

DECEMBER 2017 NEWSLETTER

THIS MONTH'S INDUSTRY EVENTS

NONE—HAPPY HOLIDAYS

NEXT MONTH'S HOLIDAYS & EVENTS

time to start planning!

JAN 1 — NEW YEARS DAY

JAN 15 — MLK JR DAY

all month long...

HOLIDAY SEASON

NATIONAL HOT TEA MONTH

NATIONAL OATMEAL MONTH

NATIONAL SOUP MONTH

NATIONAL BAKING 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



LOCAL



NON-GMO



NUT FREE



ORGANIC



SOY FREE



SUGAR FREE



TRANS FAT FREE



VEGAN



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TIME TO START PLANNING

It's that time again. It's time to plan your 2018 show schedule and figuring out what shows to attend couldn't be easier. The Fancy Food Shows are the shows to attend if you want to see all the hottest trends in specialty food. Start making your plans now. Following are the show details:

WINTER FANCY FOOD SHOW

January 21-23, 2018

Moscone Center

San Francisco, CA

Booth #3505



The West Coast's largest specialty food & beverage trade show will be held in San Francisco from January 21 - January 23, 2018. Discover the future of specialty food! Meet the newest producers and sample the hottest new products. Connect with 1,400 exhibitors representing the latest in specialty foods and beverages from across the U.S. and 35 countries worldwide. Plan accordingly you may need all three days to see the unique products featured at this venue. Learn something new at one of the seminars, workshops, tours, tastings or cooking classes. Register online at www.fancyfoodshows.com. Be sure to visit us in booth #3505 to get started on your new product selections for the New Year.

SUMMER FANCY FOOD SHOW

June 30 – July 2, 2018

Jacob Javits Center, New York, NY

Booth #1236



North America's Largest Specialty Food & Beverage Event will be held in New York City from June 30—July 2nd, 2018. Discover 180,000 products including confections, cheese, coffee, snacks, spices, ethnic, natural, organic and more. Connect with 2,400 exhibitors from 80 countries & regions. Register online at www.fancyfoodshows.com and visit us in booth #1236 to see all the exciting new products we have to offer.



HAPPY HOLIDAYS

Whatever holiday you are celebrating, European Imports, Inc. would like to extend its wishes for a safe and happy season.

UNDER THE DOME

Jeff Babcock, Cheese Specialist

TRIPLE TREASURES

As the winter months set in and many holidays come and go, it is best to indulge! There are so many treasures amidst the world of cheese, but few have the glamor of the elegant Triple Cream. *What is that you say? Triple cream?* Yes! It is the most extravagant of cheese, filled with enough butterfat to be called cousin to butter. Or as I often say, "Butter with a fur coat." The 'fur' is the snowy rind created by delicate molds that enrobe the surface of the cheese, allowing over time the exquisite ripening of the cheese into something even more glamorous. During the making of the cheese enough cream is added to the process to bring the butterfat percentage up to at least seventy percent! Classic when paired with champagne, they can set a wonderful tone for the New Year. Set the stage with a simple appetizer—like stuffing into celery sticks and dusting with smoked paprika—or try a sweet indulgence when piped into figs, dates or sweet Peppadews.

SAINT ANGEL

A beautiful square of triple crème from the creators of Fromager d'Affinois. The taste is sweet cream with the most silky-satiny finish you could want! Cut open the square and decorate with walnuts or fresh fruits for a beautiful centerpiece to a party platter, or just eat it right away with warm raisin bread.



1846108 SAINT ANGEL
Currently stocked in IL, TX and CA

2 / 1.7 LB

TRILLIUM

Showing that not only the French can indulge, Trillium is hand crafted in Indiana and shows off the prowess of American artisans. Made at Tulip Tree Creamery, it is nothing less than amazing—even award winning—and quickly ripens to gooey perfection.



