

NOVEMBER 2019 NEWSLETTER

THIS MONTH'S INDUSTRY EVENTS

NOVEMBER 18TH-19TH
PLMA SHOW CHICAGO, IL

NEXT MONTH'S HOLIDAYS & EVENTS











time to start planning!

DEC 21 WINTER BEGINS
DEC 22 HANUKKAH BEGINS
DEC 24 CHRISTMAS EVE
DEC 25 CHRISTMAS DAY
DEC 31 NEW YEARS EVE

all month long...
HOLIDAY SEASON
NATIONAL EGG NOG & FRUIT
CAKE 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**
-  **LOCAL**
-  **LOW SODIUM**
-  **NON-GMO**
-  **NON-GMO PROJ. VER.**
-  **NUT FREE**
-  **SOY FREE**
-  **SUGAR FREE**
-  **TRANS FAT FREE**
-  **USDA ORGANIC**
-  **VEGAN**



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BRUNCH FOR THE HOLIDAYS

The holidays are the perfect opportunity to serve delicious food and drinks. From brunch to desserts, and everything in between, we have show-stopping options for you. Let's start with the most important meal of the day: brunch.

When it comes to brunch, nothing beats a fresh baked croissant — and we have options from **Lecoq**, **French Gourmet** and **Delifrance**. Not only do they each have a classic croissant, all three have unique varieties — from Bacon, Egg and Cheese filled, to Chocolate Drizzled, even Cinnamon Raisin!



Delifrance's new Goat Cheese Baskets are delicious basket-shaped puff pastries filled with goat cheese & bechamel sauce. They are egg washed and ready to bake. Try adding **Cucina Viva Red Roasted Tomatoes (1441201)** and a drizzle of Pesto to the top for an added festive touch.



7081713
GOAT CHEESE BASKET
40/3.53 oz

Stocked in IL, TX, VA and CA

Next up are the drinks. We have a number of great mixers, but for special occasions, it is the garnishes that will make your cocktails stand out. Look to **Tillen Farms** for innovative products with unique flavors — like **Blue Cheese Stuffed Olives (7073565, 7074167)** or **Pickled Carrots (6563181)** for your Bloody Mary, or **Fire & Spiced Maraschino Cherries (7025383)** to spice up your favorite drink!



Now for the main course. Every carving station needs a ham, and we have two selections from **Raisin River** that would be perfect. The boneless **Black Forest Ham (1439197)** is a stand out with its delicious Applewood smoked flavor, but if you're looking for a sweeter, milder ham that's sure to be a hit with kids, look to the **Jambon Francais (1402670)**.

For an alternate center-of-the-plate option, smoked salmon is always impressive. We have options from **MacKnight**, **Echo Falls**, **Fjord Dawn** and more.

Last, but certainly not least, is dessert. Flip to the back page for some easy, but impressive dessert options for the holidays.

UNDER THE DOME

Jeff Babcock, Cheese Specialist

THE GOOD FLAVORS OF GOUDA



Holland, or the Netherlands, is a small country located on the north-western part of mainland Europe, set upon the North Sea. It makes up part of what was historically referred to as the 'Low Countries,' a region that is below sea level and starkly contrasted by the surrounding higher, mountainous areas of the continent. These lowlands are where many rivers convene and the North Sea exposes the land to great rainfall, making the country an ideal region for grasslands. Some of these low areas contained by dikes, called 'polders', are ideal for farming as the soil is rich in water and minerals from the sea. This in turn has led to good milk, which makes great cheese, or *kaas* as it is known in Dutch. Most cheese from the Netherlands is made in the style of Gouda, a popular pressed washed-curd cheese, which allows for a sweet and nutty flavor. Gouda kaas can then be ripened for a matter of days to many years, taking the texture from soft to extremely brittle with age.



