DECEMBER 2019 NEWSLETTER

THIS MONTH'S INDUSTRY EVENTS

NONE Happy Holidays!

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

> **JAN 1** NEW YEAR'S DAY KWANZA (LAST DAY)

JAN 6 EPIPHANY (THREE KINGS DAY)

JAN 20 MARTIN LUTHER KING JR DAY

> JAN 25 CHINESE NEW YEAR

all month long... NATIONAL BAKING, HOT TEA, OATMEAL AND SOUP MONTH

HEALTH & WELLNESS FOCUS

ICON KEY:

Look for these icons throughout the newsletter for easy identification of ingredient & nutritional information that may be important to you.

2	All-Natural
Y	DAIRY FREE
8	Egg-Free
	GLUTEN FREE
	Kosher
1	LACTOSE FREE
	Low Sodium
K	Non-GMO
8	NUTS FREE
<u>R</u>	Organic
	Soy Free
\$	Sugar Free
8	TRANS FAT FREE
)	Vegan

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IT'S SHOW TIME

It's that time again. It's time to plan your 2020 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 19th—21st, 2020 Moscone Center San Francisco, CA Booth #627



The West Coast's largest specialty food & beverage trade show will be held in San Francisco from January 19th - 21st, 2020. 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. plus 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 online by following the appropriate link below. Then visit us in booth #627 to get started on your new product selections for the new year.

Customer (*Complimentary Passes*) http://wffs20.nvytes.co/wffs20/lvluplanding/W20SYS.html

Sysco (*Discounted Passes*) http://wffs20s.nvytes.co/wffs20/stafflanding/W20SYS.html

Mark your calendar! SUMMER FANCY FOOD SHOW June 28th—30th, 2020 Jacob Javits Center New York, NY Booth #1236



North America's largest specialty food and beverage event will be held in New York City June 28th—30th, 2020. Discover 180,000 products including confections, meat, cheese, coffee, snacks and spices, including ethnic, natural, and organic goods. Connect with 2,400 exhibitors from 80 countries & regions. We'll provide registration links as the date nears. See you at booth #1236!



HAPPY HOLIDAYS from our family to yours

Whatever holiday you are celebrating, European Imports 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 make of the cheese enough cream is added to the process to bring butterfat percentage up to at least seventy percent! Classic when served with champagne, the pair 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 as a sweet indulgence by piping into figs, dates or sweet Peppadews.

1846108 SAINT ANGEL

Stocked in IL, TX, VA and CA

A beautiful square of French 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.



2/1.72 LB.

7100692 SAINT ROCCO

2/2.2 LB. Stocked in IL, TX, VA and CA

This triple cream brie is made in Benton Harbor, in the southwest part of Michigan. It is wonderful for recipes



as well as a great starter for a cheese course. It is now in a foodservice friendly 1kg. (2.2 lb.) wheel! 2

DELICE DE BOURGOGNE 0932111 WHEEL

7072604

1/2 KG. Stocked in IL, TX, VA and CA 6/7 oz. MINI WHEEL

Stocked in IL and VA; Non-stock in TX and CA This decadent triple crème cheese is incredibly rich, fullflavored 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



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!

SAINT ANDRE

7140064 WHEEL Stocked in IL, TX, VA and CA 0594317 WHEEL PRE-CUT Stocked in IL, TX, VA and CA 8596450 MINI WHEEL

1/4 LB. 1/4 LB. RW 6/7 oz. Stocked in IL, VA and CA; Non-stock in TX

Crafted in Coutances, in the Normandy region of northwestern France, Saint 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.

6/8 oz.

3448700

Stocked in IL and VA; Non-stock in TX and CA 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—not to mention award winning—and quickly ripens to gooey perfection.

