

EUROPEAN — IMPORTS — a Sysco company

JANUARY 2019 NEWSLETTER

THIS MONTH'S INDUSTRY EVENTS

JANUARY 13TH–15TH
WINTER FANCY FOOD SHOW
SAN FRANCISCO, CA

JANUARY 26TH–30TH
SIRHA
LYON, FRANCE

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

FEB 3—SUPER BOWL SUNDAY
FEB 14—VALENTINE'S DAY
FEB 18—PRESIDENTS DAY

all month long...
NATIONAL CANNED FOOD, PIE,
CHERRY AND 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**
-  **DAIRY FREE**
-  **EGG-FREE**
-  **GLUTEN FREE**
-  **KOSHER**
-  **LACTOSE FREE**
-  **NON-GMO**
-  **NUTS FREE**
-  **SOY FREE**
-  **SUGAR FREE**
-  **TRANS FAT FREE**



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As 2018 draws to a close and some of the “biggest” holidays—that is, from a dining and gifting standpoint—are in our rear-view mirrors, it's time to look forward to the next “big” holiday that's sure to impact grocery shelves and restaurant menus alike: Valentine's Day. Although chocolate is at the forefront of this holiday, there are a number of savory food staples that are sure to impress.

CHEESE

- 7140064** Saint Andre Triple Crème Cheese  **1/4 lb**
Stocked in IL, TX and CA
- 0594317** Saint Andre Triple Crème Cheese  **1/4 lb RW**
Stocked in IL, TX and CA

Deliciously soft with a white bloomy rind, this dense and luscious cow's milk cheese pairs perfectly with champagne!

- 6287181** Cypress Grove Truffle Tremor   **1/3 lb**
Stocked in IL, TX and CA

Sultry goat's milk, ripened to perfection with a thin coat of gentle white mold on the exterior and speckled with decadent bits of black truffle on the interior, this cheese is guaranteed to impress.

MEAT

- 3374778** Australian Frenched Lamb Rack   **12/32 oz**
Stocked in IL; non-stock in TX and CA

This is a frenched, cap-off rack of lamb weighing 32 ounces (or more), which affords a large ribeye muscle for excellent plate coverage and presentation. This lamb is deliciously tender and perfect for a romantic dinner for two.

- 4167738** Rougie IQF Foie Gras Slices    **2/2 lb**
Stocked in IL, TX and CA

These slices are cut by hand from the best foie gras lobes and individually frozen immediately after harvest, so all you need to do is thaw, sear & serve for a lavish meal.

SPECIALTY GROCERY

- 1529619** Valley Lahvosh Heart Shaped Crackerbread **12/4.5 oz**   
Stocked in IL; non-stock in TX and CA

- 8420440** Valley Lahvosh Heart Shaped Crackerbread **10/16 oz**   
Stocked in IL and TX; non-stock in CA

Boasting a special heart shape, this neutral-flavored cracker is the perfect companion for a variety of cheeses (including the triple crème and goat cheese above). Not only is it festive, it is low in fat, cholesterol free *and* certified kosher.

Pasta is not only a comfort food staple, excellent for these colder winter months, but it is a perfect dish for sharing. Plus, you can dress your dish up with luxurious ingredients, like lobster, truffle—you name it. **Cucina Viva** offers bags of pasta and trays of gnocchi (*talk about decadent*) for you to create your own masterpiece, as well as a line of flavored risottos (like Asparagus and Porcini) for those who want an easy, all-in-one, yet delicious meal! *Plus, pastas always go well with wine.*

See Page 8 for a selection of wow-worthy Valentine's desserts.

UNDER THE DOME

Jeff Babcock, Cheese Specialist

CROWD-PLEASING CHEESES FROM BRUNKOW

Brunkow Cheese is an old traditional Wisconsin cheese house in the rural rolling hills of the south-west corner of the state. They have been making cheese there for more than one hundred years, using milk from the surrounding region. They are the proud recipients of 15 awards for their fine cheeses including 2014 “Best of Class” for their Brun-uusto Baked Cheese with Garlic and 2012 “Best of Class” for their Raw Milk Cheddar with Horseradish in the World Championship Cheese contests.

