CELEBRATING 35 YEARS IN YOUR COMMUNITY
Once upon a time, in a Lanark village far away...

lived a naive young couple who worked hard every day.

In a little log house with their kerosene lamps and long hair, they opened a shop selling their wares.

From Canadian fields and far away lands, their healthy foods did make many fans.

They'd buy food in bulk at incredible prices, like flour or sugar and even fine spices.

Something for dinner or maybe just snacks, everything healthy in baskets and sacks.

Then came fresh veggies and fruits both tart and sweet, with all this good food they moved to Gore Street.

From Lanark to Perth they were torn, with support from all walks, Foodsmiths was born.

As years went by, many mountains they did climb, new locations, three babies, where did they find time.

The store grew and grew by many square feet, an amazing local story with staff that cannot be beat!

So join us as we celebrate the success of 35 years, looking back on all the fun and hard work, with laughter and cheers.

Some Foodsmiths memorabilia circa 1970's: local newspaper advertisement, Don in the bulk food section and Claire, expecting their first child, helping a customer with bulk peanut butter.

RETROSPECTIVE

Nov 6/1976 - Store opens for business in the back porch of a log house at RR# 3 Lanark, with no electricity or running water. Despite the first day's receipts of $20, a surprising amount of business is done over the next six months of winter.

May 12/1977 - Store relocates to 52 Gore St. East, in the current Royal Bank building. The rent is $300 a month and opening day sales are $249.12... what will we do with all the money?

May/1978 - Astro Dairy starts to deliver exclusively to Foodsmiths. Balderson Cheese is still manufacturing in Balderson, and is our largest local supplier.

July 11/1979 - A second store 'Foodsmiths Too' opens beside the Maple Drop Bakery in Lanark, mainly offering an assortment of bulk foods.

March 26/1980 - Worst flooding in decades when the Tay River overflows its banks. Virtually all of the store’s basement stock is flooded. The loss is an almost crippling ‘Act of God’ not covered by the insurance company.

Nov 7/1980 - The store moves into newly purchased building at 2 Wilson St. East, formerly Cameron’s Furniture Store, presently occupied by Coldwell Banker Real Estate. The store re-opens with 1,600 sq. ft. of retail space, Lanark Natural Foodsmiths becomes FOODSMITHS.

1982 - The recession hits hard with 22% interest rates affecting many small companies and nearly putting Foodsmiths out-of-business. Learning to be frugal and efficient sees them through these tough economic times.
August/1986 - Store moves to newly purchased building at 33 Wilson St. West. Business booms with plenty of available parking. Foodsmiths occupies 2,000 sq. ft. of retail space with lots of office and storage room.

Nov/1995 - The Store is closed for renovations during worst winter storm of the season. Final preparations are made to expand into the newly retrofitted building, doubling the floor space with 4,800 sq. ft.

October 2000 - 100 Wilson Street is purchased. The next two years sees the purchase of the adjacent lot from the Town of Perth and a near total demolition and reconstruction of the building.

Feb 28/2003 - Foodsmiths re-opens at the newly renovated 106 Wilson St. West with 6,500 sq. ft. of retail space and lots of extra parking. Foodsmiths enters an exciting new period of growth.

November 2011 - From humble beginnings to over 6,500 sq feet, Foodsmiths has stayed true to their philosophy of being open minded and listening to the winds of change when it’s best for the overall good of the store and its customers. Financial efficiency, dedication to community and environmental initiatives, predicting market trends, and friendly, caring staff with a positive attitude have proven to be the perfect recipe for success.

Foodsmiths continues to be a business success story, inspiring and creating pride in the natural food industry. With over 30 employees, their customer loyalty, bright clean store and excellent service-oriented reputation is a good example of the strong sustainable business community which has been a long tradition in Perth.
Foodsmiths is a destination well known for providing the highest quality organic, non-organic and local produce in the region. They have always placed a high priority on dealing as locally as possible and appreciate that consumers realize the importance of shopping close to home for freshness and quality. Foodsmiths is proud to have local farm producers who have provided their customers with delicious, fresh, seasonal produce for many years.

Produce Manager, Bill Watts and his team continuously check the produce department for freshness and quality.
Congratulations on serving the area with great healthy food products for the past 35 years!

Foodsmiths has come a long way since they began supplying customers with bulk foods from the enclosed porch of their old log home back in 1976. It was clear back then, and still is today, that buying bulk makes sense for your wallet and for the environment. Foodsmiths large Bulk Food Department has continued to grow over 35 years and boasts a wide range of natural, organic and non-organic products for cooking, baking and snacking.
Foodsmiths Natural Body Care Department provides customers with high-quality vitamins, minerals, sports nutrition supplements, homeopathic medicines and a wide range of hair and body care products. The experienced and caring staff help customers learn more about taking control of their own health naturally and options for seeking alternative remedies. Nationally recognized brands such as Natural Factors, Flora, Quest, SISU, Preferred Nutrition, Derma-E, Green Beaver, Nature’s Gate, Burt’s Bees and their private label brand Health First, are just some of the competitively priced products available. Foodsmiths staff work hard to stay informed and educated on existing lines and new products, to provide customers with a valuable resource and excellent product knowledge and service.