TRILLIUM



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WILD AND UNIQUE FOODS Tim Doyle, Meat & Game Specialist

EXTRAORDINARILY DELICIOUS FROM DELPEYRAT



Jambon de Bayonne is a specialty cured ham that takes its name from the ancient port city of Bayonne in the far southwest of France, a city located in both the Basque Country and Gascony regions, and from which the hams were historically exported. In order to be considered Jambon de Bayonne, the ham must be produced from one of eight clearly defined breeds of pigs

reared in the area surrounding the Adour River. This gives the hams the coveted PGI (Protected Geographical Indication) status.



What makes a ham exceptional lies not only within the choice of pigs used, but also in the conditions of the breeding, salting, drying and ripening of those pigs.

Delpeyrat Jambon de Bayonne is salted with the salt of Salies-de-Bearn. This salt is obtained exclusively from the Reine Jeanne d'Oraas spring and undergoes a traditional evaporation process in a salt pan. This process leaves behind only 100% natural salt that is rich in trace elements, which is excellent for your health and maintaining optimal function in your body.



The hams are then suspended in the rest room to slowly

dry at room temperature. A mixture of pork fat and flour is applied to the muscles of the ham, which allows for a softer drying during the long ripening period. During this time, the hams mature and gradually develop their woody flavor, delicate perfume, unique creamy texture and deep brown-red color.

Jambon de Bayonne is made from the rear haunches of the pig and is carefully cured a minimum of 12 months so the meat will remain sweet and supple. The ham is slightly sweet, delicately flavored with little salt to the taste.



For best quality, Jambon de Bayonne should be sliced paper thin and served at room temperature. Enjoy with crusty bread, cheese and a glass of red wine. This ham is now available through our Sysco partners in France,

bringing you the best of France at the best possible price.

9906010 JAMBON DE BAYONNE 1/12.12 LB. Stocked in IL; Non-stock in TX, VA and CA

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SPECIALTY GROCERY Salima Ghariani, Grocery Specialist

SPICE UP YOUR HOLIDAY BEVERAGES WITH 1883



Maison Routin was started in 1883 by Philibert Routin, an Herbalist by trade. His first great accomplishment was his own version of Chambery Vermouth which contained 35 carefully selected plant species and

marked his first aromatic creation.

1883 Syrups are made in France and they start with water from the French Alps, the birthplace and inspiration of Maison Routin. The flavor components are studied and perfected in Lab 1883 which is Europe's first Sensory Analysis Factory that is guided by the Aromatic Spectrum and was started at France's National Center of Scientific Research (*Centre National de la Recherche Scientifique*).

These syrups feature real flavors and no high fructose corn syrup — they are well balanced, so sugar is used to complement the aromas rather than cover the lack thereof. 1883 Syrups are bursting with flavor and will kick start whatever beverage you decide to use them in.

With colder days settling in, it's time to warm up from the inside out — and these new syrups, whether in a cocktail or a coffee beverage, are perfect for the winter!

WARM SPICES SYRUP

Discover the warm color and fragrant bouquet of the new Warm Spices 1883 Syrup. With deep notes of cinnamon and clove combined with light, indulgent vanilla notes, the flavors burst on the palate like a rainbow of vibrant colors on a white page. The lively top notes of 1883 Warm Spices Syrup evolve into an intense flavor with notes of cinnamon and clove amplified by a warm spicy sensation.

7103074

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WARM SPICES SYRUP 2/1 L Stocked in IL, TX, VA and CA COOOS CONTRACTOR OF CONTRACTON OF CONTRACTOR OF CONTRACTOR OF CONTRACTOR

RECIPE RECOMMENDATION WARM SPICES HOT CHOCOLATE

INGREDIENTS

- ♦ 1/2 oz. 1883 Warm Spices Syrup
- 1 oz. 1883 Chocolate Sauce (3997691)
- ♦ 8 oz. Whole Milk

PREPARATION

Steam all ingredients together until hot.
Serve in a warm 12 oz. mug garnished with chocolate fla-

Serve in a warm 12 oz. mug garnished with chocolate fla vored whipped cream, herbs & spices and sprinkles.

