

**JANUARY
2017
NEWSLETTER**VISIT US AT THE
WINTER FANCY FOOD SHOW

JANUARY 22-24, 2017

MOSCONE CENTER
SAN FRANCISCO, CA
BOOTH #946**IMPORTANT DATES****MARTIN LUTHER KING DAY - JAN 16****CHINESE NEW YEAR - JAN 28****SUPER BOWL SUNDAY - FEB 5****VALENTINE'S DAY - FEB 14****Restaurant Predictions 2017 & Beyond**

Restaurants continue to be the main driver of food trends. 70% of U.S. consumers indicate their food preferences are driven primarily by what they encounter in restaurants, as opposed to what they find on grocery store shelves or in a recipe book. "Despite the fact that most meals are consumed at home, trends are generally catalyzed by consumers' away-from-home experiences," says Jana Mann, senior director of Menu Trends, Data-sential, Chicago.

There are several restaurant menu items and trends that are impacting retail:

- Almond, cashew, and pistachio butters, which have experienced a 100% growth rate since 2012.
- Greater usage of almond, chickpea, rice, and buckwheat flours.
- Dairy alternatives such as soy, almond, and rice milk.
- Non-sugar sweeteners such as agave, sorghum, honey, maple, and brown sugar.
- Potato replacements such as kale, quinoa, ancient grains, and chickpeas.

Retail Predictions 2017 & Beyond

- **Retailers will surpass** traditional foodservice as a source for eating options by focusing on health, convenience, and experience through "hyper-personalized meal and snack solutions, customized nutrition programs, and 'secret' offerings and exclusive promotions".
- **Mini-desserts and bite-sized** comfort foods will be part of a retailer's programs and promotions catering to consumers' interest in pursuing better life balance.
- **Digitally-enabled kitchens**—featuring app-controlled and sensor-enabled appliances—will generate more consumer food interest.
- **Functionality, sustainability, diversity, and purpose** are becoming important purchasing decisions as shoppers seek out retailers who align with their own core values.
- **Authentic, regional, local, and new flavors** will impact private label and brand offerings as consumers become more knowledgeable about food and food sources.
- **Retail stores will transform** to better connect and interact with consumers by offering education, hybrid services (food and beauty), and sensory experiences (e.g., scent, sight, sound, taste, touch) to bring store products and concepts to life.

UNDER THE DOME

Jeff Babcock, Cheese Specialist

Tartufo!

As is the case with most cheese enthusiasts, there are very few additives that I find enjoyable in cheese. Us “purists” want to taste the cheese and the quality of production without interference of these other flavors. For dull or poorly produced cheeses, sometimes the only way of gaining popularity is by putting something in, even covering up those defects; however, this isn’t always the case. Sometimes cheese is accented, or even accompanied, by a flavor that brings nuances in the cheese forward. In Italy, this is the case with truffles. Those earthy treasures encapsulate a woodsy aroma that typifies what many believe the epitome of gourmet. When added to a cheese, the truffle works marvels. European Imports has three of these marvelous cheeses from different regions of Italy, all with unique styles and applications.

First of these, from the foothills of the Alps, is the little Caprino. Each little round is made from fresh curd—primarily goat’s milk, with a little cow’s cream—and hand molded. The artisanal dairy, La Botera, then coats them with shavings of black truffles. The high moisture content allows the aroma and flavor to seep into the creamy, almost cheesecake-like texture. When paired with Prosecco and toasted bread, it is a perfect starter to a meal. Six rounds come in a vacuum packed wooden crate, which creates a beautiful presentation while keeping the cheese fresh.



1861067 Caprino Cremosa Tartufo 6/4.7 oz

Second, perhaps the most exotic, is the Perlagrigia Sotto Cenere. In Italian, this translates to ‘the gray pearl under ash’, as the cheese is coated with a mixture of ash and spices. This coating acts as a rind, but also imparts a slow, intoxicating flavor into the depths of the cheese. But those flavors are not alone, for specks of truffles have been added to the paste! Cream blends with spice and earthy truffle, a mixture many find tremendous and irresistible. It can be paired with sweet or savory, at the start or finish of a meal, but is a great leader on a cheese board. Made in the eastern province of Veneto, this semi-soft cow’s milk cheese may become your new favorite.



