

MARCH 2017 NEWSLETTER

THIS MONTH'S INDUSTRY EVENTS

EXPO WEST
MARCH 10-12, 2017
ANAHEIM
CONVENTION CENTER

INTERNATIONAL PIZZA EXPO
MARCH 27-30, 2017
LAS VEGAS
CONVENTION CENTER

NEXT MONTH'S HOLIDAYS

time to start planning!

APRIL 01—APRIL FOOL'S DAY

APRIL 10—PASSOVER BEGINS

APRIL 14—GOOD FRIDAY

APRIL 16—EASTER SUNDAY

APRIL 17—TAX DAY

APRIL 22—EARTH DAY

APRIL 26—ADMINISTRATIVE
PROFESSIONALS' DAY

ICON KEY:

Look for our new icons throughout this newsletter for easy identification of nutritional information that may be important to you.



ALL-NATURAL



GLUTEN FREE



KOSHER



ORGANIC



TRANS FAT FREE

HEALTHY SNACKING FOR SPRING

As spring approaches, now is the time to take a look at your plan for healthy snacking. Spring makes us want to renew everything—from decluttering the garage to replanting the flower beds, clearing out the closets and cleaning out the refrigerator. Since we can't change all the routines in our life, why not give those routines a bit of a makeover to keep your spring spirit going? Simply plan for a healthy snack break. Whether your family's spring snack attacks are for sweet, salty, or crunchy nibbles European Imports has you covered. Here are just a few suggestions to get you started with a healthy snacking plan.



I HEART KEENWAH: their all-natural quinoa clusters make the perfect snack that tastes great and stays with you. This truly healthy snack is gluten-free, high in fiber, packed with vitamins and minerals and, high in protein – between 14 to 18 percent.

SKINNYPOP POPCORN: a delicious all-natural snack option that is trans fat-free, cholesterol-free, preservative-free and guilt-free at just 39 calories per cup.



LOLA GRANOLA BARS: these bars are packed with protein and are wheat-, soy-, dairy- and GMO-free.

LOVE OF FARE SNACKS: want to sneak a little something extra into their lunches? Try Love of Fare snacks. Brighten their day with a bag of Gummy Bears or spice things up with a bag of Wasabi Peas. Whatever the occasion, Love of Fare has a snack to fill the bill. Read more about Love of Fare snacks on the back cover.



NUGO BARS: NuGo never sacrifices nutrition for great taste.



Their nutrition bars are made with wholesome, naturally delicious, non-GMO ingredients. You will never see trans fats, hydrogenated oils, or high-fructose corn syrup on their labels. They use only real ingredients for healthy, active lifestyles.

UNDER THE DOME

Jeff Babcock, Cheese Specialist

THE GOUDA FLAVOR

Holland, a region situated on the western coast of the Netherlands, is located on the northwestern part of mainland Europe, set upon the North Sea. It makes up part of what was historically referred to as the 'Low Countries,' a region that is below sea level and starkly contrasted by the surrounding higher, mountainous areas of the continent. These lowlands are where many rivers convene and the North Sea exposes the land to great rainfall, making the country an ideal region for grasslands and farming, as the soil is rich in water and minerals from the sea. This in turn had led to good milk, which makes great cheese, or *kaas*, as it is known in Dutch. Most cheese from the Netherlands is made in the style of Gouda, a popular pressed, washed-curd cheese, which allows for a slightly sweet and nutty flavor. Gouda *kaas* can then be ripened for a matter of days—up to many years—taking the texture from soft to extremely brittle with age.



Honeybee is a Dutch creation based on a Gouda style cheese, but made from goat's milk and a touch of honey! The natural sweetness of the goat's milk is brought to new heights when paired with the honey drizzle and ten months of aging. The texture becomes firm but melts in the mouth with a nutty, soothing, floral component. This cheese pairs naturally with a sweet accompaniment, but can go savory when shaved on a roasted ham panini, grated over roasted vegetables or melted on dark multi-grain bread.