GINGERBREAD SYRUP

Enjoy the new 1883 Gingerbread Syrup and discover the strong scent of spices, cinnamon, and hints of ginger reminiscent of a traditional gingerbread. This syrup offers a round and slightly spicy aroma that will sublimate both hot and cold drinks. Try creating a Gingerbread Spice Latte or a Spiced Cookie Shake!

7103066 GINGERBREAD SYRUP PET 2/1 L Stocked in IL, TX, VA and CA

RECIPE RECOMMENDATION GINGERBREAD SPICE LATTE

INGREDIENTS

- 3/4 oz. 1883 Gingerbread Syrup
- 2 Shots of Espresso
- 8-9 oz. Whole Milk

PREPARATION

- Add 1883 Gingerbread Syrup to a warm 12 oz. mug.
- Add fresh espresso and fill with steamed milk.
- . Garnish with vanilla flavored whipped cream, cinnamon powder, candied ginger pieces and star anise.

PUMPKIN SPICE SYRUP

We're in the heart of fall, and no flavor is more prominent during this time of year than Pumpkin Spice. 1883 Pumpkin Spice Syrup is a beautiful orange color and a delicious blend of pumpkin and spices. Although the flavor has been available at European Imports, we now offer Pumpkin Spice in a durable PET bottle.

7102935 PUMPKIN SPICE SYRUP PET 2/1 L Stocked in IL, TX, and CA; Non-stock in VA

SUGAR FREE SYRUPS

As we turn toward the new year, and consumers look for ways to be healthier, sugar free is top-of-mind. 1883 offers four sugar free alternatives to their popular syrups that come in 1 liter PET bottles with two in a case.

SF CARAMEL SYRUP Stocked in IL and VA; Non-stock in TX and CA SF CHOCOLATE SYRUP Stocked in IL, TX and VA; Non-stock in CA SF HAZELNUT SYRUP Stocked in IL and VA; Non-stock in TX and CA SF VANILLA SYRUP Stocked in IL, TX, VA and CA



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SPECIALTY GROCERY, CONTINUED Salima Ghariani, Grocery Specialist

MAKING MORE MEALS MORE MOROCCAN

Mina is the essence of culinary Morocco, where culture is passed down through generations via stories and recipes. A modern brand to complement any kitchen, Mina blends the taste of the traditional tagine with a passion for spirited, adventurous palates. A true Moroccan matriarch whose journey of family, food and flavorful fun is now the world's to savor.

As a young girl, Mina managed the cooking for ten younger siblings, artfully transforming her mother's recipes with a naturally talented touch. Eventually she would trade the wild aromas of Morocco's souks for Paris and its refined French cuisine, taking on training that would later prepare her to surprise some of the world's most outspoken critics



12/10 oz.

12/10 oz.

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with deliciously diverse dishes. Finally, Mina landed in New York where for years she served her authentic specialties as one of the city's most creative private caterers.

Now, the bold heritage of her famed dishes are celebrated staples in the global cook's pantry. And the Mina brand, like the chef herself, continues its journey to make more meals more Moroccan, with a growing range of delicious harissa, tagine and shakshuka sauces.

Mina is well known for its harissa, a spicy chili pepper sauce or paste made with chilies, garlic and olive oil. Some recipes include spices that are traditional to the region; some popular spices include cumin, caraway and coriander. Other ingredients include roasted peppers, mint, sun dried tomatoes and preserved lemons. It can be used as a condiment or as a cooking ingredient.

