

OCTOBER 2019 NEWSLETTER

THIS MONTH'S INDUSTRY EVENTS

OCT 2ND-4TH
NACS SHOW ATLANTA, GA

OCT 5TH-9TH
ANUGA SHOW COLOGNE,
GERMANY



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

NOV 3 DAYLIGHT SAVINGS END
NOV 11 VETERANS DAY
NOV 28 THANKSGIVING DAY

all month long...
TAILGATING & FOOTBALL

ICON KEY:

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

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



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HOW DO YOU BLUE?

Of course you know all about Stilton, Gorgonzola, Roquefort and other blue cheese basics. But why not distinguish your cheese offerings with blue cheeses that are a bit off the beaten path? As the holidays approach, these are our top blues to set you apart.

7049402 DEER CREEK BLUE JAY

1/6 LB.

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

This six pound quintuple-cream wheel is subtly but noticeably scented with juniper berry. The paste is rich as moist, mellow, and luscious as Gorgonzola Dolce. Try topping a steak with this rich, buttery blue. Pair with a gin and tonic during happy hour or with a nutty sherry at the end of a meal.



3598895 CHAMPIGNON GRAND NOIR

1/5.5 LB.

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

Grand Noir is a premium blue cheese aged in black wax. This elegant blue has a smooth consistency and extraordinary mouthfeel. Each wheel is hand-dipped in wax and aged for 8 weeks to develop a bold but well-balanced blue flavor.

1729142 SHEPHERD'S BIG WOODS BLUE

1/6 LB.

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

Big Woods Blue is a full-flavored sheep milk blue cheese. Named one of the best blue cheeses in the country, Big Woods Blue blends spicy notes of a blue with the creaminess of sheep milk for a complex flavor. It pairs nicely with a rich Port or a sweet Muscadet.



9902177 CARPENEDO DOLOMITICO

1/2.5 KG

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

Dolomitico is a semi-hard blue cheese aged for a minimum of 50 days during which the wheels are washed in both barley malt and double malt beer from Italy's Dolomite region. The beer wash gives the cheese a dark brown rind beneath which lies a dense, crumbly paste with blue veins. Pair it with a light beer or a stout.

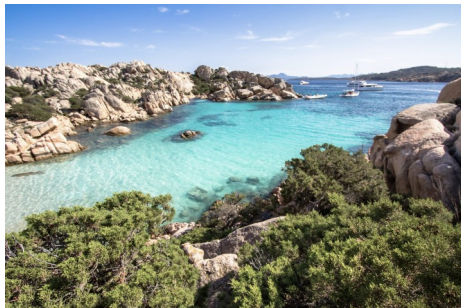
All of these blues will pair well with honey, quince paste and dried fruit-and-nut cakes, along with dessert wines and strong, spicy craft brews such as Belgian tripels or quadrupels and Imperial stouts.

UNDER THE DOME

Jeff Babcock, Cheese Specialist

AMALATTEA

IL BENESSERE CHE VUOI TU



Sardinia, or *Sardegna* in Italian, is an island off the west coast of Italy. It is there that ancient civilizations abounded, some dating back to prehistoric times. With its own macroclimates and ecosystems, it is an unusual place — from mountains to Mediterranean beaches — often spoken of with idyllic and poetic ideals. When I have asked some of my Italian suppliers from mainland Italy where they would go for vacation, they say Sardinia. In terms of cheese, Sardinia is best known for sheep's milk, particular Pecorino Romano, which is made in abundance. However, there are goats there as well! This takes us to the dairy **Amalattea**.

The dairy Amalattea takes its name from myth, it plays upon the word for milk and the ancient stories from myth of the goat that fed the young child Zeus.



The first and mildest of cheeses is the Tenerina, or to call it by type, a goat's milk Ricotta Salata. It is a wonderful cheese: subtle; slightly sweet with a lovely fragrance; young with no rind. Unlike other Ricotta Salata, it has no grit or pasty quality to it. In fact it is quite the op-

posite. The mouth-feel is rich, more like one expects from cheesecake, which is the very meaning of the name, *Tenerina* — tender and soft. It can be used in a similar way to traditional Ricotta Salata in salads or as a filling. Try it

plated with sliced roasted beets interspersed with a drizzle of balsamic condiment. It can also be cubed as one might Feta for a less salt driven and more delicate flavor. Tenerino can be paired with either sweet (try drops of honey) or savory (try dollops of pesto), as an appetizer or a dessert.

