

NOVEMBER 2020 NEWSLETTER

THIS MONTH'S INDUSTRY EVENTS

ALL INDUSTRY EVENTS HAVE
BEEN CANCELLED

NEXT MONTH'S HOLIDAYS & EVENTS

time to start planning!

DEC 10 HANUKKAH BEGINS
DEC 21 WINTER BEGINS
DEC 24 CHRISTMAS EVE
DEC 25 CHRISTMAS DAY
DEC 31 NEW YEARS EVE

all month long...

NATIONAL EGG NOG & FRUIT
CAKE 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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IT'S CRANBERRY SEASON



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 year round? Let's explore some of the excellent cranberry-infused cheese and cheese accompaniments to discover this season.

- 7779760** Carr Valley Cranberry Chipotle Cheddar **1/12 lb.** 
Stocked in IL, TX and VA; Non-stock in CA
- 1492257** Carr Valley Cranberry Chipotle Cheddar **20/8 oz. RW** 
Stocked in IL, TX and VA; Non-stock in CA

This young cheddar is studded with cranberries and streaks of chipotle peppers throughout. The sweetness of the cranberries is balanced by the smokey spice of the chipotle.

- 7028270** Clawson White Stilton Cranberry **2/2.5 lb.** 
Stocked in IL, TX, VA and CA

Crumbly fresh White Stilton made from locally sourced-milk is blended with the great taste of succulent cranberry for a rich, fruity flavor.

- 6876355** Maple Leaf Cranberry Cheddar **1/10 lb.** 
Stocked in IL and VA; Non-stock in TX and CA
- 1887738** Maple Leaf Cranberry Cheddar **1/10 lb. RW** 
Stocked in IL and VA; Non-stock in TX and CA

Traditional Wisconsin Cheddar studded with cranberries throughout, adding a dimension of sweetness to the tangy cheddar.

- Montchevre Cranberry Cinnamon Hand Rolled Goat Log
- 8937908** **12/8 oz. log**
Stocked in IL, TX and VA; Non-stock in CA
- 3926318** **12/4 oz. logs**
Stocked in



Fresh goat's milk cheese is formed into a log and rolled in cranberry and cinnamon, perfect for holiday entertaining.



- 2164907**
Kii Naturals Cranberry Pumpkin Seed Crisps
12/5.3 oz.
Stocked in IL, TX, VA and CA

Memories of past Thanksgiving get-together is what this autumnal flavor evokes. A lovely combination of pumpkin seeds & cranberries from a bountiful harvest, perfect for anytime of the year.



- 7015057**
Kii Naturals Cranberry Hazelnut Crisps
12/5.3 oz.
Stocked in IL, TX, VA and CA

Cranberry & hazelnut bite-size crisps make for a great flavor combination, so good you can enjoy as a snack on their own (but we suggest pairing with your favorite seasonal cheese).

UNDER THE DOME

Jeff Babcock, Cheese Specialist



In the subcontinent of India there isn't an extensive array of cheeses to be found, but there is one with a long history: Paneer. History suggests such a cheese has been made for hundreds of years, but perhaps much longer. In the hot climates of southern Asia it

was important to be able to preserve milk, so it has been in many other cultures, but Paneer is an uncultured cheese. An acid set allows for coagulation of the milk, which can then be gathered up in cheesecloth. From there the cheese can be pressed and dried, removing as much moisture as desired. The cheese is left unsalted, as it is typically used in dishes where the flavorings are in the preparations, but it also lends itself to a versatility where it can be used in sweet dishes as well.

Paneer is a soft to semi-soft cheese that behaves in a culinary way quite similar to tofu. It does not melt, so it can be seared in a pan for eating with dipping sauces or wrapped in dough for frying and baking. Used in vegetable dish such as palak paneer or fried and stirred into dishes instead of meat such as tikka paneer. Try it grilled on skewers and brushed with ginger and tamarind, it will pick up smokey flavors and gain a nice crust.



Bharatma Paneer is made domestically with the highest standards and is conveniently packaged in two loaves per case for foodservice or twelve portioned pieces for retail.



7102961

Paneer (Loaves)

2/5 lb.