7017804 Honeybee Goat Gouda 1/9#



For a much more traditional cheese from Holland, look to *Melkbus*. Derived from the Dutch words for 'milk can,' these *Melkbus* Gouda cheeses are made on small farms near the village of Gouda. Raw milk, which makes for more flavorful and tra-

ditional cheese, is used, which delights the cheese snob in all of us! The rich curds are sprinkled with shavings of black truffles before being pressed into wheels, which will bloom into luxurious flavor during the ten weeks of ripening. The cheese remains soft, great for melting into regal recipes or finishing exotic dishes. Pair this cheese with bold flavors — it will play along nicely. *This is a beautiful masterpiece!*

2006409 Melkbus Truffle Gouda 1/18#



perfect pairing
WINE RECOMMENDATION:
CABERNET SAUVIGNON



When it comes to pairing wine and cheese, it's all about trusting your own palate and tastes while continually experimenting. For Melkbus Truffle, you need a more elegant, lower-alcohol Cabernet that will work with a truffle-infused gouda. Drinking this wine will highlight the earthy notes in the cheese as well as the oak and berry flavors in Cabernet Sauvignon. Firmer cheeses are recommended for older wines because the wine is leaner and the cheese is also leaner. It's all about balance.

Source: uniekaasusa.com

WILD AND UNIQUE FOODS

Tim Doyle, Meat & Game Specialist

WILD ICELANDIC LAMB PERFECT FOR YOUR EASTER FEAST



Wild Icelandic offers true spring lambs, reared the way nature intended, faithfully maintained by centuries old traditions. We are very proud to bring you the best Iceland has to offer.

Wild Icelandic LLC imports frozen lamb directly from Iceland to a USDA authorized facility. Their processing center in Iceland works directly with the Icelandic Sheep Farmers Association to ensure consistency and absolute trust in the finest possible quality.



Here are some key points about Wild Icelandic Lamb:

- Wild from birth—free roaming since 874!
- Family owned & operated farms using traditional practices and centuries old methods
- Grazed in wild pastures and in a pristine environment
- NO pesticides — NO herbicides — NO hormones
NO antibiotics — NO GMOs!
- Unique breed
- High level omega 3 fatty acids & iron

Lamb from Iceland is quite unique to all the world. It bears characteristics that do not exist anywhere else and these qualities can not be duplicated. Wild Icelandic Lamb is very mild with a clean, delicate flavor. The meat is tender with a fine texture, due in part to the higher red muscle fiber resulting from an all-natural diet that's *truly* wild. This distinctive breed, when combined with free roaming in a wild, pristine environment, results in a product that is unsurpassed in any market today.



After being in this business for 37 years, this was a real pleasure to cook and enjoy. This is a true, high-end product, and I am confident that once you try it, you will notice the delicious difference.

The informed Consumer asks...

- ...Is my food **healthy**?
- ...Is my food **safe**?
- ...Is my food **natural**?
- ...Is my food **nutritious**?

Wild Icelandic Lamb is all this...and **more!**

WILD ICELANDIC LAMB



Lamb Hind Shanks
7014086 8/5#



Lamb Boneless Loin
7014084 6/7.6#



Lamb Boneless Ribeye
7014082 6/7#



Lamb Rack
7014085 8/5#

FOR THE PASTRY CHEF

Girish Fatnani, Pastry Specialist

EASY EASTER DESSERTS

With Easter around the corner, here are some simple suggestions to serve as the final course at your Easter Sunday meal.



Our Life in Provence truffles are made with Belgium couverture, feature fresh cream ganache, and contain no artificial colors or preservatives. Each case contains 32 pieces each of six truffle flavors: Milk Chocolate Dulce de Leche, Dark Chocolate Hazelnut, Dark Chocolate Passion Fruit, Dark Chocolate Coconut, Milk Chocolate Salted Caramel, and White Chocolate Mocha.

7931761

Truffles

1/192ct



Taste It Presents, Inc. is one of largest independently-owned dessert manufacturing companies in the U.S., with operations in New York and New Jersey. Considered one of the best-kept secrets in the business, they've been creating high quality desserts for over 18 years.

