

## NEWS BITES

### Business Milestones

**Albert's Organics'** seventh regional distribution center was slated to be up and running in mid-May. The 32,000-square-foot facility is located in Greenwood, IN.

Brad Rush, who oversees the certified organic ingredient program at **Briess Malt & Ingredients Co.**, recently earned certification as an inspector from the **Independent Organic Inspectors Association**. As a result, Briess now offers expanded service and support along with its line of certified organic ingredients to food and beverage processors.

**Brown-Forman Corporation** has reached an agreement to purchase the Chambord Liqueur brand and all related assets from Charles Jacquin et Cie for \$255 million.

**Capers Community Markets**, a leading Canadian natural and organic foods retailer based in Vancouver, British Columbia, has been designated a certified organic retailer by **Quality Assurance International**. All of Capers' three Greater Vancouver locations are now certified in produce, bulk grocery, and pre-packaged goods.

In March, **Dagoba Organic Chocolate** and Café des Verts Korea launched Dagoba Organic Chocolate Concept Bars in Seoul, South Korea, where consumers can enjoy Dagoba Mocha Crunch, and organic chocolate truffles, cakes and cookies. The concept bars will open in all Café des Verts branches in Seoul as well as two Hyundai Department stores.

**Earthbound Farm** has agreed to buy the marketing and manufacturing operations of Pride of San Juan, its San Juan Bautista, CA, neighbor.

**Fantastic Foods** has changed its name to **Fantastic World Foods** and updated its brand, redesigning its packaging based on the theme of "A Never-ending Discovery."

**Green Mountain Coffee Roasters** has signed an agreement to acquire all of the outstanding shares of Keurig, Inc. After the merger, Keurig will be a wholly owned subsidiary of Green Mountain Coffee.

**Herb Trade Inc.**, of Reno, NV, an exclusively organic ingredient supplier and processor specializing in the bulk supply of dried and IQF herbs, spices, fruit, and vegetables, has completed construction of

its second warehouse, now giving it a total of 40,000 square feet devoted to the storage, production and microbiological testing of over 150 organic products.

**Horizon Organic** has undertaken a \$13-million Land Stewardship Initiative to fund grazing and agricultural land expansion with environmental integrity for its two original farms and growing national network of family farmers.

**Kettle Cuisine Inc.**, has announced it will invest approximately \$4 million to add 27,000 square feet to its Chelsea, MA, soup manufacturing facility.

**M.A. Gedney Company** has introduced the first-of-its-kind line of certified organic pickles, sold nationwide under both the Gedney and Del Monte labels, under license from Del Monte Foods.

**Maverick Ranch Natural Meats** in May announced that it would supply consumers and grocery retailers with 100 percent certified organic meat and poultry.

Former OTA Fiber Council Coordinator Sandra Marquardt has created **On the Mark Public Relations**, providing media relations, research, event planning and graphic design services to the organic and sustainable sectors. She is currently providing the media outreach for the Organic Coffee Collaboration - a project of OTA.

**Organic Bouquet** ([www.OrganicBouquet.com](http://www.OrganicBouquet.com)), NetworkforGood.org and Cisco Systems have launched [www.FlowersforGood.com](http://www.FlowersforGood.com), the first online florist exclusively offering flowers cultivated to protect the environment and sold to help a range of good causes.

**Organic Crop Improvement Association International** has been approved by the U.S. Department of Agriculture to operate an ISO Guide 65 Program for certification services. Adherence to the USDA ISO Guide 65 Program ensures that the certification agency operates a certification system in a consistent and reliable manner.

**Organic Valley/CROPP Cooperative** and Green Field Farms, a cooperative of traditional Amish and conservative Mennonite farmers based in Ohio, have announced a partnership under which qualified organic dairy farmers will become full members of both cooperatives. The move will help increase the milk supply for Organic Valley's brand. In

other news, Organic Valley held a groundbreaking ceremony May 24 to celebrate the cooperative's building of a new \$15-million distribution warehouse in Cashton, WI. The facility, which is expected to be completed in Spring 2007, will warehouse and distribute Organic Valley's fluid milk products from the Midwest as well as its national specialty products.

**Quality Assurance International, Inc.** (QAI), in March achieved a company milestone by certifying 259,608 products. Data submitted to USDA's National Organic Program shows QAI currently certifies 4,715 organic operations worldwide. The company said that 66 percent of the certified organic products on U.S. store shelves display QAI certification.

**Supervalu**, which opened its first Sunflower store in January in Indianapolis, has announced plans to open two Sunflower stores this year in Columbus, Ohio, as well as a store in Dublin, OH.

**WhiteWave Foods Company** has been named to the U.S. Environmental Protection Agency's list of Top 25 Green Power Partners. The company is being recognized for the contributions its Silk™ and Horizon Organic™ brands have made toward the development and use of renewable energy. Both brands offset 100 percent of the electricity used in manufacturing their products by buying wind energy Green Tags from the Bonneville Environmental Foundation.

