

MARCH 2018 NEWSLETTER

THIS MONTH'S INDUSTRY EVENTS

MARCH 8TH-10TH
EXPO WEST
ANAHEIM, CALIFORNIA

MARCH 20TH-22ND
INT'L PIZZA EXPO
LAS VEGAS, NEVADA

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

MARCH 31 – PASSOVER BEGINS

APRIL 1 – EASTER

APRIL 17 – TAX DAY

APRIL 22 – EARTH DAY

APRIL 25 – ADMIN. PROF. DAY

all month long...

NATIONAL BLT, SOFT PRETZEL,
GRILLED CHEESE & GARLIC 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



GLUTEN FREE



KOSHER



LOCAL



NON-GMO



NUT FREE



ORGANIC (USDA)



SOY FREE



TRANS FAT FREE



VEGAN



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SPRING IS IN THE AIR

Spring is quickly approaching. What's not to love about Spring, everything old is new again! It is a time of growth, renewal and new life. Now, let your imagination take you away to one of the most beautiful places on earth in spring, Paris.

We have all the French products you need to recreate the feeling of Paris right in your store or dining room. Start with croissants and breakfast pastries. We have three terrific lines to choose from: **Lecoq**, **French Gourmet** and **Delifrance**. A very Parisian way to start the day.



At midday you might be thinking about lunch and French street food. The first thing that comes to mind is a traditional French ham sandwich. For this you will need a delicious crusty baguette, for that we suggest **Tribeca Oven's** French baguette. Next up we need sweet creamy butter. Here we have a couple of options such as butters from **President** and **Isigny Ste. Mere**. And, lastly the ham, sliced as thin as possible, we suggest you try **Raisin River**



Jambon. You could add cheese, but with ham this delicious, we think it has all the flavor you could want. Grab a bottle of **LeVillage** lemonade and you are ready to go.

Now if a sweet treat is what you desire, we have that covered too, from frozen petit fours and macaroons to all the French ingredients you need to make your own creations. Our French pastry ingredient selection includes chocolate from **Valrhona**, frozen fruit purees from **CapFruit**, glazes and mixes from **PatisFrance**, lady fingers from **Cantreau** and much more.



Please contact your sales representative to place an order or to find out more about these great products from France.

UNDER THE DOME

Jeff Babcock, Cheese Specialist

THE LATIN KITCHEN

Centuries ago cheese-making came to Latin America through the influence of Spain. The traditions of Spain were blended with the appetites and cuisines of Central America, but particularly in Mexico. Over the years different styles of cheese were crafted and some became famous, following the cuisine of the people. Through *Cocina Selecta* we have many of these flavors available.

Of the Mexican-style cheeses *Queso Fresco* is one of the most popular. Known for its crumbly texture and mild sweet flavor, it has a profile not altogether different than Feta. It is excellent crumbled over a crisp salad of jicama, avocado and cucumbers, but very traditional as a topping for tacos and refried beans.



1836796 QUESO FRESCO 1/10 LB BLOCK

Stocked in IL and TX



6447389 QUESO ASADERO 1/10 LB BLOCK

Stocked in IL and TX

Queso Asadero is the broiler or roasting cheese, which is often used as an ingredient in *Queso Fundido*, a dish similar to Fondue. The cheese becomes stringy, even gooey, when melted, a great place to dip fresh fried tortillas! The mild flavor can be augmented with spicy pepper or chorizo.

Queso Blanco, a traditional white cheese, has a slightly curdy texture and mild flavor. As it warms it becomes creamier with a mild sweet flavor but retains most of its structure when heated. Thus it has value when stuffed into different recipes, but also can be used in frying to retain its shape. Use it in burger patties, grilled cubes on kebobs, or fried strips work very nicely, or dusted with spices and wrapped in bacon for an easy appetizer.

1698905 QUESO BLANCO 1/10 LB BLOCK

Stocked in IL and TX

Another of the most popular is *Queso Quesadilla*, known for its great melting qualities. Best known for its namesake dish the simple tortilla shell with melted cheese! The cheese however is very versatile and can replace other cheeses in applications where a good melting cheese is needed.

1698899 QUESO QUESADILLA 1/10 LB BLOCK

Stocked in IL and TX

Originally from the south of Mexico, *Queso Oaxaca* is a semi-soft sweet and mild cheese with a string-like texture found in stretched curd cheeses. It can be fun to pull apart and eat simply out of hand, but also melt strands into other dishes.

1698838 QUESO OAXACA 12/12 OZ BRAID

Stocked in IL and TX

Known as the 'Parmesan of Mexico', *Queso Cotija* is a dry and slightly salty cheese, ideal for grating and as a garnish to many dishes. Originating in the Cotija region of Mexico, it has become a traditional table cheese, where it can be added to oil for dipping or try rolling corn in the cob in it!

