

THE SEASON OF SHARING



The season of gifting is just around the corner. No matter what holidays you and your customers celebrate, gift baskets are the perfect way to celebrate the season because nothing brings people together better than great food! From gourmet grocery items and charcuterie board staples, to Italian and Asian themed assortments, find inspiration for your next gift basket!

First up, European Imports offers the best gourmet grocery items to include in a gift basket. From Spirit & Co Sauces for the grill master to **Tillen Farms** Fruit & Vegetable jars for the mixologist, the options are limitless.

Cheese and Charcuterie Boards are an entertaining staple. Build an everything-but-the-cheese basket with an assortment of shelf-stable charcuterie plus all of the best accoutrements. For a unique and shelf stable salami, look no further than **Black Kassel** Salami Whips, available in four flavors. For a prosciutto option, reach for **La Quercia Shelf Stable Prosciutto**. While these meat options may be the centerpiece to this basket, the accoutrements will elevate it further. **Rustic Bakery** offers a line of Flatbread Crackers plus a line of Artisan Crisps — add one of each type to this Charcuterie Basket. **Bonne Maman Fig Preserves** and **Hero Apricot Fruit Spread** will add a bit of sweet to the basket, along with **Elegant & English Biscuits**.

If you want to stick with a specific cuisine, consider an Italian assortment. **DiMartino** pasta comes in attractive packaging and is available in 15 different varieties. Add some **Monte Pollinio** Pasta Sauce and **Mezze Magic** Grilled Vegetables and you're well on your way to an Italian Lover's gift! See Page 8 for more Italian products to consider, all from the European Imports' exclusive **Cucina Viva** brand.

Or for another take on a regional basket, stock up on all of the best Asian items. The **Haku** line of Shoyu, Fish Sauce and Yuzu Paste are not only exceptional products, they have beautiful packaging. Add in some **Forbidden Black Rice** plus some **Pork Shank Ramen** to fill out this Asian inspired gift.

See Page 8 for Spanish Gift Basket inspiration from **Cocina Selecta**.

NOVEMBER 2021 NEWSLETTER

THIS MONTH'S INDUSTRY EVENTS

NONE

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

NOV 28–DEC 6TH HANUKKAH

DEC 21 WINTER STARTS

DEC 24 CHRISTMAS EVE

DEC 25 CHRISTMAS DAY

DEC 31 NEW YEAR'S EVE

all month long...

HOLIDAY SEASON!

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**
-  **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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UNDER THE DOME

Jeff Babcock, Cheese Specialist

TASTES BETTER BECAUSE IT'S MADE BETTER

ESTD 1984
VERMONT
 CREAMERY®



The story of Vermont Creamery began when co-founders Bob and Allison turned a chance meeting and a big idea into Vermont Creamery. Since 1984, they have consciously crafted delicious dairy, made from high-quality ingredients while supporting their farms, their people and their community.

They are a team of Vermonters who share a common goal: crafting the most delicious dairy they can. They're on a mission to create dairy that tastes better because it's made better.

FRESH GOAT CHEESE LOGS

This is the cheese that started it all for Vermont Creamery. A 37 year history and a slow, authentic process make this chèvre stand out. Milk is collected from local farms in Vermont. Fermentation is allowed to last a full 24 hours to make a cheese that is incredibly creamy and another day's draining to set it to perfection. A versatile ingredient or compliment to any cheeseboard.



7181764
 Classic Goat Cheese Log
12/4 oz.
 Stocked in IL, TX, VA and CA



This award-winning fresh goat cheese is distinguished by its fresh milk taste, milk flavor and smooth texture. The Vermont Creamery story begins with this mild fresh goats' milk cheese.

Also available in a larger log:

7463391 Classic Goat Cheese Log **12/10.5 oz.**
 Stocked in IL and VA; Non-stock in TX and CA



3473325
 Cranberry, Orange & Cinnamon Goat Cheese Log
12/4 oz.
 Stocked in IL, TX, VA and CA



The classic, mild fresh goat cheese is hand-rolled in cranberries, orange and cinnamon.