Because they specialize in making only a select number of items (as opposed to trying to be all things to all people), they are able to hand-craft their desserts, and use only the finest all-natural ingredients from around the world.

0616084

Flourless Chocolate Cake

2/4#



9615600

Tiramisu

2/4.25#



8249955

Toasted Almond Crunch

2/4.25#



SPECIALTY GROCERY

Akhmal Teal, Grocery Specialist

BANYULS VINEGAR

FOR THE CHEF, AT WORK AND AT HOME



Banyuls-Sur-Mer is a wine region in Southern France where fortified wines are made by adding neutral wine alcohol (brandy) to the juice to stop fermentation and leave residual sugar, leaving a sweet, complex wine, much like a tawny port. The Producer, Cave De L'Abbé Rous, is a small cooperative known for exceptional Grand Cru Banyuls wines. This style of wine is aged outdoors for 4 years in wood vats which, when exposed to the climatic variations, creates a burnt topaz color along with a woody, spicy nose & hints of honey and vanilla. The vinegar of 6% acidity is then aged in 220L oak barrels for 1 year and develops the famous "Rancio" aroma (fresh walnut and mint) that adds a tangy, unique zing to salads, vinaigrettes and vegetables. You can also use this to deglaze a number of meat dishes, adding a vibrancy and brightness to a sauce or reduction, creating a deeper, richer overall flavor. It's especially nice with lamb (see "Wild Icelandic Lamb," pg. 3), like in the "Lamb Chops with Feta and Banyuls-Cherry Sauce" recipe below. Truly handcrafted, and a reflection of the *terroir* (or area), this product is grown, vinified, aged and acetified on the Estate and released after 5 years. Formerly in a 12 pack, now sold in a split for your convenience. Please...enjoy often!

4171817

Wine Vinegar

1/16.9Z



seasonal inspiration

RECIPE RECOMMENDATION:

LAMB CHOPS WITH FETA AND BANYULS-CHERRY SAUCE

INGREDIENTS

- ◆ 1/4 cup extra-virgin olive oil
- ◆ 2 garlic cloves, minced
- ◆ 1 tablespoon chopped fresh thyme
- ◆ 8 4-ounce lamb loins — try using cuts from Wild Icelandic Lamb Boneless Loin (SUPC 7014084)
- ◆ Salt and pepper
- ◆ 1 cup dried tart cherries (about 6 ounces)
- ◆ 1 cup Banyuls vinegar
- ◆ 1/2 cup low-sodium chicken broth
- ◆ 2 tablespoons brown sugar
- ◆ 2 tablespoons butter
- ◆ 2/3 cup crumbled feta cheese

PREPARATION

1. Preheat oven to 400°F. Combine oil, garlic, and thyme in a small bowl. Rub all over lamb; season with salt and pepper. Transfer to a baking sheet.
2. Meanwhile, combine cherries, vinegar, broth, and sugar in a small saucepan. Bring to boil over medium-high heat, stirring until sugar dissolves. Reduce heat to medium-low; simmer until liquid is slightly reduced, about 15 minutes. Stir in butter. Season sauce with salt and pepper, to taste.
3. Bake lamb for 10 minutes. Top with feta cheese; return to oven and bake until cheese is melted, about 5 minutes longer. Divide lamb among plates. Top with Banyuls vinegar & enjoy!

Source: Bon Appetit

WHAT'S NEW IN THE PANTRY

Akhmal Teal, Grocery Specialist



DE NIGRIS

ITALIAN VINEGAR MAKER
SINCE 1889

SABA, A NEW ITEM

BASED ON TRADITIONAL SUSTAINABLE PRACTICES,
OPENS UP NEW & FUN CULINARY POSSIBILITIES

Saba is a concentrated, fruit-flavored, sweet condiment that can be drizzled onto a wide variety of products to add another dimension of flavor. In ancient times, Saba and honey were the only sweetening ingredients that were easily obtainable. It is typically served drizzled over meats, poultry, roasted vegetables and desserts, or combined with other sauces to enhance the flavors. Saba can also be used to accentuate and enhance fresh goat cheeses and mascarpone with fresh fruit accompaniments as first or last courses in a meal. The deep, rich color of the Saba creates a great contrast with stark white cheeses and can serve as a honey alternative.

