

COMFORT FOOD CLASSICS

This time of year, as the cold weather settles in, comfort is king. Whether you're looking for products that make a quick weeknight meal or an extensive weekend feast, rely on European Imports to build out your comfort food offerings this winter.

Sitting at the top of the comfort food list is pasta. And, of course, the most essential ingredient in any pasta dish is the pasta itself. The Pastificio G. Di Martino line of pasta is made from 100% Italian durum wheat semolina with the purest local spring water. The bronze die extrusion and low-and-slow drying process ensures a rough and tasty product that can hold all of your favorite sauces.

Which brings us to **Monte Pollino**. This assortment of authentic Italian pasta sauces are made with all-natural ingredients, including 100% Italian tomatoes and authentic spices with no water added. Best of all; They're ready to enjoy in just two minutes!

If you're looking for another option in Italian comfort food that's simple to prepare, but complex in flavor, turn to **Sabatino Pronto Truffled Mac & Cheese** and **Sabatino Truffled Risotto**. Both boxes contain everything you need to create a decadent dish and only require a pot of boiling water!

See Page 8 for **Cucina Viva** gnocchi, risotto, and pasta, all available exclusively from European Imports.



If you want something a bit more exotic, take a trip a little further east and gather everything you need for a simple but indulgent bowl of ramen or miso soup.

The Tsuki line from **WA Imports** are authentic, professional ramen bases created for the at-home cook. Make a restaurant-quality ramen bowl at home using the **Matsutake Mushroom & Shoyu**, **Scallop & White Miso**, or **Pork Shank** Ramen bases.

Another Japanese comfort food staple is Miso Soup. **Sushi Chef** offers both **White** and **Red** Miso soups that contain freeze-dried mushrooms, tofu, seaweed, and chives for an authentic meal.

Fill those bowls of ramen or miso soup with noodles from **KaMe**. While ramen noodles are the standard, try using Chuka Soba (Japanese Curly Noodles) in your next bowl of ramen. And add Udon (Japanese Thick Noodles) in your Miso Soup for a heartier bowl that will warm you from the inside out.

DECEMBER 2021 NEWSLETTER

THIS MONTH'S INDUSTRY EVENTS

NONE
HAPPY HOLIDAYS

NEXT MONTH'S HOLIDAYS & EVENTS

time to start planning!

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

all month long...
NATIONAL EGG NOG & FRUIT
CAKE MONTH

ICON KEY:

Look for these icons throughout the newsletter for easy identification of attributes that may be important to you.

- ALL-NATURAL**
- ANIMAL WELFARE**
- DAIRY FREE**
- EGG-FREE**
- GLUTEN FREE**
- KOSHER**
- LACTOSE FREE**
- LOCAL**
- LOW SODIUM**
- NON-GMO / NON-GMO VER.**
- NUTS FREE**
- SOY FREE**
- SUGAR FREE**
- TRANS FAT FREE**
- VEGAN**



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UNDER THE DOME

Jeff Babcock, Cheese Specialist



Staying true to its founders' pioneering spirit, **Castello cheeses** are still crafted using both the best of traditional techniques and the relentless pursuit of discovery. Their artisan cheesemakers are not afraid to experiment until they've perfected a recipe with a unique twist and delightful new flavor, adding to the distinctiveness of the Castello portfolio.

Today, you will find Castello cheeses in a variety of categories, each with intriguing flavors and unusual shapes. Each cheese has its own story to tell while offering an exceptional taste experience. So, whether you're seeking a crumbly and nutty bite of cheddar or a creamy, yet sharp piece of blue cheese – you'll always find the perfect Castello cheese that will delight.



During the season, what can be a better gift than cheese? Whether a party, a special meal, or just dropping off a little thank you for someone, Castello brings us the perfect little rounds. These baby wheels are just the right size and look terrific. They are mild and tasty, crowd-pleasers.


GIFTING CHEESE

Castello Gouda Cheese is produced in Hollandtown, Wisconsin, and crafted according to time-honored European traditions and recipes that date back more than 800 years. The result is a great-tasting, mild and creamy cheese with a rich, buttery, slightly sweet flavor and smooth texture, perfect for recipes or cheeseboards.

