

JANUARY 2018 NEWSLETTER

THIS MONTH'S INDUSTRY EVENTS

JANUARY 21-23
WINTER FANCY FOOD SHOW
SAN FRANCISCO, CA

NEXT MONTH'S HOLIDAYS & EVENTS *time to start planning!*

FEB 4-SUPER BOWL SUNDAY

FEB 14-VALENTINE'S DAY

FEB 14-LENT BEGINS

all month long...

CANNED FOOD MONTH

NATIONAL CHERRY MONTH

NATIONAL PIE MONTH

NATIONAL GRAPEFRUIT MONTH

ICON KEY:

Look for these icons throughout the newsletter for easy identification of ingredient & nutritional information that may be important to you.



ALL-NATURAL



GLUTEN FREE



KOSHER



NON-GMO



NON-GMO PROJ. VER.



NUT FREE



ORGANIC



SUGAR FREE



TRANS FAT FREE



VEGAN



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WHAT ARE YOU EATING?

Ever wonder what some of the food terms being thrown around today really mean? We're here to offer you our best explanations:

ARTISANAL

Handmade by someone who cares a lot, as is apparent in our artisanal cheeses. Our American Artisan collection includes Beehive Cheese Co., Widmer's Cheese Cellar, Uplands Cheese, Nettel Meadow and Bellwhether Farms, to name a few. Contact your sales representative or marketing associate for even more Artisanal options. Taste the difference for yourself.



BÉCHAMEL

Nothing more than a sauce of milk, butter, and flour. To make the best sauce you have to start with the best ingredients. To that we suggest Plugra, Wuthrich, Grassland and Vermont Creamery butters.

COULIS

A puree of vegetables or fruit used to dress up ordinary dishes. Look to CapFruit and Boiron for a variety of fruit purees to get your coulis on!



REDUCTION/DEMI-GLACE

A highly concentrated sauce made by boiling stock and wine for hours until it is reduced to a glaze. For time saving economical options give More Than Gourmet, New Horizon or Arom-Max demi-glaze a try.

RILLETTES

Shredded pieces of cooked duck, goose, or pork pounded into a paste and mixed with massive amounts of fat and spices, typically served spread on bread. Alexian and Les Trois Petits Cochons have some delicious rillettes.

TERRINE

An elevated version of meat loaf, generally made with a variety of high-quality meats (or even seafood) and served at room temperature (Rougie and Les Trois Petits Cochons have some elegant options). Savor a good terrine with some crusty French bread (give Tribeca a try), a crock of grainy mustard (Maille and Vilux are great options), and miniature pickles called cornichons (Maille, Brover and Roland have some crispy and tangy offerings).

UNDER THE DOME

Jeff Babcock, Cheese Specialist

WARM YOUR WINTER



For twelve years the Beehive Cheese Company has been making artisan cheese in the area around Weber Canyon in northern Utah, a stately place with a scenic view of the Wasatch Mountains. What seems an unlikely place for a cheese endeavor, Pat Ford and Tim Welsh, brothers-in-law, have worked to create a

unique company that has gathered quite a following. Sourcing milk from a single local sustainable dairy, Wade's Dairy, their milk is of premium quality, which lends itself to making great cheese. Beehive Cheese Co. creates special cheeses, starting with their base cheese—called Promontory—and hand-rubbing with exotic flavors and spices. This process has become quite famous in the cheese world. The Promontory cheese varies in age, but it has a profile of a cheddar with an added sweetness and creamier mouth-feel. The wheels are hand rubbed and aged to allow flavors to absorb. This isn't to mask the cheese at all, rather to compliment it! One such example is the new *Hatch Chile Promontory*. The Hatch Chile has a bit of a following in the southwest, especially Texas, bringing with it a wonderful pepper flavor with only a slight heat. The chilies marry quite well with the cheese, adding an earthy piquant sweetness and a rounded smoky flavor. Crumble some over your taco, grate into your eggs, or top your bowl of chili this winter!