Stocked in IL, TX, VA and CA

7135679

Paneer (Retail Portions)

12/10 oz.

Stocked in IL, TX, VA and CA



Bharatma not only manufactures a World Champion Paneer cheese, they preserve their fresh milk and cream by making them into ghee. Ghee is the traditional Indian-style product that preserves butter by boiling away all its water content. Ghee, in turn, does not require refrigeration (although we store in refrigeration to maximize freshness). It can be used in many recipes and is an excellent means for frying paneer.



7135675

Ghee

12/8 oz.

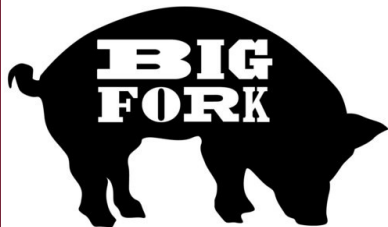
Stocked in IL, TX, VA and CA



WILD AND UNIQUE FOODS

Tim Doyle, Meat & Game Specialist

BETTER FOR YOU, BETTER FOR THE PLANET



Big Fork Brands is a Chicago-based, family-owned company centered on innovating the swine through bacon sausage, pork snack sticks, craft pork jerky

and now, flexitarian sausage.

Big Fork works with small family farmers in Iowa who raise Berkshire heritage hogs outdoors without the use of antibiotics. These hogs live the “good life” with continuous access to the outside—they’re considered part of the 3%, as 97% of the hogs raised in Iowa come from confined feedlots.



Big Fork works with small, independent farmers for three primary reasons:

1. **It's better for the communities around the farms.** Confined feedlots stink.
2. **It's better for the environment.** Confined feedlots often contaminate the local watershed.
3. **It's better for the hogs.** 24 hour access to the outdoors makes the hogs happy, and happy hogs make better tasting meat.

The result of Big Fork's high standards—the pork and bacon is nitrate-free, uncured and naturally hardwood smoked—is the best tasting product possible. Their goal is to do very little to the glorious meat so you can taste the difference in the quality. All of their products are smoked it using a combination of Hickory and Applewood hardwoods.

Clean label, great tasting products with a unique twist...that's Big Fork.

BIG FORK SIXTY40 SAUSAGE—THE HYBRID 60% Berkshire Pork | 40% Plant-Based | 100% Awesome

Everyone wants to eat more vegetables. Yet many of these new “vegetarian” options are neither better for you, nor better for the planet, *and* fail in flavor. To complement the *better-for-you-and-the-planet* trend, Chef Lance Avery created a line of Flexitarian Pork Sausages that are not only made with 40% vegetables and legumes, but also support small family farmers in the Midwest who raise heritage hogs outdoors *and* grow real vegetables; so it's better for you and better for the environment, without compromising on flavor or integrity.

All of the below items boast the following attributes:



7125895 Mushrooms, Lentils and Garlic 5/2 lb.

Stocked in IL, TX, VA and CA

A smoked pork sausage using ABF Berkshire pork picnics and loaded with fresh mushrooms, cooked petite red lentils, fresh garlic, and herbs.

Ingredients: pork, mushrooms, lentils, garlic, onions, water, herbs, sea salt, and black pepper.

7125896 White Bean and Kale 5/2 lb.

Stocked in IL, TX, VA and CA

A smoked pork sausage using ABF Berkshire pork picnics and loaded with fresh chopped kale, cooked cannellini beans, fresh onions, and parsley.

Ingredients: pork, kale, white beans, onions, water, garlic, parsley, sea salt, and black pepper.

7125894 Black Bean, Peppers and Corn 5/2 lb.

Stocked in IL, TX, VA and CA

A smoked pork sausage using ABF Berkshire pork picnics and loaded with sweet corn, diced poblano and red bell peppers, cooked black beans, and fresh cilantro.

Ingredients: pork, black beans, corn, onions, red bell peppers, poblano peppers, water, garlic, cilantro, sea salt, and black pepper.



