

FEBRUARY 2020 NEWSLETTER

THIS MONTH'S INDUSTRY EVENTS

FEB 23RD-26TH
SALON DU FROMAGE
PARIS

NEXT MONTH'S HOLIDAYS & EVENTS

Time to start planning!

MARCH 8 DAYLIGHT SAVINGS

MARCH 9-10 PURIM

MARCH 17 ST. PATRICK'S DAY

MARCH 17 MARCH MADNESS
BEGINS

MARCH 19 SPRING EQUINOX

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**
-  **ANIMAL WELFARE APR.**
-  **CERTIFIED HUMANE**
-  **DAIRY FREE**
-  **EGG-FREE**
-  **GLUTEN FREE**
-  **GRASS FED**
-  **KOSHER**
-  **LACTOSE FREE**
-  **LOW SODIUM**
-  **NON-GMO / NON-GMO VER.**
-  **NUTS FREE**
-  **ORGANIC / USDA ORGANIC**
-  **SOY FREE**
-  **SUGAR FREE**
-  **TRANS FAT FREE**
-  **VEGAN**



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THE EMERALD ISLE

St. Patrick's Day is quickly approaching! Whether you'll celebrate for just one day, or spread the Irish cheer out all March long, now is the time to prepare! As you plan your menus and stock your shelves, let's explore some of the exceptional items that are imported from, or simply inspired by, the Emerald Isle.

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. Or, from the Emerald Isle itself, McCann's Irish Oatmeal is another classic way to start the day. From single serve Instant Oatmeal envelopes or cups to boxes and cannisters of Steel Cut Oatmeal, McCann's has you covered.

Another great way to greet the day is with Irish Breakfast Tea. The Irish are well-known for their love of strong teas, and the options from Twinings (5809381 and 9285545) and Taylors of Harrogate (7494461) are strong, full-bodied black teas that are rich in flavor and aroma. Or select a tea from Ireland itself: Barry's Gold Blend Tea (1194675) is considered "Ireland's Finest Tea Since 1901."

New to European Imports this year is the Irish Farmhouse Cheese Selection. Featuring Cahill's Irish Vintage Cheddar, Cahill's Cheddar with Irish Porter, Carrigaline Irish Beech-Smoked Cheese and Daru, this carefully curated group of cheeses are the perfect solution for an Irish themed cheese board this March (or year-round).



9912077

IRISH FARMHOUSE CHEESE SELECTION

1 / 7.5 LB.

Stocked in IL and VA; Non-stock in TX and CA

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. He offers traditional Black (3179047) and White (3179078) Pudding, hearty butcher-style Traditional (3179065) and Pork & Herb (3179052) Bangers, and lean, dry-cured Back Bacon (3179031) that reflect time-honored, traditional Irish recipes.

UNDER THE DOME

Jeff Babcock, Cheese Specialist



In 2005, Tim Welch and Pat Ford had a vision of opening a creamery in the mountains of Northern Utah. Not knowing what they couldn't do, the two broke with tradition and created their own rules about what artisan cheese could be. With their families by their side, they built a company grounded in independent thinking, connectedness, and authenticity. Beehive Cheese continues to produce award-winning cheeses that bring family and friends together.

This is not the cheese you grew up on—it's in a league of its own. Humble cheddar elevated to artisanal greatness. This creamy Utah cheddar is lightly smoked with walnut wood and wedges of sliced apple. In 2019 the American Cheese Society declared Apple Walnut Smoked to be the best Smoked Cheddar in America.

Sweet and creamy, Apple Walnut Smoked has the perfect amount of smoke. This artful balance allows both the cheese and its smoky character to shine. This semi-firm cow's milk cheese has been aged for 6-8 months and boasts a sweet, slightly nutty flavor and a creamy texture.

Enjoy Apple Walnut Smoked with a charcuterie platter made up of salami, stone fruits, berries and toasted nuts. It is superb for melting on burgers and grilled cheese sandwiches. Include in your next scalloped potatoes, or pair with bacon. Apple Walnut Smoked is best enjoyed alongside a jammy red wine, dark ales, stouts, porters or bourbon.