The cheese is made following the brand's Arlagarden quality program to maintain the taste and freshness of the milk while also guaranteeing the welfare of the cows.



Castello Gouda Cheese is crafted with exceptional quality using traditional recipes and premium milk sourced from local farmers.

4980513 


Gouda Rounds

12/7 oz.

Stocked in IL, TX, VA and CA

Castello Smoked Gouda Cheese combines classic, creamy gouda with a smoky flavor. Classic gouda is lightly smoked over hickory wood chips to create a rich, delectable smokiness that pairs perfectly with nuts and spicy meats.



4980528 







Smoked Gouda Rounds

12/7 oz.

Stocked in IL, TX, VA and CA

Castello Fontina Cheese is a semi-soft, smooth textured cow's milk cheese. It has a mild taste, a mellow, sweet aroma and delicate buttery flavor, with some small round holes. The cheese is easy to slice and perfect for shredding in recipes.



7162839      

Fontina Rounds

12/7 oz.

Stocked in IL, TX, VA and CA

WILD AND UNIQUE FOODS

Tim Doyle, Meat & Game Specialist

ELEGANT DINING ESSENTIAL



Once considered an exquisite feather in the cap of French gastronomy, foie gras has risen to its worldly status as the ultimate luxury, as essential

to elegant dining as caviar and champagne.

Foie gras production is at least 5000 years old, with the first record found in frescoes on Egyptian tombs. When harvesting livers from migrating geese, the Egyptians learned that migrating web-footed birds gorged and stored energy in their livers before embarking on their long journeys. Thus foie gras was discovered and eventually passed on to **Rougié**.

During their flight to Israel, Hebrews carried on the tradition of gavage. Jewish communities used this method to produce fat as a substitute for lard, and this tradition is still carried on today. As Jewish populations migrated towards Europe, they brought along this particular technique. Corn, in the 16th century, accelerated the development of foie gras as a main course.

In 1875, Léonce Rougié opened a gourmet shop producing foie gras which would become an epicurean favorite. In 1950, with his son Jean Rougié leading the charge, Rougié became an international delicacy that can now be found in over 125 countries.

Rougié breeds Moulard ducks—a cross-breed of female Pekin ducks and male Muscovy ducks—who are predisposed to hand feeding. Each step of the growing and hand-feeding process is closely supervised and takes approximately 13 weeks in total; 12 weeks of free-range growing and 10 to 11 days of hand-feeding. The feed is locally grown corn, without hormones or antibiotics, providing a final product with the tastiest and healthiest result for the end-user.

Foie Gras is an excellent source of essential fatty acids and vitamins. Polyunsaturated fats, also called oleic acid, play an important role in the prevention of heart disease. Foie Gras poses no health risks whatsoever and actually provides beneficial elements that promote good health.

Foie gras is loaded with beneficial enzymes, but the cellu-

lar structure of these enzymes begin to break down immediately after harvest. The result is a very short shelf life for fresh foie gras. Rougié has developed a flash-freezing process to naturally stop this enzymatic decay of the liver cells, bringing you the freshest and highest quality foie gras with a much longer shelf life.

From whole lobes and convenient fully-deveined slices to mousse and terrine, Rougié has many options.



3455706

Duck Foie Gras

2/1.5 lb.

Stocked in IL, TX, and VA



3492281

IQF Duck Foie Gras Slices Prestige

(14 x 2.5 oz. slices)

2/2.2 lb.

Stocked in IL, TX, and VA



4167738

IQF Duck Foie Gras Slices

(20 x 1.75 oz. slices)

2/2 lb.

Stocked in IL, TX, and VA



7071835

Terrine of Duck Foie Gras

2/17.6 oz.

Stocked in IL, TX, and VA



SPECIALTY GROCERY

Salima Ghariani, Grocery Specialist

EXTRA, EXTRA! INTRODUCING EXTRA HOT HONEY!

**Mike's
HOT
HONEY®**

Mike's Hot Honey started with a passion for creating and sharing the perfect fusion of two of nature's most unique and wonderful flavors: honey and chili peppers. Mike's Hot Honey founder, Mike Kurtz, made the first batch of his signature hot honey for sharing with friends and family in 2004. Its unique combination of sweetness and heat made it an immediate hit.