**Wild Oats Markets** opened a new store in Tampa, FL, in April. Meanwhile, the company in late March said that Yucaipa, a private equity firm owned by grocery magnate Ronald Burkle, now holds about a 15 percent stake in Wild Oats.

### Marketing

**American Health & Nutrition** has developed its first certified organic isolated soy protein, Soy-N-Ergy™ ISP 90.

**Bonicca Natural Body Care** has begun offering samples of a fragrance-free organic lotion for sensitive skin to cancer clinics across the United States. The company noted that cancer patients suffering side effects from chemotherapy have reported relief from burning and itching when using the product.

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**California Certified Organic Farmers** has released its 2006 Organic Directory providing a comprehensive listing of its certified organic clients, products, service providers, and trade association members. The directory is available online at [www.ccof.org](http://www.ccof.org) in print and CD formats.

**Dagoba Organic Chocolate** has launched its Single Origin chocolates into full national distribution.

**GrandyOats** now has national distribution of its Organic Trails line of 100 percent certified organic snack mixes.

**Green for Good** has expanded its web site ([www.greenforgood.com](http://www.greenforgood.com)) to offer more in-depth content, an easier way for vendors to sell their products, and new interactive features including customer product ratings and green news. Also, the company has partnered with local coffee roaster Brown's Coffee to develop and sell a new line of "Green for Good" branded Fair Trade organic coffee. Meanwhile, it has named Paul Andrews its vice president and editorial director and Tena Carter its vice president for corporate partnerships.

**The Healthy Beverage Company** is now marketing its Steaz Organic Green Tea Soda in four-pack carriers.

**Hidden Villa Ranch** has a new national bulk liquid egg program, including organic liquid egg products carrying the USDA Organic seal. The eggs are certified Kosher, and available in whole eggs or egg whites, frozen or refrigerated.

**Mediterranean Delights** is marketing three new certified organic items (roasted red pepper hummus, Asian spice hummus and avocado & lime hummus) through the **United Natural Foods, Inc.**, Atlanta distribution center.

**Nature's Path Foods** has launched the use of 30-minute Podcasts via its web site to entertain and educate consumers on nutrition and health issues.

**Organic Valley** partnered with the **Chefs Collaborative** to encourage consumers to put on special Earth Dinners in celebration of Earth Day.

**PBM Products, LLC**, supplier of Wal-Mart Stores' Parent's Choice brand of infant formulas, has partnered with Wal-Mart to launch a new Parent's Choice Organic Infant Formula with a blend of lipids DHA and ARA derived from natural vegetarian sources developed by Martek Biosciences.

**SK Food International** has expanded its line of Identity Preserved ingredients to include certified organic almond, corn germ, pumpkin, coconut, walnut, sesame, palm and extra virgin olive oils, and certi-

fied organic balsamic and wine vinegars. It markets these in bulk, or packed in drums or totes.

**Stonyfield Farm** has devised a web-based Healthy Vending Machine Makeover Guide that includes a downloadable product list of organic and natural snacks that can be incorporated in vending machines at schools. This follows completion of the company's three-year healthy vending pilot program during which it provided healthy vending machines to 44 schools in ten states. The guide is posted at [www.stonyfield.com/menuforchange](http://www.stonyfield.com/menuforchange).

**Uncle Matt's Organic** has introduced a 59-ounce carafe-style bottle for its organic orange juice.

**Wholesome Sweeteners** provided an interactive cooking class with actress Marilu at the Sugar Land Marriott Town Square, Sugar Land, TX, in late April. Marilu prepared dishes using Wholesome Sweeteners organic products.

## Of Note

**Albert's Organics** now offers its online "Organic Produce College" resource in Spanish as well as in English.

**Barbara's Bakery and Edwards and Sons Trading Co., Inc.**, are both celebrating their 35th anniversaries this year.

**Ecco Bella** founder and president Sally Malanga has been named by *N7Biz* as one of New Jersey's Best 50 Women in Business.

**Elan Organic Coffees** was named Number 26 on the 2006 Inner City 100 list compiled by Initiative for a Competitive Inner City and *Inc. Magazine*. The list ranks the 100 fastest-growing businesses in inner city areas around the country.

**Endangered Species Chocolate (ESC)** has chosen not-for-profit organizations Chimp Haven, Inc., and the National Wildlife Federation to receive a portion of its profits in 2006. In addition, ESC has given a special donation to two Nigerian cacao farming villages where the company sources the cacao used in its nearly 30 chocolate products. A team of ESC employees traveled to Nigeria in early February to dedicate water pumps and educational materials donated to two cacao farming villages. ESC contributed more than \$52,000 for UNICEF filtered water pumps and school supplies.