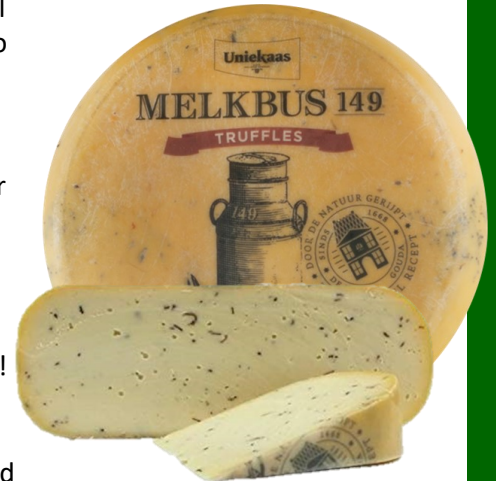
Honeybee is a Dutch creation based on a Gouda style cheese, but from goat's milk and with a touch of honey added! The natural sweetness of the goat's milk is brought to new heights when paired with the honey drizzle and ten months of aging. The texture becomes firm but melts in the mouth with a nutty, soothing, floral component. It pairs naturally with a sweet accompaniment, but can go savory shaved on a roasted ham panini, grated over roasted vegetables or melted on dark multi-grain bread.

7017804   
HONEYBEE GOAT GOUDA
1/9 LB.

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



For a much more traditional cheese from Holland look to Melkbus. Derived from the Dutch words for 'milk can' this Melkbus Gouda cheese is made on small farms near the village of Gouda. Raw milk, which makes for more flavorful and traditional cheese, is used, which delights the cheese snob in us! The rich curds are sprinkled with shavings of black truffles before being pressed



into wheels which will bloom into luxurious flavor during the ten weeks of ripening. The cheese remains soft, great for melting into regal recipes or finishing exotic dishes. Pair with bold flavors—it will play along nicely! This is a beautiful masterpiece.

2006409 **MELKBUS TRUFFLE GOUDA** **1/18 LB.**   
Stocked in IL, TX, VA and CA



WILD AND UNIQUE FOODS

Tim Doyle, Meat & Game Specialist

MAESTROS DEL JAMON



Based in Spain, **Redondo Iglesias** is a 3rd generation family-owned company that has been recognized as the “Maestros del Jamon,” specializing in Serrano ham. The secret lies in the habitat and the process. All of the pigs are raised in Free-Range conditions, in a natural, yet controlled environment. Then, the curing process combines cutting-edge technology with generations of know-how to achieve exceptional taste and quality.

The hams are sorted by weight, cleaned and put in Mediterranean sea salt vats for up to 6 days. After that, the hams are checked by ham masters to see if they are ready to be rinsed and moved to curing chambers. The 15-20 month curing process takes place in large, sealed chambers that reproduce the conditions — *specifically temperatures and humidity cycles* — that a ham would have encountered while hanging in a loft of a peasant house in one of Spain’s mountain regions. For example, the first phase of aging recreates winter temperatures as low as 41°F; later, the temperatures might reach as high as 95°F to recreate the summer months. The cooling and gradual heating up is fundamental for the fat on the outside of the ham to penetrate the meat. The natural process which places emphasis on time and master craftsmen gauging the evolution of the ham throughout the curing, is comparable to the process of wine making.



Serrano ham is surprisingly low in fat, sodium, and cholesterol, yet high in nutrition. It is rich in protein, phosphorous and calcium. Serrano ham is a light digestive food with a well balanced fatty acid content which can help lower cholesterol by providing plenty of unsaturated fats.

Serrano ham **must** be sliced paper thin to enjoy its wonderful flavor. So, enjoy some lovely Redondo Iglesias ham with Tribeca Oven sourdough bread drizzled with Cocina Selecta EVOO and a fine glass of red wine.



6125712	Boneless Serrano Ham (15 mos.)	1/12.5 lb.			
	Stocked in IL, TX, VA and CA				
2598916	Sliced Serrano Ham	12/3 oz			
	Stocked in IL, TX and VA; Non-stock in CA				
2627927	Bone-In Serrano Ham (18-20 mos.)	1/17.5 lb.			
	Stocked in IL and VA; Non-stock in TX and CA				
3124631	Finca Los Llanos Jamon Iberico de Bellota	1/13 lb.			
	Stocked in IL and VA; Non-stock in TX and CA				

Serrano ready-to-slice Deli Loaf will help with food costs and save on labor. It can be sliced in 12 seconds and is fool proof.