1704517 SPICY HARISSA Stocked in IL, TX, VA and CA 1704522 MILD HARISSA

MILD HARISSA Stocked in IL, TX, VA and CA

Shakshuka is a North African dish showing a 6.3% increase on menus over the last year, according to Technomic's Menu Monitor. Shakshuka is made with ingredients that are commonly stocked in U.S. kitchens and familiar to an American audience. The global morning grub traditionally features eggs cooked in a thick, spicy sauce of tomatoes, peppers, onions, garlic and seasonings. The dish directly appeals to more than half of millennials (51%) and two in five Gen Zers (43%) who want to see more ethnic items served at breakfast, according to Technomic's Breakfast Consumer Trend Report. Plus, its moderate heat level appeals to over three-quarters of consumers (78%), according to Technomic's Flavor Consumer Trend Report.

Mina offers a Shakshuka simmer sauce that is ready to use as desired. It is delicious when used traditionally with poached eggs, but is also great with pasta, on pizza, to liven up a stew, as a crostini topper, or a dip for chips.

Shakshuka is truly an 'everything sauce' that is ready for you to explore. And now, you can buy either a retail jar or foodservice jug of this dynamic sauce.



 3910439 SHAKSHUKA SAUCE 6/26 oz. Stocked in IL, TX, VA and CA
7098564 SHAKSHUKA SAUCE 1/147 oz.

098564 SHAKSHUKA SAUCE 1/147 O Stocked in IL, TX, VA and CA

Mina has also introduced Whole Preserved Lemons in both a retail jar and foodservice tub. Their fragrant and uniquely shaped beldi lemons are indigenous to Morocco where they handpick and naturally cure them in sea salt. The pulp and rind are essential to Moroccan cuisine where they are used in tagines and salads. They also compliment any dish that benefits from a lemony taste.



Stocked in IL, TX, VA and CA

7098522 PRESERVED LEMONS 1/5.5 LB. Stocked in IL, TX, VA and CA



FOR THE PASTRY CHEF

NEW IN SWEET AND SAVORY FROM FRANCE & ITALY



7031204

LE CHIC PATISSIER

Le Chic Pâtissier brings the very best of French food and authentic products, including crepes, brioches, cookies and more. Their products are made by chefs with the knowhow and tradition of French baking. Le Chic Pâtissier respects the time

and way of making of the old French bakers, a secret known to few chefs nowadays. They value the quality and taste of every product and make a point to have the best and freshest ingredients.

Le Chic Pâtissier's brioche is made in Vendee, France. Brioche is a traditional French bread that is deliciously sweet and fluffy. Recognizable by its signature braided folds, it can range from sweet to savory. You may already be familiar with two of Le Chic Pâtissier's brioche offerings, one more traditional and one with a sweet take on the classic.

7010706 Unsliced Braided Brioche 5/21.16 oz.

This doughy, buttery traditional brioche can be served with savory or sweet products.

Maxi Brioche Loaf **1/5.51 lb.**

A beautiful hand braided 5.51 lb. brioche loaf is baked with rum, finished with a touch of orange blossom and topped with pearl sugar. The perfect brioche for French Toast!

New to the Le Chic Pâtissier brioche lineup are the Superfood Brioche Loaf and the Superfood Brioche Burger Bun. As consumers look toward the new year, healthier options are always top-of-mind. These two brioche products are packed with whole grains, chia, millet and quinoa seeds, oat flour, rye and whole grain wheat flour.

7102389	Superfood Brioche Buns Stocked in IL, TX, VA and CA	42/1.7 oz.	
7102567	Superfoods Brioche Loaf	5/1.3 lb.	(
	Stocked in IL. TX. VA and CA		







THE PERLA COMPANY

G.M. Piccoli S.p.A. is the name of an Italian family owned company founded in 1988 by Giuseppe, Maria, Giulio and Mauro Piccoli. Located in Bergamo, a small city not far from Milan, **The Perla Company** is specialized in frozen

puff pastry products. From the beginning the goal has been to always offer to the customers what's best in terms of quality and innovation and this commitment is continuously renewed each new day. Perla products are recognized today as the standard of excellence in Italian puff pastries by the market.

