

HOLIDAY TIP#37

And the winners are...

Winners of Accessories

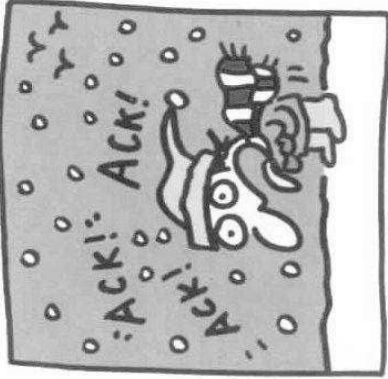
Draw are:

Krista Kramer-Ellen (Kitchener)
Chris Quarrie (Fergus)

Wins \$20 towards Diaper Service

Draw is held quarterly. All names of clients who purchase accessories from Bear Bottoms in the 3 months prior to next newsletter will be entered in the next draw. 2 names are drawn per quarter. Good Luck!

And Congratulations to Our Winners!



NEVER CATCH SNOWFLAKES WITH YOUR TONGUE UNTIL ALL THE BIRDS HAVE GONE SOUTH FOR THE WINTER.

Holiday Gifts Kids Can Make

Placemats and Coasters
Your children's artwork can be transformed into useful & beautiful Placemats or coasters for friends and relatives.

You may use existing artwork or have your child design something special. For placemats, have your child draw, paint or color a picture on a large piece of paper, then laminate it or cover it with clear contact paper.

For coasters, you might have your child trace his or her handprint on coloured paper and laminate. Don't forget to sign and date the back!

Soap Shapes You'll need one bar of white (Dove, Ivory) soap; 1/4 cup water; 2 drops of food coloring; cookie cutters; and a strong kitchen grader. Finely grate the soap in a big bowl, add water and coloring. Mix well and spoon into cookie cutters. Pack the mixture firmly and dry overnight. You can also shape the soap into balls. Wrap in netting and tie up with a colourful ribbon.

Extra: If you want your soaps scented, you can add a few drops of essential oil or soap scent. Most craft stores will carry these items.



LAUGH OUT LOUD

It was almost Christmas and the judge was in a merry mood as he asked the prisoner, "What are you charged with?"

"Doing my Christmas shopping early", replied the defendant.

"That's no offence", said the judge.

"How early were you doing this shopping?"

"Before the store opened."

I was telling my three boys the story of the Nativity and how the Wise Men brought gifts of gold, frankincense and myrrh for the infant Jesus. Clearly giving it a lot of thought, my youngest observed, "Yes Mom, but a Wise Woman would have brought diapers."



"Your baby is developing very nicely. Would you like to send him an e-mail?"

keep our prices as low as possible, even using propane to fuel our vehicles which doesn't fluctuate the same as gas, so we can handle not to keep changing the prices up and down. Propane is also better for the environment with lower emissions, but a tank of propane gets half as far. We will always be fair and if prices remain very low for an extended period we will reflect these changes to you.

Thank you for your business and best wishes for a safe and prosperous New Year!

Jill, Mike and the staff of

Bear Bottoms Diaper Service

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The Scoop on Poop

Seasons Greetings to all our valued clients and friends!

It has been quite a year with some challenges and many rewards.

Being in our 5000 sq. ft. warehouse has made things a lot easier and given us room to add another 100lb. Commercial machine to service our ever growing client base. Our thanks to all of you for choosing Bear Bottoms. Please see Page 2 for our new Bear Bucks Program for referrals.

We are still working on getting the "perfect" day diapers made, the first round were liked by some, but we also heard many didn't find them as absorbent. We are determined to keep making our diapers locally and having

the option of day and night diapers (thick or thin) available for all. So we have gotten in new Sherpa (the soft inner fabric everyone was raving about) and hope this new day diaper coming out in the next couple of weeks will be the winner and one all will love! Once again, your feedback is much appreciated on these or any of our diapers. Your satisfaction is our business. Please remember, if you prefer either one of our diapers please let us know. You don't have to have a mixture.

Fuel prices have plummeted recently and with that you may be wondering if fuel surcharges will be lowered. We work hard to

Save money: Home, Service or Disposable?

Do you really NEED it?
used crib or car seat without researching them first.