As the winter weather sets in, the thought of cooked cheese becomes ever enticing. Brunuusto, styled after the Finnish juustoleipä, is a partially cooked cow’s milk cheese that looks like a piece of bread! With a squeaky, curdy texture, Brunuusto has become a bit of a cult following for Brunkow.

The cheese can be pan fried, open grilled or roasted over an open flame on a stick or skewer to make an awesome appetizer, but added to some root vegetables, it makes a great center of the plate piece for winter. Very versatile, the cheese can be served with sweet or savory components.

At breakfast it can be served with coffee, even dunked in it, but I like it with bacon and eggs. It is a great alternative for people not eating gluten!



One taste is all it takes to realize how delicious Brunkow’s Fayette Raw Milk Cheddar Spreads are. The special blend of aged (over 100 days) raw milk cheddar cheese, whey, cream and water can enhance any meal or snack. Some spreads contain extra salt, stabilizers or added sugar, but not Fayette Raw Milk Cheddar Spreads. The whey (with its own milk sugar) and cream make the spread naturally sweet. There are no added preservatives or artificial colors—just live, natural cheese with no relation to pasteurized, processed cheeses. And since there is no heat involved, the full flavor of the cheese remains.

Fayette Raw Milk Cheddar Spread is the perfect party pleaser, cold or warmed. Add chopped olives or peppers for a savory game-watching dip or combine with nuts and brandy soaked cranberries for a festive Valentine’s sweetness. It warms perfectly in a microwave, but with a touch of cream, it makes a delicious cheese sauce, too!



7045633
RAW CHEDDAR SPREAD
4/5 LB

Stocked in IL and TX; Non-stock in CA

A rich, distinct sharp cheddar cheese with a creamy, soft, spreadable texture—now available in this larger foodservice size!

Brunuusto is available in three varieties, each packed with twelve 8-10 ounces pieces in the case.

All of the below are stocked in IL and TX; Non-Stock in CA

2245557 Original Brunuusto
2245571 Garlic Brunuusto
2245589 Jalapeno Brunuusto



Fayette Cheese Spread is also available in retail packs (six 8 ounce containers per case) in Cheddar, Cheddar & Bleu, Horseradish Cheddar, Garlic Cheddar, Jalapeno Cheddar, and Tomato Basil Cheddar flavors.

WILD AND UNIQUE FOODS

Tim Doyle, Meat & Game Specialist

CONVENIENCE IS KEY IN OLLI'S NEW OFFERINGS



Olli Salumeria produces artisanal slow-cured fine meats based on 160-year-old family recipes handed down over four generations. They continue to sustain the process that proved to provide a flavorful, healthy and clean salami through two things: simple ingredients and time.



Olli's salame is different, but in a great way. What makes this product so good is the meat Olli uses. They use only American Heritage-breed pigs that are certified humanely raised and handled—they are vegetarian-fed, pasture-raised on family farms, and never confined to pens or crates. The pigs are raised longer to get better intra-muscle fat, and I'm sure you know—*fat equals flavor*. On top of that, Olli uses only the flavorful picnic cut for their salami and never use antibiotics or growth hormones.

In 2015, Olli opened a new, state-of-the-art production facility in Oceanside, California in order to keep up with demand. They use a low temperature, high pH technique to preserve the natural flavor of the high quality pork. They are also nitrate-free—they use a modified gas environment that gives the salame just enough breathing room to stay fresh but not age. Olli offers a complete line of culinarily-superior, environmentally-friendly, artisan salame. They use innovative packaging to guarantee consistent quality and shelf life while minimizing waste. All of this combined means that this product will last months in its package!



With a presence on each coast and lots of new space, Olli has been working on developing new items, including their snack line that launched in 2017. Read on to find out more about a few of Olli's newest items and look forward to what's to come!

7050063 **SLICED PIZZA PEPPERONI** **2/5 LBS**



Stocked in IL and TX; Non-stock in CA

This item was set-up with the chef in mind! Olli's pepperoni is so full of flavor, many chefs find they need less on a pizza because it is so packed with flavor. A must try!