SPECIALTY GROCERY

Salima Ghariani, Grocery Specialist

FIRST FAMILY OF COFFEE



INSIDE ITALY'S 85-YEAR-OLD BEVERAGE BUSINESS

The Illy company is rooted in Trieste, a border city tucked between the Adriatic and Slovenia with a strongly independent identity, which is also ingrained in the nature of the family. "We were born to be the quality leader, not the quantity one," Andrea Illy, third generation heir of the Illy caffè dynasty says, seated in his office near Trieste's port, where bags of Illy coffee beans still arrive by ship from all over the world.

Andrea Illy last year struck an alliance with investment group JAB Holdings to produce and distribute Illy coffee capsules. But he makes it clear that he does not intend to sell the closely held family company.

Illy coffee is now available in 140 countries and served in over 100,000 restaurants and cafes around the world. Illy Caffè chief is a stickler for high standards who will re-train any barista who doesn't measure up.

The company has a team of 14 agronomists who scour the world for farms that produce the best beans. Illy is looking for "coffee heavens" that have the most favorable agricultural conditions to grow the best coffee but also "the human factor of people willing to invest in quality". The company uses Arabica beans from 40 different coffee-producing regions in 17 countries. Illy personally visits at least two farms a year.

In order to ensure Illy gets the best beans the company pays a 30% premium above the market price. In return, the farmer has to meet Illy's agricultural, environmental and social standards. It's a similar principle to Fairtrade, but Illy is at war with the Fairtrade Foundation, which he says forces up the price of standard coffee which isn't good enough to warrant a premium price.

WHOLE COFFEE BEANS

Packaged in resealable tins to preserve freshness. 8.8 ounces of coffee beans with six tins in a case.



4717138 Medium Roast Coffee Beans

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

9883539 Medium Roast Decaf Coffee Beans

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

1722962 Dark Roast Coffee Beans

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

GROUND COFFEE

Packaged in resealable tins to preserve freshness. 8.8 ounces of coffee grounds with six tins in a case.



1681366 Medium Roast Ground Coffee (Fine Grind)

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

9956939 Medium Roast Decaf Ground Coffee (Fine Grind)

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

7146954 Dark Roast Ground Coffee (Fine Grind)

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

1681366 Medium Roast Ground Coffee (Medium Grind)

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

8229635 Dark Roast Ground Coffee (Medium Grind)

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

INDIVIDUALLY WRAPPED COFFEE PODS

Perfect portions of Illy blend, enclosed in environmentally friendly filter paper to preserve flavor and aroma.



2456244

Medium Roast Espresso Pods

12/18 ct.

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

READY TO DRINK BEVERAGES

Individual cans of ready-to-drink coffee creations. See October Newsletter for a deeper dive into these beverages.

All items below are stocked in IL, TX, VA and CA



7098055	Caffe Latte	12/8.5 oz.
7119750	Cappuccino	12/8.5 oz
7119754	Mochaccino	12/8.5 oz.
7137933	Caffe	12/6.8 oz.
7137934	Caffe Unsweetened	12/6.8 oz.
7137991	Cold Brew Coffee	12/8.5 oz.

SPECIALTY GROCERY, CONTINUED

Salima Ghariani, Grocery Specialist



Our story began more than 130 years ago, when Armando De Nigris opened the first vinegar mill in Naples, immediately proving to be a great success with his clients. After many years of success, his son Marcello was given control of the company and succeeded in launching De Nigris's products onto the international market, while expanding the range of product to include the prestigious Balsamic vinegar.

De Nigris is a historical brand with a contemporary spirit. Thanks to the third generation of Master Vinegar Makers, the same spirit continues to guide us in our mission to offer products of excellence that are appreciated around the world for their quality and creativity.

A great source of pride for our company is our ability to directly control all aspects of production, from the fields to the bottle! This vertical integration, not found in other Balsamic Vinegar producers, gives us the unique ability to produce products with artisan dedication on an industrial scale.

All of our products are designed around the consumer's demand for quality. For over 130 years, our quality continues to assure millions of consumers around the world that they are choosing excellence when they use De Nigris vinegars.



A STORY OF PASSION

For over three generations our family has dedicated itself to the production of vinegar with passion and knowledge.