7013661	Serrano Deli Loaf	1/10 lb.			
	Stocked in IL and VA; Non-stock in TX and CA				

LA NAVA by Redondo Iglesias is dry cured Iberico ham from the Extremadura region of western Spain. The hogs are raised on family farms and left to forage on acorns, natural grains and pastures. This Iberico Ham is from the 'pata negra' hog which is known for its intramuscular marbling; that and the minimum 3 years of aging gives the ham a buttery and luscious mouthfeel with complex nutty, rich and sweet flavors.

1952322	Boneless Jamon Iberico	1/14 lb.			
	Stocked in IL, TX, VA and CA				
1952336	Boneless Paleta Iberico de Bellota	2/6 lb.			
	Stocked in IL, VA and CA; Non-stock in TX				
3481357	La Nava Sliced Jamon Iberico	12/2 oz			
	Stocked in IL and VA; Non-stock in TX and CA				

SPECIALTY GROCERY

Salima Ghariani, Grocery Specialist



For over three generations, the De Nigris family has dedicated itself to the production of vinegar.

The quality of their products lies in the origin of the raw materials. Modena Italy is located in Northeastern Italy's fertile Po River Valley. As the birth place of tortellini, Parmigiano Reggiano, Prosciutto di Parma and, of course, Balsamic Vinegar of Modena, it is the crown jewel of Italian Gastronomy.

Balsamic Vinegar of Modena is a blend of wine vinegar and concentrated grape must from 7 regional varieties of grapes. It's a fresh and aromatic balsamic vinegar that can be used as a daily condiment, perfect for salad dressings and on grilled vegetables.

All of the following vinegar and oil products have the following attributes.



7094544 BALSAMIC VINEGAR OF MODENA 6/16.9 oz.
Stocked in IL, TX, VA and CA

When Marcello De Nigris took over the business from his father in 1950, he began widening the product range. Today, **De Nigris** offers a vast assortment of products well beyond balsamic — from glazes to mustards, and more.

Tarragon is a bittersweet herb with a warm, licorice/anise aroma. Tarragon Vinegar is a favorite on meats, salads, fish or eggs in making Sauce Béarnaise.

7088668 TARRAGON VINEGAR 6/16.9 oz.
Stocked in IL, TX, VA and CA

For anybody who likes a surprising touch to their desserts or a hint of sweetness to savory dishes, try a Sweet Glaze.

7094547 RASPBERRY GLAZE 6/8.45 oz.
Stocked in IL, TX, VA and CA

7094818 VANILLA GLAZE 6/8.45 oz.
Stocked in IL, TX, VA and CA

An homage to oriental cooking and its exotic, flavorsome combinations, use a Fusion Glaze to garnish your creation.

7095065 SOY GLAZE 6/8.45 oz.
Stocked in IL, TX, VA and CA

This Apple Cider Vinegar is an elegant balance of sweet & tart. It's best used in marinades or on your favorite salad.

7095685 ORGANIC APPLE CIDER VINEGAR 6/1L
Stocked in IL; Non-stock in TX, VA and CA

BALSAMIC AND BEYOND

De Nigris grapeseed oil is obtained from the pressing of Italian grapeseed. The taste is fresh and delicate, with the aroma of grapes and a slight hint of walnut. It is ideal for dressing salads or steamed vegetables and for cooking risotto. It is also excellent for frying.

7095536 GRAPESEED OIL 1/5L
Stocked in IL, TX, VA and CA

7095541 GRAPESEED OIL 1/2L
Stocked in IL, TX, VA and CA

All of the following mustard products have the following attributes.



Traditional Dijon Mustard is named after the home of French Mustard. Made with finely crushed mustard seeds, it is an ideal accompaniment to red meat. De Nigris Dijon Mustard has a creamy texture, spicy taste and smooth finish. Spread it on sandwiches, use it in a mustard vinaigrette or in a variety of fish and chicken recipes.

7088350 TRADITIONAL DIJON 6/33.8 oz.
Stocked in IL, TX, VA and CA

7088369 TRADITIONAL DIJON 2/169 oz.
Stocked in IL; Non-stock in TX, VA and CA

De Nigris Dijon Old Style mustard is characterized by its grainy texture and powerful punch. A hint of Hazelnut, the tender crunch of the mustard seeds, and its spicy intense flavors transport us to the heart of Burgundy. It gives a whole new dimension to a host of dishes, from the simplest to the most sophisticated. Perfect with a leg of lamb or pork chops, excellent in a marinade or sauce, and instantly gives kick to a homely plate of cheese on toast.

