

EUROPEAN — IMPORTS — a Sysco company

FEBRUARY 2019 NEWSLETTER

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

MARCH 5
MARDI GRAS

MARCH 6
ASH WEDNESDAY

MARCH 10
DAYLIGHT SAVINGS TIME
Spring forward!

MARCH 17
ST. PATRICK'S DAY

MARCH 19
MARCH MADNESS STARTS

MARCH 20
SPRING STARTS

all month long...
NATIONAL NUTRITION 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**
-  **LOCAL**
-  **LOW SODIUM**
-  **NON-GMO**
-  **NUTS FREE**
-  **SOY FREE**
-  **SUGAR FREE**
-  **TRANS FAT FREE**



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With St. Patrick's Day just over a month away, now is a great time to consider some of our everyday offerings that are crowd-pleasers every March.

Start your day off with a breakfast favorite from **Sticky Fingers**: Irish Soda Bread (1700646). Although made in the United States, Irish Soda bread is a St Patrick's Day staple, and Sticky Fingers makes it easy with their just-add-water mix.



Another breakfast favorite from the Emerald Isle itself is McCann's Irish Oatmeal. From tins and canisters filled with oats to individual instant oatmeal envelopes or cups, McCann's has a wide variety of offerings so there is sure to be a solution for all.

We have quite a few Irish cheese selections that would make a nice addition to any cheese case this March.

The Cahill family has been farming and cheesemaking for over four generations in Ireland. All of their delicious, artisan, flavored cheeses—from Porter and Whiskey to Ardagh Wine and Irish Cream—would make perfect additions to any festive cheese case or cheese plate this March.



Other favorites reigning from Ireland include Daru (7889292), Brandon Vale Vintage (7216308), Oscar Wilde Irish Cheddar (2745004 and 3474028), Tipperary Irish Cheddar (1788516, 9918764 and 3054145) and Carrigaline Beechsmoked Cheese (4285702).

Kerrygold not only brings their crowd-pleasing Cashel Blue (9943135), Dubliner (1952694 and 1702499) and Aged Cheddar (3515360) cheese options, they offer Irish Unsalted (6630935) and Salted (7382423 and 3193772) Butter options, too. And the lush green grass of Ireland, which their dairy cattle feed on, is rich in beta-carotene, giving a naturally occurring golden pigment that makes this butter stand out from the rest.

From breakfast through dinner, **Jolly Posh** has your Irish meat options covered. The company was founded by Nicholas Spencer, who after moving to America in 2007, longed for the flavors of home. He gave up corporate life and launched Spencer's Jolly Posh Foods. From hearty, butcher-style sausages to lean, dry-cured back bacon, their products reflect time-honored, traditional recipes.



UNDER THE DOME

Jeff Babcock, Cheese Specialist

GOAT FOR THE GOLD



LaClare Family Creamery is a true farmstead operation founded in 1978 with a foundation that is rooted in artistry, family values and hard work. In the late 1970's, eager to return to their rural roots, Larry and Clara Hedrich bought a "hobby farm" in the heart of America's Dairyland. Along with their homestead, they inherited two goats, a dozen or so chickens and pair of peacocks. Little did they realize, the goats would soon become the focal point of the lives of their growing family. Hence, the founding of what would become LaClare Farms, appropriately named after founders Larry and Clara.



EVALON

Evalon is an American Original cheese crafted under the LaClare Farms brand. Evalon was named after Larry's grandmother, Evelyn. Larry spent much of his time growing up on his grandparent's farm, gaining a great appreciation for agriculture. After years of dreaming of making cheese and building their own farm, Larry and Clara's dream came true. Their first batch of Evalon was crafted in the fall of 2008, using only the highest quality farmstead goat milk from LaClare Farms.

This complex Farmstead American original embodies the rich nutty flavor of an aged Gouda while featuring notes of piquant Asiago and layers of caramel-like Parmesan. Evalon can be used in place of any traditional Parmesan, Asiago or aged Gouda. Evalon's presence is bold and well developed, making it the perfect centerpiece to a cheese board or the perfect vehicle to add depth to any recipe.

In 2011, a wheel of Evalon made by Cheesemaker Katie (Hedrich) Fuhrmann, daughter of Larry and Clara, won Best of Show out of 1604 cheeses at the United States Championship. Katie was the youngest cheese maker to ever win this award.

7074845

EVALON

1/10 LB.

