 22252 12061-8	7 22252 38061 6	Cran-Razz Shot Bloks	18/2.1 oz
7 22252 12062-5	7 22252 38062 3	Strawberry Shot Bloks	18/2.1 oz
7 22252 12068-7	7 22252 38067 8	Margarita Shot Bloks	18/2.1 oz

## **COCOA CAMINO**

**2 NEW Cocoa Camino Chocolate Bars** now available! These delicious bars are organic, certified fair-trade, Kosher and cholesterol free!

<b>UPC</b>	<b>PRODUCT</b>	<b>SIZE</b>	<b>SHELF LIFE</b>
7 52612 10025 7	<b>NEW Caramel Crunch, 55% Cocoa</b>	12/100g	15 months

Ingredients: organic cocoa mass, organic golden cane sugar, organic cocoa butter, caramel bits (organic cane sugar, whole milk powder, butter, glucose syrup), organic whole cane sugar, organic ground vanilla beans. May contain traces of nuts, peanuts, soy and dairy products.

<b>UPC</b>	<b>PRODUCT</b>	<b>SIZE</b>	<b>SHELF LIFE</b>
7 52612 10026 4	<b>NEW Coconut, 65% Cocoa</b>	12/100g	15 months

Ingredients: Organic cocoa mass, organic cane sugar, coconut flakes, organic cocoa butter, organic whole cane sugar, organic ground vanilla beans. May contain traces of nuts, peanuts, soy and dairy products.

Available to Cocoa Camino distributors on September 1.

## **KETTLE FOODS**

Unfortunately, White Cheddar Kettle Bakes will be unavailable for an extended period of time due to an ingredient out of stock. We are hoping to have the product back in stock by early October. Our apology if this is your favourite chip!

## **NATURE CLEAN**

### **3 NEW HOUSE HOLD PRODUCTS AVAILABLE IN OCTOBER!**

#### **Fabric Refreshers**

This new scented Fabric Refresher is designed to neutralize odours by trapping and destroying them instead of covering them up. Keeps fabrics smelling fresh without leaving behind any chemical residue.

<b>UPC</b>	<b>PRODUCT</b>	<b>SIZE</b>	<b>SHELF LIFE</b>
00058951 23750 1	<b>NEW Fabric Refresher-Lavender Fields</b>	12/750ml	2 years

Now there are **2 Fabric Refreshers** available. The other is:

00058951 24750 0	Fabric Refresher-Unscented	12/750ml	2 years
------------------	----------------------------	----------	---------

#### **Air Fresheners**

These **2 NEW Air Fresheners** are infused with essential oils. These unique formulas trap and destroy odour molecules. Leaves your rooms smelling fresh and clean!

<b>UPC</b>	<b>PRODUCT</b>	<b>SIZE</b>	<b>SHELF LIFE</b>
00058951 26252 7	<b>NEW Air Freshener-Lime Twist</b>	6/250ml	2 years
00058951 26263 4	<b>NEW Air Freshener-Geranium Orange</b>	6/250ml	2 years

Now there are **4 Air Fresheners** available. The other 2 are:

00058951 26251 0	Air Freshener-Lavender & Vanilla	6/250ml	2 years
00058951 26250 3	Air Freshener-Citrus Breeze	6/250ml	2 years

### **NEW SIZE DISH LIQUIDS NOW AVAILABLE!**

Nature Clean is launching their Dish Liquids in new 575ml size bottles with a new improved formula that cleans more dishes. These new bottles are easier to hold because of their shape and size. They will be sold at a lower price point to attract more first time buyers.