7028473

HATCH CHILE
Stocked in IL and CA

1/5 LB



MILTON

CREAMERY



The Musser family at Milton Creamery in Iowa has become well known for their *Prairie Breeze* cheese (one of our best-sellers), but they also make some traditional cheeses, including cheddar. The *4 Alarm Cheddar* adds a fiery blend of chilies and peppers to their traditional cheddar, a simple young cheddar perfect for intensifying with striking heat! With the infusion of dried chilies, ghost pepper, jalapeno and chipotle, it will be hot enough to melt the frost on your windows. Shred a little and add to your grilled

cheese sandwich or macaroni & cheese for a little added spice, or just suffer with your favorite beer and sound the alarm!



7030517

4 ALARM CHEDDAR

2/5 LB

Stocked in IL, TX, and CA



WILD AND UNIQUE FOODS

Tim Doyle, Meat & Game Specialist

FERMÍN®

■ ■ ■ a cut above.

FERMIN, A CUT ABOVE

FERMIN, a family run business established in 1956, is still run today by the same family, now in its third generation. The plant is located in the town of La Alberca, near Salamanca, Spain. In 1986, the Spanish government translated the USDA norms into Spanish, and FERMIN decided to apply these standards to the new plant being built. Finished in 1995, they were the first to gain USDA approval to bring Iberico ham to the United States.

The Iberico is a unique breed of pig from the Iberian Peninsula (Western Spain and Eastern Portugal), typically black, and also commonly referred to as “Pata Negra”. Ibericos are free range, as well as anti-biotic and hormone free. The breed lives in its own ecosystem, called the “Dehesa,” a Mediterranean forest full of oaks, cork, and olives. The Grain-Fed Iberico is fed on natural grains and grasses and cured for 3 years, while the Acorn-Fed Iberico is fed on acorns (Bellota, in Spanish) and cured for 4 years. The acorns these animals feed on are seasonal, from October through January. During these four months, these animals double in weight, going from 200 pounds to 400 pounds.



Since these acorns share the same ecosystem as olives, and the same season, they also share the same oleic organic properties. In other words, the fat from these animals is high in unsaturated fats, the same as olive oil. Blind studies have shown that a daily diet of Acorn-Fed Iberico ham will actually help reduce cholesterol levels.

Among many awards, FERMIN has been presented with four gold “Sofi” awards at the Fancy Food Show. We are proud to offer you the following items:

3556570 IBERICO CURED SALCHICHON SAUSAGE

Stocked in IL and TX; demand in CA

3556582 IBERICO CURED CHORIZO SAUSAGE

Stocked in IL and TX; demand in CA

3556598 SLICED IBERICO CURED LOIN

Stocked in IL and CA; demand in TX

3556604 SLICED DRY CURED IBERICO SALCHICHON

Stocked in IL and TX; demand in CA

3556612 SLICED DRY CURED IBERICO CHORIZO SAUSAGE

Stocked in IL and TX; demand in CA

3556620 SLICED DRY CURED IBERICO HAM

Stocked in IL; demand in TX and CA

7017983 SLICED IBERICO SPICY CHORIZO SAUSAGE

Stocked in IL; demand in TX and CA

10/7 oz

10/7 oz

15/2 oz

15/2 oz

15/2 oz

15/2 oz

10/7 oz



FOR THE PASTRY CHEF

Girish Fatnani, Pastry Specialist



THE BEST CHOCOLATE CAN BE

Valrhona has been producing the world's finest chocolate in the small village of Tain L'Hermitage, France since 1922. From the beginning, company founder and Pastry Chef Alberic Guironnet was dedicated to the creation of unique, artisan quality chocolate with complex, balanced and consistent flavors. The mission of excellence

continues as the gastronomic traditions of the renowned Rhone Valley find expression in every mouthwatering taste of Valrhona's superb chocolate. For almost a century, Valrhona has created a range of unique and recognizable aromatic profiles by perfecting techniques for enhancing the flavor of rare cocoa beans, grown on land masterfully selected for its terroir. Today, leading pastry chefs and discerning gourmets rely on Valrhona's expertise to experience the best that chocolate can be. Today, we highlight a few new items from Valrhona that are sure to excite pastry chefs.