7062962 **SNACK PACK: SOPRESSATA, CHEDDAR CHEESE & LA PANZANELLA CRACKERS** **20/2 oz**

Stocked in IL; Non-Stock in TX and CA

These snack packs contain only 100 calories but are packed with 13 grams of protein! They're perfect for today's busy adults or make an excellent kids' snack.



7066484 **4 MEAT ANTIPASTO TRAY: GENOA, NAPOLI, TOSCANO & CALABRESE SALAMI** **8/12 OZ TRAYS**

Stocked in IL; Non-stock in TX and CA

This Antipasto tray contains four different meats and is perfect for those practicing paleo or keto diets. Bring this to your big game party or next get together and you'll be the hit of the party—all you need to do is open and plate!

Olli's goal is to provide you with not only an exceptional product, but an exceptional experience, too. When you enjoy Olli, they want you to feel like you are sitting in Italy with a good glass of wine, some fine cheese and (of course) salami, and great friends. Whether it's the Big Game or Valentine's Day, make Olli a part of your February holidays!

SPECIALTY GROCERY

INTRODUCING SALIMA GHARIANI, EUROPEAN IMPORTS' GROCERY CATEGORY SPECIALIST



We are pleased to announce that Salima Ghariani has joined the European Imports Merchandising Team as our Grocery Category Specialist. Salima brings 10 years of food industry experience to her new role with us. She has previously worked as an Export Manager for Tunihuilé/Bonolio Italy, as a Marketing

Associate for Lettieri & Co. and most recently as a Marketing Associate for Sysco San Francisco. Salima studied English at the Hammersmith and West Kensington College and Luton College in London and has a Masters degree in Law Administration from the Faculty of Legal, Political and Social Sciences of Tunis. She is fluent in four languages: Arabic, French, Italian and English.

In her time as an Export Manager at Tunihuilé, Salima gained experience planning and implementing strategies for developing a distribution and sales network for specialty products to launch internationally—now, she will be on the opposite side, sourcing these unique items from both our domestic and international partners. She stayed on top of market trends by conducting market research. She also worked on developing private label programs for her customers' brands. In this role, she assisted the Purchasing Department in a couple of ways:

- Selection of international products to introduce to the local market.
- Selection of suppliers who would produce new products under a private label and ensured they followed the specifications of that brand.

Salima has experience in discovering new products and selecting manufacturer partners throughout the globe, working with companies in Belgium, Brazil, Canada, China, France, Germany Greece, Hong Kong, Luxemburg, Malta, the United Kingdom, Czech Republic, Slovenia, Spain, Switzerland, Thailand and Tunisia.

As a Marketing Associate, both at Lettieri & Co. and Sysco, Salima has most recently worked on identifying, qualifying, and visiting prospective customers in order to generate new relationships; gaining more sales from existing customers by researching their needs and solving each business's unique product needs; and evaluating market trends to recommend products to all customers based on those findings. She has been participating in both product and sales training in these Marketing Associate roles and looks forward to bringing her sales-based skill set—especially the Sysco and European Imports knowledge—to her new procurement role at European Imports.

Salima will be joining the team at the start of the new year and looks forward to attending the Winter Fancy Food Show in January where she'll have the privilege of meeting some of our sales team, customers, and suppliers. She will be based in the Arlington Heights office. Please join us in welcoming Salima to the European Imports team!

GROCERY REPLACEMENTS & ADDITIONS



DeCecco

3927221	Garganelli Pasta	20/8.8 oz
6427613	Paccheri Pasta	12/17.6 oz
3259017	Potato Gnocchi	12/17.6 oz
9914243	Linguini Fini #8	4/5 lb



Restaurantware

3611656	Red Spiral Paper Straw	1/100 ct
7067212	Pink Polka Dots Straw	1/100 ct
3611700	Turquoise Zig Zags Paper Straw	1/100 ct



7073041

Bookbinders Sriracha Sauce
9/9 oz



7052981	Cocina Selecta Yellow Sweet Cherry Peppers	2/63.49 oz
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SPECIALTY GROCERY, CONTINUED

ARTISAN SNACKING MADE SIMPLE



The Fine Cheese Company offers artisan cheeses, meaning cheeses made predominantly by small producers using traditional methods and often making only one type of cheese with the milk from their own land. The Fine Cheese Company has direct relationships with the cheese-makers themselves, and after specifying the age, condition and flavor profile they desire, the cheesemakers personally select those cheeses for The them. The Fine Cheese Company prefers to collect their British cheeses directly from the farms and mature them in their own facility in Bath.