7088371 OLD FASHIONED DIJON 6/33.8 oz.
Stocked in IL, TX, VA and CA

7088354 OLD FASHIONED DIJON 2/169 oz.
Stocked in IL; Non-stock in TX, VA and CA



SPECIALTY GROCERY, CONTINUED

Salima Ghariani, Grocery Specialist

THREE GENERATIONS OF PASTA MAKERS



More than 100 years of experience in the production of Gragnano Pasta make the Di Martino family the reference point in the world market of Protected Geographical Indication (P.G.I.) high-quality pasta. Their production site is in Gragnano at the beginning of the marvellous Sorrento Coast. This ancient town is surrounded by Lattari Mountains. There, the sea breeze and the mild climate conditions make this place perfect for pasta production. Their product ranges from whole wheat, to organic, to regional and original products, up to the vintage hand-wrapped line for a total amount of over 120 pasta shapes. Today the **Di Martino** Company produces 8 million portions of pasta every day and exports its Italian quality and tradition to 36 Countries.

Di Martino pasta is made by the successful encounter of selected 100% Italian durum wheat semolina with the purest local spring water. The bronze die extrusion and the slow drying process at low temperature are keys to categorizing this as PGI Gragnano Pasta. The result is a rough and tasty product, able to perfectly hold sauces and return the intense aroma of wheat. The best Italian raw materials are carefully selected from national fields to bring to the table all the flavors and tastes of real Italian cuisine. Containing an incredible 14% protein, Pasta Di Martino is 40% more resistant to breaking down while cooking and is highly digestible. Di Martino is engaged in the production of good, clean and fair pasta, which has led to their deserving selection as a Slow Food Official Supporter. Since 2017 Pastificio Di Martino is the Official House Purveyor of James Beard Foundation of New York.



DOLCE & GABBANA

Dolce & Gabbana has designed The new look of Di Martino Pasta, a special edition that celebrates the values of Italian fine taste through the colors, icons and most famous monuments of Italy. Look for the Dolce & Gabbana logo for those available in this special packaging.

7096625

FARFALLE

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

6/1 LB.

7096632

LINGUINE

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

20/1 LB.

7096626

MACARONI

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

12/1 LB.

7096691

RIGATONI

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

10/1 LB.

7096700

TAGLIATELLE

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

6/12 oz.

7097013

PENNE MEZZANI RIGATE

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

12/1 LB.

7096874

PACCHERI

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

6/17.64 oz.

DOLCE & GABBANA

The below items have the following attributes.



7096689

PAPPARDELLE

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

12/8.82 oz.

7096698

SPAGHETTINI

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

20/1 LB.

7096695

SPAGHETTI

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

20/1 LB.

DOLCE & GABBANA

FOR THE PASTRY CHEF

Girish Fatnani, Pastry Specialist

HANDCRAFTED FROM BEAN TO BAR



Fondly referred to as Mr. Chocolate, Jacques Torres is the authority on all things related to this confectionery delight. Through his early years as a pastry chef, Jacques developed a deep affinity and love for chocolate. And his chocolate resume is impressive: Chef Jacques was a Corporate Pastry Chef for the Ritz Carlton Hotels, a James Beard Pastry Chef of the year winner in 1994, a Chocolate Hall of Fame member, and judge on the popular Netflix show *Nailed It*. He's a pioneer in the bean to bar movement—Jacques was the first artisan chocolatier in New York City to start from cocoa beans and make his own chocolate. As the demand for his confections grew rapidly across the United States, he kept up by opening seven retail locations across New York, as well as a state-of-the-art manufacturing facility.

Every product created by **Jacques Torres Chocolate** is authentically made using premium ingredients. From sourcing the perfect cacao beans to technique steeped in tradition, Jacques' team combines genuine passion with handcrafted mastery to produce purely delicious, real chocolate.

All bars below are 2.8 oz each, come in a case of 20 and are stocked in all divisions.

7095451 BLANC CHOCOLATE BAR

Indulge in this satin silky, smooth white chocolate bar.



7095455 MILK CHOCOLATE BAR

A creamy rich, silky, smooth & rich Milk Chocolate bar is everyone's favorite bar.