Mike started the company out of a pizzeria in Brooklyn called Paulie Gee's, where he was creating Neapolitan-style pizzas. One day Mike brought in a bottle of his hot honey for the owner, Paulie, to try. He immediately liked it and decided to put it on a pizza they named "The Hell-boy," featuring Soppressata picante and a post oven drizzle of Mike's Hot Honey. The pie became an instant hit!

Soon after, Mike began selling bottles of his honey off the bar at the pizzeria. Eventually, he ramped up production and began selling to other pizzerias, restaurants, and retailers across the country. Today, Mike's Hot Honey is America's #1 hot honey.

This honey is made by infusing high-quality honey with chile peppers for a heat that hits you on the back of your palate. With Mike's Hot Honey, you don't even need a recipe. Simply take something you enjoy, drizzle some Mike's Hot Honey on it, and you've got a winner. Breakfast, lunch, dinner, dessert, and cocktails: it's a quick and easy way to give all your favorite foods a perfect kick. It's great on pizza but also goes well when paired with cheese and charcuterie or when drizzled on chicken and waffles, fried chicken sandwiches, ribs, roasted vegetables, and even ice cream. Also great for mixing cocktails. The possibilities are truly endless!

Here are some tips when using Mike's Hot Honey:

- Always drizzle just before serving for the best flavor experience.
- For pizza, always drizzle post-oven and post-slicing.
- For cocktails, make a simple syrup by mixing 1 part water with 1 part honey.

Following years of requests from customers for a hotter Mike's Hot Honey, the company launched its first-ever line extension: **Mike's Hot Honey Extra Hot**. This new variation delivers an even hotter kick while staying true to Mike's signature slow-building heat. It can be used interchangeably with the original when you're looking for an extra kick and is particularly suited for barbeque, pizza and chicken.

"Since we launched 10 years ago, we've purposely kept our product line very focused," said Mike's Hot Honey founder, Mike Kurtz. "We've always believed in doing one thing really well and our line extensions to date have almost exclusively been new pack sizes of our original product for different usage occasions. But launching an Extra Hot flavor has long been a goal of ours and something our fans have been asking for. Our 10th anniversary felt like the right time to finally bring it to market."



7179024

Extra Hot Honey

6/12 oz.

Stocked in IL, TX, VA and CA



Mike's Tip: When using Mike's Hot Honey as an ingredient in sauces or marinades, Extra Hot offers cost savings over the original recipe by delivering more heat in a smaller amount.

SPECIALTY GROCERY, CONTINUED

Salima Ghariani, Grocery Specialist

ESTABLISHED IN 1903. REFRESHED IN 2016.



Bon Accord is a fun Scottish brand that dates back to 1903, but took on new life in 2016. It is embedded in Scotland's love of juice and continues to appeal to, and be adored by, several generations.

A brief look into Bon Accord's unique timeline:

- **1903** — Founded in Arbroath (Scotland) by the Robb family, Bon Accord has quite a heritage. Originally it was sold under the name Robb Brothers, then later under Bon Accord.
- **2000**—Bon Accord found a place in the hearts of the Scottish for nearly a century before closing their operations in 2000.
- **2016**—Back after 16 years, Bon Accord remains a family business. Times have changed and with a new generation at the helm, they now have a new approach to pop.
- **Today** — Bon Accord is inspired by their history, but with a modern twist, and of course, still continues to sweeten their soft drinks 100% naturally.

The brave new Bon Accord — a healthier, naturally sweetened, more flavorsome soft drink and mixer brand — is a feel-good boost to better everyday and lift and occasion.



BON ACCORD SOFT DRINKS

Bon Accord is 100% naturally sweetened with coconut nectar and fruit juice. The innovative use of high-quality, premium ingredients creates a range of flavorsome, healthier drinks. Plant-based and vegan-friendly, Bon Accord appeals to a growing market of consumers who are shopping based on brand sustainability and ethos.