PRALINE MANUFACTURING PROCESS

To offer a wide array of unique flavors, Valrhona uses two manufacturing processes to make its pralines. The intensely nutty pralines in the Revelation du Fruit line are made by adding the dried nuts and sugar to the kettle at the beginning of the cooking process so they cook together. This "sanding" process enhances the true taste of the nuts.

7031597 50 % PECAN PRALINÉ **1/5 KG**
Stocked in IL; demand in TX

A 50% Pecan Praliné with an unexpected intense flavor profile—a natural nutty flavor with a slightly bitter finish and a beautiful brown color complemented with mahogany accents.

7031559 42 % PISTACHIO PRALINÉ **1/5 KG**
Stocked in IL; demand in TX

A 42% Pistachio Praliné that stands out with its bright color and generous pistachio notes.

7031536 BLOND ORELYS 35% FEVES **1/3 KG**
Stocked in IL; demand in TX

Fresh and Creamy, Blond ORELYS gets its natural color from a special ingredient: Mauritian Muscovado Sugar. Its sweet freshness is complemented with hints of biscuit as you enjoy the chocolate. This chocolate pairs well with fruit—like bananas, lemon zest, or pear—as well as cinnamon, coffee, and vanilla.

SPECIALTY GROCERY

Akhmal Teal, Grocery Specialist

TASTE NIRVANA: COCONUT WATER & MORE!



closely with the local coconut plantations to ensure the freshest and best tasting supply possible.

Taste Nirvana is based about 2 hours outside of Bangkok, Thailand and is a family owned, 3rd generation beverage producer primarily focused on coconut water. They are unique and exceptional producers in many ways. They have a state of the art production facility and work

Taste Nirvana products are non-GMO Project verified and have many sustainable attributes. The factory runs on steam that is fueled by local fast-growing trees that Taste Nirvana helps replenish on an ongoing basis.

We proudly offer the following Taste Nirvana products:
All below items are currently stocked in IL.

Pure Coconut Water:

8625511	12/9.5 oz	Glass Bottles
1017666	12/16.2 oz	Aluminum Cans
2391338	6/23.6 oz	Glass Bottles — <i>perfect for bartenders and mixologists!</i>

Coconut Water with Coconut Pulp:

2931661	12/16.2 oz	Aluminum Cans
4589923	12/9.5 oz	Glass Bottles

Coconut Water with Passion Fruit Pulp:

4490571	12/9.5 oz	Glass Bottles
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Thai Lattes:

These drinks are traditionally offered at restaurants throughout Thailand, made-to-order and served cold!

1009184	Thai Coffee Latte	12/9.5 oz Glass Bottles
7025160	Thai Tea Latte	12/9.5 oz Glass Bottles

Start the New Year off right and treat your customers, and yourself, to Taste Nirvana. You'll find Happiness Inside!



Many other coconut water brands are produced at one of the 15 or so coconut co-packers in Asia, Brazil or Mexico. The coconut co-packers must buy the entire crop from the farmers, forcing them to blend green, bruised & aged coconuts together. Blending inferior quality coconuts lead to the coconut water not exhibiting a fresh-from-the-coconut taste. Taste Nirvana's coconut water is as close to fresh as possible because the coconuts are processed within hours of harvest, ensuring the same refreshingly crisp experience that the locals have.