Since they understand what artisan cheese is, they also know what complements and flatters it, and their unique ranges of crackers, fruits and chutneys are the result. While we carry a number of cheese accompaniments from The Fine Cheese Company, we are excited to introduce these three individual, snack-size packs of crackers, perfect for pairing with snack portions of fine cheese.

BATH OVALS

Crisp, unsweetened "Bath Oliver" style crackers are one of a range of quintessentially English "biscuits" to accompany fine English cheeses. The Fine Cheese Company Bath Ovals are handmade with butter churned in England. They come in a printed film package and contain two oval-shaped crackers with visible docking holes, perfect for a snack-sized portion of cheese. These bath ovals have a neutral flavor and are the perfect companion for many types of cheese, including stilton and cheddars.



7061272
BATH OVALS
100/0.53 oz

Stocked in IL; Non-stock in TX and CA



Try with our new Westminster Aged Sharp Cheddar Cheese Minis.

OLIVE OIL & SEA SALT CRACKERS

These golden, square-shaped, thin olive oil and sea salt crackers are packed into individual servings with three crackers each. They are crunchy and best served with any hard cheese.



7061274
OLIVE OIL & SEA SALT CRACKERS
100/0.53 oz

Stocked in IL; Non-stock in TX and CA



Try with our new Auricchio Cremezzo Minis.

ROSEMARY CRACKERS

These square-shaped, thin crackers contain a subtle rosemary flavor and pair best with any goats' milk cheese. They, too, come in a printed film packaging with three crackers for your snacking needs.



7061276
ROSEMARY CRACKERS
100/0.53 oz

Stocked in IL; Non-stock in TX and CA



Try with our new Coach Farms Goat Buttons or Cypress Grove Purple Haze Disks.

PERFECT CHEESE PAIRINGS NEW SNACK SIZE CHEESES

7050058	Westminster Aged Cheddar Cheese Minis	1/50 ct
7057117	Auricchio Cremezzo Mini Snacks	100/0.7 oz
7062703	Coach Farms Goat Buttons	24/1 oz
7044560	Cypress Grove Purple Haze Disks	15/1 oz



FOR THE PASTRY CHEF

Girish Fatnani, Pastry Specialist

FRENCH EXPERTISE, EXCLUSIVELY FOR YOU

Davigel
Partenaire de votre réussite



Davigel is a French company that is one of the leading producers, importers, and distributors of chilled and frozen products dedicated to out-of-home professional operators. For 55 years, they have been committed to their 65,000 customers—primarily hotels, restaurants, airlines, hospitals and education facilities. Their goal is to be a *partner in your success* providing products and solutions to bring you both growth and profitability.

Since the needs of foodservice operators are specific to each, and constantly changing at that, Davigel puts innovation and personalized service at the heart of its priorities. They are on top of market trend analysis and take innovation seriously—they staff a team of 15 professional chefs strictly for new product development. Because of this, they are able to propose a new item every 3 days.

Davigel knows that a good dish is not only cooked well, but also served well. They are constantly offering catering professionals the best, most authentic products made only from raw ingredients that meet strict nutrition and health standards. To Davigel, “authentic” means selecting the right products, controlling their origin, cooking them with talent and savoring them during moments of sharing and conviviality.

Through a recent acquisition, French-based Davigel is now owned by Sysco, and their exceptional products are available to you exclusively through European Imports. Discover these three French-made desserts—perfect options for Valentine’s Day, weddings, or any upcoming special events—and discover why Davigel will be your partner in success.