3509564	Apple Custard Leaf	1/48 ct.	Ø
3509587	Vanilla Custard Leaf Stocked in IL, TX, VA and CA	1/48 ct.	Ø
3509595	Hazelnut Custard Shell Stocked in IL, TX, VA and CA	1/48 ct.	Ø
3509611	Chocolate Custard Shell Stocked in IL, TX, VA and CA	1/48 ct.	
7022646	Cream Cheese & Strawberry Stocked in IL and VA; Non-stock in TX and CA	1/54 ct.	K
3816925	Mini Vanilla Cream Shell Stocked in IL and VA; Non-stock in TX and CA	1/225 ct.	Ø
3816933	Mini Hazelnut Cream Shell Stocked in IL and VA; Non-stock in TX and CA	1/225 ct.	Ø
Newly Sto	cked		

Newly Stocked

7103386 Ancient Grain Puff Pastry w/Goji Berries & Red Fruits 54/2.82 oz. Stocked in IL, TX, VA and CA

This ancient grain puff pastry product is filled with goji berries and red fruits and is decorated with oat flakes, sunflower and flax seeds and brown sugar.

7103413 Squared Leaf Pesto, Tomato & Ricotta Cheese 60/

Stocked in IL, TX, VA and CA

60/3 oz.

Packed with tomato, pesto and ricotta cheese, this is a true novelty! Enjoy for breakfast or as a snack.



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INDUSTRY TRENDS Retail & Foodservice

INNOVA MARKET INSIGHTS NAMES TOP TRENDS FOR 2020

Authenticity, holistic health and customization top Innova Market Insights' list of 2020 food trends.

More than half of global consumers said a brand's or product's story influences their purchasing decision, Innova Market Insights said. Demand for transparency extends beyond product labels.

"This is not only an ingredients trend," said Lu Ann Williams, director of insight and innovation at Innova. "I think a lot of companies have the opportunity to talk about why they do something, like why you add preservatives or why you don't add preservatives. Consumers are quite smart. They just want honesty and transparency, but also authenticity. Small brands have really done that well. Now is the time for everyone to do it."

PLANT-BASED IS HERE TO STAY



Food and beverage products featuring a plant-based claim posted an average annual growth rate of 68% over the past five years, according to Innova. The market research firm expects the momentum to carry into the year ahead.

"Plant-based eating is moving from trend to food revolution status," Ms. Williams said.

Interest in plant-based foods and beverages goes hand in hand with sustainability, another top trend for 2020.

Close to 90% of global consumers said they expect companies to invest in sustainability, up 22% from last year, according to Innova.

"There's been a massive shift, and there's a lot of nuance and a lot of fragmentation in terms of who cares about what," Ms. Williams said. "We know that older consumers care more about food waste and younger consumers care more about plastic waste."

FOCUSING ON FEELING GOOD

When it comes to health and wellness, Innova said mental and emotional well-being will take center stage.

"Over the past few years we've talked a lot about holistic health," Ms. Williams said. "We've talked about the mindful consumer. This is a continuation of that trend. Mental health is now part of that agenda. It's been very taboo for many years to talk about, but that is disappearing really, really fast." Innova expects increased interest in mood-enhancing food and drinks next year, as consumers look to "star" ingredients like cannabidiol (C.B.D.) or ashwagandha to treat stress and anxiety.

Consumers' evolving perceptions of macronutrients also will play a big role in shaping health and wellness trends. Purchasing decisions will continue to be influenced by low- or no-sugar claims, along with low-fat, high-fiber and highprotein.

"Typically, there is only one demon at a time, and right now it definitely is sugar," Ms. Williams said.

Interest in holistic health could have consequences that extend beyond product reformulation, according to Innova.

"Look at what has happened with ice cream," Ms. Williams said. "We've gone from super-indulgent, all dairy-based ice cream to a lot of plant-based ice creams and protein-based ice creams.