3448700 TRILLIUM
Currently stocked in IL; demand in TX and CA

6 / 8 oz

DELICE DE BOURGOGNE

This decadent triple-cream cheese is incredibly rich, full-flavored with a smooth, melt-in-the-mouth texture, the result of a wonderful ripening by lactic ferment. The rind is yellowish-white with a soft, chalky-like dust and a remarkable aroma. The aroma can be quite pungent, but it is an interesting contrast with the buttery-sweet texture and subtle taste. Délice de Bourgogne is a sumptuous cheese, where the pure buttery texture gives way to an ecstatic experience of tart and sweet! It won't last long enough for pairings.



0932111 DELICE DE BOURGOGNE **1 / 4.4 LB**
Currently stocked in IL, TX and CA

7072604 DELICE DE BOURGOGNE **6 / 7 oz**
Currently stocked in IL and TX; demand in CA

SAINT ANDRE

Crafted in Coutances, in the Normandy region of north-western France, St. André is a pasteurized cow's milk cheese, covered with a satiny, edible rind. Soft-ripened, the downy white outer layer offers a complex counterpoint to the wildly rich and silky center. As dense as pure butter and with the richest of flavors, the tongue-pleasing salty tang derives from the ocean air blowing through the pastures of the Normandy coast.

7140064 SAINT ANDRE **1 / 4 LB**
Currently stocked in IL, TX and CA

0594317 SAINT ANDRE **1 / 4 LB RW**
Currently stocked in IL and CA; demand in TX

8596450 SAINT ANDRE **6 / 7 oz**
Currently stocked in IL, TX and CA



WILD AND UNIQUE FOODS

Tim Doyle, Meat & Game Specialist



MAKING PROTEIN EASY

Busseto is a quaint village in Northern Italy, surrounded by famous cities that all foodies would recognize: Bologna, Parma, Geno and Milano. All of these cities are steeped in old-world heritage, yet innovations constantly arise from modern influences to create the world standard for creativity. This is where it all began for Busseto Foods.

Busseto offers a great looking line of artisan salami with an outstanding flavor profile. This handmade salami is crafted under the watchful eye of Lorenzo, their master Salamiere from Como, Italy who has been making dry salami for over 50 years. He only uses the finest cuts of pork and secret spices that are inspired from centuries-old recipes. These elements are key to creating flavorful salami rich in tradition and—*most importantly*—flavor.

Busseto's products are produced in an efficient, state-of-the-art facility in California. European Imports has carried the Busseto line of products for many, many years, leading to countless satisfied customers. Busseto products will not only satisfy your existing customers, but this eye-opening packaging will attract new customers, too. Busseto offers a number of salami loaves and chubs, but below are a few of their most convenient and popular items—their Nuggets, Snack Cups, and Antipasto Tray. Ask your sales representative for a list of all the Busseto products. Go pick up a piece of this salami, cheese and a nice loaf of Artisan bread and enjoy the rest of your day. Red wine always helps, too!

5828476	SPICY SALAMI NUGGETS <i>Currently stocked in IL, demand in TX and CA</i>	12/8 oz	
1439930	SALAMI NUGGETS <i>These nuggets are sliced from their smaller salami.</i> <i>Currently stocked in IL and CA, demand in TX</i>	12/8 oz	
7018761	SALAMI SNACK CUPS <i>These cups are shelf-stable and filled with nuggets, perfect for on the go snacking.</i> <i>Currently stocked in IL, demand in TX</i>	12/4 ct	
1989153	ANTIPASTO VARIETY PACK <i>3 ounces of: Prosciutto, Dry Coppa, Italian Dry Salami, and Black Pepper Coated Salami.</i> <i>Perfectly cut and packed with flavor, these are great for charcuterie boards.</i> <i>Currently stocked in IL, demand in TX</i>	10/12 oz	



FOR THE PASTRY CHEF

Girish Fatnani, Pastry Specialist



Fabbri 1905 is a multinational Italian family-owned company, present in over 100 countries with over 1100 products. With more than 100 years of ongoing commitment to providing the finest ingredients to gelato makers, pastry chefs, bartenders, restaurants, home chefs, and fine food connoisseurs alike, Fabbri's products are inimitable in the pastry world. Although Amarena Fabbri is the cornerstone of Fabbri 1905, today we highlight three of their other exceptional pastry products.



