

# EUROPEAN — IMPORTS — a Sysco company

## IT'S SHOW TIME

It's that time again. It's time to plan your 2019 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 13-15, 2019  
Moscone Center  
San Francisco, CA  
Booth #827



The West Coast's largest specialty food & beverage trade show will be held in San Francisco from January 13 - January 15, 2019. 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 and regions. You may need all three days to see the unique products featured at this venue, so plan accordingly! Learn something new at one of the seminars, workshops, tours, tastings or cooking classes. Register on-line at [www.fancyfoodshows.com](http://www.fancyfoodshows.com). And then visit us in booth #827 to get started on your new product selections for the new year.

### SUMMER FANCY FOOD SHOW

June 23 - 25, 2019  
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 23 - 25, 2019. 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 on-line at [www.fancyfoodshows.com](http://www.fancyfoodshows.com). And then 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 would like to extend its wishes for a safe and happy season!

## DECEMBER 2018 NEWSLETTER

### THIS MONTH'S INDUSTRY EVENTS

NONE-HAPPY HOLIDAYS

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

JAN 1 - NEW YEARS DAY  
JAN 21 - MLK JR DAY

*all month long...*  
NATIONAL HOT TEA, OATMEAL &  
SOUP 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**
- LOW SODIUM**
- NON-GMO**
- NUTS FREE**
- SOY FREE**
- SUGAR FREE**
- TRANS FAT FREE**
- USDA ORGANIC**
- VEGAN**



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# UNDER THE DOME

*Jeff Babcock, Cheese Specialist*

## BUON FORMAGGI, BUON NATALE GOOD CHEESE, GOOD CHRISTMAS

Perhaps more than anyplace else on earth, Northern Italy speaks to me. It is the geography and history, but most of all the amazing food culture that has established a cuisine treasured around the world. Not least of this is the cheese. In much of Italy the mountains and sea come together, but in the north a cooler climate and vibrant flora allows for so many possibilities, which is part of the secret. The history is ancient, rich in both trade and culture. With just a quick look at the north we can see cheese history: in Parma we find our true Parmesan (Parmigiano Reggiano), in the valley of Aosta the true Fontina and in Veneto the original Asiago! However, it is the quiet and stately region of Piemonte we shall peer into. Piemonte literally means the 'feet of the mountains', from the Latin ad pedem montium, and is the region just below the Italian Alps. Within Piemonte is the province of Cuneo and within Cuneo we find the Langhe. Langhe is a place where culinary dreams come true! Green hills covered with vineyards, some of the greatest wines of the world, white truffles and of course cheese.

In the Langhe we find Caseificio dell'Alta Langa, a modern dairy making some of the greatest cheeses one would want to eat. Using traditional methods combined with modern practices, they have kept alive old recipes and historic ideals, including the utmost respect to nature and the lands, the very terroir that is within the Langhe. So often we think of Italian cheeses as hard grating cheeses of great size, but here in these lands the most well known are soft and small. The most famous of these are the cheeses known as Robiola. Robiolas can be fresh or ripened, rind or no rind, made from different milks or shapes and even wrapped in leaves.

Robiola Bosina, or Robiola due latte (two milk) as we call it, is an easily recognizable square shape. A gentle mold rind, quite tender and edible, is of a pale straw color, that hides a creamy soft interior. It has a mild aroma of mushrooms and cream, made from a mix of both cow

and sheep's milk. As the cheese ripens, the interior gets softer (even gooey) and the flavors develop, with a bit of a nutty sweetness, hints of egg, grassy tones and a delicate, earthy, mushroom flavor bathed in cream. Ah, yes...amazing. Try this with a bit of toasted nut bread on Christmas morning or melted inside an omelet.

**7050126** **ROBIOLA** **12/8.82 oz**  
Stocked in IL and TX; Nonstock in CA

The sister cheese to the Robiola is the red-rinded Robiola, Rosso di Langa. It, too, is made from cow and sheep's milk, but the delicate surface is washed, with a bit of annatto added. This helps develop the color but also creates a flavor that is a bit brinier and beefier, yet still delicate. For holiday gatherings, fold this into a little linguine! It pairs well with many wines, but also fresh fruits for dessert.

**1886557** **ROBIOLA ROSSO** **8/7.76 oz**  
 Stocked in IL; Nonstock in TX and CA

There is a little cousin to these two, La Tur. Did I save the best for last? So young and delicate, it comes in a little plastic domed cup to protect it! Made from cow, goat and sheep's milk, it barely has a rind and is hand ladled to keep a consistency that is more like pudding. The three milks blossom in flavor, sweet but delicate, fresh creams but slightly tart, with yeastiness along with waves of exotic glory. Yes, you could save this for New Years Eve and serve with Champagne, but why wait?