7181798
 Herb Goat Cheese Log
12/4 oz.
 Stocked in IL, TX, VA and CA



The classic, mild fresh goat cheese is hand-rolled in a bright blend of rosemary, basil, oregano and thyme.



7102954
 Smoky Pepper Jelly Goat Cheese Log
12/4 oz.
 Stocked in IL, TX and VA;
 Non-stock in CA



Sweet and spicy green and red peppers blend with a hint of hickory smoke for a satisfying savory flavor.



7181778
 Wild Blueberry, Lemon & Thyme Goat Cheese Log
12/4 oz.
 Stocked in IL, TX, VA and CA



The mild fresh goats' milk cheese is elevated with the addition of high-quality ingredients- wild blueberries, candied lemon peel and fragrant thyme.



7080861
 Everything Goat Cheese Log
12/4 oz.
 Stocked in IL, TX and VA;
 Non-stock in CA



This goat cheese is everything. The award-winning fresh goat cheese hand-rolled in a delicious spice blend of onion, garlic, poppy and sesame seeds.

WILD AND UNIQUE FOODS

Tim Doyle, Meat & Game Specialist

HANDCRAFTED, ARTISANAL SMOKED MEATS



Raisin River bacon is made by one of America's few remaining, family-owned smokehouses. Their mission is to handcraft premium, artisanal smoked meats with relentless flavor focus,

exceptional animal care standards, and respect for the land.

THE SMOKEHOUSE

Today, the smokehouse sits on the same piece of lush New England countryside where the company has been doing business for the last 100 years. Located in historic Claremont, NH, the company opened a new state-of-the-art, 65,000 square foot facility in October 2018. The authentic charcuterie features traditional cure recipes, using only the best hand-selected, natural ingredients, and small-batch smoking process over embers of local hardwoods.

THE HISTORY

"My grandfather, Abraham Satzow, was an old world butcher who set up a horse-drawn wooden cart and began selling meat to his New Hampshire neighbors nearly 100 years ago. His careful attention to craftsmanship and traditional European techniques created quite a following, and no matter how many orders he received, he vowed never to sell a sausage or cut of meat to a customer unless it was absolutely the highest possible quality. Today, our passion for the best smoked meats and cheeses follows closely in his footsteps."

-Mike Satzow, Founder

THE MISSION

FOOD THAT'S ROOTED IN PASSION TASTES BETTER

It's their mission to support culinary excellence by hand crafting artisanal smoked meats with exceptional flavor, premium ingredients, respect for livestock, and the land.

BETTER CHOICES BEGIN AT THE TABLE

The family-owned company believes that their business is defined by the choices they make everyday. That's why they source all natural, Certified Humane® and Organic pork from duBreton, a Canadian based producer leading both North America and Canada in the supply of humanely raised, sustainable meat.

THE ACCOLADES

Voted America's Top 10 Best Bacons by Men's Journal, New England's Best Meat by Yankee Magazine, and The Best Bacon in America by Food & Wine, the company has been noted for balancing taste with time honored tradition and modern food trends.

THE BACON

Raisin River Antibiotic-Free Applewood Smoked Bacon is handcrafted using their signature recipe and has the same meaty flavor and natural wood-smoked scent their traditional variety is known for. They carefully select the pork from their network of family farms before their butchers hand trim the bellies to exacting specifications. The slabs are double smoked to create a hearty bacon that's more boldly flavorful than you'd expect.

7171277 Raisin River ABF Bacon Slab 2/5 lb.

Stocked in IL, TX, VA and CA



SPECIALTY GROCERY

Salima Ghariani, Grocery Specialist

THE EASY WAY TO DELICIOUS AND HEALTHY

Salute Santé! GRAPSEED OIL

Salute Sante means “to your health” in Italian and French, saluting their main resources and the fact that they are proud to make a food that is healthy and delicious.

Salute Santé! Grapeseed oil was born in a small kitchen in New York City by finding a Chef’s secret ingredient.