Saba can be confused with an aged balsamic but there is a big difference. Where vinegar is an acetified wine, Saba is the result of (non-fermented) grape must of the red and white grapes Salamino, Fortana, Trebbiano Bianco, and Lancellotta. Grape Must is basically the crushed grapes after the majority of the juice has been transferred for fermentation of the fruit sugars into alcohol. Where Balsamic Vinegar is made from wine, Saba is made by slow cooking and reducing the non-fermented grape must over many hours, until it's reduced to about one-fifth its original volume. Other names for cooked grape musts are Musto Cotto and Vin Cotto. This Italian Grape Must should be stored at room temperature. At low temperatures, the product naturally crystallizes — if this happens, simply dip the bottle in warm water to bring it back to room temperature.

7009338 Saba Italian Grape Must 6/8.5Z



culinary creations

RECIPE RECOMMENDATION: ROAST LOIN WITH SABA

INGREDIENTS

- ◆ 1/2 cup + 2T extra-virgin olive oil
- ◆ 8 thyme sprigs
- ◆ 4 rosemary sprigs
- ◆ 2 garlic cloves, minced
- ◆ 1 bay leaf
- ◆ 1/2 cup + 2T De Nigris Saba Grape Must, *separated* (SUPC 7009338)
- ◆ 1 2-lb pork loin
- ◆ Salt and pepper
- ◆ 1 cup dry red wine
- ◆ 1 cup vegetable stock
- ◆ 1 t cornstarch, dissolved in 1 T water



PREPARATION

1. In a large bowl, combine 1/2 cup of the olive oil with the thyme, rosemary, garlic, bay leaf and 2T of the Saba. Add the pork and turn to coat with the marinade. Cover and refrigerate overnight, turning a few times.
2. Preheat the oven to 350°F. In a large ovenproof skillet, heat the remaining 2T of olive oil. Remove the pork from the marinade; reserve the marinade. Season the pork all over with salt and pepper, add to the skillet and cook over moderate heat until browned all over, about 2 minutes per side. Transfer to a plate.
3. Add the red wine to the skillet and bring to a boil over high heat, scraping up any browned bits from the bottom of the skillet. Add the vegetable stock and the reserved marinade and bring to a boil. Add the pork, fat side up, and roast in the oven for about 50 minutes, or until an instant-read thermometer registers 140°F.
4. Transfer the pork to a rimmed baking sheet and let rest for 10 minutes. Strain the liquid from the skillet into a medium saucepan and bring to a simmer over moderate heat. Add 1/4 cup of the Saba and stir in the cornstarch slurry. Simmer the sauce, stirring, until thickened, about 3 minutes. Season with salt and pepper.
5. Preheat the broiler. Brush the top of the roast with 2T of the Saba and broil for about 1 minute, or until glazed. Turn the roast, brush with the remaining 2T of Saba and broil for 1 minute. Let the pork rest for 10 minutes. Carve the roast and serve with the sauce.

Source: Food & Wine

FOODSERVICE

Industry News

STUDY: TAKEOUT MEALS ARE MORE POPULAR THAN EVER, TAKING A BITE OUT OF DINE-IN, GROCERY SALES



If restaurateurs play their cards right, Mills suggested that takeout has the potential to drive additional traffic and sales rather than cannibalize dine-in revenue.

Additionally, Technomic's new study, titled the "2016 Takeout & Off-Premise Dining Consumer Trend Report," found that consumers are more likely to order carryout or delivery via a restaurant's mobile app or website than from an online ordering platform.

And a quarter of 18 to 34-year-olds say they are using third-party delivery more often now than they did one year ago.

CHICAGO BUSINESS JOURNAL
FEB 2, 2017, 12:57PM CST

Source: Chicago Business Journal

Takeout is on the rise. That's the latest news from respected Chicago-based food industry research firm Technomic.