4. Books. Many parents want to read to their baby after (and even before) they are born. That's great. Just buy ONE or two books to read to baby in the beginning. Your baby won't be as interested in the book until they are at least 3 or 4 months old anyway. And when you want to expand your child's library, shop at book sales and garage sales and thrift stores. Or many parents have got together for book exchange clubs, the more you get together, the bigger the variety.

5. Get yourself on mailing lists for baby stores and manufacturers before baby's arrival to save money on the things you need. You can get valuable coupons, notice of upcoming sales and, in some cases, free samples. Start with places such as Babies R Us, Gerber and Earth's Best.

6. See if friends or family with slightly older kids have clothes, toys or other items to give or loan you. With clothes and toys, most parents are glad to see someone else use the stuff and even happier to have some extra space. Or shop at second hand stores. Many clothes are barely used and some even have tags on them. Just be savvy, as some second hand stores and consignments places have prices quite high, and you may be better to go to the clearance section at your local big box store.

7. Compare costs over the long term, rather than quick sales. Buy clothes that will go longer, such as size 2 capri pants for a ten month old. They will fit now as pants with diapers and when she's two as capris. Use cloth diapers, since potty training is generally a lot easier and earlier, saving you hundreds to thousands of dollars. Breastfeed longer (if you can), even if you supplement with milk or formula, you could potentially save a ton of cash.

8. See if your supermarket has a baby club. They are free to join and you get points or cash back on purchases you would make anyway. Buy a food processor and make your own baby food. You'd be amazed how many jars one package of carrots makes. Puree your leftovers and have a variety of meals on hand for baby. Make sure foods are bland with little to no spice or salt.

9. Look beyond baby stores for your supplies. For example, baby gates are often cheaper at pet stores than at baby stores. And you can often find regularly priced crib sheets cheaper at the large super stores (such as Walmart, Super Store or Costco) than at specialty stores.

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Source: Canadian Babies, Author: Sandra Lee 2008

Brought to you by:



"Isn't it time for a change?"

Winter 2008-2009

Special Points of Interest

- ☺ Holiday Delivery Schedule
- ☺ Teaching your child to Give
- ☺ The Scoop on Poop
- ☺ NEW! Bear Bucks!

Baby Bear Gallery

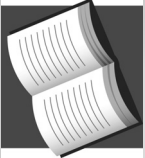
Winner:
Bailey



Wins a Bummis Swimmi!
Proud parents:
Nancy Turcotte & Glen Hannon

Please send in your baby pictures for your chance to win! Draws are quarterly.

The Reading Zone



For Kids (Ages 2-6)

Grateful: A Song of Giving Thanks (The Julie Andrews Collection)
John Bucchino, Anna-liisa Hakkarainen

This book has bright vivid pictures, with a beautiful song/poem to capture all our hearts. It's prose teaches us all to give thanks for each and every gift.

For Parents

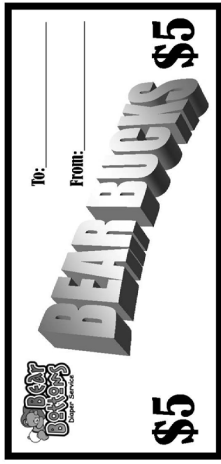
What Our Children Teach Us : Lessons in Joy, Love, and Awareness
Piero Ferrucci

Children: They have the ability to turn our lives upside down, to disrupt our plans and our sleep, to try our patience, and to elicit our most ferocious love. But children also have the power to teach us the greatest lessons ever learned...

Bear Bucks - Give some, get more!

Thanks to feed-back from our clients, many have suggested we should have coupons for them to give out. Now, we have a new way for you to spread the word.

Bear Bucks is a \$5 coupon for our service. Give it in a card for a baby shower, stocking stuffers or just because you saw a pregnant belly.



Have fun giving, because for every-one who uses them you get \$10 off your service. The more you give, the more you save. If we get back 3 in one month you save \$30 off your next bill! Your chances of getting more referral discounts on your service should increase substantially since studies show people are more likely to use a product or service, if there is a discount involved. Make sure you write your name in From: and

Want to advertise your business in the popular Change Times? Contact us for rates

for every coupon we get back you will get a discount as soon as they begin service.