7107947
APPLE WALNUT SMOKED
1/5 LB.

Stocked in IL, TX, VA and CA



Somerdale, founded in 1990, exports over 250 cheeses all over the world. Their range includes traditional cheddars, blue cheeses, flavored cheeses, fruit blends and the finest traditionally made artisan cheeses. They not only export cheeses from long-standing partners, they work with supply partners to develop new, exciting cheeses.



Beer and cheese are a match made in heaven! Creamy aged English Cheddar is crafted and aged on the Barber family farm, located only 15 miles away from the Village of Cheddar in the south west of England. Somerdale infuses the Cheddar with a wonderfully hoppy, traditional IPA to create a sumptuously smooth cheese with fruity beer notes. The cheese is divided by a fine line of ash to create a pleasing visual when cut, making it stand out from other cheeses. Each wheel is then coated in distinctive red and black wax, sealing in all of that 'beery goodness'.

Serve with French bread or melt to make a gooey beer cheese dip. Pair with fresh cornichon, and coarse grain mustard, maybe a little pickled red onion also! And, of course, this beer pairs perfectly with your favorite IPA.

7100156
CHALLENGER IPA CHEDDAR
2/4.4 LB.

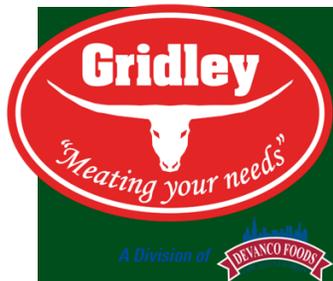
Stocked in IL, TX, VA and CA



WILD AND UNIQUE FOODS

Tim Doyle, Meat & Game Specialist

MEATING YOUR NEEDS



Gridley Meats is a proud producer of all things Halal, from carefully crafted beef sticks to mouth-watering beef bacon. While they continue to innovate and grow, their focus and attention to detail is what keeps customers coming

back again and again.

In 2011, the Abbed brothers took their part-time jobs and made it their full-time careers by purchasing Gridley Meats in Gridley, Illinois. With that passion and knowledge for high quality meat products, Gridley is now distributed and asked for across the globe!

What sets Gridley apart from any other producer is the fact that they use livestock that is humanely treated from beginning to end. Gridley uses livestock that is free from illness while maintaining the integrity and respect of the animal throughout the entire process and all products are proudly manufactured in the USA.

Since consumers outside of the Muslim community are beginning to realize that Halal products are all around healthier than your traditional products, the market is expected to grow from \$5.73 trillion in 2016 to \$12.14 trillion by 2024. In efforts to keep up with the growing category and the demand for Gridley products, Devanco Foods invested in Gridley Meats and moved them into their 100,000 sq. ft facility in Carol Stream, Illinois. With the commitment to the quality and integrity of these products, the Abbed brothers joined the Devanco Team and currently oversee and manage all Gridley Products. Devanco Foods is a pork-free facility that is USDA Inspected and SQF Level 2 certified. With committed Research and Development, Quality Assurance and Production Teams, the quality of Gridley products are only improving, and they've begun to develop other products to expand their line. We're excited to introduce Gridley's Beef Sticks, Beef Bacon and Beef Pepperoni, all of which are halal and packed with flavor.



BEEF STICKS:

Gridley beef sticks are carefully crafted with real Angus Beef. They are cured and hickory smoked to perfection with a punch of flavor in every bite! All of them come in a case that has 4 boxes of 16 beef sticks.



7111030

ORIGINAL BEEF STICK

Stocked in IL, TX, VA and CA

Hickory smoked perfection.

7111500

TERIYAKI BEEF STICK

Stocked in IL, TX, VA and CA

Slowly marinated to give you the perfect balance between sweet and savory.

7111023

JALAPENO BEEF STICK

Stocked in IL, TX, VA and CA

Infused with real jalapenos, you can see them throughout! The perfect amount of spice.