7095461 MILK CHOCOLATE BRULEE CRUNCH BAR

Everything you love about a crème Brulee is masterfully blended in this milk chocolate bar with a crunchy texture with a flavor of a creamy custard.



7095454 JAVA JUNKIE BAR

Taste the intense flavor of freshly ground coffee beans expertly blended in this Milk chocolate bar, the swift coffee kick is truly irresistible.



7095453 WICKED BAR DARK CHOCOLATE BAR

A unique house blend of 60% cocoa content dark chocolate with a delicate balance of spices that include Ancho & Chipotle chilies to excite the pallet.



7095449 72% DANGEROUSLY DARK CHOCOLATE BAR

A perfect Balance of bitter & sweet in this 72% cocoa content, a chocolate bar for any chocolate connoisseur.



7095450 80% MIDNIGHT SOUL BAR

Dare to bite in this dark 80% cocoa content chocolate bar, its not just good for your health, its good for your soul.



INDUSTRY TRENDS

Retail & Foodservice

NEXT-GEN FLAVORS IN FOCUS

The teens and tweens of today are influencing tomorrow's flavor trends. Generation Z is set to surpass millennials as the world's most populous generation. Forward-looking food and beverage brands are tapping into the tastes and preferences of this burgeoning cohort, said Sarah Diedrich, customer marketing manager at Synergy Flavors, Inc., Wauconda, Ill.

Gen Z consumers prefer bold flavor profiles and extreme sensations. However, the unique and adventurous combinations embraced by millennials, such as a sriracha caramel, may not appeal to the younger set, Ms. Diedrich said.

"What we see is it tends to be a familiar flavor or a bold flavor like a spice, a sour, a sweet, but not too far-reaching," Ms. Diedrich said. "Maybe it's just that flavor combination in a new format... With Gen Z, it's a little bit on the safer side of combinations."

AS YOU LIKE IT

Personalization plays a key role in the food and beverage preferences of Generation Z, Ms. Diedrich said. At the Institute of Food Technologists' annual meeting and food expo in June, Synergy Flavors demonstrated the possibilities of personalization with a quiz. Participants answered a series of non-food related questions that identified the ice cream toppings best suited for one of three personality types.

"The thrill seeker persona received daring spicy caramel sauce and grilled pineapple fizzy cookie pieces for an adventurous experience," Ms. Diedrich said. "The trendsetter persona received Instagrammable bright blue birthday cake frosting and animal cracker waffle pieces. And the go-getter persona ice cream was topped with burnt caramel cold-brew coffee and graham cracker granola pieces."

"Synergy believes this personalization trend will continue to grow, especially as Gen Z continues to seek ways to stand out in their choices and build their own brand/identity," Ms. Diedrich said.

Foods and flavors may be developed to match a specific occasion or whim, too.

"(Gen Z's) food or flavor of choice for the day also may depend on how they are feeling in that moment," Ms. Diedrich said. "How can food manufacturers use this to their advantage? By developing products meant for specific occasions or feelings, they can attract Gen Z consumers and create a deeper connection to their needs."

C'MON, GET HOPPY

Generation Z consumes less alcohol than previous generations, sparking demand for craft cocktail and beer flavors without the buzz.

Beverage flavors are spilling over into snacking categories, including sugar confections, frozen desserts, chocolate confections and snack bars, too. At the Sweets & Snacks Expo held in May in Chicago, examples on display included cocktail-inspired chocolate cordials and snack nut mixes and sourdough pretzels flavored with hops.

Hops, alongside floral flavors like lavender, are popping up in beverages promoting relaxation and sleep benefits, Ms. Diedrich said.

NUANCE AND PROVENANCE

Consumers increasingly are interested in specific flavor profiles, said Julie Laughter, market manager at Fona International, Geneva, Ill.

"Even the classics ... aren't just the classics anymore," Ms. Laughter said during a presentation at the Sweets & Snacks Expo. "Because consumers instead of vanilla want Tahitian vanilla. And instead of chocolate, you'll see Belgian chocolate, Dutch chocolate, hazelnut chocolate. Something a little different."

Fruit flavors continue to reign across multiple snacking categories, and tropical varieties add a premium twist, Ms. Laughter said. Yuzu, a Japanese citrus fruit, has seen significant growth on U.S. menus in the past year, she said.