<b>UPC</b>	<b>PRODUCT</b>	<b>SIZE</b>	<b>SHELF LIFE</b>
00058951 19575 7	<b>NEW Dish Liquid, Lavender &amp; Tea Tree</b>	12/575ml	2 years
00058951 40357 9	<b>NEW Dish Liquid, Unscented</b>	12/575ml	2 years
00058951 18575 8	<b>NEW Dish Liquid, Mandarin &amp; Grapefruit</b>	12/575ml	2 years

## **NATURE'S PATH**

Introducing **Crunchy Vanilla Sunrise and Crunchy Maple Sunrise Gluten Free Cereals!** With consumers looking and asking for more gluten free products, Nature's Path decided to add to their already stellar selection. These cereals are made with organic corn, rice, flax, quinoa, buckwheat and amaranth. Made from whole grains these cereals are also a rich source of Omega 3 Fatty Acids. Omega-3 Fatty acids are essential for good health. In fact, each serving contains .15g of Omega-3's per serving which is 11% of the recommended daily value of 1.3g.

<b>UPC</b>	<b>PRODUCT</b>	<b>SIZE</b>	<b>SHELF LIFE</b>
0 58449 77154 8	<b>NEW Crunchy Vanilla Sunrise</b>	12/300g	7 months

Ingredients: Organic whole corn meal, granulated organic sugar cane juice, organic brown rice flour, organic yellow corn flour, organic inulin, organic quinoa puffs, organic flax seeds, natural vanilla flavour, organic buckwheat flour, organic quinoa, sea salt, organic amaranth, organic molasses, tocopherols (added to enhance freshness). **May contain peanuts, tree nuts or soy.**

<b>UPC</b>	<b>PRODUCT</b>	<b>SIZE</b>	<b>SHELF LIFE</b>
0 58449 77152 4	<b>NEW Crunchy Maple Sunrise</b>	12/300g	7 months

Ingredients: Organic whole corn meal, granulated organic sugar cane juice, organic brown rice flour, organic yellow corn flour, organic inulin, organic quinoa puffs, organic maple syrup, organic flax seeds, natural maple flavour, organic buckwheat flour, organic quinoa, sea salt, organic amaranth, organic molasses, tocopherols (added to enhance freshness). **May contain peanuts, tree nuts or soy.**

The product is available to Nature's Path distributors on September 15<sup>th</sup>.

### Also now available are 2 NEW bulk granolas!

These 2 granolas were chosen due to their successful sales in boxes.

Case Size 15.5 H x 12 W x 12.7 L

<b>UPC</b>	<b>PRODUCT</b>	<b>SIZE</b>	<b>SHELF LIFE</b>
100 58449 88012 4	<b>NEW Flax Plus™ Vanilla Almond Granola</b>	1/26.6lbs (12.07 KG)	9 months

Ingredients: Organic rolled oats, granulated organic sugar cane juice, organic soy oil, organic brown rice flour, organic flaxseed, organic almonds, organic oat syrup solids, natural vanilla flavour, sea salt, organic molasses. May contain wheat, peanuts, or tree nuts.

<b>UPC</b>	<b>PRODUCT</b>	<b>SIZE</b>	<b>SHELF LIFE</b>
100 58449 88010 0	<b>NEW Pomegran Plus™ Granola</b>	1/26.6lbs (12.07 KG)	9 months

INGREDIENTS: Organic rolled oats, granulated organic sugar cane juice, organic crispy rice (organic brown rice flour, granulated organic sugar cane juice, sea salt, organic molasses), organic soy oil, organic dried coconut, organic pomegranate juice concentrate, organic red sour cherries, organic oat syrup solids. May contain wheat, peanuts and tree nuts.

Other great Nature's Path available in bulk are:

00058449 88000 4	Ginger Zing Granola BULK	1/25lbs
00058449 88001 1	HempPlus Granola BULK	1/25lbs
00058449 88007 0	Flax Plus with Pumpkin Seeds Granola BULK	1/25lbs

### SEVENTH GENERATION

**NOVEMBER IS FREE & CLEAR MONTH.** A 40 case purchase of Seventh Generation Free & Clear products will get you a gift basket to do a consumer draw in your store. Indigo will supply the ballot box and ballots. Great discounts available! Ask your Indigo rep for details!