**7049399** **LA TUR** **6/7.76 oz**  
 Stocked in IL; Nonstock in TX and CA

Great cheese for a great Christmas.





# WILD AND UNIQUE FOODS

## Tim Doyle, Meat & Game Specialist

### SIMPLIFY YOUR BREAKFAST WITH SOUS VIDE

ESTABLISHED  
1975



MADE IN THE  
U.S.A.

Les Trois Petits Cochons, better known by some as 3 Little Pigs, has been a leader in producing award-winning, all-natural pâté and charcuterie since 1975. The company specializes in artisanal pâtés and mousses, but also makes excellent terrines, sausages, smoked meats and other French gourmet items.



The company was founded by French national Alain Siniturel as a small charcuterie in Greenwich Village, New York City. Today, Les Trois Petits Cochons is committed to continuing the tradition of making delicious, authentic and quality pâté and charcuterie for its customers. By combining time-honored recipes, choice ingredients, innovative cooking methods and strict quality control, they create consistent, handcrafted products. All of this, together with dedicated customer service and a passion for good food, has allowed them to stay true to the small charcuterie where they started over 40 years ago.

This has been a recipe for success, as their small batch pâté and charcuteries have won a total of 19 Gold and Silver SOFI awards.

The newest addition to Les Trois Petits Cochons' wide variety of specialty delights are their Sous Vide egg bites. The sous-vide method of cooking allows for a refined texture and uniquely retained flavor and taste. Eggs bites are the perfect high-protein snack, and can be enjoyed at room temperature or heated in a microwave, skillet or toaster.



These four new items offer the following:

- ✓ All Natural
- ✓ Cage Free Eggs
- ✓ Fully Cooked
- ✓ Gluten Free
- ✓ 0 grams of sugar
- ✓ High in protein
- ✓ Low in carbs

All four varieties come in a case with twelve 2.5 oz vacuum sealed bites.

**7069885**

**Ham & Espelette Pepper Sous Vide Egg Bites**

Stocked in IL; Nonstock in TX and CA

**7069892**

**Spinach & Feta Sous Vide Egg Bites**

Stocked in IL; Nonstock in TX and CA

**7069900**

**Bacon and Swiss Sous Vide Egg Bites**

Stocked in IL; Nonstock in TX and CA

**7069904**

**Prosciutto Gruyere Sous Vide Egg Bites**

Stocked in IL; Nonstock in TX and CA

*Don't leave home without one!*



# SPECIALTY GROCERY

## NEW ITEMS

# hummustir



The idea for hummustir was conceived a few decades ago, in the Kruvi family's popular Mediterranean restaurant in Israel. Known for their hummus, patrons would line up outside the family's restaurant for a taste of the fresh, creamy dish. After taking over a hummus restaurant from his father, Alon developed a passion for creating real, authentic hummus, free of preservatives and fillers, for all to enjoy. Recognizing that hummus tastes yummiest when freshly made, Alon decided to share that experience with the rest of the world. Teaming up with Rakesh Barmecha and Vineet Bokaria, hummus lovers and successful business entrepreneurs, the trio developed hummustir – a healthy, deconstructed hummus product offering consumers an authentic dip and spread unlike anything on the market!

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**7060436**  
HUMMUSTIR ORGANIC SHELF-STABLE CLASSIC HUMMUS  
**6/4 LB**

Stocked in IL, TX and CA



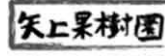
**7061038**  
DAVINCI SUN DRIED TOMATO PESTO  
**6/10 oz**

Stocked in IL; Nonstock in TX and CA

Mixed in with a pasta dish or added to a sauce, DaVinci's Sun Dried Tomato Pesto will add a perfectly subtle flavor to any dish. This pesto comes straight from Italy where all kinds of pestos are routinely made.



## LINE EXTENSIONS



Truly a treasure among the worlds greatest marmalades, Yakami Orchards Yuzu Marmalade simply combines ripe, fresh Yuzu Fruit, Cane Sugar & Honey. The perfect breakfast condiment, add it to tea or pair it with seared foie gras.

Yakami Orchard Yuzu Marmalade is a staple on the finest cheese boards. Bright, fresh and floral, Yuzu Marmalade is a versatile ingredient for the finest chefs and home cooks alike.