BEEF BACON (RETAIL PACK):

Fully cooked Beef Bacon is made with real Angus Beef. Gridley is Beefin' up an old classic by using a patented process to deliver up a mouth-watering twist on an American classic that you'll be sure to love.

7110602 BEEF BACON

12/12 oz.

Stocked in IL, TX, VA and CA

BEEF PEPPERONI:



A new take on a traditional pizza topping! An all-beef pepperoni that has the same great spices and zest but made with Real Angus Beef.

7110615 BEEF PEPPERONI

4/2.5 LB.

Stocked in IL, TX, VA and CA

SPECIALTY GROCERY

Salima Ghariani, Grocery Specialist

THE FRUIT OF DEDICATION, PASSION AND LOVE

"Olive oil is the fruit of dedication, passion and love of who produces it. Only in this way can its taste be unique, authentic and unforgettable"

– Vincenzo Bono



This is the spirit that leads to the work of Bonolio olive oil company, which was born in 1934.

Throughout more than half a century it has succeeded in turning the passion for tradition and

a balanced and healthy nourishment into a very impressive reality. While at the very beginning the group supplied only small- and average-sized Sicilian traders and packers, after the 1960s the company started working with larger Italian companies, dealing exclusively with olive oil packaging, thanks to the huge increase of interest in the valuable Sicilian extra virgin olive oil.

Passion, love and dedication not only constitutes the attitude of Vincenzo Bono towards olive oil but were the main pillars of the company itself, a company that could not exist without the precious and irreplaceable help of his devoted wife Carmelina. After Vincenzo's death, who was the real forefather of the company, his wife and their four sons, Michele, Damiano, Giuseppe and Salvatore, made treasure of his fundamental advice. They decided to continue what Mr. Vincenzo had started and worked in synergy and with dedication to make the company succeed in reaching important goals, especially in the international field.

Bonolio Company's establishment is in Sciacca, a land in the southern part of Sicily. It's very famous for its agricultural vocation, perfect for the cultivation of high quality olives. Its land contains several particularly superior varieties used for the production of very precious oil. These different olive varieties include Bianco-lilla, Nocellara del Belice and Cerasuola, from which excellent oils are produced. It's characterized by a true and authentic flavor that still exists, thanks to the maintained respect for the original natural heritage.

The constant research for high quality constitutes a must for the Bonolio Company, that not only is needed to evaluate its own product, but also distinguishes it from all the other Sicilian olive oils. In order to maintain

their high quality, the company has activated a number of strict supervisions and authorizations to certify that effective quality standards are maintained through every single step of its process, monitoring that the passage from the raw material to the final packaged product takes place respecting high-quality parameters.

Today the Bonolio olive oil factory includes the biggest oil mill in Sicily, with an olive oil production capacity of 5 tons per hour distributed on four production lines, two bottle/can machine lines of a capacity of 6000 bottles per hour and an olive oil stock capacity of 5000 tons. This system allows the company to export its own product not only throughout Europe, but also to the United States, Canada and Asia.



7106599 NOVELLA EVOO **6/16.9 oz**
Stocked in IL, TX, VA and CA

Unfiltered and lush, vibrant green with notes of tomato, artichoke and a spice finish.

CONTE LUNA:
7106595 SICILIAN ORGANIC EVOO **6/25.5 oz**
Stocked in IL, TX, VA and CA

Intense aroma and delicate taste with a light spicy aftertaste.

7106591 SICILIAN EVOO **6/25.5 oz**
Stocked in IL, TX, VA and CA

Intense aroma and delicate taste with a light spicy aftertaste.

7106799 ITALIAN EVOO **2/5L**
Stocked in IL, TX, VA and CA

Delicate, fruity aroma with hints of fresh grass and pepper.

7106597 SPANISH EVOO **2/5L**
Stocked in IL, TX, VA and CA

Mild and fruity with hints of almonds and fresh grass.

7106587 MEDITERRANEAN EVOO **2/5L**
Stocked in IL, TX, VA and CA

Light, fruity and well-balanced with a mild finish.

