

OCTOBER 2017 NEWSLETTER

THIS MONTH'S INDUSTRY EVENTS

OCTOBER 7TH-11TH
ANUGA FOOD FAIR
COLOGNE, GERMANY

OCTOBER 17TH-20TH
NACS SHOW
CHICAGO, IL

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

NOV 11 – VETERANS DAY
NOV 23 – THANKSGIVING DAY
NOV 24 – BLACK FRIDAY

all month long...

FALL SEASON

NATIONAL RAISIN BREAD MONTH

NATIONAL PEPPER MONTH

NATIONAL PEANUT BUTTER
LOVERS' MONTH

NATIONAL FUN WITH FONDUE
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



EGG FREE



FAIR TRADE CERT.



GLUTEN FREE



KOSHER



LACTOSE FREE



LOCAL



LOW SODIUM



NON-GMO



NON-GMO PROJ. VER.



NUT FREE



SOY FREE



TRANS FAT FREE



VEGAN



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CRANBERRIES, NOT JUST FOR THE HOLIDAYS

We all know cranberry sauce is a staple at the holidays, but did you know we carry a wide selection of other products featuring the crisp and tangy taste of cranberries you can enjoy both during the holiday and year round? In study after study, cranberries are coming out at or near the top of the antioxidant-rich food heap. They are particularly rich in polyphenols and have a lot of other helpful phytochemicals as well. What a great reason to start a new tradition this holiday season with one of these unique cranberry products:



9918749

**AMBER VALLEY WENSLEYDALE
WITH CRANBERRIES**

2/2.5 LB

Currently stocked in Divisions 1, 4 and 7

7779760	Carr Valley Cranberry Chipotle Cheddar	1/12 lb
6876355	Maple Leaf Cheese Cranberry Cheddar	1/10 lb
1887738	Maple Leaf Cheese Cranberry Cheddar	1/10 lb RW
1696404	Montchevre Candied Cranberry Crumbled Goat	12/4 oz
8937908	Montchevre Cranberry Cinnamon Hand Rolled Log	12/8 oz
3926318	Montchevre Goat Log with Cranberry & Cinnamon	12/4 oz



0987240

**MOONDARRA CRANBERRY &
MACADAMIA**

8/4.2 oz

Currently stocked in Divisions 1, 4 and 7

1800689	Chateau Royal Natural Wild Boar Sausage with Cranberries & Shiraz Wine	12/12 oz
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2164907

**KII NATURALS CRANBERRY
PUMPKIN SEED CRISPS**

12/5.3z

Currently stocked in Divisions 1 and 4; demand in Division 7



7015057	Kii Naturals Cranberry Hazelnut Crisps	12/5.3 oz
3509928	La Tuscan Cranberry & Black Pepper Crackers	8/5.5 oz
1680758	Ballymaloe Foods Cranberry Sauce	6/7.4 oz
3223474	Hero Cranberry Fruit Spread	1/8.8 lb
8226102	Some Honey Cranberry Blossom Honey	12/16 oz
1657289	Sticky Fingers Cranberry Apple Fruit Butter	6/8.2 oz
1900568	LaCroix Cranberry Raspberry Sparkling Water	2/12/12 oz
8356749	Martinelli's Sparkling Apple Cranberry Juice	12/25.4 oz
6302386	GuS Dry Cranberry Lime Soda	6/4/12 oz

UNDER THE DOME

Jeff Babcock, Cheese Specialist

BUTTER BEAUTIFUL!

As we approach the fall and the changing seasons, butter begins to churn, and menus find the seasonal vegetables, sides and breads that beg for something to make them glisten! We have a few options so you'll surely find something for your fall butter needs.