Stocked in IL; Non-stock in TX and CA



CAVE AGED CHANDOKA

This cave aged cheese is inspired by the mother and three aunts of Larry Hedrich, owner of LaClare Farms. The four sisters—Charmaine, Ann, Donna and Kathy—grew up on the farm where LaClare Farms is now located in Wisconsin. They used the first two letters of each of their names and came up with the name *Chandoka*. In the fall of 2012, Chandoka Farm continued in the family and became the new home of LaClare Farms.

Chandoka is a 70/30 blend of cow and goat milk, which creates a unique flavor profile. These quarter wheels contain a dense, fudgy paste that is buttery and has citrus, grassy and earthy flavors. The earthiness comes across when you smell the cheese, too, as it imparts notes of cellar and vegetables. Wonderfully complex, Cave Aged Chandoka is ever-changing throughout its life cycle. This complex cheddar can be used in place of any traditional cheddar. Cave Aged Chandoka stands alone on the finest of cheese boards, and is versatile as an ingredient, adding strength and depth to any recipe. Pair with a variety of beers—like saisons, dry ciders, red ales or double IPAs—or serve with a glass of medium to heavy bodied wine—like chardonnay, zinfandel or cabernet sauvignon.

Chandoka is a well-celebrated cheese, as it has won awards at the World Championship and ACS, among others.

9901007

CAVE AGED CHANDOKA

1/5 LB.

Stocked in IL; Non-stock in TX and CA



WILD AND UNIQUE FOODS

Tim Doyle, Meat & Game Specialist

AN ESSENTIAL FOR ELEGANT DINING



essential to elegant dining as caviar and champagne.

Foie gras production is at least 5000 years old, 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. This is how foie gras was discovered and eventually passed on to Rougié.



During their flight to Israel, Hebrews carried on the tradition of gavage. The Jewish communities used this method to produce fat as a substitute for lard, and this tradition has been carried on. As Jewish populations migrated towards Europe, they brought along this particular technique. Corn in the 16 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. It 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 anti-biotics, giving the final product the tastiest and healthiest result for the end user.

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

Foie gras is loaded with good enzymes, but the cellular structure of these enzymes break down immediately after harvest. This results in a very short shelf life for fresh foie gras. Rougié has developed a flash-freezing process to stop this enzymatic decay of the liver cells naturally, bringing you the freshest and highest quality foie gras with a much longer shelf life.

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



3455706
FOIE GRAS (WHOLE)
2/1.5 LB.

Stocked in IL, TX and CA

3492281
2/2.2 LB.

IQF FOIE GRAS PRESTIGE SLICES
(2.5 oz. pieces, 14 pcs/bag)

Stocked in IL and TX; Non-stock in CA

4167738
2/2 LB.

IQF FOIE GRAS SLICES
(1.75 oz. slices, 20 pcs/bag)

Stocked in IL, TX and CA



7071576
FOIE GRAS MOUSSE FICELLE
2/3/10.6 oz.

Stocked in IL, TX and CA



7071835
FOIE GRAS TERRINE
2/17.6oz

Stocked in IL; Non-stock in TX and CA



SPECIALTY GROCERY

SOMETHING NEW FROM SOMEWHERE OLD



Over 130 years ago, Luigi Bertagni set out to make filled pastas for the neighbors of his pastificio, a small pasta shop in Bologna, Italy.

Fast forward a little over a century: Bertagni is still making pasta like Italian nonnas make in kitchens throughout Italy – with soft wheat flour and a bounty of cage free eggs for sheets of silky, tender pasta that taste delicate but won't fall apart in cooking. Bertagni uses only egg and flour, with no added water, to make their pasta.

The fillings, which are the true hero of filled pastas, are made with premium cheeses from Italy, such as grated Parmigiano Reggiano, Grana Padano, fresh burrata, sheep's milk Pecorino Romano, and mozzarella di Bufala.

Vegetables are roasted, sautéed, or mixed on-site in small batches in order to maximize the taste and texture of each ingredient. The fillings are never dry or crumbly, resulting in remarkable ravioli.

Modern techniques have been developed to mimic the traditional methods Luigi used so many years ago. Authentic recipes combine past and present in Bertagni's products; perfectly balanced fillings of the finest cheeses and vegetables, enveloped in ethereal pasta sheets, for a sublime entrée that always exceeds expectations.

Below are a few of the classic Bertagni pastas you may already be familiar with:

3616501	Frozen Fettuccini Nests	10/10.6 oz
7009605	Ricotta & Spinach Ravioli	3/2.2 lb
7009621	Porcini & Truffle Ravioli	3/2.2 lb
7010223	Four Cheese Tortelloni	3/2.2 lb

All above items are stocked in IL and CA, non-stock in TX

Although Bertagni is rich in tradition, they are constantly innovating with flavor combinations to add new products to their filled pasta lineup. The two newest flavors are exciting additions – one that brings together two Italian staples, and the other bringing together a plant-based food with the comfort of cheese.