Make Udo’s Choice your first choice when choosing Probiotics for your family to maintain healthy intestinal flora.

Congratulations on 35 years! Flora Manufacturing is proud to be partners in health with Foodsmiths.
In the early 1990’s, several independent health food retailers, including Foodsmiths, initiated a private label supplement program with a Canadian manufacturer. When the manufacturer decided to end the program in 1999, 25 of the retailers joined together to form the United Health Merchants (UHM). The UHM expanded their mandate to include buying and marketing, and began soliciting more member stores and expanding the services they provided.

In the years that followed the UHM developed a more customer friendly private-label brand and in 2004 the group changed to a new not-for-profit, non-share corporation, the Health First Network Association Inc. They continue to work closely with their membership, expanding opportunities to include education, marketing, product flyer programs and outstanding member networking. With over 111 stores across Canada, Health First Network is the leading national buying and marketing group for independent natural health product (NHP) retailers.

Because an Apple is Not Enough

Nature’s Way and Enzymatic Therapy would like to congratulate Foodsmiths’ on their 35th Anniversary!!!

Nature’s Way has been North America’s Leader in herbal medicine for over 40 years. As the pre-eminent provider of health and healing through the power of nature, our commitment to quality reflects our commitment to you. In fact, it’s woven into the very story of our founding. Enzymatic Therapy is one of the most technologically advanced supplement manufacturers in North America. We continue to push the boundaries forward on quality, research, and clinical testing for over 25 years.

Congratulations on your 35th Anniversary

www.AOR.ca

For more information call 1.800.665.3414 or visit www.enzymatictherapy.com or www.natureswaycanada.ca
Foodsmiths has always taken pride in providing customers with fresh quality products in their dairy, deli, fresh and frozen food departments. Experience the ‘cheese island’ and deli counter with over 300 different types of local, artisan and award winning cheeses from around the world. Fresh bread and locally baked goodies, gluten free products, organic fair trade coffee, fresh eggs, bottled milk, and family farm raised meats fill the shelves and coolers. Fresh deli meats, salads, sandwiches and mouth watering ice cream give customers a healthy, convenient alternative to the fast food lunch and their custom party trays are another delicious option for any occasion, home or office.

Foodsmiths Deli, Bakery, Dairy, Fresh and Frozen Foods Manager, Marilyn Thomas highlights the delicious local and artisan cheeses available.

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Organic Meadow Farmers

“We chose to live and work on our family’s organic dairy farm because it allows us to embrace sustainable organic practices which ensure the health of our family, our cows and the environment. Producing local organic milk for Ontario families gives us an incredible sense of satisfaction.”

Organic Meadow farmers Josh and Ellen Biemond

www.organicmeadow.com

Organic Meadow®

New and Improved, Organic Tortilla Chips and Salsa, Pasta Sauce, Salad Dressings, Baked Cheese Snacks, Popcorn and Pretzels

Producer of over 30 great tasting Natural and Organic Products. Try some today!

Happy 35th Anniversary Foodsmiths

All Natural Hearty Soups “pour, heat and serve” - 480ml in four delicious flavours
Shopping locally is an investment in the future by stimulating the local economy and preserving the quality of life. Supporting local producers has always been a priority at Foodsmiths. Local businesses can quickly identify the diversity of their customers’ needs and are able to respond to requests for specific products more efficiently. Supporting local producers and businesses not only provides support for the jobs they offer, but also helps reduce the environmental impact on the community. Local residents play a vital role in helping independent business owners survive and Foodsmiths is grateful for 35 years of amazing local support.
Happy anniversary to Foodsmiths, from one great Canadian company to another.

Working together to bring you natural, effective, scientifically formulated solutions for colds and flus.

Send that Cold & Flu Bug packing with the

**IMMUNITY RESPONSE UNIT**

Your immunity matters to us!

ECHINAMIDE™ is clinically proven to get rid of your cold up to three times faster!

For more information on the benefits of our innovative immunity products, go to naturalfactors.com.

HAPPY 35th ANNIVERSARY to our friends at FOODSMITHS

35 years of friendship,
35 years of sharing,
35 years of trust,
35 years of making dreams come true,
35 beautiful years.

Happy Anniversary...

Your friends at Inno-Vite

www.inno-vite.com  www.ubiquinolcanada.com
On behalf of Michael Theodor Brokerage Inc. & our brands we want to congratulate Foodsmiths on 35 Years!

www.mtbi.ca
Foodsmiths Grocery Department offers a diverse and enjoyable shopping experience for food lovers of all kinds. Sustainable Canadian seafood, local maple syrup, specialty sauces, organic, pasta, soups and cereals, fair trade chocolate and natural ethnic foods, are just a some of the unique products you’ll see from brand name and top quality manufacturers and producers. The staff work hard to ensure these products contain approved, safe, natural ingredients so customers, including those with food sensitivities, have healthier choices and alternatives.