NORDIC CREAMERY produces award-winning, handcrafted cheese and butter at their creamery in the heart of the Driftless Region of Wisconsin. With more than 25 years of experience, butter and cheese-maker Al Bekkum creates truly exceptional butters. Cultured butter, unlike most butter, is made with living cultures similar to traditional cheese-making. This gives the butter a rich and unique flavor that can actually develop with some aging. Cultured butter is very popular in Europe and is becoming more popular in the United States. Nordic Creamery's higher fat, all-natural butter is certified rBGH free, and is made using cow's cream from Wisconsin cows raised on natural grasses and feeds. The long roll shape makes for an easy slice, perfect for table service or atop a great steak. Also try Nordic Creamery's flavored butters for a ready-to-serve addition for warmed bread, breakfast pastries or a finishing glaze.



All below items currently stocked in Divisions 1 and 4; demand in Division 7

2766089	CULTURED BUTTER ROLL	6/12Z
1755806	CINNAMON SUGAR BUTTER	12/8Z
1755828	MAPLE SYRUP BUTTER	12/8Z
1755836	GARLIC BASIL BUTTER	12/8Z



Also from Wisconsin, we present the delicious and very special butter from **FARMHOUSE KITCHENS**. Their unique butter is gently churned and made from the cream of small farms, then hand-rolled and wrapped in parchment. It is amazing, bringing an extra grace to your table and baking needs.

All below items currently stocked in Divisions 1 and 4; demand in Division 7

1676851	SALTED BUTTER	12/1#
1676842	UNSALTED BUTTER	12/1#
2599130	SALTED BUTTER	10/8Z
2605089	UNSALTED BUTTER	10/8Z



Try on holiday green beans or sweet potatoes!

Looking to Europe for even more exotic tastes, we come upon **FATTORIE GIRAU**. Located on the beautiful isle of Sardinia, the dairy makes cheese and cultured dairy products. Today we highlight their Burro di Capra—butter made from goat's milk. Goat's milk butter is rare and wonderful, as it has unique properties, but a delicate and wonderful flavor. It can be used in the same way as cow's milk butter, but should be savored, so it is great as a finishing touch to warm vegetables, seafood or as a unique option for a table butter service.

7025311	BURRO DI CAPRA	8/4.4Z
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Currently stocked in Division 1



WILD AND UNIQUE FOODS

Tim Doyle, Meat & Game Specialist



ATTENTION LORDS AND LADIES! INTRODUCING... BLACK KASSEL SALAMI WHIPS™ AND SALAMI CHIPS™

Piller's has added two new and innovative products to its lineup of authentic European deli meats. Salami Whips™ and Salami Chips™ have been very well received in Canada, with customers showing 25.1% and 18.3% repeat purchase rates, respectively—well above the 11.22% benchmark for meat snacks. And with snacking on the rise and consumers looking for protein in their snacks, Salami Whips™ and Salami Chips™ are the perfect products to fit these needs. Not only have these new products attracted deli meat lovers, they have also attracted customers who typically do not purchase meat snacks—14.2% of the Whips™ and Chips™ buyers are new to the deli meat market!

BENEFITS OF SALAMI WHIPS™ AND SALAMI CHIPS™:

- ✓ Shelf stable and re-sealable packaging make Salami Whips™ and Salami Chips™ great for snacking on-the-go!
- ✓ Good source of protein and free from all major food allergens, making these perfect for the whole family!
- ✓ Authentic European recipes using natural wood smoke and dry aging—*no liquid smoke or cooking like competitors.*
- ✓ Unique shapes and tender-to-the-bite texture make for a fun component in a child's lunch, a great snack for all ages, or a dynamic part of a charcuterie board—*especially great for the upcoming holidays!*



NEW BLACK KASSEL ITEMS

All below items currently stocked in Division 1



SALAMI WHIPS™:

7027836	SALAMI WHIPS, OLD FOREST	16/3.5z
7027902	SALAMI WHIPS, PICANTE	16/3.5z

SALAMI CHIPS™:

7027841	SALAMI CHIPS, OLD FOREST	16/3z
7027844	SALAMI CHIPS, PICANTE	16/3z



FOR THE PASTRY CHEF

Girish Fatnani, Pastry Specialist



CHOCOLATE, CHOCOLATE, CHOCOLATE

Following the footsteps of Charles Barry, over the past 175 years Cacao Barry has been relentlessly looking for new ways to experiment, challenge and pioneer in flavors with pastry chefs. Zephyr Caramel White Chocolate has become a reference point amongst the culinary community worldwide, thanks to its unique characteristics—it is *less sweet in comparison to other white chocolates & has a prominent milky taste*. This chocolate delivers mesmerizing salty notes reminiscent of caramel au beurre sale from Brittany, France. This is a 5-drop couverture chocolate, ideal for making mousses, ganaches & works very well for molding.