7031642 BLUEBERRY PASTE **1 / 1.5 KG**
Currently stocked in IL and TX; demand in CA

Used as a flavoring for mousses, ganaches, butter creams, and can be used in baking applications; a highly concentrated fruit flavoring.



7031643 STRAWBERRY PASTE **1 / 1.5 KG**
Currently stocked in IL and TX; demand in CA

Used as a flavoring for mousses, ganaches, butter creams, and can be used in baking applications; a highly concentrated fruit flavoring.



7021001 PANNAMOUSSE **6 / 1 KG**
Currently stocked in IL and CA

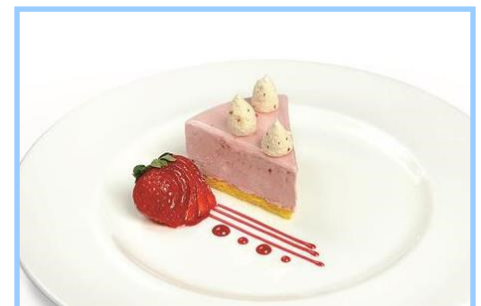
A versatile powder mix, can be used in hot or cold applications.

Can be used to make a Pannamousse in a cold application, can also be used to make a Panna Cotta in a hot application.



Fabbri 1905 is committed to bringing its customers high-quality, conscientious products that are suitable for those with a number of dietary restrictions. Here are a few reasons to choose Fabbri:

- ✓ **THE CERTIFIED QUALITY**
→ ISO 9001, I.F.S, B.R.C. Certified.
- ✓ **THE COMMITMENT TO DIVERSITY.**
→ Star K- Kosher, Halal, Lactose Free, Gluten Free, Vegan.
- ✓ **THE COMMITMENT TO THE WELL BEING OF ITS CLIENTS.**
→ No GMO Ingredients, No High Fructose Corn Syrup, Palm Oil Free



SPECIALTY GROCERY

Akhmal Teal, Grocery Specialist

CROWN MAPLE SYRUP



Since 2010, Crown Maple has been crafted from sap produced at Madava Farms, from sustainably managed sugar and red maple trees in the Hudson Valley.

This story actually begins with

Robb and Lydia Turner, and their desire to find a retreat for their family to call their own. The Hudson Valley area possesses an extraordinary amount of mature maple trees, perfect for sap harvesting. After extensive research, the Turners began to use a syrup production process that set a new industry standard for purity, energy efficiency and quality. Crown Maple uses a unique Reverse Osmosis unit that quickly and efficiently removes up to 90 percent of the water from sap and produces a concentrate required for the next stage of the syrup production process. This reverse osmosis process is far superior to the traditional syrup production process because it protects the delicate sap from prolonged exposure to heat which causes burning, loss of aromatics and excess caramelization.

We already carried five Crown Maple products—in varied flavors and sizes—and are happy to introduce the new Applewood Smoked Maple Syrup. This new flavor—offered in both a retail bottle and a foodservice jug—adds a new dimension of flavor to both food & cocktails any-time of the day—but especially to brunch offerings! As the days and nights get colder, be sure to get yourself a bottle of crown in its multiple delicious incarnations.

Previously Available Flavors & Sizes:

4042186	Bourbon Barrel Aged Maple Syrup	72/1.7 oz
	<i>Currently stocked in IL; demand in TX and CA</i>	
3796954	Bourbon Barrel Aged Maple Syrup	6/12.6 oz
	<i>Currently stocked in IL, TX and CA</i>	
3796970	Bourbon Barrel Aged Maple Syrup	1/1 gal
	<i>Currently stocked in IL, TX and CA</i>	
2642874	Medium Amber Maple Syrup	6/12 oz
	<i>Currently stocked in IL and TX; demand in CA</i>	
2393021	Extra Dark Maple Syrup	1/1 gal

NEW Flavor & Sizes:

7033539	Applewood Smoked Maple Syrup	6/12.7 oz
	<i>Currently stocked in IL</i>	
7033552	Applewood Smoked Maple Syrup	1/1 gal
	<i>Currently stocked in IL</i>	



seasonal inspiration RECIPE RECOMMENDATION:

SMOKY MAPLE BOURBON RIBS

INGREDIENTS

- ◆ 3 lbs. St. Louis Style Ribs
- ◆ 1/4 c + 2 T Maple Sugar
- ◆ 2 T Kosher Salt
- ◆ 1 1/2 t Chili Powder
- ◆ 1 1/2 t Smoked Paprika
- ◆ 1 1/2 t Garlic Powder
- ◆ 1 t Onion Powder
- ◆ 1 t Cumin
- ◆ 1 t Black Pepper
- ◆ 1/2 t Cayenne
- ◆ 1 1/2 Red Wine
- ◆ 1/2 cup Bourbon Barrel Aged Maple Syrup (3796954)



PREPARATION

1. To prepare ribs, flip them over so that the back side is facing up and remove the thin membrane from the bones. Combine the maple sugar, kosher salt, chili powder, smoked paprika, garlic powder, onion powder, cumin, black pepper and cayenne.
2. Liberally rub the spice mixture all over the ribs. Wrap tightly with plastic wrap and allow to rest overnight
3. Preheat oven to 350 degrees. Pour the wine into the bottom of the pan and place ribs in the pan; Cover with foil and roast 1-2 hours until the bones start to protrude from the rib meat and the meat is very tender.
4. Preheat the broiler and transfer the ribs to a clean pan, preferably one with an elevated rack. Brush the syrup over the top of the ribs and broil until lightly browned. Flip over, brush with more syrup and brown the other side of the ribs.
5. Remove ribs from the broiler and allow to rest for 15 minutes before serving.

Source: Crown Maple



SPECIALTY GROCERY, CONTINUED

Akhmal Teal, Grocery Specialist

SEASONAL FAVORITES: FIGS AND CHERRIES



LES COMTES DE PROVENCE RED FIG JAM

Les Comtes de Provence Fig Jam is a must have for the holidays as an accompaniment for cheese and charcuterie boards, as well as in any dish you need some rich, complex, figgy sweetness. Les Comtes Fig Spread is the best fig brie topping hands down and will put those other pretenders to shame! For a deeply rich flavor and large chunks of fig, this line can't be beat. Available in 2 sizes, the 13oz is an established favorite and the 3kg bucket for a better value in food service operations.



Available Sizes:

Currently stocked in IL, TX and CA

3239136	RED FIG JAM	6/13.05 oz
7017971	RED FIG SPREAD	1/123.5 oz



PERFECTLY PICKED™

TILLEN FARMS CHERRIES

Tillen Farms Cherries make an outstanding addition to your holiday cocktails and desserts. All-natural, using only veggie and fruit dyes to achieve their robust color, these cherries are bursting with flavor. We carry the essential Bada Bings, Merry Maraschinos, Rainer Reserves and the new Fire & Spiced Maraschino. These Cherries are also versatile, as they can be macerated in an alcohol of your choice to create your own unique garnish. Just pour out half of the liquid in the jar and replace it with the spirit of your choice. Tim Metzger, the owner of Tillen Farms, highly recommends Angel's Envy Bourbon.

6/13.5 oz Pack Sizes:

Currently stocked in IL, TX and CA

1913452	RAINIER RESERVE CHERRIES
8726244	MERRY MARASCHINO CHERRIES
1474084	BADA BING CHERRIES
7025383	FIRE & SPICED CHERRIES

4/72 oz Pack Sizes:

Currently stocked in IL, TX and CA

7013740	BADA BING CHERRIES
7013742	MERRY MARASCHINO CHERRIES



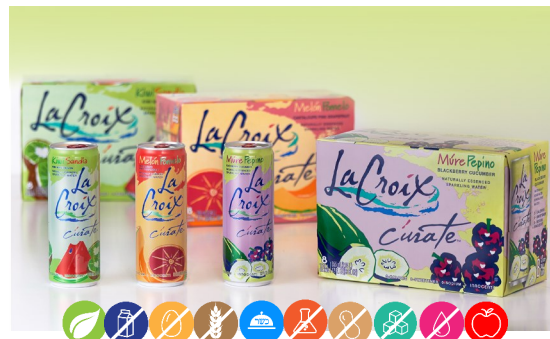
LINE EXTENSION: LA CROIX NEW CURATE FLAVORS

"Inspired by French ambiance and the Spanish zest for Life"

NEW FLAVORS:

Currently stocked in IL

4647356	CURATE APPLE BERRY	3/8/12 oz
4646978	CURATE BLACKBERRY CUCUMBER	3/8/12 oz
7034641	CURATE GRAPEFRUIT MELON	3/8/12 oz
4647287	CURATE KIWI WATERMELON	3/8/12 oz





INDUSTRY TRENDS

Retail & Foodservice

SPECIALTY FOODS TRENDS & HAPPENINGS

CHANGING THE SNACKING GAME

Energy drinks and microwave snacks have traditionally won over video gamers, but times are changing. Millennials and their kids are the primary gaming age groups and as they evolve in their food preferences, they are turning more often to less-processed items,” says Rovertson Allen, Ph.D., a consultant with the Hartman Group. “A diverse array of snacks that are convenient, have tons of global flavor options, and provide a more natural burn of energy are winners for this community.”

Quick, neat, and convenient to hold are musts, and for hydration, fruit juice is drunk during 19 percent of gaming, coconut water 7 percent of the time, and energy drinks only on 4 percent of gaming occasions. Allen adds, “Exploring ways to make the shopping experience more fun and game-like, whether it’s through digital tech, in-store experiences, or online ordering experiences, is another possible way forward.”

NEW PRODUCT STANDOUTS TOUT INNOVATIVE TAKES ON HEALTH, CONVENIENCE

A trendspotter panel brought together diverse perspectives from retail, foodservice, and culinary education to explore the Summer Fancy Food Show floor and discover on-trend product innovations.

Here are some notable areas of innovation:

- ◆ Unique Beverages.
- ◆ Better-for-You Snacks.
- ◆ Plant-Based Foods.
- ◆ Healthy On-The-Go Meals.
- ◆ Drinkable Soup.

—Sarah Kay

CONSUMER INTEREST IN WELLNESS, AUTHENTICITY DRIVE SPECIALTY GROWTH

Specialty food sales are projected to grow at a 7.7 percent compound annual growth rate during the next five years, driven by consumers’ interest in health and wellness, their desire for food “experiences,” and their demand for transparency, according to presenters at the Summer Fancy Food Show.

While the 7.7 percent growth rate marks a slowdown from the 8.7 percent pace of the past five years, it’s still a healthy pace, and reflects an end to the deflation that has put a damper on growth in the last two years, said David Lockwood, director of Mintel Consulting, which issued the growth forecast.

Each of the top four specialty food categories—cheese, meat/poultry/seafood, salty snacks, and non-ready-to-drink coffee—are forecast to grow at around 5.5 to 6 percent.

Among the specialty food categories that Lockwood sees having strong potential to outpace that rate in the years ahead are salty snacks. At 18 percent of the total market for that category, specialty varieties have the potential to exhibit strong sales growth, driven by innovations around the use of ingredients such as ancient grains and pulses and “non-grain” formulations.

Other categories Lockwood highlighted for their growth potential included specialty frozen desserts, bottled water, and wellness bars.

The growth in specialty food sales is being driven in large part by consumers who are seeking to “trade up” for their everyday dining occasions, said Shelley Balanko, senior vice president at The Hartman Group.

She said Hartman Group research has found that 53 percent of consumers break from their normal eating routine at least once a week. Of those, 38 percent are breaking from their normal routine for higher quality, and 43 percent are breaking for variety.