SPECIALTY GROCERY, CONTINUED

Akhmal Teal, Grocery Specialist

IMPRESS WITH THE BEST: BERTAGNI FILLED PASTA



Bertagni has been producing pasta in Italy for over 130 years. Bertagni specializes in filled, fresh pasta and is dedicated to presenting prod-

ucts 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 Bertagni now uses cutting-edge technology, the product still tastes handmade—and the fillings, which are the focus of filled pasta, are still mixed by hand.

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*. This Valentine's Day, impress with one of these suggestions:



7010223 4 Cheese Tortelloni 3/2.2 lb

Stocked in IL and CA; demand in TX

A blend of four premium Italian cheeses including Grana Padano and Parmigiano Reggiano. Enveloped in egg pasta made with 00 flour.



7009605 Buffalo Ricotta & Spinach Ravioli 3/2.2 lb

Stocked in IL and CA; demand in TX

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.



7009621 Porcini & Truffle Ravioli 3/2.2 lb

Stocked in IL, TX and CA

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 Tom Ravioli 3/2.2 lb

Stocked in IL and CA; demand in TX

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.



7009623 Tomato Mozzarella Basil Ravioli 3/2.2 lb

Stocked in IL and CA; demand in TX

This ravioli is made with heirloom, fire-roasted tomatoes, mozzarella, and basil in a Grandi tondi (big round) shape.



7010222 Buffalo Mozzarella 3/2.2 lb

Stocked in IL and TX; demand in CA

Deliciously creamy buffalo mozzarella is blended with Grana Padano & ricotta to create this round ravioli known as girasoli.



7009601 Butternut Squash Ravioli 3/2.2 lb

Stocked in IL; demand in TX and CA

Made with sweet butternut squash and an extra hint of sweetness, these pastas are a favorite. Keep in mind during those Autumn months!

seasonal inspiration RECIPE RECOMMENDATION: FOUR CHEESE TORTELLINI WITH PEARS, WALNUTS AND ARUGULA



INGREDIENTS

- ◆ 1/4 package Four Cheese Tortellini (7010223)
- ◆ 1 T butter
- ◆ 1/2 c chopped walnuts
- ◆ 1 Pear, peeled and cubed
- ◆ 1 c roughly chopped arugula
- ◆ Parmesan Reggiano, to garnish

PREPARATION

1. In a large pan fry the butter and the pears on a medium heat for a couple of minutes adding 1/2 a cup of water to help soften the pears. Add the walnuts and season with a little salt and black pepper
2. Cook the Tortellini in a large pot of salted boiling water for three minutes. Drain them well and add them into the pan.
3. Sprinkle the rocket all over and toss them about. Serve with extra Parmigiano Reggiano on top.
4. Buon Appetito!

Source: Mediterranean Foods

INDUSTRY TRENDS

Retail & Foodservice

NEW YEAR, NEW CROP! CELEBRATE THE ARRIVAL OF NEW CROP OLIVES!

Olives, while preserved through the art of curing, are very much a seasonal fruit. Each varietal has a distinct time of year when it is grown, harvested, cured, and packed. Like wine, the flavor of an olive is constantly evolving as it matures. The arrival of new crop olives is a time to celebrate a successful harvest and appreciate the timeless and herculean effort on the part of the growers to hand-pick, sort, and cure the fruits of their labor.



The first few months of the year is the perfect time to enjoy green olives and savor the crisp, buttery, vibrant flavors of the new crop. Among our favorites are the following olives, carefully curated by Divina and available to you through European Imports.

DIVINA MT. ATHOS GREEN OLIVES WITH SICILIAN HERBS

Herbal and buttery Greek Halkidiki olives are marinated with aromatic Sicilian herbs to create a bold, savory, and harmonious flavor. We love these olives tossed into pasta or sautéed with chicken.



Pitted/Kit: 3512041 2/5 lb. bag-in-box

Stocked in IL; demand in TX and CA

DIVINA MT. ATHOS GREEN OLIVES STUFFED WITH GARLIC



Each Divina stuffed olive is meticulously hand-stuffed using the finest ingredients. These herbal and buttery olives are stuffed with a mild, aromatic pickled garlic clove which pairs nicely with cheddar or an aged Gouda. We love these olives

with cocktails, tossed in salads, or chopped into a green and grain salad.