### OCTOBER SHIPPER & PALLET PROGRAM

**SPECIAL NATURE'S PATH SHIPPER DEAL AT 30% OFF!**  
**PLACE YOUR ORDERS BEFORE SEPTEMBER 25<sup>TH</sup>. FIRST COME FIRST SERVE!**  
**SHIPPER WILL ARRIVE THE WEEK OF OCTOBER 26<sup>TH</sup>.**

10058449 45504 9 Hot Oatmeal Shipper 48/400g  
Holds 12 units each of Multigrain Raisin, Flax +, Maple Nut and Variety Pack

10058449 43300 9 EK Crispy Rice Bar Shipper 72/28g  
Holds 24 units each of Panda, Berry and Koala Bars

00058449 77784 4 Gluten Free Cereal Shipper 24/300g  
Holds 24 units each of Mesa Sunrise and Whole O's

### **MORE SHIPPERS AVAILABLE**

Please see below all shippers available for **November 2009**. Because it takes up to 6 weeks lead time to receive orders, please order by **September 15<sup>th</sup>, 2009** to assure product delivery by November 1<sup>st</sup>, 2009. Please check with your distributor for all final discounts.

**Cocoa Camino** **\$16.56 OFF**  
60752612 10028 0 Vertical Bar Shipper-FILLED- English 144/100g

**Kettle Foods** **12% OFF**  
00084114 11549 2 142g Four Flavour Chip Assortment, Shipper 60/142g  
5 layers - 1 of each - Salted, Honey Dijon, Backyard BBQ, Salt & Pepper Krinkle Cut

00084114 11464 8 142g Krinkle Cut Chips, Shoppable Pallet 400/142g  
4 layers - holds 2 layers, 200 units of Salt & Pepper Krinkles, 2 layers of Buffalo Bleu

00084114 11542 3 142g Flavour Assortment Chips, Shoppable Pallet 600/142g  
6 layers – holds 100 of each: Salted, Sea Salt & Vinegar, New York Cheddar, Honey Dijon, Yogurt & Green Onion, Backyard BBQ.

00084114 11669 7 142g Flavour Assortment Chips, Shoppable Pallet 500/142g  
5 layers-5 flavors. 1 layer each of Salted, Salt & Vinegar, Honey Dijon, Backyard BBQ, Krinkle Salt & Pepper.

00084114 11396 2 142g Flavour Assortment Chips, Shoppable Pallet 400/142g.  
4 layers (4 flavours), 1 layer per flavour, 100 bags each of New York Cheddar, Honey Dijon, Sea Salt & Vinegar, Salted.

**Sahale Snacks** **12% Off**  
00893869 00577 0 Glazed Nuts Shipper 48/113g  
00893869 00082 9 Nut Blend Shipper 48/142g

**Traditional Medicinals Teas** **15% OFF**  
00032917 00121 4 Best Sellers Floor display 48u/shipper  
00032917 00117 7 Best Sellers Floor display 72u/shipper  
00032917 00114 6 Cold Season Care Plus Floor Display 72u/shipper  
00032917 01061 2 Fair Trade - Green Tea Display 48u/shipper  
00032917 01062 9 Organic Single Herb Tea Display 72u/shipper  
00032917 01084 1 Organic Top 4 Display 48u/shipper

## **DISCONTINUED ITEMS**

### **SEVENTH GENERATION**



#### **NOW IN BILINGUAL PACKAGING**

7 32913 34208 2 Baby Wipes, 8oct travel refill - replaced with **NEW** 7oct bilingual sku  
7 32913 22732 7 Dish Liquid, Lemongrass & Clementine -replaced with **NEW** bilingual sku

#### **DISCONTINUED**

7 32913 22711 2 Powder Laundry – White Flower & Bergamot Citrus, 18 loads  
7 32913 22722 8 Powder Laundry – Free & Clear, 18 loads  
7 32913 22714 3 Powder Laundry – White Flower & Bergamot Citrus, 42 loads  
7 32913 22715 0 Powder Laundry – Free & Clear, 42 loads  
7 32913 22151 6 Auto Dish Powder – Free & Clear, 2.13kg  
7 32913 44021 4 Baby Diapers, Newborn (up to 10lbs)  
7 32913 44018 4 Training Pants, 2T-3T (up to 34 lbs)  
7 32913 44019 1 Training Pants, 3T-4T (32-40 lbs)  
7 32913 44020 7 Training Pants, 4T-5T (38+ lbs)  
7 32913 34209 9 Baby Wipes – 40 travel pack