**De Nigris Aged
White Wine Vinegar** 6/16.9 FL OZ
SUPC 7088679

A Crisp Fruity Aged White Vinegar Essential & Versatile for dressing, marinades and sauces.



**De Nigris Spanish
Sherry Vinegar—Jerez** 6/16.9 FL OZ
SUPC 7088387

Use our Sherry Vinegar in vinaigrettes to deglaze pans, add flavor to soups, stews and sauces. Reduce it and use as a flavor-full glaze for chicken, duck or red meats.



**De Nigris Balsamic
Vinegar of Modena** 6/16.9 FL OZ
SUPC 7094544
35% grape must

This everyday Balsamic Vinegar of Modena is bold and fruity, making it perfect for cold dishes, especially marinades.



**De Nigris Balsamic
Vinegar of Modena** 6/16.9 FL OZ
SUPC 7138007
55% grape must

It is dense and fragrant, making it perfect for braised meats and drizzling on fine cheese.



**De Nigris Glazé
Raspberry** 6/16.9 FL OZ
SUPC 7094547

A new range, with exclusive and elegant design, ideal for anybody who loves to combine creativity and top quality products in the kitchen.



**De Nigris Organic
Apple Cider Vinegar** 6/16.9 FL OZ
UPC 7138013

Honey & Ginger Try it as healthy drink, diluted in water, or to enrich your salads.

Our ability to innovate while staying true to the ancient traditions has always been our guiding principle to provide the world with authentic, natural, versatile and innovative products that enrich recipes and bring a spark of creativity to every kitchen!

FOR THE PASTRY CHEF

Cat Carp Wall, Pastry Specialist

NATS

RAWLINE

past 20 years she has truly believed “we are what we eat”.

In 2014, during her honeymoon to Australia and New Zealand, she discovered raw cakes and raw treats (which are found mainly in Auckland and Sydney). They not only tasted amazing but also made her feel fantastic afterwards.

Now, more than ever, junk food is becoming very accessible. Why not create a dessert or a snack that tastes great and is also good for you? This was to become Nats’ mission.

Through many trials of experimenting with different recipes, studying various inspirational books, and encouraging all her friends and family to sample her creations, Nathalie got closer and closer to her image of healthy snacks.

After sampling and adapting the raw cakes and snacks every night with the help of her husband, she finally was able to create Nats’ fantastic snacks.

Nats’ first products were launched in 2017 with their main retailer located in Belgium. Today they are being sold in seven countries and expansion continues.



ONLY THE GOOD STUFF

Nats Rawline is based on a simple belief: food should not only be good for you but it should be delicious, too.

Nathalie, the founder of Nats, has always been passionate about healthy eating. Over the

Nats’ treats are prepared in a pure and unprocessed way, leaving their nutritive power intact! They are packed with beneficial ingredients such as coconut, dates and almonds, which positively impact a person’s mood, body and overall well-being. These ingredients are filled with nutrients, vitamins, enzymes and dietary fibers. The cakes are all raw—the ingredients are uncooked and unprocessed, with none of the ingredients having ever been heated above 46 degrees (which would cause a loss of enzymes, and thus, their nutritional value). This means the cakes have as much nutrition in each bite as possible! The desserts are plant-based and naturally free from gluten, dairy and refined sugar which makes them a great alternative to the vast array of highly sugared and processed snacks available on the shelves today .



7144766

Lime & Mango Raw Cake

12/2.29 oz.

Stocked in IL, TX, VA and CA

Flavor-packed with mango, lime, a touch of lemon, coconut milk, agave syrup and cashews atop a crust of dates and almonds. Let this thaw & serve cake amaze you!



7145319

Chocolate & Caramel Raw Cake

12/2.29 oz.

Stocked in IL, TX, VA and CA

This 3 layer raw vegan cake is an excellent balance of chocolate and caramel made with non-hydrogenated coconut oil, hazelnuts , agave syrup, buckwheat, tahini and salt on a date and almond crust.



7145046

Raspberry & Blueberry Raw Cake

12/2.29 oz.

Stocked in IL, TX, VA and CA

Flavor-packed with a raspberry and blueberry mousse with lemon, coconut milk, agave syrup and cashews sitting on a crust of dates, cashews and almonds.