7061581 **IMPERIAL CHOCOLATE MANDARIN** **1 / 12 CT**
Stocked in IL; Non-Stock in TX and CA

This elegant dessert combines a chocolate mousse with a tangerine pearl perfumed with tangerine li-queur. For a beautiful finish, this dessert is decorated by hand with a cocoa icing and orange zest.

7061578 **THE CHOCOLATE KUBE** **1 / 12 CT**
Stocked in IL; Non-Stock in TX and CA

This cube-shaped dessert is made of chocolate mousse on top of a crispy almond biscuit and a thin chocolate meringue, covered with chocolate icing and topped with an individual caramelized almond.

7061580 **NORMANDY COOKED APPLE TARTLET** **1 / 45 CT**
Stocked in IL; Non-Stock in TX and CA

This delicious apple tartlet starts with a shortbread crust and is filled with a Normandy cream and apple segments, then covered with syrup.

You can look forward to four more Davigel desserts becoming available exclusively to you next month, and an entire lineup of Davigel items in the months to come!



INDUSTRY TRENDS

Retail & Foodservice

7 KEY TRENDS FOR 2019

It seems that every shift to the restaurant landscape brings with it a whole host of new questions: What is the next hot flavor trend to watch? Which segment truly owns convenience? What is today's definition of health? What type of technology is up and coming next? As consumer preferences cycle forward at a furious pace, restaurant operators and their partners are working to meet next-level expectations for everything from food and flavors to brand transparency. Let's take a closer look at the trends that Technomic predicts will have a lasting impact on restaurant menus, service strategies and best practices in 2019.

LEVITATING LEVANTINE CUISINE Growing interest in Israeli cuisine over the past few years has led to increased flavor innovation from Israel's surrounding countries. Specialties from Lebanon, Syria and Turkey are especially finding momentum in trendy independent restaurants. Sauces such as s'chug, pomegranate molasses, toum, labneh and tahini are finding new and innovative applications, in addition to ingredients including urfa, lavash and even schmaltz.

NATURAL ENHANCEMENTS Functional foods are the "it" health trend today. The first wave of the trend is in full form: Operators are promoting natural remedies such as turmeric as ingredients that fix something in the body that's lacking in some way. 2019 will see a blossoming of the second wave of the functional trend: natural enhancements, meaning ingredients that enhance something in the body, even facets that don't necessarily need fixing, such as brain function, beauty and mental health. Expect to see more innovative uses of ingredients such as collagen for beauty, cannabis for relaxation and karkade for stress relief, and operators calling out these specific benefits directly.

SENSORY THRILLS BEYOND A SNAPSHOT Over the past few years, Instagram and other photo-sharing apps have revolutionized the food industry. Restaurants have even created food and beverage with social media in mind. But now, Instagram stories, Facebook Live and YouTube have extended the trend beyond what works in a single snapshot to what plays well through videos. Audio enhancements such as popping candies or items that move or alter in time such as color-changing cocktails (try

Wild Hibiscus b'Lure Extract or Lotus Roots) wow diners, especially young ones. Because social media is evolving so quickly, expect menu trends to adapt in funky ways.

THE NEXT WAVE FOR THIRD-PARTY PLAYERS Off-premise dining is booming, and third-party food delivery companies are stepping up to feed an on-demand culture. But between top players like Grubhub and Uber Eats, and startup companies eager to get into the game, the third-party field is crowded and companies are hustling to differentiate. Subscription models that eliminate per-delivery fees in favor of a flat-rate subscription will emerge...and for third-party delivery services on pace to win the "last mile" with consumers, subscription programs may be the next way to provide a true competitive edge.

MEAT-FREE TO THE EXTREME? Plant-based dining now means more than just swapping meats for veggies; it represents a strategy that includes zero waste policies and a wider focus on sustainability. Restaurant companies are banning plastic straws (see Page 4 for Restaurantware paper straws). In a push to eliminate waste and pollution, and operators are making compostable, plant-based food packaging a priority. Can a full-on ban of meat be next?