"What was once exotic is now very much mainstream, and that time becoming exotic to mainstream is shortening," she said. "It was only a few years ago that mango was pretty exotic, and now you can go through a drive-thru at McDonald's and get a mango drink."




A few more trends worth mentioning:

- Prepare to see more dragon fruit popping up in snacks.
- Raspberry is on the rise as a top flavor in sugar confections and sweet cookies, product launches.
- Perennially popular citrus may be pumped up in product innovation through the addition of spices and herbs such as ginger, turmeric and basil, or with a touch of heat.
- In savory snacking, regional barbecue flavors are on fire.

DECADENT HOLIDAY DESSERTS

You may not want to revamp your entire menu for the holidays, but adding a decadent holiday dessert is a memorable way to bring in the seasonal sweets people crave. For those without a dedicated pastry chef, who need to conserve labor but still want to present something special, we have a variety of ready-made thaw-and-serve dessert treats that will stand out.

If you're looking for small bites in unique flavors, look no further than Life in Provence. Life in Provence Assorted Chocolate Truffles and Assorted Caramel Bonbons each come in a case that contains 32 pieces each of six flavors for 192 individual, ready-to-serve dessert options. 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, VA and CA
- 3855477** Assorted Caramel Bonbons **1/192 ct.** 
Stocked in IL, TX, VA and CA

Delifrance offers a line of gorgeous layer cakes in three unique flavors. These cakes are between 1.4 and 1.8 pounds, depending on the variety, and can be served as a whole or cut and plated for an individual presentation.

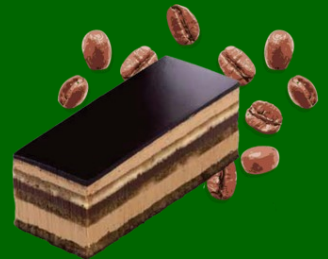
All of the items below have the following attributes.



- 7019976** Triple Crunchy Chocolate **4/1.43 lb.**
Stocked in IL, TX, VA and CA
- 7020026** Salted Caramel Pear **4/1.54 lb.**
Stocked in IL, TX, VA and CA
- 7020147** Fraiser (Strawberry) **4/1.8 lb.**
Stocked in IL, TX, VA and CA

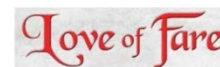
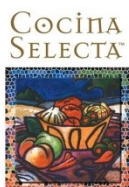
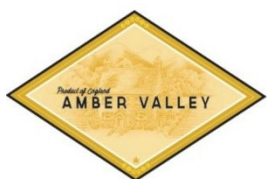
Le Chic Pâtissier brings you the very best of French specialty products. They offer a large range of natural and tasty products made from simple French recipes and only the finest ingredients. For the holidays, we highlight two of their individual desserts that are gorgeous, delicious and simple to serve.

- 7020283** Black Forest Dessert **30/2.78 oz.**
Stocked in IL, TX, VA and CA
- 7022069** Opera Cake Slices **30/2.88 oz**
Stocked in IL, TX, VA and CA



One of our newest dessert lines, Davigel, offers individual thaw-and-serve treats that are not only elegant and delicious, but they require virtually no labor. The Normandy Apple Cooked Tartlet is especially perfect for the Fall season and the Chocolate Kube is truly decadent!

- 7061545** Raspberry Biscuit Cake
With Madagascar Vanilla **1/4 ct.**
Stocked in IL, TX, VA and CA
- 7061562** Tiramisu Delizioso **1/5 ct.**
Stocked in IL, TX, VA and CA
- 7061570** Caramel Crumb Dessert **1/16 ct.**
Stocked in IL, TX, VA and CA
- 7061576** Chocolate Cocoa Bean with
Caramel & Hazelnut Heart **1/12 ct.**
Stocked in IL, TX, VA and CA
- 7061578** The Kube **1/12 ct.**
Stocked in IL, TX, VA and CA
- 7061580** Normandy Apple Cooked Tartlet **1/45 ct.**
Stocked in IL, TX, VA and CA
- 7061581** Imperial Chocolate
Mandarin Pastry **1/12 ct.**
Stocked in IL, TX, VA and CA



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