SPECIALTY GROCERY, CONTINUED

Salima Ghariani, Grocery Specialist

THE BEST NATURE HAS TO OFFER



The story of Crown Maple begins with Robb and Lydia Turner, and their desire to find a retreat for their family.

Their search brought them to New York's Hudson Valley, which Robb had fallen in love with during his time at West Point. The Turner family found the perfect cabin with a wide range of geography and a phenomenal view at the top of a mountain.

Robb did not set out to become the preeminent maple producer. Having grown up on a farm, Robb became inspired by the opportunity to create a higher quality maple. This inspiration sparked the passion that created a new maple standard, Crown Maple.

From Lydia's kitchen emerged the greatest realization about the versatility of pure maple as one of the healthiest, most natural, and most sophisticated sweeteners. As a scratch-chef working from her kitchen, Lydia discovered the unparalleled flavor, the layers of sweet & savory, the depth of character and the endless possibilities that maple provides.



AMBER COLOR RICH TASTE

Aromas and flavors of gingerbread, roasted chestnut, toffee and a hint of clove and nutmeg. Rich, luxurious flavors.

2642874 RETAIL BOTTLES **6/12.7 oz.**
Stocked in IL, TX, and VA; Non-stock in CA



7098222 PETITE BOTTLES **24/1.7 oz.**
Stocked in IL, TX, VA and CA



VERY DARK COLOR STRONG TASTE

Aromas and flavors of caramelized molasses, crème brûlée, espresso and cocoa beans with clove, allspice and anise. Complex with strong maple flavor impact.

2393021 FOODSERVICE JUGS **1/1 GAL**
Stocked in IL, TX, and VA; Non-stock in CA



BOURBON BARREL AGED

Distinctive aromas and flavors of bourbon, smoky oak, graham cracker, brown butter and creamy vanilla. Exceptional layers of luxurious flavors.

3796954 RETAIL BOTTLES **6/12.7 oz.**
Stocked in IL, TX, VA and CA



7098209 PETITE BOTTLES **24/1.7 oz.**
Stocked in IL, TX, VA and CA



3796970 FOODSERVICE JUGS **1/1 GAL**
Stocked in IL, TX, VA and CA



CINNAMON INFUSED

Sweet and spicy floral notes of cinnamon accentuate brown butter and toasted pecan notes. Warm flavor.



7098198 RETAIL BOTTLES **6/12.7 oz.**
Stocked in IL, TX, VA and CA

7098206 PETITE BOTTLES **24/1.7 oz.**
Stocked in IL, TX, and VA; Non-stock in CA

MADAGASCAR VANILLA INFUSED

Floral aromas of Madagascar vanilla, graham cracker, brown butter and creamy sweet notes. Delicate flavor.



7098195 RETAIL BOTTLES **6/12.7 oz.**
Stocked in IL, TX, VA and CA

7098220 PETITE BOTTLES **24/1.7 oz.**
Stocked in IL, TX, VA and CA

Serving Suggestions

Try making one of these great recipes:
Glazed Bacon Roasted Brussels Sprouts
Baked Brie with Maple and Pear Confit

FOR THE PASTRY CHEF

BACK IN BLACK



Restaurantware offers innovative, design-forward and sustainably-focused products that enhance every dining experience. From picks and skewers to paper straws and baking cups, Restaurantware is a brand that chefs rely on to deliver beyond the extraordinary. Our most recent additions to the Restaurantware line include a number of sleek black options.

Serve up hot beverages in these sleek **BLACK RIPPLE WALLED COFFEE CUPS** and teacups. These paper coffee cups are rippled and insulated to keep your beverages hot while your cups stay cool to the touch. Chic, trendy, and recyclable, these disposable coffee cups are part of Restaurantware's one lid three sizes coffee cup collection. Perfect for serving take out orders of coffee, teas, hot chocolates, macchiatos, lattes, mochas, and just about any other freshly brewed hot shot of java, these recyclable paper cups are an affordable and environmentally responsible choice.