**7065966**  
YAKAMI ORCHARDS YUZU MARMALADE  
**12/10.58 oz**

Stocked in IL; Nonstock in TX and CA



Mighty Leaf Tea was founded by husband and wife team Gary Shinner and Jill Portman in 1996, and they have been creating specialty tea in the San Francisco area since 1996. It has always been their goal to share the whole leaf

tea experience with tea enthusiasts around the world. They specialize in both whole leaf tea pouches and loose leaf tea in a number of varieties, including black, oolong, green, white and herbal. Their teas showcase larger, bolder tea leaves that are never broken, torn or crushed, giving each cup a complex, nuanced taste unlike any other.

Mighty Leaf Tea's version of the historic English blend is rich, citrusy, and fit for a nobleman.



**4916829**  
MIGHTY LEAF ORGANIC EARL GREY TEA  
**1/1 LB**

Stocked in IL; Nonstock in TX and CA

# SPECIALTY GROCERY, CONTINUED



Wild Hibiscus Flower Company was founded in Australia by Lee Etherington nearly 20 years ago with the creation of their flagship product, Wild Hibiscus Flowers in Syrup. It was by chance at a more than lively

dinner party one night that Lee, partner Jocelyn, and their guests dropped a flower into a glass of champagne. Watching in amazement as the flower started to unfurl and look particularly special in the glass, the idea was sparked by Lee to create the first bottled hibiscus flowers in syrup.

From there, Lee devised proven techniques in farming and production and a natural preservative - *a mix of spring water and Australian cane sugar* - that keeps the flowers perfectly candied and ready to eat for more than 36 months. Lee coined the name "Wild Hibiscus," which perfectly describes the nature of the flowers—the unique product itself and the fun loving nature of those who enjoy it.

**2645874 Wild Hibiscus Flowers in Syrup 15/8.8 oz**

Stocked in IL, TX and CA

**2629295 Wild Hibiscus Flowers in Syrup 4/2.5 lb**

Stocked in IL, TX and CA

Wild Hibiscus Flower Company has taken their expertise and applied it to other edible plants—including butterfly pea flowers and lotus roots.

## BUTTERFLY PEA FLOWERS

The butterfly pea flower is native from Thailand. It has a neutral taste and very mild aroma. In some preparations, there is no evidence of taste or aroma—just the pure blue or purple color. When first extracted from the flower the color is bright blue, but if a squeeze of lemon or lime is added, it changes to a royal purple, almost pink color due to the change in acidity. To create b'Lure, blue pigment is extracted from the flower petals using only water.



**3184641 B'LURE EXTRACT 6/3.4 oz**

Stocked in IL and CA; Non-Stock in TX

Use this extract to create dramatic and memorable cocktails at the bar and eye-catching decorations on food and plates.

## EAT, DRINK & BE WILD

### LOTUS ROOTS

No plant is more revered in ancient cultures than the sacred lotus. Lotus roots have a fascinating natural pattern with a mild flavor. Sliced and combined with interesting flavors, these Lotus Root Specialty Garnishes are perfect for decorating cocktails and food. Whether you sit a slice over the rim of a glass, float a slice on top of ice or foam, or position slices on the inside edge of a glass, these roots are sure to impress. The infused liquid in the jar is also an ingredient ready to be used.



### LOTUS ROOTS IN BUTTERFLY PEA & ELDERFLOWER SYRUP

Thin slices of lotus root in a brilliant blue syrup made from butterfly pea flowers and elderflower. Explore the magical color change effects by adding lime or lemon to the syrup.

**7070759 6/7 oz retail jars**

Stocked in IL; Non-Stock in TX and CA

**7070689 4/2.4 lb foodservice jars**

Stocked in IL; Non-Stock in TX and CA

### LOTUS ROOTS IN HIBISCUS & GINGER SYRUP

Thin slices in a brilliant red syrup made from fresh pressed hibiscus flowers and a hint of ginger. An intense sweet & sour punch for your next signature creation!

**7070852 6/7 oz retail jars**

Stocked in IL; Non-Stock in TX and CA

**7070744 4/2.4 lb foodservice jars**

Stocked in IL; Non-Stock in TX and CA

### LOTUS ROOTS IN GIN SPICED PICKLE JUICE

Thinly sliced and pickled with botanicals from making gin—juniper, cardamom & coriander with a spicy chili kick at the end. Perfect for a dirty martini!

**7070773 6/7 oz retail jars**

Stocked in IL; Non-Stock in TX and CA

**7070737 4/2.4 lb foodservice jars**

Stocked in IL; Non-Stock in TX and CA



# FOR THE PASTRY CHEF

*Girish Fatnani, Pastry Specialist*

VALRHONA

## I'M DREAMING OF A WHITE CHRISTMAS

Valrhona has been producing the world's finest chocolate in the small village of Tain L'Hermitage, France since 1922. Although old in its roots, Valrhona is constantly innovating and bringing new, unique items to the forefront. If you're looking for the finest white and milk chocolate this holiday season, look no farther than these selections.