The compliments Foodsmiths receives from their gift baskets reflect the care and value they put into every one. Carefully created from a selection of their fine foods, ranging from local to the far corners of the world.

Does your best friend have food sensitivities? Not to worry, Foodsmiths has every member of the family covered with high quality, natural pet foods, biscuits and treatments for their skin and coat.

KOYO Foods Inc.
Eastern Canada’s Largest Natural, Organic and Macrobiotic Food Distributor Celebrating 35 Years

Congratulations Foodsmiths on your 35th Anniversary

COGNATULATIONS FOODSMITHS
Celebrating Your 35th Anniversary

THINK OF IT AS THE FUSION BETWEEN FUN & FUNCTION

INTRODUCING NATUR-A S2.
THE NEW GENERATION BEVERAGE TO RECHARGE AND REFRESH. RICH IN THE HEALTHY FUSION OF SOY PROTEIN PLUS CALCIUM & VITAMIN C. & FRUIT NEVER TASTED SO DELICIOUS.

natura

CONGRATULATIONS FOODSMITHS
Celebrating Your 35th Anniversary

Zero cholesterol, zero lactose, zero gluten, zero trans fat and zero GMOs
Your well-being is what counts.

www.foodsmiths.com

Foodsmiths on your 35th Anniversary

Grocery Manager, Tammy Burns, helps customers navigate the ingredients on thousands of grocery products.
Foodsmiths

The First All Natural Chocolate Truffle Bar Sweetened with Organic Coconut Palm Sugar.

Kayer Dark Chocolate Truffle Bars were formulated for consumers who choose dark chocolate for its health benefits. Each delicious bar is sweetened only with organic coconut palm sugar, a low glycemic sweetener with a clinically validated 35 Glycemic Index. Our gluten-free bars are made with organic chocolate and other natural ingredients, providing a total net effect that contains all the benefits and great taste consumers expect.

Kayer Dark Chocolate Truffle Bars contain no other added sugars, no preservatives and no artificial ingredients. Each 50g bar is pure, healthy enjoyment!

Coconut Palm Sugar Health Attributes
Organic Coconut Palm Sugar is a 100% organic, minimally processed, unfiltered, unbleached natural sweetener and contains no preservatives. Organic coconut sugar is naturally low on the Glycemic Index (clinically validated at GI-35), which has benefits for weight control and improving glucose and lipid levels in people with diabetes (type 1 and type 2).

Organic coconut palm sugar produces a slow energy release, which sustains the human body through daily activities without regular sugar “highs” and “lows”. Organic Coconut Palm Sugar is especially high in Potassium, Magnesium, Zinc and Iron and is a natural source of the vitamins B1, B2, B3, B6 and C. The organic coconut palm sugar used in the Kayer all natural bars are PURE organic coconut palm sugar. No cane sugar added. No chemical inputs. Just pure, unadulterated palm sugar made from 100% coconut nectar from Coco Nucifera.

- Organic Dark Chocolate from the Dominican Republic • Made in Canada
- Organic Coconut Palm Sugar • Gluten Free • Low Glycemic
- No Preservatives • No Artificial Ingredients

BARKLEYS NATURAL CONFECTIONERY • WWW.BARKLEYS.CA • 1(888)749 9993 EXT 2

*CLINICALLY VALIDATED WITH A GLYCEMIC INDEX FROM 35-38. Foods and Nutrition Research Institute, Lab Ref #GI-07-001, Philippines.
Foodsmiths is well known for its award-winning customer service and support. From the early days of paper records to modern retail software, Foodsmiths is aware of developing trends in the market and works hard to keep their systems up-to-date with technological advances in the industry. Ensuring customers have a comfortable shopping experience from the minute they enter the store to the time they leave has always been their primary focus.

Since 1985, Foodsmiths has been selling top quality Birkenstock shoes & sandals. The experienced staff take time to personally fit each customer with their favourite style.

Happy 35th Anniversary to

Congratulations to Foodsmiths for your 35th Anniversary!

www.foodsmiths.com

www.avogel.ca

Pioneer in Natural Health – since 1923

www.progressivenutritional.com

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INDULGE IN A CAUSE

Endangered Species Chocolates is committed to providing premium, ethically traded, all-natural and organic chocolate bars. 10% of net profits are donated to help support species, habitat, and people.

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- PACKAGING IS FSC CERTIFIED, RECYCLED AND RECYCLABLE
- ETHICALLY TRADED - KOSHER CERTIFIED - GLUTEN-FREE CERTIFIED

Learn more at ChocolateBar.com or call 800.293.0100

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Congratulations Foodsmiths on 35 successful years serving your community!

from all of us here at Purity Life Health Products.
Proud to be celebrating 35 years in your community

“Because life’s too short for average food”

106 Wilson St. W., Perth, ON
613.267.5409  1.877.FOODIES

www.foodsmiths.com

From everyone at ONFC,

CONGRATULATIONS

FOODSMITHS for providing Eastern Ontario with delicious natural and organic food, health education, and exceptional service.

Best wishes on your 35th year anniversary.