1498577 Perlagrigia Sotto Cenere 1/7 lb

Last, our newest in the Tartufo group, is from the isle of Sardinia. It is Pecorino al Tartufo, a young sheep’s milk cheese filled with slivers of truffles. Of all truffle cheeses this may be the most classic, as the slightly sweet sheep’s milk, still a bit tangy, brings forward the lingering subterranean tuber that is the truffle. Pair with some olives, flat bread and a soft red wine and the night will be yours!



7013263 Pecorino Tartufo 1/3 lb

WILD AND UNIQUE FOODS

Tim Doyle, Meat & Game Specialist



ITALIAN MOUNTAIN FLAVOR

Italian Gem

This mild, authentic, and simply delicious speck ham is from Recla with deep traditional roots in Alto Adige, a province in the mountains of Northern Italy. Recla has two state-of-the-art production plants and over a half century of providing these hams. When visiting, I had the privilege of getting to work and tour the plants, and was fascinated by the tremendous amount of work that goes into the beginning of the curing process.



Long ago, great care was taken to preserve foods in a simple, natural way. The experience of many generations, along with careful craftsmanship, led to the development of this excellent product. Choice raw materials, a special blend of spices, an elaborate method of dry curing, and a gentle cold smoking and maturing in clean mountain air are key elements for producing this product.

Freshly cut meat is immediately rubbed with a family-kept secret spice, which is made with a mix of rock salt, sea salt, pickling salt, first class pepper, juniper berries, a hint of allspice, and various other herbs. Keeping this rub's recipe a secret is so important, the spice room is the only room at the Recla plant where pictures cannot be taken.



Two weeks of dry curing are the first stage in preserving the meat. After one week, the hams are turned over to make sure both sides are cured evenly.

The meat is then lightly smoked over beech wood chips. The smoke must be cold and the meat must not be permanently exposed in order to ensure the ham is aromatic, yet mild in flavor.

Individual hams are then stacked carefully for maturing in cellars. Good ventilation and fresh clean air, without too much draft, is key to the hams losing up to 40% of their starting weight in the 22 week minimum slow drying process. This is also important in obtaining a tender ham with a small amount of mold.

Speck is the first product of the Region of Alto Adige that has received the GGA label of certified origin. Many ham lovers consider this the perfect ambassador of their country's culture and tradition.



Leave the spicy crust on, slice it paper thin and serve at room temperature. I prefer cutting it thin on a slicer, but most Europeans cut it thinly or in chunks with a knife.

4167819

Recla Speck

1/6 lb

FOR THE PASTRY CHEF

Girish Fatnani, Pastry Specialist



Callebaut Salted Caramel Crispearls



These delicious, small spheres of salted caramel chocolate, covering a crispy cookie center add an incredible flavor and texture to your dessert creations! Everything from ice cream presentations to plated desserts can benefit from this crunchy sweet and salty garnish. And

don't forget to add these pearls to the top of the season's tastiest drink: hot chocolate! As with all Crispearls, these can be brushed with luster dust to make a true "pearlescent" presentation. They also make an attractive grab-and-go impulse purchase when packaged in small cellophane bags. Yum!



7008650
Salted Caramel Crispearls
1/28.21oz



Hero Cranberry Fruit Spread

Hero fruit spreads (or table jams) are world famous for quality and consistency. Their unique vacuum cooking technology protects the natural nutrients, maintains large pieces of fruit, and helps maintain natural color and fruity taste. Hero fruit spreads represent the highest Swiss quality standards, with only all-natural ingredients and no artificial coloring, flavors or preservatives added. The cranberry fruit spread can add that distinctive tart flavor and deep red color to everything from sandwiches and wraps, to cakes, tarts and ice cream presentations. While not bake-stable, it can still be used to bring a little seasonal flair to many sweet and savory presentations.



