We love bulk foods! Being able to offer a diverse set of high quality, pantry staples and unique products for your customers is what makes a bulk department exciting—we are here to work with you to make that happen.

There are challenges to managing a bulk department—keeping it fresh, clean and pest free are keys to success. We want to help your bulk sales increase, and find that pest management is integral to improving sales. Where there is Organic food, there may be pests. Those most commonly found in bulk bins are moths, weevils and small beetles. These pests like to munch on grains, dried fruits, beans, nuts and spices. The following pages include the Hummingbird Infestation Protocol, Basic Bulk Upkeep, Tips for Increasing Bulk Sales, and our Benefits of Buying in Bulk Poster. These practices and tips have been gathered from some of our customers and other bulk foodies. We hope they help you in maintaining your bulk bins!

If you have any questions, or if you have additional tips on reducing insect infestation, we would love to hear from you! Contact us at 541-686-0921 x2. Until then, onwards and upwards.

Love,
The Birds
BASIC BULK UPKEEP

Clean bulk bins
Always clean empty bulk bins with soap and water before adding a new product

Inspect product
Look for any signs of infestation when opening a new bag before filling your bins

Don’t mix product
If grower or variety changes, wait until current bin empties before restocking to ensure product is consistent

Inspect bulk bins daily
Check the corners and edges of bins for insects or other issues

Rotate product
Pay attention to slow moving products, and clean and rotate the products when needed
**INFESTATION PROTOCOL**

- Don’t throw away. Keep product in quarantine until the vendor is notified.

- Take photos if possible.

- Record lot number.

- Record item number.

- Record date of purchase.

- Record details of infestation.

- Send all information to the vendor within 10 days of invoice date.
TIPS FOR INCREASING BULK SALES

1. **Provide the price per oz** on each bulk item and each grocery item. This helps shoppers compare apples to apples and see how much they are saving by shopping bulk.

2. **Buy the highest quality products** to reflect your store’s values.

3. **Display Hummingbird’s “The Benefits of Buying in Bulk”**—ask your customer service representative for one!

4. **Offer a good selection of both pantry staples and unique items** to keep customers coming back.

5. **Use **hummingbird** bulk bin labels.** Generic labels can make products look like lower value, commodity items.

6. **Have staff available** at all times to answer questions and help customers find items.

7. **Display product information for unique, heirloom or new products** to educate your customers. Hummingbird offers **recipe cards** for many bulk products—ask for them today!

8. **Place all raw nuts in refrigeration** in bulk section if possible. People like that nuts are being kept fresh and perceive them as higher quality.

9. **Keep bulk section clean and tidy** with proper utensils and bags available.
The Benefits of Buying in Bulk

**Check it out**
- See exactly what you get before buying it
- Find more organic options vs pre-packaged foods
- Inspect for quality
- Ask for a sample or buy a little before committing to a new product

**Reduce & Reuse**
- Use your own containers and bags to reduce packaging waste
- Ask for the best way to store your products so they last longer
- Try new products without having to buy a bunch!

**Buy what you need**
- Buy the exact quantity you need, reducing food waste
- Find specialty varieties, spices, teas and snacks like **Organic Cocoa Dusted Chocolate Ginger & Awakened® Golden Goji Granola**

**Save Money**
- Buy large quantities for less money and split with friends and family
- By shopping in bulk you can spend an average 89% less on high quality and organic foods*

*According to a bulk foods study conducted by Portland State University's Food Industry Leadership Center (FILC)