And if the trend continues, it could mean restaurateurs in a major restaurant town like Chicago may need to rethink the way they do business.

A new study from Technomic shows that consumers' increasing need for convenience means they are turning more often to take-out meals. Compared to three years ago, 33 percent of consumers overall and 49 percent of those aged 18 to 34 now say they are purchasing food to go more often.

Furthermore, Technomic's research indicates 19 percent of consumers purchase takeout from restaurants 10 or more times per month, up from 16 percent in 2013.

Noted Anne Mills, manager of consumer insights at Technomic:

"As takeout becomes more widely available, ordering takeout is becoming more of a habit for consumers when they don't want or have time to cook, yet they don't feel like dining at a restaurant."



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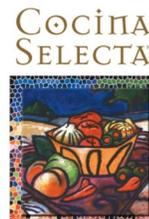
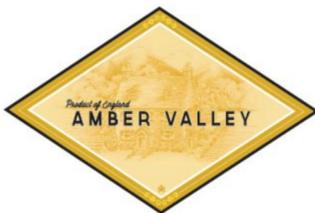
Spring is quickly approaching and now is a great time to gather a variety of healthy snacks. With schedules filled with work, little league games, concerts in the park and a wide variety of other activities, a healthy snack may seem out of reach, but it is possible to treat yourself to a healthy snack. In fact, if you have a hectic schedule, it's even more important to eat healthy foods that give you the fuel you need to keep going.

Start with the Love of Fare line of snacks. Love of Fare snacks are the snack for people looking for healthy, high-quality, reliable products. Each product is packed in cases of twelve 4 ounce cellophane bags. The bags stand upright and their beautiful labels and graphics make them a product that will stand out.

-  **1689596 Wasabi Peas** Wasabi Peas are the ultimate snack with a kick. These wasabi coated green peas are sure to open your eyes and taste buds. Crunchy, spicy and oh-so-good! One bite and you will know what we mean when we say hot.
-  **1689625 Sunflower Kernels** Sunflower seeds are an American original. Love of Fare Sunflower Seeds are lightly salted and roasted, providing rich flavor and a fresh taste. They make a great healthy snack and a quick garnish for a variety of recipes.
-  **0758357 Roasted, Salted Almonds** These perfectly salted almonds are roasted just right and packed with zinc and protein. They are rich in Vitamin E and monounsaturated fat, one of the two "good" fats responsible for lowering LDL cholesterol.
-  **1469251 Natural Pistachios (In Shell)** Today, pistachios remain one of the most popular nuts for people of all ages. Love of Fare Pistachios are dry roasted and lightly salted in the shell.
-  **1469230 Roasted and Salted Cashews** Cashews are often viewed as a luxury item, however you will find Love of Fare Cashews very reasonably priced. They are freshly roasted to perfection and then slightly salted to enhance a truly delicious taste.
-  **1689480 Sesame Stix** Love of Fare Sesame Stix are golden, fresh, crunchy sesame covered snack sticks with a hint of salt added. They are a great treat for any party!
-  **1306424 Diet Delight Mix** This tasty mix is a combination of raisins, almonds, filberts, cashews, blanched almonds, pumpkin seeds and pecans. This mix has enough sweet and salty flavors to leave you feeling satisfied without steering your diet off track. This mix is also cholesterol free.
-  **1463452 Marathon Mix** This delicious snack mix is a combination of raisins, peanuts, sunflower seeds, candy coated chocolate gems and cashews. It provides a sweet salty mix that will satisfy a number of cravings.

*Craving something sweeter? Check out some of Love of Fare's sweeter snack bags, like **Vanilla Yogurt Pretzels**, **Chocolate Pretzels**, or **Gummy Bears**! Sold in the same case of twelve 4 ounce cellophane bags!*

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European Imports, Inc.
600 E. Brook Dr.
Arlington Hts., Illinois 60005
(P) 800.323.3464

Sysco Corporation
1001 Santerre Dr.
Grand Prairie, Texas 75050
(P) 972.408.1800