“The specialty space, both in foodservice and retail, is growing at several multiples faster than conventional, so this is clearly the exciting place to be for the industry,” she said. —M.H.

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A CELEBRATION IN A BOTTLE



Bubbles make anything more fun. Let LeVillage sparkling lemonades and fruit juices liven up your festivities this holiday season.

LeVillage sparkling lemonade is the original party beverage, in a gift presentation. It is perfect for year-round celebrations, cocktails, and wedding festivities.

Sparkling French lemonade initially appeared back in the XIXth century and was sold on the street by "limonadiers". Naturally flavored, this sweet, traditional French sparkling beverage has always been popular for its simple qualities, enjoyed by kids & parents alike.

0871745 FRENCH LEMONADE 24/11.18 oz
 Currently stocked in IL and CA; demand in TX

0871758 FRENCH LEMONADE 12/25.4 oz
 Currently stocked in IL, TX and CA

A more neutral version of lemonade, this sweet sparkling beverage is a delicate combination of lemon and lime. It is an excellent mixer for cocktails—try it with Gin or Vodka. Create a kiddy cocktail by mixing it with grenadine and a cherry or simply serve it over ice with a lemon wedge.

1411778 BLOOD ORANGE LEMONADE 24/11.18 oz
 Currently stocked in IL, TX and CA

1021409 BLOOD ORANGE LEMONADE* 12/25.4 oz
 Currently stocked in IL, TX and CA

Less sweet and a bit more tart than traditional oranges, the blood orange adds an unexpected burst of flavor with a refreshingly different taste. Drink this naturally flavored sparkling beverage over or ice or use it as a mixer.

1021353 LEMONADE (CLOUDY) 24/11.18 oz
 Currently stocked in IL, TX and CA

0413118 LEMONADE (CLOUDY) 12/25.4 oz
 Currently stocked in IL, TX and CA

This lemonade is the sparkling version of the traditional home-made lemonade with an added hint of lime. It has a tart lemony flavor and it is not too sweet. Because of this, it can be served with meals as a water or wine substitute.

1674987 ORANGE SPARKLING LEMONADE 24/11.18 oz
 Currently stocked in IL, TX and CA

1675012 ORANGE SPARKLING LEMONADE 12/25.4 oz
 Currently stocked in IL; demand in TX and CA

Natural orange flavor, sparkling water and sugar come together to create this fruity sparkling beverage. The sweet orange flavor is sure to make it a popular choice for kids. Serve it over ice for a refreshing sweet treat.

1265832 FRENCH BERRY LEMONADE 24/11.18 oz
 Currently stocked in IL, TX and CA

1431513 FRENCH BERRY LEMONADE* 12/25.4 oz
 Currently stocked in IL; demand in TX and CA

A refreshing lemonade made of carbonated water, beet sugar, citric acid and the natural flavor of berries.

2298665 SPARKLING PINK LEMONADE 24/11.18 oz
 Currently stocked in IL, TX and CA

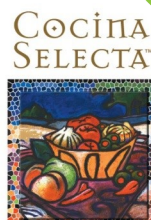
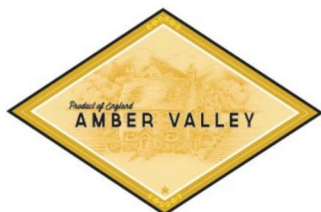
2212443 SPARKLING PINK LEMONADE 12/25.4 oz
 Currently stocked in IL and CA; demand in TX

Another delicious sparkling lemonade with a refreshing citrus taste and all natural grapefruit flavor. The soft pink color of this beverage is eye-catching. Popular with kids and adults alike.

1119971 POMEGRANATE LEMONADE 24/11.18 oz
 Currently stocked in IL and CA; demand in TX

1323165 POMEGRANATE LEMONADE* 12/25.4 oz
 Currently stocked in IL and CA; demand in TX

With the growing interest in pomegranates, this naturally flavored pomegranate sparkling beverage is sure to be a hit. Serve it chilled alone or use it when mixing cocktails.



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