7022077 ZEPHYR CARAMEL
Currently stocked in Divisions 1 and 7; demand in Division 4

1/5.5 LB



Presenting the **Dark Chocolate Rectangle Cups** from **Mona Lisa**! This simple and elegant chocolate cup is a great base for individual dessert creations. It measures 4" in length, 1.2" in width and 1" in height—large enough to create a modern individual dessert.

4229771 DARK RECTANGLE CUP
Currently stocked in Division 1

1/100 CT



Mona Lisa's Ivory Assortment Cups are an assortment of mini white chocolate shells in 4 shapes: round, square, tear-drop & triangle. They are perfect for creating mini desserts when filled with mousses, ganaches, or giandujas. Top it off with your favorite décor and you have a picture-perfect treat!

7026069 IVORY ASSORTMENT CUPS
Currently stocked in Division 1

1/200 CT



SPECIALTY GROCERY

Akhmal Teal, Grocery Specialist

**COCINA
SELECTA™**

A PERFECT PARTNER FOR THE FLAVORS OF FALL: COCINA SELECTA QUINOA



Quinoa is a quick-cooking, gluten free, ancient grain grown in South America that provides plant protein, dietary fiber & minerals. The fact that quinoa is a complete protein—meaning it contains adequate amounts of all essential amino acids—is rare for plant foods, though common in meats. Quinoa is a versatile grain that can be utilized in both hot and cold dishes and at breakfast, lunch and dinner. Its light, fluffy texture along with its mild flavor allows it to compliment a wide variety of flavors. European Imports has three different colors available—white, red, and black—which creates the opportunity for visual versatility as well. We offer all three colors in both retail and foodservice sizes.

How to Cook Quinoa:

Quinoa (pronounced KEEN-wah) is one of nature's superfoods and a busy cook's dream: it's ready in 15 minutes!

To cook quinoa, simply stir it into boiling water or broth, cover and simmer over low heat until done. The ratio is 1 cup of uncooked quinoa to 2 cups of liquid.

Tips for Making Delicious Quinoa:

- Check Whether You Need to Rinse Your Quinoa
- Toast Quinoa for More Flavor
- Cook Quinoa in Something Besides Water
- Watch the Time—Quinoa Cooks Quickly!
- Fluff Before Serving



COCINA SELECTA QUINOA:



RETAIL PACKS 12/14Z

2828517 WHITE QUINOA
Currently stocked in Divisions 1 and 4; demand in Division 7

2828505 RED QUINOA
Currently stocked in Divisions 1 and 4; demand in Division 7

2828495 BLACK QUINOA
Currently stocked in Divisions 1 and 7; demand in Division 4

FOOD SERVICE PACKS 1/10#

2830543 WHITE QUINOA
Currently stocked in Divisions 1, 4 and 7

2830600 RED QUINOA
Currently stocked in Divisions 1 and 4; demand in Division 7

2830614 BLACK QUINOA
Currently stocked in Divisions 1 and 4; demand in Division 7

seasonal inspiration

RECIPE RECOMMENDATION:

BUTTERNUT SQUASH AND CRANBERRY QUINOA SALAD



INGREDIENTS

- ◆ 3 cups butternut squash, diced small
- ◆ 5 tablespoons Cocina Selecta E.V. Olive Oil (8185159)
- ◆ 2 cups cooked Cocina Selecta White Quinoa (2830543)
- ◆ 1/2 cup Love of Fare Dried Cranberries (1907770)
- ◆ 1/3 cup Capitol Food Walnut Halves & Pieces (1438804)
- ◆ 1 tablespoon freshly chopped basil
- ◆ 1/4 teaspoon Falsalt Natural Sea Salt Flakes (1028390)
- ◆ 1/4 teaspoon black pepper

PREPARATION

1. Pour 3 tablespoons of olive oil into a medium saucepan. Sauté the squash over medium-low heat until cooked through and tender.
2. In a large bowl, mix the cooked squash, quinoa, cranberries, walnuts, basil, salt, pepper and the remaining 2 tablespoons of olive oil.
3. Enjoy!