3223474 Cranberry Fruit Spread 1/8.8 lb

Don't forget the other flavors of fruit spreads available in the convenient 8.8 lb buckets:

3223607	Apricot Fruit Spread	1/8.8 lb
3223627	Black Cherry Fruit Spread	1/8.8 lb
3223613	Bitter Orange Fruit Spread	1/8.8 lb
3223637	Raspberry Fruit Spread	1/8.8 lb
3223644	Strawberry Fruit Spread	1/8.8 lb

PASTA-BILITIES FOR VALENTINE'S DAY

Akhmal Teal, Grocery Specialist



Bertagni has been producing pasta in Italy for over 120 years. Bertagni specializes in filled, fresh pasta and is dedicated to presenting products of the highest possible quality and flavor, without any added artificial flavors or preservatives. The company dates back to 1882, when Luigi Bertagni opened his homemade tortellini shop in Bologna, and is believed to be the oldest tortellini producer in the world.



Although today Bertagni uses cutting-edge technology, the product still tastes handmade—and the fillings, which are the focus of filled pasta, are mixed by hand. Recipes are developed in consultation with internationally-famous Italian chefs. All the ingredients used in Bertagni products meet the highest quality standards and are selected after extensive research and partnership with quality suppliers. For each recipe the ingredients are carefully mixed together to keep the flavor and texture of each ingredient intact. The dough is then carefully rolled in the traditional manner, as the shape and thickness of the pasta are there to complement the filling.

These delicious filled pastas are simple to prepare. Just cook them in boiling water for 3-4 minutes, drain and toss them in melted butter or your favorite sauce—but keep it simple, the fillings are the stars here. Enjoy!



7009601 Sweet Butternut Squash Ravioli 3/2.2 lb

Made with sweet butternut squash and an extra hint of sweetness, these pastas are a favorite, especially in autumn. Approximate dimensions: 5cm x 4cm, 38 pieces per pound.

7009605 Buffalo Ricotta & Spinach Ravioli 3/2.2 lb

Buffalo Ricotta adds extra creaminess to this traditional Italian favorite. Made with 00 flour, for superior texture, and lots of egg, these ravioli have great texture and a robust flavor. 38 pieces per pound.

7009621 Porcini & Truffle Ravioli 3/2.2 lb

Wild porcini mushrooms are sautéed and then blended with black truffle oil for an earthy, tender pasta that hails from the Piedmont region of Italy.

7009622 Goat Cheese Sun-Dried Tomato Ravioli 3/2.2 lb

The intense flavor of sundried tomatoes & the richness of goat cheese are combined in a spinach ravioli. The ravioli are slightly different shapes for a homemade look. 5cm x 4cm, 38 pieces per pound.

7009623 Tomato Mozzarella Basil Ravioli 3/2.2 lb

This ravioli is made with heirloom, fire-roasted tomatoes & mozzarella & basil in a Grandi tondi (big round) shape. 7cm x 6cm, 20 pieces per pound.

7010222 Buffalo Mozzarella 3/2.2 lb

Deliciously creamy buffalo mozzarella is blended with Grana Padano & ricotta to create this round ravioli known as girasoli. 5cm rounds, 41 pieces per pound.

7010223 4 Cheese Tortelloni 3/2.2 lb

A blend of four premium Italian cheeses including Grana Padano and Parmigiano Reggiano. Enveloped in egg pasta made with 00 flour. 3.5cm x 2.5cm, 90 pieces per pound.

WHAT'S NEW IN THE PANTRY

Akhmal Teal, Grocery Specialist

Castleton CRACKERS

Castleton Crackers has recently gone through a packaging and case pack change that should make it more appealing to your customers. But first, a little background on the company: Whitney Lamy, creator of Castleton Crackers, is fascinated by the origins of many of the foods we eat today, which led her to look "outside the box". In the early 1800's, Josiah Bent from Massachusetts decided to make a lighter and thinner version of the Hardtack Cracker (a simple flour and water product with no butter, oil, etc.), a long-lasting seafarers' and soldiers' staple. He rolled out sheets of dough, baked them and hand "cracked" them. Whitney has been rolling out crackers this original way in her Castleton, Vermont kitchen for family and friends for years. As Vermont has become one of the largest producers of artisan cheese in the country, it seemed natural to her to market these artisan crackers to complement these outstanding cheeses.

