

JANUARY 2021 NEWSLETTER

THIS MONTH'S INDUSTRY EVENTS

ALL INDUSTRY EVENTS HAVE
BEEN POSTPONED

NEXT MONTH'S HOLIDAYS & EVENTS

time to start planning!

FEB 7 SUPER BOWL
FEB 14 VALENTINE'S DAY
FEB 15 PRESIDENT'S DAY
FEB 16 FAT TUESDAY
FEB 17 ASH WEDNESDAY

all month long...

NATIONAL CANNED FOOD, PIE,
CHERRY & GRAPEFRUIT MONTH

ICON KEY:

Look for these icons throughout the newsletter for easy identification of attributes that may be important to you.

-  **ALL-NATURAL**
-  **ANIMAL WELFARE APR.**
-  **CERTIFIED HUMANE**
-  **DAIRY FREE**
-  **EGG-FREE**
-  **FAIR TRADE CERTIFIED**
-  **GLUTEN FREE**
-  **GRASS FED**
-  **KOSHER**
-  **LACTOSE FREE**
-  **LOCAL**
-  **LOW SODIUM**
-  **NON-GMO / NON-GMO VER.**
-  **NUTS FREE**
-  **ORGANIC / USDA ORGANIC**
-  **SOY FREE**
-  **SUGAR FREE**
-  **TRANS FAT FREE**
-  **VEGAN**



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BABY, IT'S COLD OUTSIDE

While it may be cold outside, we have a variety of tea to warm you up inside! Tea isn't just a comforting and pleasant beverage, it also has remarkable healing properties—so much so that it's deemed a sort of "wonder drink" that may be even healthier than drinking water. Much research suggests drinking tea—particularly green tea—can fight diseases and even lengthen life. This is due to tea's high concentration of antioxidants called polyphenols, which may contribute to the prevention of cancer, osteoporosis, and cardiovascular diseases.

Even with all its health benefits, most people drink tea because it's hot, soothing and tastes great. So, fire up the kettle and break out of your coffee rut with one of these cozy brewed beverages.

Bigelow Tea is a third-generation family-owned producer of fine quality teas. Whether you enjoy the pure flavor of tea or prefer tea that is beautifully blended with a variety of fruits, herbs or spices, Bigelow Tea has an option for you.

Now is the perfect time to discover **Mighty Leaf's** whole leaf tea collection. From signature artisanal, hand-stitched silken tea bags to exclusive loose leaf tea, each cup offers a one-of-a-kind experience. With over 20 total options, in foodservice and retail packaging, you'll find a tea that's perfect for your needs.



If you're looking for an imported option, one option is **Taylors Tea**. A family business in the historic spa town of Harrogate, England, Taylors Tea has been devoted to the craft of outstanding tea since 1886. They seek the best tea from the top gardens in the world and skillfully blend fruits and herbs to create perfect infusions.

Another imported option is **Twinings**, hailing from Hampshire. Over 300 years ago, at a time when coffee was king, Thomas Twining went against the tide to share his love of tea. His passion turned a little-known drink into England's favorite beverage. We proudly offer over 40 of Twinings' exceptional products.

Newest to the European Imports tea portfolio is **Newby**, a luxury tea brand with a mission to reintroduce quality tea and revive the world's love for it. While Newby offers a number of tea bags, their flowering teas are quite unique. Also known as 'craft teas', these flowering teas are handmade by skilled artisans, using the high quality, long leaves of tippy green tea and flowers. When steeped in hot water, each blossom of flowering tea magically unfurls into a stunning floral display.



UNDER THE DOME

Jeff Babcock, Cheese Specialist

CHEESE GONE ROGUE



Perhaps the cheese hasn't quite gone rogue, but certainly these flavors from **Rogue Creamery** will be a bit wild. These USDA Organic cheddars have unique flavor profiles, really bringing the beer together with the cheese in fun and creative ways.

Two great loves of the Rogue Creamery team come together in one delicious cheese: Chocolate Stout and their classic hand-milled Cheddar. The ale is poured over the curd, allowing it to meld; then it's hand-dipped and pressed into blocks for aging. Savory and tangy cheddar notes are tempered by the sweeter chocolate and espresso flavors of the stout.

Subtle toasted notes make this cheddar a perfect candidate for pairing with lager or a stout, of course, for a satisfying afternoon snack. Not as sharp as many cheddars, Chocolate Stout Cheddar is also nice with a lighter Chardonnay or Syrah.

Combine this sturdy melting cheese with sweet onion jam on thick cut slices of pullman loaf or levain for a fantastic grilled cheese sandwich.