Source: SkinnyMs.

SPECIALTY GROCERY, CONTINUED

Akhmal Teal, Grocery Specialist

LINE EXTENSION: MARICH SINGLE SERVE



As a second generation candy-making family, Marich loves creating craveable treats that combine modern tastes with their proud European heritage. Carefully crafted innovations come to life in a central coast California culinary kitchen where they layer the most fun, flavorful ingredients they can find with rich, Fair Trade Certified chocolate. The result: a collection of snackable, shareable and giftable creations that you're sure to enjoy.

Marich is very committed to a core value of responsibility and makes an effort to ensure the growers of their chocolate are taken care of. Buying Fair Trade Certified cacao ensures that you're not only getting quality products, you are helping to provide the people who grow their cocoa a greater return for their hard work.

We proudly introduce six additional single serve varieties, perfect for grab-and-go snacking:

NEW FLAVORS:

All new flavors currently stocked in Division 1

7028763	MILK CHOCOLATE SALTED ALMONDS
7028769	DARK CHOCOLATE SALTED CASHEWS
7028753	DARK CHOCOLATE BLUEBERRIES
7013254	DARK CHOCOLATE SALTED CARAMEL POPCORN
7013255	DARK CHOCOLATE COCONUT MILK CARAMELS
7028743	ALL-NATURAL JELLY BEANS

2/12/2.3z
2/12/2.3z
2/12/2.1z
2/12/1.76z
2/12/2.1z
2/12/1.76z



ALREADY SERVING:

Currently stocked in Divisions 1, 4, and 7:

1691304	DARK CHOCOLATE SALTED CARAMELS
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Currently stocked in Divisions 1 and 4; demand in Division 7:

1691403	DARK CHOCOLATE ESPRESSO BEANS
1691342	TRIPLE CHOCOLATE TOFFEE
1691367	MILK CHOCOLATE CHERRIES

Currently stocked in Division 1; demand in Divisions 4 and 7:

1691392	MILK CHOCOLATE ENGLISH TOFFEE CARAMELS
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2/12/2.1z
2/12/1.76z
2/12/2.3z
2/12/2.3z
2/12/2.1z



Amazingly Marich

INDUSTRY TRENDS

Retail & Foodservice

HEALTHFUL EATING TRENDS IN THE ISB (IN-STORE BAKERY)

INTEREST IN BAKERY HEALTH & WELLNESS CLAIMS

Nielsen research notes what the shopper is looking for today across the store in health and wellness claims:

- No preservatives
- No artificial colors or flavors
- Chia
- Quinoa
- Presence of grain
- High fructose-free corn syrup
- Protein-rich
- Organic

Sarah Schmansky, Director of Nielsen Fresh, added that as consumer interest in protein-rich food increases, unusual sources of protein such as chia seeds and other ancient grains are on the rise.

Jill Tomeny, Senior Manager of Fresh Category Solutions at Daymon Worldwide, said “They’re looking for authenticity—real ingredients and real home-baked feel.”

She said, “Bakeries continue to use whole grains throughout their product offering—including delicate pastries—and are seeing the quality of these goods increasing. Additionally, bakeries are also working locally to source organic ingredients or finished goods; and adding more vegan, gluten-free, natural color frostings, whole grain donuts, locally sourced vegan desserts, ancient and sprouted grains, and ethnic flatbreads.”

Billy Roberts, Senior Analyst of Food and Drink at the Mintel Group, Ltd., explained that ISBs (in-store bakeries) may also consider capitalizing on consumer interest in fresher options with fewer (ideally no) artificial ingredients, preservatives, flavors or sweeteners. “The consumer continues to seek retail products with these claims on-pack, and an ISB would seem tailor-made to offer such a promise, indeed reassurance, to consumers concerned about the foods they are feeding their family,” he said.