7086122 BLACK RIPPLE WALL 8 OZ. COFFEE CUPS **1 / 500 CT.**
Stocked in IL, TX, VA and CA

Each of these black paper coffee cups hold up to 8 ounces and is perfect for serving small-sized portions of coffees, teas, and other hot beverages.

7034153 BLACK RIPPLE WALL 12 OZ. COFFEE CUPS **1 / 500 CT.**
Stocked in IL, TX, VA and CA

Each of these black paper coffee cups can contain up to 12 ounces and is perfect for serving medium-sized portions of coffees, teas, and other hot beverages.

Made specifically for the above 8 ounce and 12 ounce disposable coffee cups, these **BLACK COFFEE CUP LIDS** make to-go coffee orders convenient and secure. Made from 100% recyclable plastic, these trendsetting and stylish lids fit onto their corresponding cups tightly, keeping beverages hot and fresh while protecting customers from spillage.

7086128 RESTPRESSO BLACK COFFEE CUP LID **1 / 500 CT.**
Stocked in IL, TX, VA and CA

Serve your take out food securely and in style with these **BIO TEK BLACK BOX TAKE OUT CONTAINERS**. Featuring a poly-coated interior and a convenient tab closure, these grease- and heat-resistant paper take out boxes are built to stay strong against oily and messy foods, great for serving paninis, large salads, and more. Made from premium sustainable paper, these recyclable containers are an excellent option for eco-conscious companies.

7086451 BIO TEK BLACK PAPER TAKEOUT BOX **1 / 200 CT.**
Stocked in IL, TX, VA and CA

This #2 size container features a trendy black exterior and measures 8.5 x 6.2 x 1.9 inches, with a capacity of 49 ounces.

7086102 BIO TEK BLACK PAPER TAKEOUT BOX **1 / 200 CT.**
Stocked in IL, TX, VA and CA

With a stylish black finish, this #3 size to go container measures 8.5 x 6.2 x 2.5 inches and has a capacity of 71 ounces.

Crafted from premium paper, these stylish **BLACK PAPER STRAWS** are naturally biodegradable and a great nature-friendly alternative to plastic straws!

7098701 BIODEGRADABLE BLACK PAPER STRAW **1 / 1000 CT.**
Stocked in IL, TX, VA and CA

INDUSTRY TRENDS

Retail & Foodservice

TRENDS AT THE 2020 WINTER FANCY FOOD SHOW



SAN FRANCISCO — Functional teas, instant noodles and global sauces were among emerging trends spotted at the Winter Fancy Food Show. The event, held Jan. 19-21 in San Francisco, featured more than 80,000 products on display from 1,400 exhibitors.

“As the specialty food industry hits a record year of growth with \$148.7 billion in sales, we’re seeing that health benefits and sustainability concerns will continue to drive more food and beverage trends in 2020,” said Denise Purcell, head of content at the Specialty Food Association. “But there’s also room for fun, whether in the form of canned cocktails or global condiments.”

In its 45th year, the Winter Fancy Food Show is “busting at the seams,” said Phil Kafarakis, president of the Specialty Food Association, which produces the event.

“We’ve come a long way in just three years,” Mr. Kafarakis said. “We were kind of outside the mainstream of food ... but now we intend for the food industry to recognize us as the place where you shape the future of food.”

Nearly three in four consumers purchase specialty food products, which may be defined as premium, produced in small batches or featuring authentic recipes and high-quality ingredients, according to research from the Specialty Food Association and Mintel.

Beverages, snacks and plant-based foods are drivers of specialty segment sales, according to Mintel. Products positioned around diet claims, including low-sugar or high-protein, also draw interest.

Many of the products on display at the Winter Fancy Food Show — from hot sauce to hotdog buns — were developed to appeal to followers of the high-fat, low-carb ketogenic diet.

Here are the 5 biggest trends spotted this year:

MILKING THE OAT TREND

Oat milk continues to gain steam, starring in new non-dairy products where formulations based on almonds, coconut or cashews previously have dominated.

EMERGING GLOBAL CUISINES

“The trend of global cuisines with a regional focus definitely continues,” Ms. Purcell said. “We’re seeing products that are inspired by or made from traditional foods in the Caribbean and southwestern Asia, especially.”