**Equal Exchange** now offers a socially responsible Certificate of Deposit program managed by Wainwright Bank for

## CLASSIFIED ADS

### INGREDIENTS AND PRODUCTS

NEPTUNE'S HARVEST HYDROLYZED FISH FERTILIZER: Cold processed. Menhaden free. 165 mesh screened. OMRI listed. Free samples/catalogs. 800-259-4769, or [www.neptunesharvest.com](http://www.neptunesharvest.com)

### ORGANIC FIBER

HEMPISO: critically committed to the sale of credible and sustainable hemp and organic cotton fabric. <http://www.hempso.simplenet.com>

### PERSONAL CARE INGREDIENTS

ORGANIC INGREDIENTS: essential oils, butters, waxes, clays, muds, CO2 extracts, colorants and salts for personal care, aromatherapy and spa. Call 800-340-0080 or visit [www.naturalsourcing.com](http://www.naturalsourcing.com).

### OTA MEMBER BENEFITS

LIABILITY AND RISK INSURANCE: Under an OTA partnership with

Diversified Risk Insurance Brokers, OTA members now have access to a comprehensive insurance program with competitive pricing and coverage strategically designed for many organic business community sectors. Included are worldwide general and products liability, property coverage, inland marine coverage, business income/extra expense coverage, and product recall/malicious tampering. Contact Tessa Young at [tyoung@ota.com](mailto:tyoung@ota.com) for details.

GREEN DREAM JOBS: OTA members can receive a 15 percent discount on job postings through OTA's exclusive partnership with Green Dream Jobs, a service of SustainableBusiness.com. Green Dream Jobs is only open to employers that clearly embrace sustainable business practices. Cite your OTA membership to receive a discount on every job you post! Visit [www.SustainableBusiness.com/jobs](http://www.SustainableBusiness.com/jobs) for more information.

those willing to invest their money to support the company, Fair Trade, and small farmer partners across the world. In other news, Equal Exchange will hold an open house July 15 to celebrate its 20th anniversary.

**Florida Crystals** was a sponsor of the Juvenile Diabetes Research Foundation's 2006 West Palm Beach Walk to Cure Diabetes held in April.

The April issue of *Food and Wine* magazine reports that personal chef Nicki Reiss reports that actor Billy Bob Thornton prefers organic sulfite-free wines such as **Frey Vineyards** Merlot and **LaRocca Vineyards** Cabernet Sauvignon.

**Green Mountain Coffee Roasters, Inc.**, was ranked Number 1 in Business Ethics magazine's list of 100 best corporate citizens for 2006. Other companies on the list included **Nike, Inc.** (13), General Mills Incorporated (14, parent company of **Small Planet Foods**), **Wild Oats Markets, Inc.** (28), **Gaiam, Inc.** (32), **Whole Foods Market, Inc.** (47), and **United Natural Foods, Inc.** (50).

**Hot Mama's Foods**, maker of natural and organic prepared foods for foodservice and retail, received a Gold Certificate of Recognition from Silliker,

Inc., for the Good Manufacturing Practices and Food Safety audit of its Northampton, MA, facility.

**Kettle Foods'** headquarters in Salem, OR, has become the second corporate campus to earn Salmon-Safe certification, a designation that the company is proactively improving the environmental health of its seven-acre property that borders Mill Creek, home to Chinook salmon, steelhead, and cutthroat trout.

**Kettle Cuisine** has been named 2005 Foodservice Vendor of the Year by **Wild Oats Markets**.

Mike Fata, president and co-founder of **Manitoba Harvest Hemp Foods & Oils**, has been named one of the "Top 10 Reader's Favorites" in *Fast Company Magazine's* 2006 Fast 50 edition.

**The Northeast Organic Farming Association's** Organic Land Care Program recently accredited 50 new organic land care professionals. The list is posted at [www.organiclandcare.net](http://www.organiclandcare.net).

**Rudi's Organic Bakery**, now part of Charter Baking Co., was featured in an article entitled "A triumph of values" on [Bakingbusiness.com](http://Bakingbusiness.com) on Feb. 15.

**Sambazon** has received a Changemakers Innovation Award for market-based

strategies that benefit low-income communities from Ashoka. Ashoka recognized the company's efforts to commercialize organic, Fair Trade and sustainable wild-harvest Acai palmberry fruit from low-income families from the Amazon rainforest.

**Texas Best Organics** is using mulch created from shredded trees downed in Southeast Texas during Hurricane Rita mixed with chicken litter as a natural compost in its organically grown rice fields.

**WhiteWave Foods Company** and **Whole Foods Market** have been named to the U.S. Environmental Protection Agency's list of Top 25 Green Power Partners for first quarter 2006. They have been recognized for their contributions to development and use of renewable energy. Meanwhile, international food and grocery expert IGD ranked **Whole Foods** on its "Ten to Watch" list of outstanding food retailers in the world.

OTA member companies named on *Fortune Magazine's* 2006 list of 100 best companies to work for included J.M. Smucker (8), parent of **Smucker Quality Beverages**; **Whole Foods Market** (15); General Mills (98), parent of **Small Planet Foods**; and **Nike** (100). ■