LOOKING BACK: TOP BAKERY TRENDS FOR 2016

SNACKING ON THE RISE

Bakery, along with specialty cheese, is the area most sought out by consumers. Bakery has always been seen as a place for indulgence, and this perception, combined with continued ‘carb fatigue’ and growing preference for gluten-free products with healthy wheat alternatives, means bakery departments should assess how they can best serve shoppers. Consumers are seeking out products that convey ‘permissible indulgence.’ Rather than having to deprive themselves, they seek reward through smaller, or ‘mini’ naturally-sweetened or even “less sweet” snacks.

Actionable ideas from IDDBA’s research, *Snacking Opportunities: Building Better Snacks*, include:

- **Deliver on freshness.** Consider a tortilla press stand in the bakery, allowing consumers to perceive both the high standard of freshness and how the product is made.
- **Focus on petite and smaller portions of indulgence.** Consider offering items like cake pops, macaroons, and petit fours, made from real sources of sugar/sweetness (e.g., maple, honey, and real fruit) and “good fats” (real butter, coconut oil, and olive oil).
- **Provide mix-and-match options.** Let shoppers buy smaller portions and try new and interesting flavors.
- **Create opportunities for shoppers to customize and personalize.** For example, offer an in-store bread slicer.



Source: What’s In Store 2017, IDDBA

exclusively available to you through
EUROPEAN IMPORTS, INC.

HAM FOR THE HOLIDAYS...AND EVERYDAY



Ham is considered by many in America to be the ultimate holiday entree, but you need not reserve ham strictly for special occasions. We have two delicious hams from Raisin River that are perfect for any occasion.

Up first is Raisin River's Jambon Francais. Made in Canada, Raisin River's Jambon Francais is produced under carefully controlled conditions to ensure quality and taste in every bite. This cooked ham has a sweet, mild ham flavor and is pink in color.



The enjoyment of this classic Parisian ham begins once the package is opened and its fragrant aroma fills the air. This mouth-watering, full muscle ham is lean, low in fat and consistent in shape, for perfect uniform slices. It is a decadent creation made according to the traditional French charcuterie recipe for cooked ham.

For a traditional baguette de jambon, spread your favorite butter on a freshly baked baguette and top with thin slices of Raisin River Jambon Francais. *Enjoy!*

1402670

**JAMBON FRANCAIS
1/15 LB**

Currently stocked in Divisions 1 and 7; demand in Division 4



Up next is Raisin River's Black Forest Ham. This ham is incredibly flavorful. It has a lightly smoky flavor, and is sweet and tender. This ham is produced by a third generation family smokehouse located in New Hampshire.

Raisin River Black Forest Hams are crafted with only the highest quality pork raised on family farms located around the mouth of the Saint Lawrence Seaway in Quebec. These two-muscle hams come only from the leanest pieces of inside and outside rounds. They are seasoned with a generations old blend of salts, spices and maple syrup. After they have marinated in this seasoning blend, they are hand rubbed with caramel and spices and hand-netted by an experienced butcher. Finally, the hams are smoked over applewood embers for twelve hours.

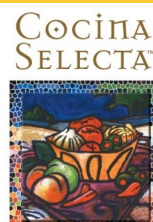
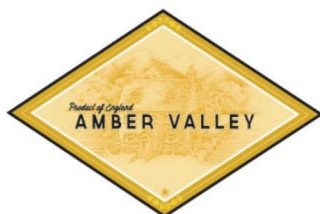
When the ham is cut, the distinctive bouquet of smoke, ham, maple syrup and spice is released and will tantalize your taste buds. In the Old World, this was referred to as an angel dancing on your tongue. Raisin River Black Forest Ham is excellent served as a ham steak or cut into strips for a salad.



1439197

**BLACK FOREST HAM
2/9-10 LB**

Currently stocked in Divisions 1, 4, and 7



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