7145227

Tiramisu Raw Cake

12/2.29 oz.

Stocked in IL, TX, VA and CA

This Tiramisu is just the right balance of coconut milk, buckwheat, non-hydrogenated coconut oil, agave syrup, coffee, vanilla and salt to create an Italian experience!

INDUSTRY TRENDS

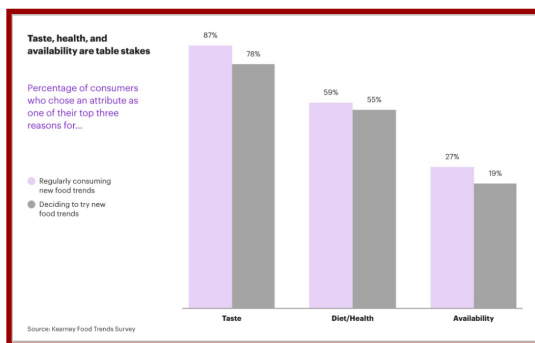
Retail & Foodservice

TASTE AND PRICE ARE TABLE STAKES FOR TRENDY FOOD ITEMS



Consumers are most concerned about how trendy foods taste, what they cost and how good they are for their health, according to a new report from Kearney.

The management consulting firm surveyed 1,000 consumers about the factors that go into trying a new food trend. Nearly 80% said taste is their first consideration, followed by price (61%) and health concerns (55%). The results were even more conclusive when respondents were asked what it takes to incorporate a new trend into their regular diet, with 87% saying it depends on taste, 64% on price and 59% on healthfulness.



Consumers showed a willingness to try new products, with 88% saying they try at least one new food trend per year

and 45% saying they are willing to pay a premium for new items. Younger consumers were more likely to change their purchasing patterns, with 48% of respondents ages 18 to 44 saying they try four or more new trends each year, compared to 27% of respondents ages 45 and older.

Price was more important to consumers with lower incomes while healthfulness was more important to consumers with higher incomes. Price was the top deterrent for 43% of respondents in households with incomes under \$100,000, compared to 29% for households with in-

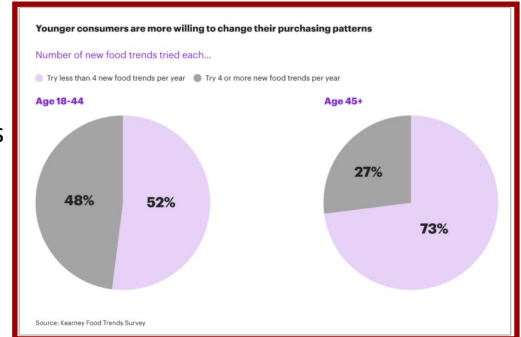
comes over \$100,000.

Diet and health issues were cited as one of the top three reasons for trying a new food trend

by 63% of consumers earning more than \$200,000, and by 55% of consumers earning \$25,000 or less.

Younger consumers were slightly more concerned about a trend's healthfulness. A little more than a quarter of respondents ages 18 to 24 cited health as the No. 1 deterrent, compared to 20% of consumers ages 65 and older.

The impact of the coronavirus (COVID-19) may have prompted more consumers to consider availability. It was the fourth biggest deterrent to trying a new trend, with 40% of consumers citing it as one of their top three deterrents and 12% citing it as their No. 1 deterrent.



IMPORTANT SHOW UPDATE!

The Winter Fancy Food Show, January 17-19, 2021

The Specialty Food Association's (SFA) 46th annual Winter Fancy Food Show scheduled for January 17-19, 2021 at the Moscone Convention Center in San Francisco will not take place as planned. We have been working tirelessly with officials at the Moscone Center, the City of San Francisco, and State of California to gauge the safety of moving forward with our 2021 Winter Fancy Food Show. In addition to the present closure of the Moscone Center for scheduled events, this cancellation is being driven by the global response to the COVID-19 pandemic, ongoing travel restrictions, and the general safety of all participants.