9906950 TENERINA GOAT RICOTTA 2/6.5 LB.

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



Caprarosso is the 'red goat', which takes its name from the flakes of spicy red pepper flakes scattered throughout the paste. It is a savory cheese for sure, but quite young, very mild on its own and suitable for the fiery flavor of peppers.

Grate and shred for a topping to flat breads and pizza, pair with beer or stuff into olives. Little cubes are quite nice tossed with olive oil and some grilled vegetables for an antipasto.

9905932 CAPRAROSSA

2/4.4 LB.

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



Last and oldest of all, Il Saggio, which translates to *the sage* or *wise man* — or in this case, *wise goat*. The black-rinded Il Saggio is cured and carefully aged for a minimum of eight months. This allows a fantastic flavor to develop, hard texture to form and a great fragrance to grow. The goat cheese takes on a sweet nature, but

also savory notes of herbs, flora and a luxurious umami. Wonderful with wine, it can be used in preparations where flakes or shaving can be sprinkled over grilled vegetables or topped on a baked potato.

9906944 IL SAGGIO

2/5.51 LB.

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

WILD AND UNIQUE FOODS

Tim Doyle, Meat & Game Specialist

MASTRO CALABRESE



HO-HO-HOLIDAY CHARCUTERIE

Entertain guests during the holiday season with a festive Charcuterie board. Add in honey, figs, rosemary, thyme and cranberry dressings alongside **Mastro Calabrese Salami** and **San Daniele Prosciutto**. Dress the board with pine and holly.

Mastro was proudly introduced to first generation Italian households migrating to Canada in the early 1970's. Their old world recipes and authentic, traditional methods create an unmatched flavor, giving their loyal customers a taste of home. Since then, Mastro has become the leader in the Italian deli market in Canada, serving second and third generation Italians and others who have discovered the delicious deli meats.

Over the past 20 years, Mastro's quality and flavor has won over many fans in the U.S. market, and they continue to grow and be recognized as a leading brand in North America for authentically crafted Italian salumi.

All of Mastro's products are inspired by old world tradition, made with the highest quality ingredients, in a way that perfectly replicates traditional Italian processes, from their naturally aged Prosciutto and clay oven baked Mortadella, to their traditional and regional inspired dry-cured salamis.

Prepared with a traditional recipe from the Calabria region of Southern Italy, this dry-cured, spicy-hot salami delivers a tantalizing aroma and delicious flavor. Mastro Calabrese Salami is the spicy partner to their Soppressata. It is generously seasoned with a selection of bold spices and hot peppers, pressed and slowly cured to achieve a robust flavor like no other. So whether you're serving your family a sandwich, presenting a charcuterie platter to your guests, or simply sneaking a slice from the package, Mastro Calabrese offers you an authentic Italian deli experience.

MASTRO CALABRESE IS PERFECT FOR....

- ✓ Charcuterie Boards
- ✓ Pizza
- ✓ Panini
- ✓ Fresh Pasta Stuffing
- ✓ Flat Breads
- ✓ Pasta Arrabiata



9909668
CALABRESE SALAMI HOT
4/3 LB.

Stocked in IL, TX, VA and CA

SPECIALTY GROCERY

Salima Ghariani, Grocery Specialist

ALL ABOUT TRUFFLES

SABATINO[®] TARTUFI
all about truffles

Sabatino Tartufi is the world's largest truffle manufacturer, importer, and distributor. The family-owned company has been cultivating and distributing the highest quality truffles for over 100 years. Sabatino Tartufi manufactures authentic truffle products in their 60,000 sq. ft. facility located in West Haven, CT. They also have a manufacturing plant in their hometown of Umbria, Italy, along with various offices located throughout the world in Europe, Asia, Canada, and the United States.

Sabatino Tartufi was founded in 1911 when Sabatino and Giuseppina Balestra opened their first store in Umbria, Italy and begun the distribution of baked goods, olive oil, and vinegar. Over the years, Sabatino and Giuseppina continued their efforts to create a company that was able to deliver to their customers the value and delicacy of those same local products, while extending their range of offerings. As they lived on a fruitful land of truffles, it was only natural to introduce them to their customers. Their goal was to provide customers with fresh, high quality products without compromising. The same philosophy has been transferred over to three generations within the family and today, it is the core of a 100 year old company: Sabatino Tartufi.