Valentin Humer, Food & Vine Inc.’s founder, is an Austrian-born, European-trained chef who was intrigued with grapeseed oil and discovered that this versatile oil makes food taste delicious, has an incredibly high smoke point and turns out to be the cure for America’s number one killer: heart disease.

I was fortunate enough to meet the youngest 2-Michelin Star Chef, Jean-Louis Palladin, at The Watergate Hotel in early 1991. It turned out grapeseed oil was his secret ingredient.

“It’s one those hard-to-find ingredients,” Chef told me. He couldn’t find a consistent quality; plus, all grapeseed oils were chemically extracted at the time.

“Let’s make it here and make it cold pressed,” I proposed to Chef Jean-Louis, who loved the idea. He picked up the phone and called his friends Daniel Boulud and Jean-Georges Vongerichten to be our quality taste panel to help create the world’s best grapeseed oil. And from that taste panel selection, Salute Santé! was born and remains the same quality to this day.

From that point forward, Humer moved to Napa, California, home of the best vineyards. Fast forward 15 years and Food & Vine, Inc. has created presses strong enough to press seed against seed at 8,000 pounds of pressure, a true cold pressed Grapeseed oil. They have pressed over 13 different grape varietals creating the most amazing aromatic grapeseed oils — from Chardonnay to Cabernet Sauvignon to Merlot.

To keep up with demand, Food & Vine, Inc. needed to expand its production to Europe and is now the largest grapeseed oil manufacturer in the world.

Additional highlights of Salute Sante! Grapeseed Oil:

- 100% Upcycled — grape seeds are typically thrown away by the vineyards, but are the raw material used to create Salute Santé!
- Non-GMO, Kosher and Certified Green
- 3rd Party Certified 100% Grapeseed Oil — guarantees the oil is only grapeseed oil and nothing else.
- Award-Winning brand selected by the best chefs in the country including: Thomas Keller, Morimoto and Jean-Georges Vongerichten.



All of the below items feature the following attributes:



1784648	Grapeseed Oil <small>Stocked in IL and VA; Non-stock in TX and CA</small>	6/17 oz.
7184833	Grapeseed Oil <small>Stocked in IL, TX, VA and CA</small>	6/33.8 oz.
2673224	Grapeseed Oil <small>Stocked in IL, TX, VA and CA</small>	4/1 gal.
7184558	Grapeseed Oil <small>Stocked in IL, TX, VA and CA</small>	3/5 L
7184820	Lemon Grapeseed Oil <small>Stocked in IL, TX, VA and CA</small>	6/6.76 oz.
7184822	Roasted Garlic Grapeseed Oil <small>Stocked in IL, TX, VA and CA</small>	6/6.76 oz.

SPECIALTY GROCERY, CONTINUED

Salima Ghariani, Grocery Specialist

RAISING THE STANDARD OF PURITY

madhāva
clean & simple



AMBROSIA
HONEY CO

Pure, clean, simple. The best ingredients crafted to bring out pure flavors as nature intended.

Established in Lyons, Colorado in 1973 by a group of local beekeepers, **Madhava** has grown during its 47 year history to become a trusted leader in the cleanest and safest organic foods available. They source direct and know their farmers and facilities, with decades of experience and relationships. They test every batch for purity and quality. It's an obsession you can taste: pure flavors as nature intended. From agave to organic and domestic honeys, have a bite and be inspired!



7021988 Organic Light Agave **4/46 oz.**
Stocked in IL, TX, VA and CA

8619977 Organic Light Agave **4/176 oz.**
Stocked in IL, TX, VA and CA

A pure and natural sweetener, light in color and flavor.

7027272 Organic Amber Agave **4/176 oz.**
Stocked in IL, TX, VA and CA

A darker color with a more robust flavor, like maple syrup.



7185503 Organic Honey **6/5 lb.**
Stocked in IL, TX, VA and CA

Pure, organic, unfiltered honey.

Beekeeping is an ancient artform. While **Ambrosia Honey Co.** hasn't re-invented honey harvesting, they like to think they've perfected it.