7139633 Chocolate Stout Cheddar  **20/4 oz.**
Stocked in IL; Non-stock in TX, VA and CA



Hopyard is an IPA malted milk shake with savory texture and buttery finish. The hop petals provide an herbaceous olfactory hit like the first notes from a freshly poured IPA. Then, layers of sweet brown butter and hazelnuts with slightly old-fashioned buttermilk tones follow. The flavors are presented in reverse when tasting—the sweet buttery tones followed by fresh and detailed floral hop flavors. An American original with boutique cheese cultures and organic vegetable enzymes set the vat. The vat is then cut, then the curds are salted and rolled with hop blossoms.

Display this cheese as a center piece on a cheese plate accented with pecans and hazelnuts; an ideal accompaniment to an IPA or ale. It perfectly draws out the mineral, earthy and floral flavors in a noble Riesling. This cheese makes the most decadent grilled cheese — aromatic, buttery and absolutely fulfilling. Take a plate of nachos to a perfect place by shredding Hopyard on top.

“Hopyard is not just for beer-lovers. You’ll find that the bitterness associated with hops in beer doesn’t come through in Hopyard cheese. By adding hops to our whole milk cheddar, we created a cheese with a light floral, pine and green veggie character and outstanding aromatics.”

- Tom VanVoorhees, *Cheese Shop Manager*

7139642 Hopyard Cheddar  **20/4 oz.**
Stocked in IL; Non-stock in TX, VA and CA

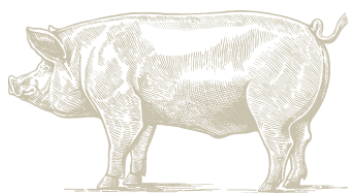


WILD AND UNIQUE FOODS

Tim Doyle, Meat & Game Specialist

AUTHENTIC ITALIAN GUANCIALE

MAESTRI PROSCIUTTO



We are excited to bring to the American market the first authentic Italian guanciale from the Masters of Prosciutto at Maestri.

Authentic guanciale is a deli meat specialty of the Lazio and Umbria regions in Italy. Guanciale originates from the Italian word “guancia,” meaning “cheek,” as guanciale exclusively uses pork jowl from swine born and bred in Italy. This ensures the right balance between fat and lean, and provides its exclusive taste.

Pig jowls or cheeks are very tender and are cured in a traditional fashion: a mix of natural spices is added through a massaging process, then the product is covered with pepper to create the traditional superficial

crust. Guanciale is slow cured for approximately three months before reaching its ideal texture and unique aroma. Only after having passed all of Maestri’s qualitative tests, which includes checking each unit, the product can finally be vacuum packed and shipped.

Guanciale is typically mild, due to the fat delicacy, and at the same time spicy, because of the addition of the pepper, offering the perfect balance between salinity and fragrance.

As a token of its special bond with the territory, Guanciale is used in many traditional Italian recipes, both as-is and cooked. Among the several uses, it perfectly matches with pasta, such as Amatriciana and Carbonara. It can also be used in sandwiches or as a pizza topping. Cut very thin it will just about melt over vegetables and casseroles for a unique, mouth-watering flavor.

All ingredients in Maestri guanciale are allergen free—it *does not contain gluten or milk derivatives*—and do not come from GMOs.

7144076

Guanciale

2/2.65 lb.

Stocked in IL, TX, VA and CA



SPECIALTY GROCERY

Salima Ghariani, Grocery Specialist

AGROVIM: GENUINE ORIGIN, AUTHENTIC TASTE



genuine
origin
authentic
taste

AGRO.VI.M S.A. is based in Kalamata, Messinia and was established in 1994, as a continuation of "A. Gyfteas SA" that existed since 1964. During the first years of its operation, the company was mainly processing olive oil from the Kalamata region. Through a few strategic investments, the company increased its productivity, expanded its range of products and improved its international competitiveness remaining devoted to the original vision of its founders: to offer high quality products and traditional flavors.

Through two generations of commitment, AGRO.VI.M S.A. has become a modern and efficient company in the sector of olive oil keeping alive the traditions and the know-how obtained from previous generations. Despite all the changes and innovations that have been adopted by the company, its main orientation remains the necessity to meet the changing needs of customers and consumers. Today, the company offers an extensive range of high-quality olive oils, olives & other agricultural products. Over the years, Agrovim— through strategic partnerships—has managed to create a presence in more than 50 countries. Its products, under the ILIADA brand, are positioned within the largest retail chains worldwide.