Pitted: 2857183 2/5 lb. bag-in-box

Stocked in IL; demand in TX and CA



exclusively available to you through
EUROPEAN IMPORTS, INC.

SPECIALTY RICE FROM ITALY



Bring a bit of Italy to the table, without the usual pasta and sauce, in the form of risotto. Risotto is so comforting, yet elegant at the same time. You can make it with virtually any kind of stock or broth you have on hand, stir in whatever vegetables you like,







and top it with anything from roasted shrimp to big shavings of Parmesan cheese. But the rice? Buying the right kind is key and non-negotiable.

So what makes a good risotto rice? Look for rice that's short - to medium-grain in size, plump, and has a high amylopectin (starch) content. These types of rice also hold up well to the constant stirring — the final texture is soft, but has a slight chew at the center of each grain. Choosing a rice that doesn't have enough starch means that the hallmark creamy texture of a good risotto will never be achieved.

Arborio Rice is an Italian short -grain rice. It is named after the town of Arborio in the Po Valley, where it is typically grown; however, Cucina Viva Arborio Rice is from Tuscany. Arborio rice is undoubtedly the best-known variety of rice and has been a staple in Italian kitchens for decades. Because it undergoes less milling than ordinary rice, Arborio rice retains more of its natural starch content. When cooked the rice releases this starch, making Arborio rice one of the very best choices for the preparation risotto.













1431719	Arborio Rice	12/17.64 oz	  
	<i>Stocked in IL, TX and CA</i>		
1839263	Arborio Rice	2/5 Kg	  
	<i>Stocked in IL; demand in TX and CA</i>		
1839259	Arborio Rice	5/1 Kg	  
	<i>Stocked in IL, TX and CA</i>		

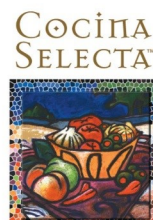
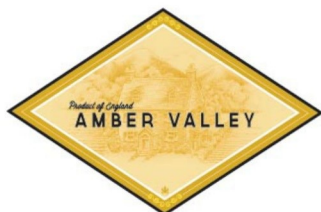
Carnaroli Rice is an Italian white rice typically grow in the Piedmont and Lombardy regions of Italy; however, Cucina Viva Carnaroli Rice is from Tuscany. Carnaroli rice, like arborio, contains more starch than other rice varieties. However, it retains liquid and holds its shape better than Arborio rice and has a larger grain, making for a more textured dish. Try it in risotto dishes featuring white truffle or saffron and you'll be surprised by its creaminess.

0308062	Carnaroli Rice	12/17.64 oz	  
	<i>Stocked in IL, TX and CA</i>		
1839246	Carnaroli Rice	5/1 Kg	  
	<i>Stocked in IL, TX and CA</i>		



Don't fear the risotto; this creamy restaurant favorite is easily made at home with Cucina Viva's Risotto mixes. Available in four flavors, Cucina Viva Risottos are a delicious blend of the Arborio rice and vegetables. The mixes are all natural, easy to cook and ready in 15 minutes. The mixes are packed in small cellophane bags which allow the richness of the product to be seen and verified by the consumer.

8037966	Porcini Mushroom Risotto	8/8.8 oz	   
	<i>Stocked in IL and TX; demand in CA</i>		
8102156	Asparagus Risotto	8/8.8 oz	   
	<i>Stocked in IL and TX; demand in CA</i>		
1896046	Artichoke Risotto	8/8.8 oz	   
	<i>Stocked in IL; demand in TX and CA</i>		
1733437	Bell Pepper Risotto	8/8.8 oz	   
	<i>Stocked in IL; demand in TX and CA</i>		



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