Their commitment to quality is reflected in their craft to bring delicious, pure honey from American honey bees. Its rich, floral flavor, fruit finish and slightly spicy notes are unlike any other honey you've ever tasted.

Since 1973, they've only used low-temperature melting and simple straining to maintain all of the pollen, enzymes, vitamins and minerals that overheating and force filtering destroy. This often takes days, not hours, like most other honey. It's a slow process, but they think you'll agree their honey is the best honey you've ever tasted!

ORIGINAL AMBROSIA HONEY

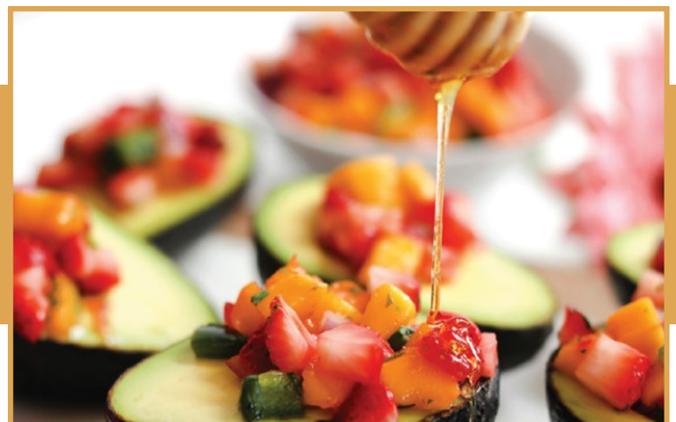
Gently filtered, their classic honey is dripping in Colorado beekeeping tradition. Aromatic, deep caramel flavor with lush floral notes. Available in three sizes.



7185471 Original Ambrosia Honey **12/16 oz.**
Stocked in IL, TX, VA and CA

7185456 Original Ambrosia Honey **12/23 oz.**
Stocked in IL, TX, VA and CA

7091719 Original Ambrosia Honey **6/48 oz.**
Stocked in IL, TX, VA and CA



FOR THE PASTRY CHEF

Cat Carp Wall, Pastry Specialist

DECORATIONS TO BRING OUT THE BEST IN EVERY CHEF

MoNA LISA

Who is **Mona Lisa**?

The story started in the United States with a chef...and his cup.

"Wouldn't it be great if chefs could buy ready-made chocolate shavings?" pastry chef Peter thought one early morning. It would become the start of

a bigger idea. Because a few years later, after having moved to Hendersonville (NC), he started dreaming about the ultimate chocolate cup: beautifully crafted, with multiple petals and in different chocolate colors...

One night, Peter woke up dreaming about Leonardo Da Vinci. Just like Da Vinci, Peter realized he had to combine art, science and technology to create his cup and bring it to other chefs around the world. And so, the Tulip Cup was born.

As a tribute to Da Vinci and his world renowned painting, Mona Lisa is all about being your source of inspiration to bring extraordinary detail into desserts and pastries.

Today, Mona Lisa takes the next steps and creates a full palette of decorations for you to add color, flavor, texture and shape to your chocolates, pastries, desserts and bakes. Using new technologies, they bring you new shapes to make them extraordinary.

Mona Lisa recently launched their Dark Chocolate Domes, a perfect semi-circle of premium dark chocolate. While they have a multitude of uses, these are perfect for creating the ever-popular Hot Chocolate Bombs during the upcoming cold winter months. Sitting at 1.3 inches in height and 2.6 inches in diameter, they're the perfect size to fill with all the hot cocoa fixings!



Newest to the Mona Lisa lineup are Mona Lisa Shimmers. Shimmers are made with real white, dark, or milk chocolate with no hard coating, so not only are they gorgeous, they're delicious. Shimmers can be used as a topping on nearly any application — taking them from ordinary to extraordinary. Shimmer flakes offer a colorful, lustrous and finessed finish, while granella offer a larger added texture along with shine.

Mona Lisa Shimmers are on-trend and Instagrammable. According to Innova Market Insights, 42% of consumers ages 26-35 share pictures of food online each week. The festive colors and lustrous look can make any creation Insta-worthy with just a shake.