**2122481** OPALYS 33% FEVES

*Stocked in IL and TX; Nonstock in CA*

**1/3 KG**



Pure white chocolate, light color, velvety texture, unique flavor profile, delicate sweet taste, revealing harmonious aromas of fresh milk & natural vanilla. Versatile, easy to work with, great for molding & coating individual bonbons. Contains 10% more milk & 10% less sugar than the Ivoire 35%.

**1900068** IVOIRE 35% FEVES

*Stocked in IL, TX and CA*

**1/3 KG**



Smooth as silk, classic flavor profile focusing on a buttery taste & a creamy texture with a hint of Vanilla flavor. Subtle Ivory color, fluid viscosity allowing for a slightly transparent coating on bonbons.

**2122477** DULCEY BLONDE 32% FEVES

*Stocked in IL, TX and CA*

**1/3 KG**



Unique blonde color that stands out, not too sweet with an intense biscuit flavor and a soft creamy texture. Works well for molding, mousses, ice creams & sorbets.

**2002727** CAMELIA 34% FEVES

*Stocked in IL, TX and CA*

**1/3 KG**



A milk chocolate caramel delicacy, subtle with its smooth milkiness, intense with its creamy taste & delicate salty shortbread notes.

### RECIPE RECOMMENDATION:

#### IVOIRE CARROT CAKE WITH DULCEY FILLING

##### CARROT CAKE

- ◆ 280 grams canola oil
- ◆ 50 grams olive oil
- ◆ 300 grams sugar
- ◆ 100 grams dark brown sugar
- ◆ 50 grams whole wheat flour
- ◆ 200 grams flour
- ◆ 10 grams cinnamon
- ◆ 10 grams baking powder
- ◆ 6 grams baking soda
- ◆ 8 grams salt
- ◆ 300 grams whole eggs
- ◆ 300 grams carrots
- ◆ 70 grams toasted pecans
- ◆ 70 grams dried currants

##### IVOIRE FROSTING

- ◆ 284 grams IVOIRE 35%
- ◆ 300 grams crème fraîche
- ◆ 300 grams cream
- ◆ 60 grams egg yolks
- ◆ 120 grams eggs
- ◆ 50 grams water
- ◆ 14 grams gelatin sheets



##### DULCEY FILLING

*Chef's tip: Add an extra punch of flavor with this DULCEY 32% Blond chocolate filling*

- ◆ 284 grams IVOIRE 35%
- ◆ 300 grams crème fraîche
- ◆ 300 grams cream
- ◆ 60 grams egg yolks
- ◆ 120 grams eggs
- ◆ 50 grams water
- ◆ 14 grams gelatin sheets

For preparation instructions, click [here](https://www.valrhona-chocolate.com/recipes-cakes-tart/carrot-cake/) or visit:  
<https://www.valrhona-chocolate.com/recipes-cakes-tart/carrot-cake/>

# INDUSTRY TRENDS

## Retail & Foodservice

### THE LEADING TRENDS FROM THE 2018 NACS SHOW

Water. It's not just for hydration anymore.

Brands exhibiting at the 2018 NACS Show in Las Vegas displayed bottled waters infused with collagen, antioxidants, fiber and caffeine. The trend signals a consumer shift from sugary soft drinks to beverages with benefits. Particularly popular were caffeinated waters.

Also prominent at the convenience and fuel retailing industry trade show held Oct. 8-10 were ready-to-drink coffee products featuring extra shots of espresso.

"More and more consumers are seeking a better beverage experience," said Helen Griffith, vice-president of marketing for S&D Coffee & Tea. "They want real, all-natural ingredients delivered in an authentic way. From functional coffees and teas to fresh-pressed juice and gourmet lemonades, beverages are satisfying a greater need for consumers."



Kombucha, cold-brew coffee and sparkling water with floral flavor notes are set to appear more in convenience stores, too.

"Cold-brew has been a trend for a couple of years; we don't think it is going away soon," Ms. Griffith said. "We are starting to see cold-brewed tea extracts as well. If you have enjoyed nitro-infused cold-brew coffee, you will love nitro-infused cold-brewed tea."