Castleton Crackers are made using simple ingredients and are hand-cracked for a rustic look. They are strong enough to hold up to dipping into hummus, but thin enough to work beautifully with a slice of cheese. The unique flavors and textures of Castleton crackers will help differentiate, complement, and enhance the items they are paired with, such as a variety of cheeses, chutneys, dips, spreads, soups and salads.

Castleton Crackers was the Gold sofi Award winner in 2014, for "outstanding cracker" and has received praise from O Magazine, The New York Times, Martha Stewart, Food & Wine, The Rachael Ray Show, The Boston Globe and Culture Magazine.

Note: The sofi Award is the highest award in specialty food given by the Specialty Food Association.



All Natural



Non-GMO

7015211 Simply Wheat Crackers 6/5 oz

This is the perfect "little black dress," as this go-with-everything cracker is buttery, slightly salty and pairs with everything, adding the unique texture that is a must have in the pantry and on a cheese and charcuterie board.



7015212 Multi-Seed Rye Crackers 6/5 oz

A hearty crunchy cracker topped with caraway, sesame and poppy seeds. Perfect with dips, smoked meats or fish, and cheese. Add some mustard to create complexity and a tangy zing when eating with meats or smoked fish.



7015214 Alehouse Cheddar Crackers 6/5 oz

Made with Vermont Farmstead Alehouse Cheddar cheese, which has been infused with Boston's Harpoon IPA, and a kick of horseradish and mustard, creating an addictive snack.



7015237 Sesame Graham Crackers 6/5 oz

Sesame seeds add a nutty flavor to these sweet and salty grown-up graham crackers. Designed to pair with cheese but delicious with peanut butter for a morning treat with artisan coffee.



7015275 Salted Maple Crackers 6/5 oz

A slightly sweet and salty cracker with a hint of maple. Pair with a soft ripened cheese (especially triple crème) or aged cheddar. Also great on their own and excellent with champagne or sparkling wine.



CHOCOLATES REVIEW & PROFILES

Akhmal Teal, Grocery Specialist

Chocolate was made for Valentine's Day. No other sweet treat says "I love you" like chocolate. Indulge your Valentine's sweet tooth with a selection from our inventory of chocolate products. From finished products to raw ingredients, we have just the item you need to make an extra special Valentine's Day treat.

Couverture/Pastry

Belcolade from Belgium
Cacao Barry from France
Callebaut from Belgium
Valrhona from France
Van Leer from Canada

Cost and Labor Saving

Chocolate Products

Truffles from Life in Provence
Cups and Decorations from Mona Lisa
Decorations and cups from Callebaut
Cakes from Symphony
Croissants from Lecoq
Transfer Sheets from IBC
Assorted Chocolate Petits
Fours from Pasquier
Taste It! Flourless Chocolate Cake and Tiramisu

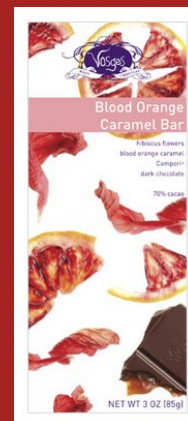


Retail Baking Chocolate for the Home Baker

Ghirardelli Baking Bars and Chips
Scharffen Berger Baking Bars
Valrhona Cocoa Powder

Bars and Confections

After Eight
Bovetti
Dagoba
Ferrero Rocher
Ghirardelli
Lake Champlain
Lindt
Niederegger
Perugina
Ritter Sport Bars
Scharffen Berger
Valrhona
Vosges
NEW! Wild Ophelia



Bovetti Artisan Chocolate Bars-France - 2016 is the 20th year anniversary of Bovetti, a chocolate company dedicated to quality and artistry. Bovetti sources their beans from Ecuador, Ghana & Papua New Guinea and is one of the few chocolatiers not to use soy as an emulsifier. Their distinctive look from the patented "chocolate window" packaging that show-cases inclusions such as spices, fruits and Fleur de Sel (French sea salt) create a unique visual chocolate experience in both standard and mini bars.



Dagoba-Certified Organic Chocolate-USA - Dagoba's mission is to craft deeply satisfying chocolate in a socially responsible way by forging partnerships with cacao growers & their communities, encouraging farmers to grow organic crops while reducing energy consumption & using recyclable packing at their plant. The beans are sourced from Peru, Dominican Republic & Tanzania from producer partners that are Rain Forest Alliance Certified. This responsibly sourced & produced chocolate is then combined with different combinations of fruits, spices & other infusions to create an experience that is delightful to the eye.