All Mona Lisa Shimmers, whether flakes or granellas, are sold as one 600 gram (1.32 lbs.) shaker and are stocked in all divisions.



7184394
Scarlet Metallic Flakes
Dark Chocolate



7184404
Bronze Metallic Flakes
Milk Chocolate



7184388
Bronze Metallic Granellas
Dark Chocolate



7184389
Pearly Metallic Granellas
White Chocolate



7121212
Dark Chocolate Dome
1/28 ct.
Stocked in IL, TX, VA and CA





INDUSTRY TRENDS

Retail & Foodservice

ADM EYES EIGHT EMERGING TRENDS

Plant-based lifestyles, clean and transparent sourcing, and sustainable goodness are among the eight trends ADM sees fueling current and future global growth.

Drawing on research from its Outside Voice consumer insights platform, the company's top trends for 2022 point the way for ADM's innovation, renovation and development platforms, the company said. Many of the trends are being shaped by the coronavirus pandemic that has lingered for the past 18 months.

"Consumers today continue to navigate a tumultuous environment that has uprooted every aspect of their lives," said Brad Schwan, vice president of category marketing at ADM. "This has led forward-thinking brands to develop new solutions purpose-built to help consumers establish a sense of normality for themselves, their families and their pets. We're seeing everything from foods, feeds and beverages that promote gut health to plant-based meat and dairy alternatives to biodegradable packaging."

Heading into the new year ADM said it expects consumers to be more proactive about supporting their mind and body through a balanced approach to diet and lifestyle. The coronavirus pandemic has placed renewed interest on mental well-being, and ADM said it expects more consumers to seek effective ways to cope with stress and anxiety. Thirty-seven percent of global consumers expect the snacks they eat to improve their mental well-being, according to ADM's Outside Voice research.

Another continuing trend is the shift toward plant-based lifestyles. ADM's research shows a flexitarian approach to eating has become mainstream as consumers look to functional, wholesome, plant-based nutrition to support healthy, environmentally friendlier lifestyles. COVID-19 has accelerated interest in plant-based as a health-forward alternative for consumers who are paying attention to their body's nutritional needs.

Third, consumers are seeking foods, beverages and supplements that support gut health and overall well-being. Data from ADM Outside Voice indicates that 58% of global consumers are aware of the potential benefits that bacteria in the digestive system can have on their overall health.

Clean label has been trending for several years and ADM said it expects clean and transparent sourcing to remain a key trend heading into 2022. Most recently, consumers have used the COVID-19 pandemic as an opportunity to place an increased emphasis on learning where their food comes from and trying to ensure the health and safety of themselves, their families, their pets and their communities. ADM said 58% of global consumers say they will be more attentive to locality claims as a result of COVID-19.

The humanization of pets has taken on greater significance and will continue to shape trends next year, ADM said. ADM Outside Voice found that 30% of global pet owners spent a significant amount of time researching the best food options in the last year.

Precise and responsible animal feeding, and the interconnectedness of the animal product supply chain is another trend top of mind for today's consumers, according to ADM. ADM said companies are taking steps to provide digital documentation explaining how animals are raised, particularly related to its consumption of antibiotics and/or growth hormones. Nearly half (49%) of consumers are willing to pay a premium for products with high quality assurances and verifiable safety standards, ADM noted.

A seventh emerging trend is sustainable goodness. With nearly half of global consumers now more attentive to sustainability claims there has been a surge in demand for ethical production and sustainable sourcing practices — such as regenerative agriculture and carbon negative production to protect the food supply of the future, ADM said. Brands are responding by taking positions on environmental matters, aiming to reflect their commitments to increasing the sustainability of their production and distribution systems.

Finally, the importance of advanced renewables and bio-solutions is coming to the forefront. ADM noted research showing 38% of global consumers are now willing to pay more for products made with sustainable materials. Additionally, conscientious consumers are paying close attention to seeking food, personal care and home care products that support the needs of their families, the environment and their local communities.