PARMIGIANO REGGIANO & BALSAMIC VINEGAR MEZZELUNE

Combining two celebrated flavors of Italy, Parmigiano Reggiano & Balsamic Vinegar Mezzelune blends the nutty, sharp flavor of Italy's most famous cheese with the sweet and tart flavor of Balsamic Vinegar. This pasta needs little sauce – just a drizzle of olive oil and garnish.

7068481



PARMIGIANO REGGIANO AND BALSAMIC VINEGAR MEZZALUNE

3/2.2 LB (Approximately 30 pieces per pound)

Stocked in IL; Non-stock in TX and CA



BEET & CHEESE MEZZELUNE

Tastefully complementing each other, tender roasted beetroots and cheese fill this plump half-moon shaped pasta. The ruby-colored beets and cheeses are placed in the ravioli separately, resulting in a striking look and a unique eating experience.

7068487



BEET AND CHEESE MEZZELUNE

3/2.2 LB (Approximately 30 pieces per pound)

Stocked in IL; Non-stock in TX and CA

made in italy

SPECIALTY GROCERY, CONTINUED

REFRESH AND REPLENISH, NATURALLY

O
X
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G
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N

Oxygen. It's one of the most abundant elements in the universe, yet your body can always benefit from just a little more than what it gets from breathing alone. Giving your system the extra oxygen it craves throughout the day can help you stay perfectly tuned and running as efficiently as possible.

Enter Oxigen®—powered by O₄.

It all started with the discovery that a proprietary process could fuse O₂ molecules together to create the key ingredient in Oxigen™—powerful O₄ oxygen molecules. And since this unique type of oxygen remains perfectly stable in water, it meant O₄ could be bottled and consumers could take it with them to work, to play, or wherever they go.

Oxigen is all-natural and is made from only distilled water, stabilized oxygen (O₄) and a trace amount of sea salt. The sea salt plays an important role in the proprietary O₄ molecule creation process, as it helps O₂ molecules bind together. And because Oxigen uses stabilized oxygen and not compressed gas, the oxygen maintains its efficacy in purified water for up to two years—even after opening the bottle! An added bonus: Oxigen water bottles are made from 100% rPET material, are BPA free and completely recyclable.

O₄ oxygen molecules easily absorb into the bloodstream through capillaries in the mouth as well as through the stomach lining, making Oxigen water the perfect avenue for giving your body the added oxygen it desires.

WHY YOU NEED OXIGEN

YOUR BRAIN

Increasing the oxygen available to your brain helps it function more efficiently, especially during moments of increased stress. The more pressure you're under, the more you require oxygen to balance you out and bring you back to your best.

Did You Know?

- ⇒ While the brain makes up only 2% of our bodyweight, it requires about 25% of the oxygen we use to function.
- ⇒ Additional oxygen can improve reaction time, mental clarity and memory.

YOUR MUSCLES

Your muscles rely heavily on oxygen for energy, especially when they're working harder during exercise. If your body can't deliver oxygen to them fast enough, your muscles begin converting glucose into lactic acid, instead of energy—and that can slow you down. Increasing oxygen in your system can help your muscles break down lactic acid during workouts and help you recover faster afterwards.

Did You Know?

- ⇒ Oxygen helps your muscles cool down after a vigorous workout
- ⇒ The stabilized oxygen (O₄) in Oxigen water speeds up lactate clearance, which means faster recovery post-exercise.

OXIGEN WATER BOTTLES

Sip natural, refreshing Oxigen water throughout your busy day to maintain your optimum oxygen levels. Oxigen water bottles are a simple, effective way to replenish your mind, body and spirit. With 1,000 parts per million (ppm) of bioavailable oxygen per 20 ounce bottle, this bottle contains 100 times more oxygen than bottle or tap water, which typically contain 5-40 ppm of oxygen. This leads to faster recovery, increased stamina and improved focus.

9901061 12/20 OZ BOTTLES

Stocked in IL; Non-stock in TX and CA

9901068 24/20 OZ BOTTLES

Stocked in IL; Non-stock in TX and CA

OXIGEN WATER SHOTS

A highly concentrated serving designed to give your brain and body an instant lift and get you back on track, ASAP. Power up when you need to finish strong. Or cool down with all the recovery and none of the crash. The 0.5 oz shot contains 5,000 ppm of bioavailable oxygen, which is 5 times more than the Oxigen 20 ounce bottle. So while it has the same endurance, stamina and mental clarity benefits as the bottle, the increased oxygen also helps to decrease jet lag and hangover effects.