Ghirardelli-USA - Ghirardelli was started in San Francisco more than 160 years ago, making it America's oldest continuous operating chocolate maker. They are committed to sustainability, traceability and responsible farming practices that are able to be verified. The cacao beans are sourced from different parts of the world such as Africa, South East Asia & South America for their individual characteristics and then blended together and marked with the cacao percentage for discerning palates.



Vosges Haut Chocolat-USA - Vosges combines chocolate with indigenous spices, flowers, roots, herbs and liqueurs in an effort to tell a story of travel through chocolate indulgence. They have been innovating for many years from their home city of Chicago. Their current facility operates on 100% renewable energy and is certified organic. The exotic bars, such as the classic Mo's Bacon Bar (dark, milk or mini) and the Blood Orange Caramel are supremely decadent and are sure to please as are the super dark line and caramel marshmallows.



To see the full lines of chocolates, click on the icons above or visit our website at www.eiltd.com.

SWEET DECADENCE FOR VALENTINE'S DAY



Valentine's Day is right around the corner and nothing says "be mine" like chocolate! Our **Life in Provence Truffles** are made with European couverture and feature fresh cream ganaches and contain no artificial colors or preservatives. Each case contains 32 pieces each of six truffle flavors: Milk Chocolate Dulce de Leche, Dark Chocolate Hazelnut, Dark Chocolate Passion Fruit, Dark Chocolate Coconut, Milk Chocolate Salted Caramel, and White Chocolate Mocha. The truffles are packed frozen in sealed, blister packs of 16 pieces each, making it easy to just use what you need!



7931761 Truffles 1/192 ct



Another Valentine's Day crowd pleaser: the wonderful petit fours and French macarons from Pasquier. Perfect for a "dessert for two" or a grab-and-go, last minute treat. They are a thaw and serve sensation that will put the romance into this special day.

They are all manufactured in France and shipped to you in sealed trays. The macarons come in 12-packs that can be shrink-wrapped for a grab-and-go treat, and the petit fours arrive individually cupped in gold foiled trays that can even be used as serving vessels.

The Chocolate Petit Four Assortment features eight miniature bites of chocolate heaven: Lemon & Chocolate Ganache, Chocolate & Raspberry, Almond & Chocolate with Raspberries, Gianduja Ganache & Hazelnut Feuilletine, Coffee Ganache on Butter Biscuit, Almond & Caramel Pastry with Vanilla Ganache and Walnut, Praline and Chocolate Feuilletine, Honey Cake and Tangerine Ganache.

2144168 Chocolate Petit Fours 4/48 ct

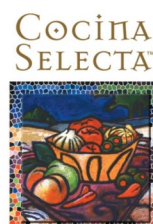
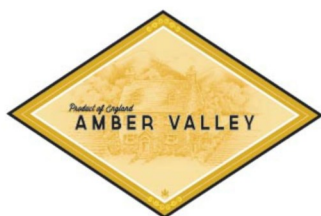
The Sweet Petit Fours are a traditional assortment of mini French pastries, beautifully presented. Assorted individual French pastries: Chocolate Eclairs, Coffee Eclairs, Apricot Tartelettes, Pistachio Squares, Raspberry Tartelettes, Lemon Tartelettes, Blackcurrant Squares, Opera Squares, Custard Tartelettes.

3932811 Sweet Petit Fours 4/58 ct

Finally, the **French Macarons** are delicious almond flour and meringue shells filled with different ganaches and confitures with a crunchy exterior and a chewy interior. Pistachio, Vanilla, Chocolate, Raspberry, Coffee and Lemon fillings.

7012984 Mini Macarons 2/72 ct

Check out our Exclusive European Imports Brands:



European Imports, Inc.
600 E. Brook Dr.
Arlington Hts., Illinois 60005
(P) 800.323.3464

Sysco Corporation
1001 Santerre Dr.
Grand Prairie, Texas 75050
(P) 972.408.1800