Source: Food Business News

EXCLUSIVE GIFT BASKET OPTIONS

Themed gift baskets make an excellent holiday gift for the food-lover in your life. From Asian or Italian to French or Spanish, European Imports has a vast array of product to fill your baskets! Exclusively available to you are these Cucina Viva Italian and Cocina Selecta Spanish products.



CUCINA VIVA

The **Cucina Viva** line contains over 70 items from Italy alone, in a variety of sizes. Here, we'll dive into some of the best products to put into an Italian themed gift basket.

Olive oil is a staple in Italian cuisine. Take your gift basket up a notch with a touch of truffle—include one of these White Truffle Olive Oils in your Italian basket.



1921242 White Truffle Infused EVOO **6/8.45 oz.**

Stocked in IL, TX, VA and CA

1921263 White Truffle Flavored Olive Oil **12/1.85 oz.**

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

Balsamic Vinegar originated in Italy and is a must-include in your Italian gift basket. Whether you reach for the vinegar or glaze, Balsamic has a variety of applications from appetizers through desserts.



0809071 Balsamic Vinegar **6/17 oz.**

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

8167990 Balsamic Glaze **12/8.4 oz**

Stocked in IL, TX, VA and CA

7123310 Truffle Balsamic Glaze **12/8.4 oz.**

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

Taralli are a traditional Italian snack food—like a cracker, breadstick and pretzel all in one —and are perfect to put in an Italian themed gift basket.



3867613 Parmesan and Pecorino Taralli **12/7.05 oz.**

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

3867654 Fennel Taralli **12/7.05 oz.**

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

3867666 Traditional Taralli **12/7.05 oz.**

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

Cucina Viva also offers Crostini — in Traditional, Fennel, Rosemary, Black Pepper and Black Olive flavors — and Torinese Breadsticks.

Whether served as part of a mezze-style appetizer or included in a pasta dish, these olives and tapenades are perfect additions to an Italian basket!



7133913 Olive & Artichoke Tapenade **11/6.65 oz.**

Stocked in IL, TX, VA and CA

7133897 Green Cerignola Olives **6/6.65 oz.**

Stocked in IL, TX, VA and CA

7133904 Pitted Green Castelvetrano Olives **6/5.25 oz.**

Stocked in IL, TX, VA and CA

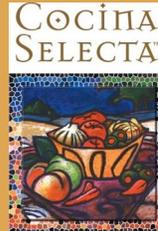
7133906 Pitted Italian Olive Mix **6/10.15 oz.**

Stocked in IL, TX, VA and CA

7133912 Green Castelvetrano Olives **6/6.65 oz.**

Stocked in IL, TX, VA and CA

And this is just the tip of the iceberg! Cucina Viva offers an extensive line of Gnocchi, Risotto and Pasta that would round any Italian basket out perfectly.



COCINA SELECTA

Cocina Selecta offers product from several Mediterranean countries, one of which is Spain. Gift the below Spanish staples for a create-your-own Tapas Gift Basket — just add some meat, cheese and a bottle of wine and the basket is complete! Or add some rice, paprika and vegetables, like Cocina Selecta's Marinated Artichoke Hearts from Ecuador, and create a Paella-themed basket!



1699527 Pimento Stuffed Olives **12/3 oz.**

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

1004975 Garlic Stuffed Olives **12/4.5 oz.**

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

1428772 100% Pure Saffron Threads **1/1 oz.**

Stocked in IL, TX, VA and CA

3085691 Saffron (Category 3) **1/1 oz.**

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

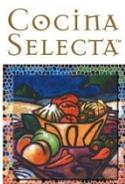
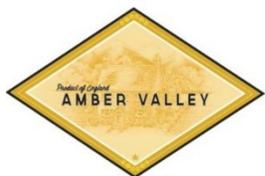
7014252 Saffron Salt **3/1.76 oz.**

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



0542078 Marcona Salted Almonds **8/5.25 oz.**

Stocked in IL, TX, VA and CA



European Imports, Inc.
600 E. Brook Dr.
Arlington Hts., Illinois 60005

Phone: 800.323.3464
Fax: 847-631-6001
Website: www.eiltd.com