AGRO.VI.M. S.A. products are constantly distinguished in international and domestic competitions for their quality, taste and innovative packaging.



Iliada provides a range of extra virgin olive oils, olives and other agricultural products with different individuality, intensity and flavors, but also different varieties, sizes and packaging. Their products aim to satisfy the most various consumer demands with their unique taste and fragrances to enhance your beloved dishes.

YOUR OLIVES DESERVE THE BEST NEW METAL TIN PACKAGING

Iliada bulk olives are now packaged in new, durable and modern tins made of recyclable material. They're leak-proof and seal tightly to lock in freshness. The new durable design allows for safe stacking, making these even more efficient for storage. The internal coating of the tins makes it safe for food contact while the external coating protects the tins from scratches, providing a high aesthetic value. *The following items are now available in the new and improved tins and feature these attributes:*



7128076	Kalamata Olives <i>Stocked in IL, TX, VA and CA</i>	1/17.64 lb.
7128077	Pitted Kalamata Olives <i>Stocked in IL, TX, VA and CA</i>	1/17.64 lb.
7128086	Country Mix Olives <i>Stocked in IL, TX, VA and CA</i>	1/17.64 lb.
7128071	Kalamata Olives <i>Stocked in IL, TX, VA and CA</i>	1/42.99 lb.
7128084	Sliced Kalamata Olives <i>Stocked in IL, TX, VA and CA</i>	1/17.64 lb.
7128034	Green Olives 🌿 <i>Stocked in IL and VA; Non-stock in TX and CA</i>	1/17.64 lb.
7128064	Pitted Green Olives 🌿 <i>Stocked in IL, TX, VA and CA</i>	1/17.64 lb.
7128031	Black Olives <i>Stocked in IL, TX, VA and CA</i>	1/17.64 lb.




SPECIALTY GROCERY, CONTINUED

Salima Ghariani, Grocery Specialist

DISCOVER YOUR FAVORITES FROM ILIADA

DISCOVER NEW FAVORITES

As Iliada strives to satisfy consumer demands with unique offerings, they are continually developing new products. Below are a few of the newest items available to you!



7128159
Greek Mixed Olive Wedges
1/5.6 lb. vacuum bag
Stocked in IL, TX, VA and CA

Olives are used widely in Mediterranean cuisine and are praised for their health benefits. This distinctively Mediterranean mix of Kalamata and Green olives is a Greek delight! The olives are naturally tree-ripened and cured in brine. They've been chopped in half for easy use and have endless applications — include in salads, pasta sauce and bruschetta or spread on a pizza.



7128161
Mini Stuffed Vine Leaves with Rice
1/2 kg can
Stocked in IL, TX, VA and CA

From Iliada's antipasti selection comes the Dolma — this time, in mini form! Dolmas are a traditional Greek recipe of vine leaves stuffed with rice. Iliada's Mini Dolmas are hand-stuffed and hand-wrapped in Kalamata and include onions and spices along with the rice. They feature a creamy texture and make a perfect passed hors d'oeuvre.



7151787
Early Harvest Extra Virgin Olive Oil
6/750 mL glass bottles
Stocked in IL, TX, VA and CA

The Iliada Early Harvest Olive Oil is a choice for true connoisseurs! Made of 100% pure olive juice from Koroneiki olives, it is bottled unfiltered, directly after harvesting and immediate cold extraction. It features a unique emerald green color with a cloudy appearance and smells of freshly cut grass and green herbs. The bottle comes in a black cylindrical box to protect the oil from sunlight.



7136012

Single Origin Greek Extra Virgin Olive Oil

12/24.75 oz. glass bottles

Stocked in IL, TX, VA and CA



This new single origin Greek extra virgin olive oil is made from the Koroneiki variety of olives grown and processed in the northern Peloponnese region, mainly from Missinia and Laconia. The bright green to golden green colored olive oil features a mild aroma of green banana, artichoke, tomatoes and dried nuts. The taste is smooth, fresh and full-bodied and exhibits a medium fruitiness, light bitterness and light-to-medium pungency with a peppery after taste. It makes a superb everyday olive oil, as it brings out the flavors in every dish. Enjoy it raw and fresh over a slice of freshly baked or toasted bread with cheese and vegetables, in a salad, or as a finishing oil in any dish. It pairs well with meats, poultry, fish, pasta, salads and vegetables.