Here are some of the Sabatino items you may already be familiar with:

1699044	White Truffle Infused Olive Oil	6/8.4 oz.
	Stocked in IL, TX, VA and CA	
2458042	Truffle Honey	6/8 oz.
	Stocked in IL and VA; Non-stock in TX and CA	
7014646	Sliced Black Summer Truffles in EVOO	1/14 oz.
	Stocked in IL, TX, VA and CA	
7014647	Truffle Zest	1/5.3 oz.
	Stocked in IL, VA and CA; Non-stock in TX	
0850166	Truffle Sea Salt	6/14 oz.
	Stocked in IL and VA; Non-stock in TX and CA	
2655195	Truffle Risotto	6/6.2 oz.
	Stocked in IL and VA; Non-stock in TX and CA	
2665174	Truffle Mac & Cheese	6/9.16 oz.
	Stocked in IL and VA; Non-stock in TX and CA	

We have a few brand new Sabatino items we're excited to introduce.



White Truffle Infused Canola Oil uses non GMO canola oil infused with white truffles extract. The mild flavor of the oil allows for a nice, clean taste for the truffles to shine through. The taste is reminiscent of garlic with earthy notes. Use as an ingredient rather than a finishing oil: perfect for dressings, marinades, french fries, and mashed potatoes.

7095221

WHITE TRUFFLE INFUSED CANOLA OIL
1/33.8 oz

Stocked in IL, TX, VA and CA

Summer truffle peelings are packed in brine. Peelings add an aesthetic element to risotto, pasta, pizza, eggs, and polenta. Use the remaining juice from the peelings for the base of a vinaigrette. The truffles range in size.



7089363

BLACK SUMMER TRUFFLE PEELINGS
6/7 oz.

Stocked in IL, TX, VA and CA

Truffle & Rosemary Sea Salt is the perfect blend of truffles, rosemary, and Sicilian sea salt. Use this seasoning in place of salt, to season any dish.

Sprinkle onto meats, fish, eggs, vegetables, potatoes, and popcorn.



7081053

TRUFFLE & ROSEMARY SEA SALT
6/14 oz.

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



SPECIALTY GROCERY, CONTINUED

Salima Ghariani, Grocery Specialist

JUST ADD PEPPADEW



Africa is a magical place, from its diverse cultures to the warmth of its people. It is no wonder that there is an ever-growing enthusiasm for Africa's ingredients and cuisines amongst consumers from around the world. Amongst the many wonderfully crafted and beautifully packaged products, there is, however, one brand that captures the warmth, flavor and magical essence of

Africa: the unique and proudly South African range of **Peppadew** products.

The irresistible red peppers, loved for their gorgeous and very distinctive spicy and sweet flavor, were first commercially grown and are still bottled and marketed under the Peppadew brand in the Tzaneen region of South Africa. The name *Tzaneen* is derived from the Venda name Dzudzanani which means "living together in harmony."

This beautiful, subtropical, small town paradise in the foothills of the majestic Wolkberg mountain range in Limpopo province, has always been the home of Peppadew International and the heartland of the Peppadew brand. It is here among rugged outcrops, pristine beauty and bountiful farmlands that the brand is cultivated and nourished.

The Peppadew Pepper, suspected to be the first new fruit that was discovered and commercialised since the kiwi fruit, has a history as fascinating as its taste.

The sweet Peppadew Pepper is today recognized as a South African cultivar that originated from the Capsicum Baccatum—Peppadew Peppers variety which is a pepper indigenous to Central America.

So how did this come about? And where did the very first mother plant, discovered right here in South Africa, come from? No one knows.

But what we do know is that whatever its origins, the highly regarded CSIR (Council for Scientific and Industrial Research) in South Africa conducted worldwide research and verified that it was a separate variety of the Capsicum Baccatum that had been discovered. This specific variety had never been registered anywhere else in the world. As a result, sweet Peppadew Peppers were registered as an original South African variety, followed by global botanical classification in the botanical plant list as a Peppadew Pepper. Trademarks were soon established, international plant breeders' rights were registered and the Peppadew Peppers catapulted onto the world stage to cause an international taste sensation under the brand name Peppadew.

