

Volume Purchasing Opportunities for Isla Vista Food Co-op Owners

Your cooperative offers two volume purchasing options to current fully invested owners. The Buyer's Club program is offered to groups or individuals who wish to purchase foodstuffs and home supplies in case and bulk pack quantities. Our Business to Business program offers ingredients and supplies in bulk quantities to local businesses for manufacturing and/or resale. Both programs are designed to establish long term, mutually beneficial relationships between our food cooperative and households, organizations, and businesses that comprise and build our community. Both options offer significant savings compared with shelf prices. Following is a brief description of each program.

BUYER'S CLUB PURCHASING :

1. Establish one contact person per account.
This person will email orders to **BC.islavistafoodcoop@gmail.com** and be the go-to person for pickup scheduling and any other issues that arise.
2. A Coop owner's accounts must exist (or be established) in the contact person's name.
3. Orders must be picked up and paid within 24 hours of delivery to coop unless other arrangements have been made with our Special Order Accounts Manager Miles.
4. Payments can be made with cash or credit card only. No personal checks.
5. \$300.00 minimum order.
6. All UNFI (our primary distributor) catalog items are eligible. (Produce is negotiable)
7. UNFI and non-UNFI stock may have different delivery schedules.
8. A current UNFI catalog will be provided for use by the buyer's club membership.
9. An itemized receipt is provided with each delivery pickup.

BUSINESS TO BUSINESS (AKA B2B) PURCHASING:

1. Establish one contact person per account.
This person will email orders to **B2B.islavistafood.coop@gmail.com** and be the go-to person for pickup scheduling and any other issues that arise.
2. A Co-op owner's account must be established in the name of your business. In order to establish an account in your business name, you must be a fully invested Co-op Owner (a full investment share is \$150).
3. Orders must be picked up and invoices paid within 24 hours of delivery to coop unless other arrangements have been made with our Special Order Accounts Manager Miles.
4. Payments can be made with cash or credit card only. No personal checks.
5. The account holder must establish terms of credit and complete an ongoing purchase contract.
6. B2B accounts holder must present a reseller's ID or proof of business ownership.
7. B2B accounts will receive a UNFI catalog to reference when placing their orders.
8. B2B markup is available for UNFI catalog items only.
9. An itemized receipt is provided with each delivery pickup.

To establish a Buyer's Club (BC) or Business to Business (B2B) Account please contact:

Miles Diperi – Special Orders Manager
Steve Snyder – Grocery/Bulk Manager
B2B.islavistafoodcoop@gmail.com
BC.islavistafoodcoop@gmail.com

*the Co-op reserves the right to limit new accounts for either program based upon budgeted labor hours.



UPDATED JANUARY 2012