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

| | | |
|---------|------------------------|------------|
| 7164744 | Bona-Cola | 12/9.3 oz. |
| 7164745 | Cream Soda | 12/9.3 oz. |
| 7164770 | Rhubarb Soda | 12/9.3 oz. |
| 7165009 | Rhubarb Soda | 8/25.4 oz. |
| 7164994 | Ginger Beer | 12/9.3 oz. |
| 7164987 | Ginger Beer | 8/25.4 oz. |
| 7165001 | Cloudy Lemonade | 12/9.3 oz. |
| 7165035 | Cloudy Lemonade | 8/25.4 oz. |
| 7165005 | Pink Grapefruit | 12/9.3 oz. |

BON ACCORD MIXERS

Made with 100% natural quinine and natural flavoring, Bon Accord has created a range of mixers with clean, crisp flavors that contain no artificial sweeteners. Bon Accord tonic is mellow in flavor and designed to enhance the spirit that the mixer is paired with, unlike many mainstream brands that disguise the spirit's taste.

| | | |
|---------|-------------------------------------|-------------|
| 7164988 | Tonic Mixer | 24/6.8 oz. |
| 7165007 | Tonic Mixer | 12/16.9 oz. |
| 7164771 | Salted Pink Grapefruit Mixer | 24/6.8 oz. |

FOR THE PASTRY CHEF

Cat Carp Wall, Pastry Specialist

SUSTAINABLE SWISS CHOCOLATE



Throughout the years, **Carma** has built their expertise on understanding and selecting the finest sustainable ingredients from

around the world to create highly balanced blends of Swiss dairy and cocoa. They select the purest milk and grind cocoa in-house in small batches. They learned to master the Swiss conching tradition for each of their couverture recipes. They cherish what their homeland stands for in everything they do: extreme precision, attention to detail, and pride in the Swiss ingredients. Carma does this with one goal in mind: to support the ambitions of artisans and chefs everywhere to create memorable moments with the smooth taste of Swiss chocolate.

SUSTAINABILITY

There are many chocolate producers who source sustainable cocoa. But, Carma goes beyond just cocoa to sourcing the most sustainable ingredients at every step of the process:

- **UTZ Certified**—UTZ assures sustainable farming methods are used, and better opportunities are available for farmers, their families, and the planet.
- **Sugar**—Sustainable sugar beet means that all their suppliers meet the requirements of the industry-wide recognized Farm Sustainability Assessment (FSA).
- **Milk**—Carma requires their milk suppliers to adhere to rules involving animal welfare, farm performance, and environmental stewardship.
- **Vanilla**—Carma requires and supports all their suppliers to continue improving vanilla farmers' livelihoods, agronomic knowledge, and skills.
- **Lecithin**—Proterra certified, ensuring the sustainable farming of soybeans by requiring suppliers to meet strict criteria; plus, rigorous Non-GMO requirements

Carma also balances sustainability with reliability and consistency in taste profile and color, which is a critical part of their uniquely Swiss chocolate crafting process. Their mission was to create 100% sustainable chocolate and they're proud to say they made it.



BLACK ZABUYE S'MORES






All of the below items are stocked in all divisions.

7184432 **Black Zabuye 83%** 1/3.31 lb.


Black Zabuye's pure black color allows for the creation of stunning applications. It is perfectly matched by its unique flavor profile, which includes the astringent kick of bitter roasted cocoa notes, followed by a smooth aftertaste.

4828046 **White Niobo 34%**    1/11 lb.

An all-purpose white Swiss chocolate. The high cocoa-butter content, combined with swiss milk, gives this white couverture an enchanting ivory color that makes it ideal for creations that are a feast for both the eyes and the palate.

7184424 **Dark Padera 55%**    1/11 lb.

An all-purpose Swiss dark chocolate with natural vanilla. The traditional conching technique used by Carma gives Dark Padera a well-balanced chocolate taste combined with a smooth cocoa body and a pleasant intensity.

7184515 **Milk Des Alps 35%**    1/11 lb.

An iconic 50-year-old Carma couverture. The perfect balance of rich cocoa aromas with a smooth-melting creaminess thanks to the finest Swiss milk.

7184422 **Tortina Neutral**   1/4.41 lb.

Tortina Neutral is an instant powder with a neutral flavor and white color to help create freeze-stable mousse and cake fillings with a firm texture.