The Peppadew® brand name was created to describe the flavor profile of the Peppadew pepper fruit: they're spicy like a pepper (peppa) but at the same time sweet and tantalizing (like the morning dew).

All items below are stocked in IL, TX, VA and CA
All items below have the following attributes:



12/14 oz Retail Jars:

5348008 MILD WHOLE PIQUANTE PEPPERS
1807122 HOT WHOLE PIQUANTE PEPPERS

2/105 oz Foodservice Cans:

0304259 MILD WHOLE PIQUANTE PEPPERS
0721728 MILD DICED PIQUANTE PEPPERS
7028176 MILD WHOLE GOLDEW PEPPERS 



FOR THE PASTRY CHEF

Girish Fatnani, Pastry Specialist

ELEGANT, FRENCH-INSPIRED DESSERTS



It all began over 40 years ago with an original French recipe in Berkeley, California in 1976. A creative entrepreneur and a passionate baker crafted a treat unlike any other, the traditional madeleine, a moist and delicate little cake with a fresh, unforgettable taste. Today in Alameda, the artisanal bakers at Donsuemor continue to create a full line of madeleines and other elegant French-inspired desserts. Donsuemor continues its tradition of crafting products inspired by the founders' love of classic old world recipes baked with a craftsman's attention to quality and detail.

St Michel, the iconic French bakery, introduces the first and only line of Heat & Serve Madeleines. Created especially for the professional foodservice and in-store bakery industry, these large madeleines are available in All-Butter, Honey & Oats and Crème Brulee flavors. The fully-baked Heat & Serve Madeleines are made with non-GMO ingredients, cage-free eggs and are flash frozen just after baking. Simply preheat your oven to 375 degrees Fahrenheit, place the desired amount of madeleines on a sheet pan, bake for 6 minutes, and then rest the madeleines until crispy and caramelized for about 10 minutes. The madeleines are uniquely suited for simply heating and serving on a buffet line or as a coffee and tea accompaniment, but also for making innovative desserts. Elevate your bakery options with these ultra-buttery, rich and sophisticated Madeleine Cakes.



All items below are stocked in IL, TX, VA and CA
All items below have the following attributes:



7080852 PURE BUTTER MADELINES **70/1.59 oz.**

The perfect balance of 23% eggs and 22% butter creates a rich, buttery madeleine.

7080854 HONEY & OATS MADELINES **70/1.59 oz.**

A perfect balance of muesli and honey, these Madelines are rich in fiber and omega 3 with 5 healthy whole grains.

7080855 CREME BRULEE MADELINES **70/1.59 oz.**

A caramelized sugar topping, natural vanilla flavor, a touch of butter and whipped cream come together to replicate a Creme Brulee experience.



INDUSTRY TRENDS

Retail & Foodservice

THE NEXT ROUND

Reinvented new concoctions are doing more than just hydrating. Fueled by millennials and Gen Z, adult sparkling sodas with sophisticated and cocktail-inspired flavors, aromatic drinks made with bitters and kombucha that aid in digestion, and waters that taste like wine, are becoming the center of attention at parties, selling out at retail stores, and headlining at mocktail bars around the country with their flavor-forward makeups.

Motivated by health and wellbeing, imbibing consumers looking to curb their alcohol intake are paving the way for innovation in an underserved, alcohol-free beverage segment.

According to a study by London's International Wine and Spirits Record, 52 percent of U.S. consumers surveyed say they're trying to reduce their alcohol intake, opening opportunity for low-and-no alcohol products that currently account for only 0.5 percent of the total alcohol beverage market in the U.S.

According to IWSR's study, the largest category gainer in the low/no-alcohol sector in the U.S. is ready-to-drink beverages (38.8 percent CAGR increase from 2018 to 2022). That's followed by wine at 17.7 percent, and spirits at 7.1 percent. Low/no alcohol beer, which currently accounts for the lion's share of the low/no-alcohol beverage market in the U.S., is predicted to grow 5.6 percent.

"The broader trend that points to consumers' increased interest in physical and mental health is creating an interesting shift in consumer preferences for low- and no-alcohol beverages, outside of soft drinks," says IWSR CEO Mark Meek.