TECH TAKING OVER THE EXPERIENCE Technology amenities, from drone delivery to app-based checkout services, are redefining convenience and putting "frictionless" foodservice front and center. But if the future is indeed frictionless, what lasting impact will it have on customer experiences and person-to-person interaction? Are brands poised to suffer in an environment where staff may no longer be the communicator of its identity? Restaurant companies committed to both tech-enabled convenience and the personal touch will be working to strike a balance.

A NEW, MULTIFACETED TRANSPARENCY Mention transparency in years past and consumers would likely connect it to a product story around sourcing, food origins and growing and processing methods. But tomorrow's foodservice consumer increasingly will demand a more well-rounded transparency message and, in response, manufacturers and operators will craft a multifaceted approach. This means brands being fully transparent on several fronts, such as pricing components, corporate performance and environmental impact.

VALENTINE'S DAY DESSERTS

For many, the first thing that comes to mind when thinking of the month of February is Valentine's Day. And although there are a number of foods that can impress on this love-filled day (see Page 1 for some of our best ideas), dessert definitely takes the cake on this holiday.

LIFE IN PROVENCE



Our Life in Provence Assorted Chocolate Truffles and Caramel Bonbons each come in a case that contains 32 pieces each of six flavors. The Chocolate

Truffles include Milk Chocolate Dulce de Leche, Dark Chocolate Hazelnut, Dark Chocolate Passion Fruit, Dark Chocolate Coconut, Milk Chocolate Salted Caramel and White Chocolate Mocha varieties, while the Assorted Caramel Bonbons include Dark Chocolate Cinnamon Chipotle, Milk Chocolate Pecan Dulce, Dark Chocolate Smoked Salt, Dark Chocolate Cocoa Nib, Dark Chocolate Toasted Coconut, and Milk Chocolate Lemon Hibiscus flavors. They are frozen and come in sealed, blistered packs of 16 pieces each, making it easy to use what you need and keep the rest sealed!



7931761 Assorted Chocolate Truffles **1/192 ct**
Stocked in IL, TX and CA



3855477 Assorted Caramel Bonbons **1/192 ct**
Stocked in IL and TX; Non-stock in CA



MONA LISA

The possibilities are endless with this Mona Lisa Heart Cup! Add your favorite filling for a picture-perfect Valentine's (or wedding) dessert presentation.



7055013 Dark & White Chocolate Marbled Heart Cups
1/60 ct
Stocked in IL, TX and CA

DELIFRANCE

Delifrance's Assorted Petit Fours come with three trays that have 56 pieces each. Each tray comes with eight pieces of seven different petit four varieties. The Assorted Fruit variety includes Lime and Raspberry, Mango and Passion Fruit, Apricot and Cheese, Banana and Coffee, Raspberry and Coconut, Apple and Cinnamon, and Vanilla and Peach. The Assorted Chocolate variety includes Chestnut and White Chocolate, Orange Praline and Dark Chocolate, Black Currant and Coffee, Vanilla and Cherry, Hazelnut and Chocolate, Cinnamon and Caramel; and Pear and Chocolate.

7037804 Assorted Fruit Petit Fours **1/168 ct**
Stocked in IL, TX and CA

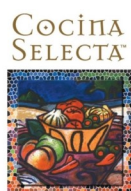
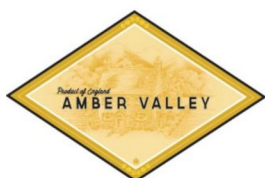
7037805 Assorted Chocolate Petit Fours **1/168 ct**
Stocked in IL, TX and CA



LE CHIC PATISSIER

We couldn't have a list of our favorite Valentine's Day sweets without including the Heart-Shaped Macron Duo from Delifrance! This case comes with two cardboard, shrink-wrapped trays of 35 macarons, each tray boasting its own unique look and flavor. One tray includes a white and pink speckled exterior macaron that is vanilla in flavor with a pink strawberry flavored filling between. The second tray is completely pink, inside and out, and features a raspberry macaron and raspberry filling.

7027859 Heart Macarons Duo
1/70 ct
Stocked in IL, TX and CA



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