OTHER SPECIALTIES FROM ILIADA

OLIVE OIL

2032106	Organic PDO Kalamata EVOO Tin	6/16.91 oz.
2032110	PDO Kalamata EVOO	6/16.91 oz.
2067991	Basil Flavor EVOO	6/8.45 oz.
2068043	Truffle Flavor EVOO	6/8.45 oz.
3173386	PDO Kalamata EVOO (Dorica Bottle)	12/16.91 oz.
7010876	Extra Virgin Olive Oil (Bulk Tin)	4/3 L
7014028	PDO Kalamata EVOO Spray	12/7 oz.
7014029	Truffle Flavor EVOO Spray	12/7 oz.
7039949	PDO Kalamata EVOO Bag in a Box	1/2.5 gal.
7797103	Extra Virgin Olive Oil Bottle	12/1 L
7213051	Extra Virgin Olive Oil Bottle	12/17 oz.

OLIVES

3165627	Pitted Green Olive Mix	1/49.38 oz.
3165646	Pitted Extra Large Kalamata Olives	1/49.39 oz.
1020447	Green Olives with Garlic	12/13.05 oz.
5601121	Kalamata Olives	12/13.05 oz.

ANTIPASTI

2362604	Dolmas	6/70 oz.
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FOR THE PASTRY CHEF

Cat Carp Wall, Pastry Specialist



FINE DOUGH FAVORITES

Le Chic Pâtissier respects the time and way of making of the old French bakers, a secret known to few chefs nowadays. They value the quality and taste of every product and make a point to have the best and freshest ingredients.

The macaron was born in Italy and brought over to France as early as 1553 by Catherine di Medici, a noblewoman from Florence who married the future King of France, Henri II. The first macarons were simple cookies made of sugar, almond flour and egg whites. The word macaron is derived from the Italian word “macherrone,” which means “fine dough.”

Le Chic Pâtissier macarons have two delicate almond cookies that sandwich a variety of flavorful ganache.

What makes Le Chic Patisier macarons so exceptional?

- Handcrafted in Belgium
- 100% Natural Ingredients & Food Coloring
- GMO and Gluten Free
- Low Sugar Content
- Best Sourcing:
 - Bourbon Vanilla from Madagascar
 - Fresh, Seasonal Fruit Puree
 - Valrhona Chocolate and Ganache
 - Almond-Based Shell from California
 - Hand-Selected Nuts from Piedmont, Italy

While we have offered Le Chic Pâtissier Original and Heart Macarons in a foodservice pack for some time, we are pleased to offer a new line of retail-focused macarons, perfect for grab-and-go sections across a number of channels — grocery stores, airports, coffee shops — the options are endless! During a time when the demand for individualized packaging is at an all-time high, these sweets are sure to hit the spot.



7153639

Original Macarons

12/12 ct.

Stocked in IL, TX, VA and CA

- Flavors: Vanilla, Raspberry Salted Caramel, Butter Pistachio, Chocolate and Lemon
- Shelf Life: 21 Days (once thawed)

7146878

Heart Macarons

16/6 ct.

Stocked in IL, TX, VA and CA

- Flavors: Vanilla and Raspberry
- Shelf Life: 21 Days (once thawed)

7150926

Sweet Bites

12/6 ct.

Stocked in IL, TX, VA and CA

- Flavors: Chocolate Caramel Hazelnut, Lemon Meringue and Rose Raspberry
- Shelf Life: 4 Days (once thawed)



INDUSTRY TRENDS

Retail & Foodservice

SPECIALTY FOOD ASSOCIATION NAMES TOP 2021 TRENDS

The events of 2020 will largely shape how consumers eat and drink in 2021. As Americans continue to cope with the ongoing pandemic, racial unrest, and political and economic turmoil, brands and products promoting an elevated experience, positive social impact and immunity benefits will gain even greater relevance, according to the Specialty Food Association, which represents a \$158.4 billion segment of the industry.

The New York-based organization convened its Trendspotter Panel of professionals representing various strata of the culinary landscape to identify key trends for the year ahead, citing examples seen at the recent Specialty Food Live! virtual marketplace. Top themes include home-cooking inspired by restaurant cuisine, purpose-driven purchasing, and functional ingredients that tap into physical and mental well-being.

“COVID-19 has a massive impact on trend predictions heading into 2021, as consumers cook and eat at home more, turning to everyday meals and special treats to comfort and support their mental and physical well-being,” said Denise Purcell, director of content for the Specialty Food Association. “We’re seeing several trends around experimenting with flavors and ingredients, as well as turning to functional or plant-based foods and twists on classic products to avoid menu fatigue.”