INDUSTRY TRENDS

Retail & Foodservice



5 SPECIALTY FOOD TREND PREDICTIONS FROM THE SFA'S TRENDSPOTTER PANEL

Comfort is king when it comes to specialty food consumption, according to members of the SFA's Trendspotter Panel who were virtually assembled by the Specialty Food Association at three digital SFA shows to research thousands of specialty food and beverage products from around the world. After recording their findings, Denise Purcell, Vice President, Content and Education for the SFA, pored over the data and deciphered five trends that will drive the growth of the \$170.4 billion specialty food industry in 2022.

"As we head into a second year of the COVID-19 pandemic, comfort is an overriding theme," said Purcell. "The events of the past 18 months have consumers seeking out familiar and comforting foods and beverages, but often with a twist for some excitement, or with specific diets and health concerns in mind."

2022 TRENDSPOTTER PANEL TREND PREDICTIONS INCLUDE:

1. **Pasta's comeback.** Slowed in recent years by keto and low-carb diets, the COVID-influenced comfort food surge has revived the pasta category. We're seeing shapes that are less familiar to the U.S. market, or brand new, like cascатели, a collaboration between Sfoglini and Dan Pashman of The Sporkful podcast, along with a resurgence of gluten-free and alternative-grain options. Black rice, pumpkin, red lentils, and purple carrots are bringing "new spins on traditional pasta in Instagram-friendly ways," said Trendspotter Jonathan Deutsch, Drexel University professor and founding director of the Drexel Food Core Lab.

2. **Plant-based comfort food.** More plant-based options of nostalgic favorites are coming to market, making comfort food more accessible to those who follow alternative diets. Plant-based patties, pea-protein-based crumbles to use in tacos, and tenders and nuggets made with Chilean seaweed were among the latest innovations seen at SFA digital events like Fancy Food 24/7.

3. **Wide world of snacking.** For the past 18 months, global flavors have been offering consumers culinary adventure in lieu of traveling. Their growing prominence has inspired innovation in snacks and treats categories. Fancy Food

24/7 revealed snack bars that deliver Thai flavors while being keto-friendly and high in prebiotic fiber; potato chips from Spain in foie gras flavor; and peanuts flavored with turmeric and chili, "like the spicy peanut snack from hawkers on street corners in Bangkok that I relished as a child," noted Trendspotter Kantha Shelke, principal, Corvus Blue LLC.



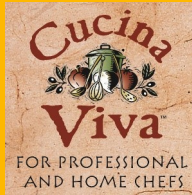
On the sweet side, exhibitors offered ice cream flavors that pay homage to Latin American coffee and dessert combos; a twist on classic panettone featuring traditional Sicilian pistachios in the bread and as a filling; and from the Philippines, a white chocolate moringa-infused bar topped with pinipig, a traditional ingredient of pounded and toasted young glutinous rice.

4. **Peppers are hot.** Consumers are gaining an education on the right peppers for recipes, snacking, and condiments, thanks to a preponderance of regional chili peppers, chili crisps, dried peppers, and pepper flakes hitting the market. In addition, flavor innovations like cooking oils that pair coffee with spicy chilis were on display at Fancy Food 24/7. "Ajvar is a lesser-known red pepper and eggplant condiment that's made in Turkey and is vegan," says Trendspotter Jenn de la Vega, author, recipe developer, and editor at large of Put A Egg On It. "Dua Lipa mentions ajvar on Hot Ones and recommends it with Albanian cooking."

5. **Foods with benefits.** Consumers are taking immune system health seriously in the wake of the pandemic, but the antioxidants and anti-inflammatory properties of some functional foods and beverages are increasingly appealing for their reported anti-aging benefits too. Fancy Food 24/7 revealed functional gummies; oils marketed as cosmetic oils to drink or use topically for the complexion; drinks that paired mango with collagen for protein and potential beauty benefits, and turmeric for anti-inflammation; and a butterfly pea flower extract, high in anthocyanins, which are linked to anti-aging for the skin.

Source: Specialty Food Association

EXCLUSIVE COMFORT FOODS



Cold weather is settling in, which makes it the perfect time to turn to your favorite comfort food. **Cucina Viva** has a few product lines that will warm you from the inside out. Stock up on these comfort food classics to get you through the winter.