#### TEXTURE ON TOP

In coffee and tea, a nitrogen infusion adds a foamy finish, tapping into a consumer desire for unique textures in foods and beverages. Texture-related claims such as chewy, crunchy and crispy were highlighted by several exhibitors at the NACS Show, which drew an estimated 24,000 participants to the Las Vegas Convention Center.

"Consumers like different textures in their eats," Jim Dodge, vice-president of the convenience store channel at Mars Wrigley Confectionery, told Food Business News during an interview at the NACS Show.

Other texture cues spotted at the show include layered, filled, drizzled and popping.

#### SWEET, SOUR AND SPICY

Trending flavors featured at the NACS Show ranged from peanut butter and jelly to ghost pepper. Product developers are serving bold and indulgent offerings to capture the appetites of younger, adventurous consumers.

Featured products include foods infused with Hatch Chiles, such as sunflower seeds and smoked sausages, and sausage lines that included flavors such as Spicy Cajun Jerk and Nashville Hot Chicken.

#### BEEHIVE CHEESE HATCH CHILE CHEESE



"We're bringing to the table different ways to do spicy and calling out those distinct peppers like the green Hatch chile to give it a point of differentiation and to give it some character," said Nancy Todys, Director of Marketing for convenience and vending at Tyson Foods. "These are all on-trend flavors and have hints of smokiness. Some are sweet spicy; some are savory spicy. They're not just all heat."

Birthday cake flavor starred in several new products, including protein bars, cookies and snack cakes.

Fruit flavors are perennially popular, but berry in particular is bursting on the scene.



Hybrid treats also are heating up, noted Mr. Dodge, pointing to new Starburst Duos, which combine two flavors in one fruit chew: blue raspberry lemonade and strawberry watermelon.

Source: Food Business News



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## CHEESE FOR THE HOLIDAYS FROM AMBER VALLEY

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 imported from England from Amber Valley.

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.

<b>0600064</b>	Sage Derby Wheel	<b>1/9 lb</b>
	<i>Stocked in IL, TX and CA</i>	
<b>8872996</b>	Sage Derby Cuts	<b>1/9 lb RW</b>
	<i>Stocked in IL; Non-stock in TX and CA</i>	

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.

<b>1878273</b>	Port Derby Wheel	<b>4/2.5 lb</b>
	<i>Stocked in IL, TX and CA</i>	
<b>7663677</b>	Port Derby Cuts	<b>1/10 lb RW</b>
	<i>Stocked in IL and TX; Non-stock in CA</i>	

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. All natural, free from artificial colorings, flavorings, and preservatives. Suitable for vegetarians. PDO accreditation (Protected Designation of Origin from the EU) which guarantees its authenticity and regional characteristics.

<b>1753086</b>	Stilton Whole	<b>1/17 lb</b>
	<i>Stocked in IL and CA; Non-stock in TX</i>	
<b>4189298</b>	Stilton Half Wheel	<b>1/8 lb</b>
	<i>Stocked in IL, TX and CA</i>	
<b>9641150</b>	Stilton Portions	<b>12/5.3 oz</b>
	<i>Stocked in IL and TX; Non-stock in CA</i>	

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.

<b>9918749</b>	Wensleydale with Cranberries	<b>2/2.5 lb</b>
	<i>Stocked in IL, TX and CA</i>	

One of Britain's most popular cheeses, Double Gloucester is an ideal sandwich cheese, adding creaminess without an over-powering flavor. Double Gloucester has a rich, buttery texture and is matured for three to four months for a mellow flavor.

<b>2028478</b>	Double Gloucester	<b>1/9.5 lb</b>
	<i>Stocked in IL and TX; Non-stock in CA</i>	
<b>2028460</b>	Double Gloucester	<b>1/9.5 lb RW</b>
	<i>Stocked in IL and TX; Non-stock in CA</i>	

Here, the same Double Gloucester cheese is perfectly blended with chives and onions.

<b>4011468</b>	Double Gloucester with Onion & Chive	<b>1/4.5 lb</b>
	<i>Stocked in IL, TX and CA</i>	
<b>8816910</b>	Double Gloucester with Onion & Chive	<b>1/9 lb RW</b>
	<i>Stocked in IL and TX; Non-stock in CA</i>	

A layered cheese of mild cheddar-like Double Gloucester and the zesty tang of Blue Stilton, this pasteurized cow milk cheese is an attractive addition to any cheese plate.

<b>1761291</b>	Double Gloucester with Stilton	<b>2/4.25 lb</b>
	<i>Stocked in IL, TX and CA</i>	
<b>8816894</b>	Double Gloucester with Stilton	<b>1/8 lb RW</b>
	<i>Stocked in IL and TX; Non-stock in CA</i>	