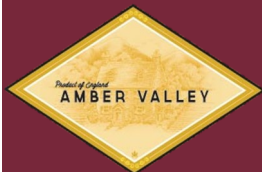
Thank you for your flexibility and support during these challenging times. Below you will find next steps for those who had already booked their space for the 2021 Winter Fancy Food Show. As always, we are available to answer any questions you might have.

Keep safe and together, we will continue to shape the future of food.

Source:

EXCLUSIVE CHEESES FOR THE HOLIDAYS

Whether served as an hors d'oeuvre before dinner or as a sweet-savory treat after the meal, a cheese plate adds an elegant touch to any occasion. Make cheese the centerpiece of your holiday parties with these selections available to you exclusively through European Imports.



AMBER VALLEY

Imported from England

Derby cheese has been made in England since the 16th century. In the 17th century, the custom of adding sage (an herb valued at the time for its health-giving properties) to Derby cheese was started. Sage Derby was traditionally served at harvest time and at Christmas. This is a colorful cheese, perfect for the cheese board or ideal in a ploughman's meal.

0600064 Sage Derby Wheel  **1/9 lb.**

Stocked in IL, TX, VA and CA

8872996 Sage Derby Cuts  **1/9 lb. RW**

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

Starting with the same Derby cheese, this time Port wine is added. The cheese and wine are perfectly balanced. The pink marbling lends a touch of color to any cheese board.

1878273 Port Derby Half Wheel   **4/2.5 lb.**

Stocked in IL, TX, VA and CA

7663677 Port Derby Cuts  **1/10 lb. RW**

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

This Blue Stilton is made in the heart of Leicestershire, England. Blue Stilton is often referred to as the "King of Blues." It is a crumbly yet buttery, smooth, and creamy cow's milk cheese that melts beautifully. Its full-rounded qualities enliven salads and hors d'oeuvres, soups and sauces, as well as meat, vegetables and fruit dishes. This Blue Stilton is aged to about 8 weeks and is the perfect ending for a superb dinner.

1753086 Stilton Whole  **1/17 lb.**

Stocked in IL, TX, VA and CA

4189298 Stilton Half Wheel  **1/8 lb.**

Stocked in IL, TX, VA and CA

9641150 Stilton Portions  **12/5.3 oz.**

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

Wensleydale is a lovely white curd, cow milk cheese. Slightly tart cheddar-style cheese made by the only true original Wensleydale producer still manufacturing. Tartly-sweet with the addition of cranberries.

9918749 Wensleydale with Cranberries  **2/2.5 lb.**

Stocked in IL, TX, VA and CA



LIFE IN PROVENCE

Imported from France

Life in Provence brings the magic of Provence into your home with a full range of specialty foods, including several French cheeses.

Camembert is at the heart of French culture. Its soft, creamy interior has a hint of mushroom flavor, covered in a bloomy white rind.

7013705 Camembert   **6/8 oz.**

Stocked in IL, TX, VA and CA

Brie is Camembert's half brother. In fact, most French families have both a brie and a camembert enthusiast, so cheese platters will nearly always have both! Life in Provence makes a double crème brie, making it more buttery and indulgent. A nice, well-rounded flavor and mushroom aroma are staples of this brie.



1699816   **2/7 lb.**

Stocked in IL, TX, VA and CA

7106935   **2/2.25 lb.**

Stocked in IL, TX, VA and CA

1444423   **1/7 lb. RW**

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

7013704   **6/8 oz.**

Stocked in IL, TX, VA and CA

Eurocrème is similar in texture to cream cheese and spreads just as well on bagels, sandwiches and toast. Available in Garlic & Herb and French Onion varieties, it makes for an addictive dip for crackers and fresh veggies.

2520415 Garlic & Herb Eurocrème  **2/4 lb.**

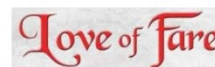
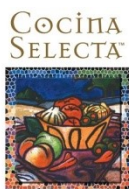
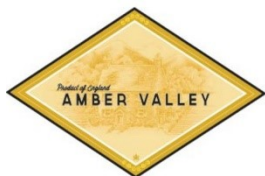
Stocked in IL, TX, VA and CA

7226764 Garlic & Herb Eurocrème  **12/8 oz.**

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

7227283 French Onion Eurocrème  **12/8 oz.**

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



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