KICKING UP HOME COOKING

As consumers seek to replicate restaurant experiences at home, expect to see more gourmet condiments, cooking sauces and cocktail mixes. Restaurants also



are offering meal kits and components for consumers to use at home.

“At-home eating will be the name of the game in 2021,” said Melanie Za-

noza Bartelme, global food analyst at Mintel and member of the Trendspotter Panel. “We will see consumers looking to brighten and enliven the monotony of preparing so many meals in a row.”

Classics with a twist (think sheep’s milk chocolate) may help vanquish food boredom.

“These are serious times and with some areas still experiencing closures in theaters, stadiums, concert halls, and other entertainment venues, we are looking to have fun at home,” said Jonathan Deutsch, director of Drexel Food Lab at Drexel University and a member of the Trendspotter Panel.

Similarly, while international travel is off the table, products that provide global flavors and culinary adventure to home-bound consumers will hold greater appeal.

“I’m seeing more prominence and appreciation of regional ingredients from parts of the world often overlooked — specifically, an interest in West African ingredients and cuisine,” said Dawn Padmore, vice president of culinary marketing and events, Karlitz and Company.

PURCHASING WITH PURPOSE

Shoppers have shown heightened interest in recent years in supporting brands that align with their values. The events of the past year have amplified the importance of conscious consumption. Increasingly, consumers are seeking out companies advancing equity, diversity, justice and inclusion across the industry, casting a bigger light on women- and minority-owned businesses.

“For me, 2020 highlighted topics amongst all brands: cultural appropriation, community impact, ethical practices,” said Tu David Phu, a chef and Trendspotter Panel member. “More than ever, brands are focused on these three categories and trying to align their messaging with this. Movements like #metoo and #blacklivesmatter have empowered consumers to voice their opinions on what they expect from their favorite brands. This pivot/shift is mainly due to Generation Z coming into the consumer marketplace as adults. Food brands need to shift now as this new demographic is taking over the marketplace.”

EAT, DRINK AND BE HEALTHY

Health and wellness will remain in focus next year, driving continued acceleration of functional ingredients, plant-based foods, and formulations with reduced sugar.

For more specific findings from *Specialty Food Live!* read the article in full [here](#).

Source: Food Business News

DECADENT 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, dessert definitely takes the cake on this holiday.

Directly from France comes the Creation Brigade and Davigel dessert brands. **Creation Brigade** offers premium, ready-to-use products that can be prepared quickly without compromising on culinary expertise.



7089999

Apricot Tatin Tartlet

24/3.53 oz.

Stocked in IL, VA and CA; Non-stock in TX

Five sections of caramelized apricots are covered with a disk of puff pastry. The tartlets are fully cooked, frozen, and ready for you to heat and serve.

Davigel has been a leading French producer, importer and distributor of innovative chilled and frozen products in the foodservice realm—discover their best desserts below.

7061545

**Raspberry Biscuit Cake
with Madagascar Vanilla**

1/4 ct.

Stocked in IL, VA and CA; Non-stock in TX

An almond biscuit is soaked in kirsch, then topped with a layer of whole raspberries and Madagascar vanilla cream.

7061562

Tiramisu Delizioso

1/5 ct.

Stocked in IL, TX, VA and CA

This traditional tiramisu dessert is made with Mascarpone cream filling, biscuits that have been soaked in dark, rich coffee and a dusting of cocoa powder.

7061570

Caramel Crumb Dessert

1/16 ct.

Stocked in IL, TX, VA and CA

A real Brittany shortbread biscuit base is topped with caramel and is lightly flavored with a touch of "guerande" salt and chocolate chips.

7061576

**Chocolate Cocoa Bean with Caramel
& Hazelnut Heart**

1/12 ct.

Stocked in IL, TX, VA and CA

A chocolate mousse and a caramel and hazelnut heart sit on top of a cocoa biscuit.

7061578

The Chocolate KUBE

1/12 ct.

Stocked in IL, TX, VA 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, TX, VA 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.

7061581

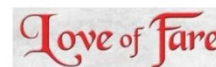
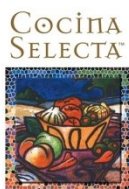
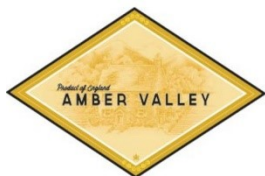
Imperial Chocolate Mandarin

1/12 ct.

Stocked in IL, TX, VA and CA

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

Creation Brigade and Davigel products are available to you exclusively through European Imports. Discover these French-made desserts—perfect options for Valentine's Day, weddings, or any upcoming special events.



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