UNLOCKING NEW EXPERIENCES

Consumer demand for unique experiences will move beyond flavor to include texture. Seventy per cent of consumers said texture gives food a more interesting experience, according to Innova, and young people are beginning to care more about a product's texture experience than ingredient list.

Adventurous consumers also are highly receptive to hybrid products, from Coca-Cola coffee and energy drinks to a sweet and salty Snickers bar.

There is also opportunity for hybrid products that combine plant-based ingredients with animal-based dairy and protein, according to Ms. Williams.

"Consumers find these very exciting," she said. "This is a big opportunity; it's almost like mass-customization. The end goal is helping consumers find the perfect product that meets whatever need they have at that moment."

Food launches with a limited-batch claim have increased by 36% over the past several years, according to Innova. Expect to see more brands meet in-the-moment needs with highly personalized, limited-time releases.

"There's a ton of stuff around nostalgia," Ms. Williams said. "That is a great way to connect with consumer, and it goes right back to that storytelling trend."

Source: Food Business News

SOUP SEASON STAPLES



As cold weather settles in, n is the perfect time for soup. Whether broth-based or cream-

based, packed with vegetables or packed with meat (or both), there's a soup for everyone to enjoy. January is National Soup Month, so stock up on these ingredients and prepare your menus!

Love of Fare offers a number of staples everyone should have on-hand during these cold months to add to their soups, stews and chilis. From beans and lentils, to rice and quinoa, these are some basic ingredients to add substance.

As we turn the page to a new year, many consumers turn to healthy food options to start the year on the right foot. One easy way to create a healthier soup is to include a grain alternative, like quinoa. Quinoa is an ancient grain (which isn't actually a grain, but rather a seed) that is high in protein, dietary fiber, calcium and iron. It's gluten free and considered easy to digest. It expands to four times its volume when cooked, so it's the perfect filler.

2263432	QUINOA
	Stocked in IL, TX, VA and CA

1/10 LB.

Another seed that makes a great soup garnish is pumpkin seeds, sometimes referred to as pepitas. Try topping a butternut squash soup with these crunchy, shelled seeds.

1698461 PUMPKIN SEEDS 1/5 LB. Stocked in IL, TX, VA and CA 1 🖹 🍰 💋

Beans are not only packed with protein, complex carbs and dietary fiber, they contain an array of antioxidants, vitamins and minerals, making it an excellent addition to soup! From a Mediterranean Garbanzo Bean Soup to a Sausage and Cannellini Bean Soup, there are plenty of options to pack in the beans!

1698242	GARBANZO BEANS Stocked in IL, TX and VA; Non-stock i	
1698426	BLACK BEANS Stocked in IL and VA; Non-stock in TX	1/10 LB.
1769559	CANNELLINI BEANS Stocked in IL, TX and VA; Non-stock in	

As cold weather settles in, now Just like beans, lentils are an excellent source of protein. They're also low in calories and rich in iron and folate. They may reduce several heart disease risk factors, too! While Chana Dal and Petit Red Lentils have a sweet, nutty flavor, Black Beluga Lentils are rich and earthy.

1738477 ⊘∦ <mark>%</mark>	CHANA DAL LENTILS Stocked in IL and VA; Non-stock in TX and CA	1/10 lb.
1700531 ⁄¥ ≥ ∕∕	PETITE RED LENTILS Stocked in IL, TX and VA; Non-stock in CA	1/10 lb.
1700634 Ø	BLACK BELUGA LENTILS Stocked in IL, TX, VA and CA	1/10 LB.

Last, but certainly not least, rice is always a comforting, hearty addition to soup. From a Chicken and Basmati Rice Soup to a Red Rice Tortilla Soup, your options are abundant.

7487150	BASMATI RICE Stocked in IL, TX, VA and CA	1/10 LB.
9397399 ⑦第 <mark>8</mark>	HIMALAYAN RED RICE Stocked in 1L, TX, VA and CA	1/10 LB.





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