9900088 30/0.5 OZ SHOTS

Stocked in IL; Non-stock in TX and CA



FOR THE PASTRY CHEF

Girish Fatnani, Pastry Specialist

FRENCH EXPERTISE, EXCLUSIVELY FOR YOU

Davigel
Partenaire de votre réussite



As announced in January's Newsletter, French-based **Davigel** was recently acquired by Sysco, so as we bring in their exceptional products, they are being made available to you *exclusively* through European Imports. These French-made desserts make excellent easy-to-prepare desserts for weddings or any upcoming special event.

Davigel has been one of the leading producers, importers and distributors of innovative chilled and frozen products in the foodservice realm—particularly, for out-of-home professional operators. They are constantly offering catering professionals the best, most authentic products made only from raw ingredients that meet strict nutrition and health standards. Since the needs of foodservice operators are specific to each, and constantly changing at that, Davigel puts innovation and personalized service at the heart of its priorities. They are on top of market trend analysis and take innovation seriously—they staff a team of 15 professional chefs strictly for new product development. Because of this, they are able to propose a new item every 3 days.

Discover these four French-made desserts—*exceptional options for your upcoming special events*—and discover why Davigel will be your partner in success.

7061562 TIRAMISU DELIZIOSO
Stocked in IL, TX and CA

1/5 CT.

This traditional tiramisu dessert is made with Mascarpone cream filling, biscuits that have been soaked in dark, rich coffee and a dusting of cocoa powder. *Each individual dessert is 3.5 ounces.*

7061576 CHOCOLATE COCOA BEAN WITH
CARAMEL & HAZELNUT HEART
Stocked in IL, TX and CA

1/12 CT.

A chocolate mousse and a caramel and hazelnut heart sit on top of a cocoa biscuit. *Each individual dessert is 2.75 ounces.*

7061570 CARAMEL CRUMB DESSERT
Stocked in IL, TX and CA

1/16 CT.

A real Brittany shortbread biscuit base is topped with caramel and is lightly flavored with a touch of “guerande” salt and chocolate chips. *Each individual dessert is 3.17 ounces.*

7061545 RASPBERRY BISCUIT CAKE WITH
MADAGASCAR VANILLA
Stocked in IL, TX and CA

1/4 CT.

An almond biscuit is soaked in kirsch, then topped with a layer of whole raspberries and Madagascar vanilla cream. *Each case contains four 2.33 pound whole cakes, ready to cut and serve.*



INDUSTRY TRENDS

Retail & Foodservice

HOW MILLENNIALS DISRUPTED DINNERTIME

In recent years, millennials have been blamed for the downfall of canned tuna, mayonnaise, American cheese and cereal. Another casualty of the generation may be the traditional homecooked dinner.

Shifting demographics have upended the evening mealtime routine, said Dave Donnan, senior partner at A.T. Kearney. Generations ago, he said, a family of four or five would gather around the dinner table and eat whatever dish mom prepared. Today, 62% of households are either single or couples, he said.

“That has changed the dynamic of how we make food, and in addition to this it’s just not one meal anymore because even if I have more than one person at the table, somebody will be gluten-free, another will be a vegan, and then someone will be paleo, and someone is trying to be keto,” Mr. Donnan said during a Jan. 14 presentation at the Winter Fancy Food Show in San Francisco. “Each one of those different menu options is causing more complexity to our meals.”

The rise of specialty diets emerged as a theme in several talks at the event. Sophie Egan, an author and freelance writer, described the perpetuation of a “very me-centric American food culture” that has fueled a fascination with functional ingredients and personalized nutrition.

Millennials and what Mintel refers to as the “iGeneration,” the cohort born between 1995 and 2007, have disrupted the institution of dieting, said David Lockwood, director of Mintel Consulting. In a survey, Generation X and baby boomer participants indicated they had tried approximately 3.5 different diets in the past year and 4.5 different diets over a lifetime, Mr. Lockwood said.

“Already, at their young age, millennials and iGens, the youngest groups, are dieting more frequently in their short lifetimes than older adults in their long lifetimes,” he said. “What you get is serial dieting. People who will go through Whole30, paleo, even keto now, and just try them over and over and over and keep doing it.