Cucina Viva's gnocchi certainly fits the "comfort food" bill. Gnocchi is a type of pasta made with a combination of potato, water, and flour. These thick-yet-soft dumplings can be served as part of a first course, often replacing soup, but may also be served as a component in an entrée similar to noodles in a pasta dish.

Cucina Viva gnocchi comes in a variety of flavors and are packaged in shelf-stable, vacuum-packed containers.

- | | | | |
|--|--------------------------|---|-------------|
| 8816225 | Potato Gnocchi |   | 12/17.5 oz. |
| <i>Stocked in IL, TX, VA and CA</i> | | | |
| 7106607 | Potato Gnocchi |   | 6/2.2 lb. |
| <i>Stocked in IL, TX, VA and CA</i> | | | |
| 5017723 | Basil Gnocchi |   | 12/17.5 oz. |
| <i>Stocked in IL, TX and VA; Non-stock in CA</i> | | | |
| 1228733 | Cheese Gnocchi |   | 12/17.5 oz. |
| <i>Stocked in IL, TX and VA; Non-stock in CA</i> | | | |
| 1705684 | Mushroom Gnocchi |   | 12/17.5 oz. |
| <i>Stocked in IL, TX and VA; Non-stock in CA</i> | | | |
| 1570324 | Spinach Gnocchi |   | 12/17.5 oz. |
| <i>Stocked in IL, TX and VA; Non-stock in CA</i> | | | |
| 1705662 | Tri Color Gnocchi |   | 12/17.5 oz. |
| <i>Stocked in IL, TX and VA; Non-stock in CA</i> | | | |
| 1428786 | Gnocchetti |   | 12/17.5 oz. |
| <i>Stocked in IL, TX and VA; Non-stock in CA</i> | | | |



Another dish that is normally served as a first course in Italy, but often as a main course in the United States, is risotto. Cucina Viva uses Carnaroli rice in its risottos, giving it a firmer texture and longer grain than some risottos. Just add hot water (or broth) and enjoy!

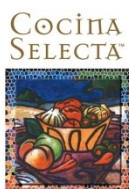
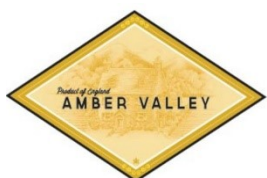
- | | | | |
|--|----------------------------|---|-----------|
| 8102156 | Asparagus Risotto |    | 8/8.8 oz. |
| <i>Stocked in IL, TX and VA; Non-stock in CA</i> | | | |
| 8037966 | Porcini Risotto |    | 8/8.8 oz. |
| <i>Stocked in IL, TX, VA and CA</i> | | | |
| 1896046 | Artichoke Risotto |    | 8/8.8 oz. |
| <i>Stocked in IL, TX and VA; Non-stock in CA</i> | | | |
| 1733437 | Bell Pepper Risotto |    | 8/8.8 oz. |
| <i>Stocked in IL, TX and VA; Non-stock in CA</i> | | | |

Another comfort food that brings a little more versatility to the table is pasta. Pasta consumption significantly increases during the colder winter months, and also experiences a spike during the Lenten season when meatless meals are more common. Whether it is cold all month or the temperature begins to rise, use these pastas however you like—in warm and hearty pasta dishes or for light and refreshing chilled pasta salads!

No other food from Europe has dominated our tables as much as Italian pasta. The world looks to Italy as the standard for pasta quality and versatility. Centuries of know-how and tradition have gone into pasta making in Italy. Cucina Viva pastas are a fine example of the expertise involved in the making of gourmet Italian pasta.

From the Puglia region of sunny southern Italy, Cucina Viva pasta is produced using traditional methods by a family-owned company established in 1870. This pasta holds up beautifully to cooking, remaining toothsome and delicious. Cucina Viva pastas all come in cellophane bags and are all-natural and trans fat-free. The following Cucina Viva pastas are available for your next comfort food craving:

- | | | | |
|---------------------------------|-------------------------|---|--------------|
| 8564187 | Orecchiette |   | 12/17.63 oz. |
| <i>Stocked in IL, TX and CA</i> | | | |
| 8445068 | Trecce Dell'orto |   | 12/17.63 oz. |
| <i>Stocked in IL, TX and CA</i> | | | |



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