Now, there are a few rules such as two clients can't refer the same person and both get a discount. So one coupon per friend, per referral. The referral must be given from an active client in order to get a discount. You can't use your coupons for someone who has already signed up. You can still get a referral discount, but Bear Bucks can only start being given out as of December 1st, 2008. We have included 2, please let us know if you need or want more.



Just a reminder...

Clear, and zinc-based creams are fine with our service, unless they contain cod-liver oil such as Desitin. Please no coloured creams, tinted pink, purple etc. Please contact us if you are unsure about a certain cream or want suggestions for the best brands.



For the last 2 weeks in December your delivery day will be moved back 1 day. Please let us know if you have any questions.

Mon. Dec. 22 moved to Sun. Dec. 21

Mon. Dec. 29 moved to Sun. Dec. 28

Tues. Dec. 23 moved to Mon. Dec. 22

Tues. Dec. 30 moved to Mon. Dec. 29

Wed. Dec. 24 moved to Tues. Dec. 23

Wed. Dec. 31 moved to Tues. Dec. 30

Thurs. Dec. 25 moved to Wed. Dec. 24

Thurs Jan. 1 moved to Wed. Dec. 31

Season's Greetings!

Teaching Children to Give

By GreatSchools Staff

give the gift she feels is important.

Be a role model. Volunteer your family's time at a soup kitchen or senior center. Gather small-size toiletries, such as toothpaste and shampoo, and pack them in decorated gift bags to take to a homeless shelter. Ask your child if he'll help you baby-sit for a neighbor's toddler so she can do her shopping or help you rake the leaves for an elderly friend.

Personalize giving. It's faster for busy parents to write a check to a charity, but it has little impact on a child who can't see where the money is going or imagine the people who benefit. Delivering canned goods to a food bank is more meaningful than dropping a check in the mail. Your family could "adopt" a needy family through a community organization, choose the gifts and wrap them.

Feeling too busy to organize an activity like this? Author Ellen Sabin has suggestions that can work for the most time-challenged parents. Sabin wrote *The Giving Book: Open the Door to a Lifetime of Giving*, an interactive workbook to help 6- to 11-year-olds discover the joy of giving and their power to make a difference. Sabin also offers free tools and

"Lemon juice is the strongest food acid in our kitchens, strong enough to make life unbearable for most bacteria," says Robert Wolke, professor emeritus of chemistry at the University of Pittsburgh

10 New Uses for Lemon

USE LEMON TO:

1. **Sanitize a chopping block.** Run a slice of lemon over the surface to disinfect.

2. **Eliminate the browning that occurs when food sits out too long.** Sprinkle apple or pear slices with lemon juice before serving, or squeeze a bit into guacamole and give it a stir.

3. **Remove tough food stains from plastic and light-coloured wooden cutting boards.** Slice a lemon in half, squeeze the juice onto the soiled surface, rub, and let sit for 20 min-

utes. Rinse with water.

4. **Fade tea stains on cloth.** Dilute lemon juice with an equal amount of water. Use an eyedropper or a Q-tip to make sure the juice targets the stain. Thoroughly flush with cool water.

5. **Decorate on the cheap.** Fill a glass bowl with lemons for a sunny centerpiece. Or display a row of them along a windowsill.

6. **Relieve a sore throat.** Cut a lemon in half. Skewer one half over a medium flame on a gas stove or an electric burner set on high and roast until the peel turns golden brown. Let cool slightly, then mix the juice with 1 teaspoon of honey. Swal-

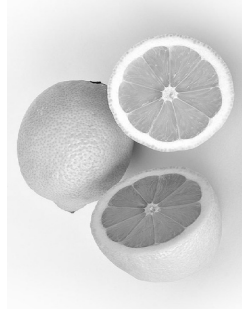
low the mixture.

7. **Whiten fingernails.** Rub a wedge on the surface of your nails.

8. **Shine the interior of copper cook-ware.** Sprinkle a lemon wedge with salt, then scrub.

9. **Brighten laundry whites.** Add 1/2 cup lemon juice to the wash cycle of a normal-size load.

10. **Remove soft cheese or other sticky foods from a grater.** Rub both sides of the grater with the pulp side of a cut lemon.



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