#### **DISCONTINUED**

##### **NATURE'S PATH – DR. WEIL BARS**

00058449 44012 3	Chia Razz	45g	00058449 44025 3	Chocolada Walnut	45g
00058449 440130	Goji Moji	45g	00058449 44030 7	Pistachi-Oh!	45g
00058449 44014 7	Banana Manna	45g			

### **2009 PROMOTIONAL IDEAS**

With the help of the Government of Canada Website ([www.canada.gc.ca](http://www.canada.gc.ca)), the United Nations Canada website ([www.unac.org](http://www.unac.org)) and the August edition of the Natural Foods Merchandiser magazine, the following dates may help you plan promotions for October.

#### **OCTOBER IS:**

Vegetarian Month, Breast Cancer Awareness Month, Celiac Awareness Month, Denturist Awareness Month, Eat Better Eat Together Month, Eye Health Canada Month, Learning Disabilities Month, Lupus Awareness Month, Gay and Lesbian History Month, Health Literacy Month, Chili Month, Popcorn Poppin' Month, Spinach Lovers Month, Stamp Collecting Month, Women's History Month, Workplace Politics Awareness Month

October 2-9	No Salt Week
October 4-10	Fire Prevention Week
October 4-10	Mental Illness Awareness Week
October 11-17	Food Bank Week
October 11-17	National Co-op Week
October 11-17	YWCA Week Without Violence
October 11-17	Citizenship Week
October 12-16	School Lunch Week
October 12-18	World Rainforest Week
October 15-24	National Science and Technology Week
October 17-23	National School Safety Week
October 18-24	Small Business Week

October 19-25 Business Women's Week  
October 19-25 Waste Reduction Week in Canada

October 1	World Vegetarian Day	October 16	World Food Day
October 2	World Farm Animals Day	October 17	Sweetest Day
October 5	Child Health Day	October 24	Make a Difference Day
October 6	German-American Day	October 27	Cranky coworkers Day
October 12	Columbus Day	October 31	National UNICEF Day
October 14	Be Bald and Be Free Day	October 31	Halloween
October 15	Grouch Day		

**Halloween Candy Tip:** Be sure to have a stack of **Cocoa Camino 55% Cocoa Organic Chocolate Mini's** for sale for those customers who want to give out excellent chocolate instead of regular candy fare. Each case (UPC 00752612 20008 7) holds 45 mini bars so it's super grab and go solution for those customers looking to hand out candy with a purpose... they will support a Canadian company and Fair Trade all at the same time! Ask your Indigo rep for a case stack discount!

### **INDIGO NATURAL PRODUCTS SALES TEAM**

Janette Bishop (Vancouver Island, Gulf Islands) 250-590-0510  
Carol Daponte (Vancouver) 604-876-2880 ext 31  
Diane Saywell (Vancouver Island, Gulf Islands) 250-388-4310  
Gail Mountain (Vancouver, Sunshine Coast) 604-876-2880 ext 25  
Zayda Mondaca-Fuentes (Alberta, Saskatchewan) 403-547-2117  
Maggie Jones (BC Interior, Yukon & Manitoba) 250-229-2348  
Monica Contois (Fraser Valley, Vancouver) 604-876-2880 ext 27  
Katie Stemmler (Vancouver, Squamish & Whistler) ext 29

### **INDIGO NATURAL PRODUCTS HEAD OFFICE**

Debbie Hollett (Brand Manager) 604-876-2880 ext 22  
Gordon Truscott (Brand Manager) 604-876-2880 ext 24  
Sophie Riddehough (Brand manager) 604-876-2880 ext 28

291 E. 2<sup>nd</sup> Ave., Vancouver, B.C. V5T 1B8  
p: 604-876-2880 f: 604-876-1060

**INDIGO** | natural  
products  
management