Leading the charge in mindful drinking are millennials and members of Gen Z, who are re-evaluating their alcohol intake in part passed on a heightened awareness to who might be surveilling their social media.

"There is a new level of thoughtfulness as to what we put in our bodies," says Lorelei Bandrowschi, founder of listen Bar in NYC, whose menu is entirely alcohol-free and serves high-end crafted mocktails and alcohol-free beer. People are taking a longer look at things that used to be the norm and applying them to a new wave of social situations where people just don't want to be intoxicated, she says.

Here are some socially acceptable alcohol-free beverage trends to keep a look out for.

THE BITTER END

Named one of SPINS' Top 10 Trends of 2019, bitters are having a big year and gaining traction quickly in the alcohol-free space. Bitters' low-sugar makeup and complex herbal flavor profile are attractive to those with sophisticated palates and those seeking herbal remedies with functional properties that aid in digestion.

DRINK & FLAVOR-WORTHY PROPERTIES

To be worthy of a mocktail or something that satisfies social drinking cravings, alcohol-free beverages should offer an elevated experience and be crafted with a certain palate in mind.

"A good mocktail or blended beverage should be crafted like and reminiscent of a cocktail without the alcohol," says Kara Nielsen, VP, trends & marketing, CCD Innovation. Nielsen says flavor notes that are a combination of sour, bitter, and sweet and have fragrant or floral notes will be winners

SPARKLING WATERS, HOPPY TEA

Fancy sparkling mineral waters in eye-catching, sophisticated packaging along with sparkling teas from yerba mate to those flavored with hops, are piquing interest, especially in social settings.

LOOKING AHEAD

While there has always been a space for alcohol-free beverages, it's definitely becoming more premium and socially accepted. "It's chic to have something more than just water or alcohol-free beer to offer," notes Nielsen.

And, with alcohol-free becoming more the norm, there will be a lot to look out for and room for the category to grow. "In the future, I'm sure we will see more CBD-fueled products, and hopefully ones that are both high-quality and affordable," she continues.

"Part of making drinks is the ritual and camaraderie, so companies that have a customization element to them and make you feel like you are mixing a drink will surely stand out, as well as those with low-sugar elements and natural sugars."



HAM FOR THE HOLIDAYS...AND EVERY DAY



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.
Stocked in IL, TX, VA and CA

Other available traditional French ham options:

8007835	3 Pigs Jambon de Paris	1/11.5 lb.
	<i>Stocked in IL, TX, VA and CA</i>	
7040617	3 Pigs Sliced Jambon de Paris	6/2 lb.
	<i>Stocked in IL and VA; Non-stock in TX and CA</i>	
1534391	Madrang Jambon de Paris	2/6 lb.
	<i>Stocked in IL, TX and VA; Non-stock in CA</i>	

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. Raisin River Black Forest Ham is excellent served as a ham steak or cut into strips for a salad.

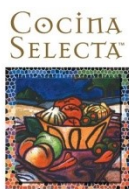
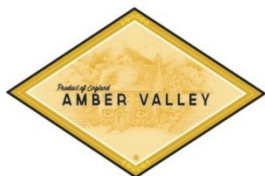
1439197
BLACK FOREST HAM
2/9-10 LB.

Stocked in IL, TX, VA and CA



A few other ham favorites:

3748608	Fra'Mani Sweet Apple Ham	2/4 lb.
	<i>Stocked in IL, TX and VA; Non-stock in CA</i>	
1690850	Fra'Mani Rosemary Ham	2/4 lb.
	<i>Stocked in IL, TX, VA and CA</i>	
0390049	Fra'Mani Smoked Uncured Ham	3/3 lb.
	<i>Stocked in IL and VA; Non-stock in TX and CA</i>	
6061315	Nueske's Boneless Smoked Ham	2/6-9 lb.
	<i>Stocked in IL, TX, VA and CA</i>	
1841075	Nueske's Bone-In Ham Steak	6/1 lb.
	<i>Stocked in IL and VA; Non-stock in TX and CA</i>	
1274463	Nueske's Bone-In Honey Glazed Spiral Sliced Half Ham	2/7-9 lb.
	<i>Stocked in IL and VA; Non-stock in TX and CA</i>	



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