“That’s so important for food innovators ... what that means is it’s changing almost everything about the way we’ve thought about and developed products for and marketing to diets. Younger generations don’t even stick with a diet long enough to see how it’s supposed to work.”

New products and services further enable an expectation of customization, Ms. Egan said. For example, there are 87,000 possible beverage combinations at Starbucks.

“This has evolved to build-your-own fast-casual models where you are a participant in the meal making — you’re sort of the orchestra conductor, dialing your meal to your unique hedonic and health profile,” she said. “This stems from a much deeper undercurrent in our food culture, which has been described today as ... this need for transparency. It’s a sense of, ‘It’s my right to know what’s in my food. It’s my right to know what I’m putting in my body.’”

Food service models are scrambling to keep pace. Raley’s, a regional supermarket chain, shifted its focus recently to broaden its assortment of prepared foods. Evelyn Miliate, corporate chef at Raley’s, said the retailer offers meals and mini meals, mix-and-match meal components and meal kits catering to different dietary preferences.

“What drives our growth is giving customers choices, whether it be dietary choices, sizes of meals that they eat, varieties, just the way you cook it,” Ms. Miliate said. “We don’t market it as lifestyle diets such as keto or paleo diets, but we certainly have (those trends) in mind while we’re developing our products.”

Meal kit company HelloFresh recently purchased Green Chef which offers specialty meal plans, especially keto and organic ingredients. They also launched Every Plate, with a more accessible price point of \$4.99 per meal.

Uber Eats, the food delivery service, also has evolved its model to tap into specific dietary needs, said Bowie Cheung, director of operations.

“From a food delivery app perspective, one way you go about doing that is introducing filters for your dietary restrictions or preferences, whatever it might be,” he said.

Prepared foods, meal kits and restaurant delivery are capturing more growth as consumers increasingly seek convenient dinnertime solutions, Mr. Donnan said.

“In fact, 70% of consumers, according to a recent NPD survey, said they like to eat at home, but only 10% of consumers said they love to cook,” he said. “So, we’ve got this dichotomy between wanting to be home to eat but not wanting to cook.”

CUCINA VIVA COMFORT FOODS



Cold weather has settled in, so it's time to turn to some of our favorite comfort foods. Cucina Viva has a couple of product lines that will warm you from the inside out.

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



Cucina Viva Gnocchi are packed in convenient, shelf-stable vacuum-packed containers containing 17.5 ounces each and sold twelve to a case.

The following Gnocchi varieties are available to answer your comfort food cravings:  

5017723	Basil Gnocchi <i>Stocked in IL and TX; Non-stock in CA</i>
1228733	Cheese Gnocchi <i>Stocked in IL and TX; Non-stock in CA</i>
8816225	Potato Gnocchi <i>Stocked in IL, TX and CA</i>
1570324	Spinach Gnocchi <i>Stocked in IL and TX; Non-stock in CA</i>
1705662	Tomato, Potato & Spinach Gnocchi <i>Stocked in IL and TX; Non-stock in CA</i>
1705684	Mushroom Gnocchi <i>Stocked in IL and TX; Non-stock in CA</i>
1428786	Gnocchetti <i>Stocked in IL and TX; 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 spikes 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 in light and refreshing cold pasta salads!

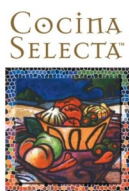
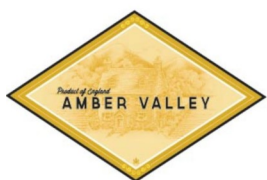
No other food from Europe has dominated our tables as much as Italian pasta. The world looks to Italy as the standard for pasta quality and versatility. Centuries of know how and tradition have gone into pasta making in Italy. Cucina Viva pastas are a fine example of the expertise involved in the making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

The preparation of this pasta couldn't be simpler: boil, drain and serve whatever way you like. Cucina Viva pastas all come in cellophane bags that contain 17.63 ounces of pasta and are sold with twelve in a case.

The following Cucina Viva pastas are available for your next comfort food craving:  

8086340	Tri-Color Farfalle <i>Stocked in IL and TX; Non-stock in CA</i>
8564187	Orecchiette <i>Stocked in IL, TX and CA</i>
7221359	Strozzapreti <i>Stocked in IL, TX and CA</i>
2631386	Cavatelli <i>Stocked in IL and TX; Non-stock in CA</i>
8445076	Fusilloni <i>Stocked in IL; Non-stock in TX and CA</i>
8445068	Trecce Dell'orto <i>Stocked in IL, TX and CA</i>



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