“Global sauces and seasonings from different regions are showing up a lot, especially from places like Cambodia and Burma,” Ms. Purcell said.

NEXT-GENERATION PLANT-BASED

“Plant-based is taking some different directions,” Ms. Purcell said. “Our Trendspotter Panel is predicting a move away from lab-grown meat alternatives to refocusing on fruits and vegetables and whole foods themselves.”

“We’re seeing either new protein sources or pumping up proteins with vegetables or legumes in unexpected ways,” Ms. Purcell said.

UPCYCLING GAINS GROUND

Environmentally friendly packaging for ice cream pints, tea and confections, as well as edible cutlery, were highlighted by brands at the show. Several companies demonstrated regenerative agriculture and sustainable sourcing and manufacturing practices.

“We’re seeing more and more sustainability-driven product development,” Ms. Purcell said. “That can mean plant-based, upcycled foods or packaging.”

TIME FOR TEA

Bagged, leaf and ready-to-drink teas introduced at the show tap into health and tradition.

“Tea is a mature category, but there are a lot of different takes on tea — functional, sparkling, some authentic global recipes,” Ms. Purcell said.



Source: Food Business News

COLD WEATHER COMFORT FOODS

Cold weather has settled in, which makes it the perfect time to turn to your favorite comfort food. 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, water 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.

While Cucina Viva Gnocchi are not new to European Imports, we have two newly available Gnocchi items:



7106605
MUSHROOM AND TRUFFLE GNOCCHI
12/1.1 LB.
Stocked in IL, TX, VA and CA

7106607
POTATO GNOCCHI FOODSERVICE
6/2.2 LB.
Stocked in IL, TX, VA and CA

Existing Cucina Viva Gnocchi Items:



- 5017723** BASIL GNOCCHI **12/17.5 oz.**
Stocked in IL, TX and VA; Non-stock in CA
- 1228733** CHEESE GNOCCHI **12/17.5 oz.**
Stocked in IL, TX and VA; Non-stock in CA
- 1705684** MUSHROOM GNOCCHI **12/17.5 oz.**
Stocked in IL, TX and VA; Non-stock in CA
- 8816225** POTATO GNOCCHI **12/17.5 oz.**
Stocked in IL, TX, VA and CA
- 1570324** SPINACH GNOCCHI **12/17.5 oz.**
Stocked in IL, TX and VA; Non-stock in CA
- 1705662** TRI COLOR GNOCCHI **12/17.5 oz.**
Stocked in IL, TX and VA; Non-stock in CA
- 1428786** GNOCCHETTI **12/17.5 oz.**
Stocked in IL, TX and VA; Non-stock in CA

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!

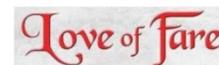
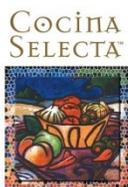
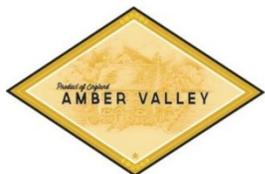
No other food from Europe has dominated our tables as much as Italian pasta. The world looks to Italy as the standard for pasta quality and versatility. Centuries of know-how and tradition have gone into pasta making in Italy. Cucina Viva pastas are a fine example of the expertise involved in the making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

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:



- 8086340** TRI-COLOR FARFALLE **12/17.63 oz.**
Stocked in IL, TX and VA; Non-stock in CA
- 8564187** ORECCHIETTE **12/17.63 oz.**
Stocked in IL, TX and CA
- 7221359** STROZZAPRETI **12/17.63 oz.**
Stocked in IL, TX and CA
- 2631386** CAVATELLI **12/17.63 oz.**
Stocked in IL, TX and VA; Non-stock in CA
- 8445076** FUSILLONI **12/17.63 oz.**
Stocked in IL and VA; Non-stock in TX and CA
- 8445068** TRECCE DELL'ORTO **12/17.63 oz.**
Stocked in IL, TX and CA



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