8073009 QUESO COTIJA 1/10 LB BLOCK

Stocked in IL and TX



All Natural Line

WILD AND UNIQUE FOODS

Tim Doyle, Meat & Game Specialist



TERRE DUCALI

Established in 1964, and based in the very heart of Parma's Food Valley, Terre Ducali produces cured meats according to the rules of a centuries-old art and a strong bond to its territory. The company's core business is to be found in the production of salami such as Strolghino and Salame Felino, which have been made for centuries, and they are proud to carry on this ancient tradition.

The unique flavor and aroma of Terre Ducali's salami is due to the great care they put in the selection of the raw material, and to the respect of the old recipes typical of the city of Parma. The closed production cycle, from the breeding of the animal to the final product, guarantees full traceability and control for optimal food safety, further enhanced by the use of HPP technology. The perfect balance between artisan quality and modern technology are the keys of their craft.

As a market leader in Italy, Terre Ducali brought its Italian charcuterie excellence abroad to American tables. In 2015 Terre Ducali brought the real Italian salami to the United States thanks to the HPP (High Pressure Processing) technology that ensures optimum food safety and an excellent and natural product.

Salame Felino is a legend among salami. The tradition of this Italian salami is historic, and literally carved into the marble of the Parma Baptistry over 800 years ago. In the past Felino (a small village near Parma) was chosen for the aging of salami due to its territorial features. Today the Felino salami is the most known and iconic product among Italian salami.

7037975

SALAMI FELINO

10/10.58 oz

Stocked in IL

Strolghino, the salami that can see the future. The name Strolghino comes from the Parmesan dialect word "strolga" which means predictive. In the past, this little salami was used to predict the aging of the biggest salami. The Strolghino was placed in the cellar along with the biggest salamis, and after a short curing period of 15 days, it was checked to see if the aging process was where it should be. The Strolghino salami is a very traditional product from Parma. A decade ago, Terre Ducali decided to take this typical product known only in the Parma area and introduce it nationwide. In Italy, it is their best seller and its fame has spread all over Europe.

7038101

STROLGHINO

10/8.8 oz

Stocked in IL

Hot Sopressata is a typical product from the south of Italy (Calabria). This classic Italian salami is made with a coarser grind mixed with red pepper flakes. Its mild and spicy flavor makes it the ideal salami for sandwiches or for a pizza topping.

7038098

HOT SOPRESSATA

10/10.58 oz

Stocked in IL

Allegro Salami are small salami and are obtained with the same meats used for Strolghino salami, meaning 53% of Culatello meat is guaranteed. The idea is to have a smaller salami with different flavors. They are ideal for Italian happy hour or a quick snack and perfect with taralli and Prosecco white sparkling wine. The range includes Parmigiano Reggiano® cheese, Red Chili and Black Truffle. They are packed 10/3.53 oz salamis to a case. *Stocked in IL*



SUPC 7037964



SUPC 7037967



SUPC 7037968

SALAME FELINO



STROLGHINO



HOT SOPRESSATA



SPECIALTY GROCERY

Akhmal Teal, Grocery Specialist

1883 SYRUPS BY MAISON ROUTIN-PURITY & FLAVOR

Maison Routin was started by Philibert Routin in 1883 and his profession was that of an Herbalist. His first great accomplishment was his own version of Chambéry Vermouth which contains 35 carefully selected plant species and marked his first aromatic creation.

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

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

We are bringing in 20 flavors to help us build out the coffee bar and cocktail bar. These flavors are all 1L bottles in a 2 pack all in glass with the exception of the Sugar Free which are in PET.

	SUPC	FORMAT
1883 Agave Organic Syrup	7039485	2x1L Glass bottle
1883 Almond/Orgeat Syrup	7939749	2x1L Glass bottle
1883 Blackberry Syrup	7940618	2x1L Glass bottle
1883 Cane Sugar Syrup	7950167	2x1L Glass bottle
1883 Caramel Syrup	7039156	2x1L Glass bottle
1883 Chocolate Syrup	5074358	2x1L Glass bottle
1883 Coconut Syrup	5076660	2x1L Glass bottle
1883 Hazelnut Syrup	7039987	2x1L Glass bottle
1883 Lavender Syrup	7950122	2x1L Glass bottle
1883 Lemon Syrup	7950138	2x1L Glass bottle
1883 Passion Fruit Syrup	5572512	2x1L Glass bottle
1883 Peach Syrup	7941216	2x1L Glass bottle
1883 Peppermint Syrup	1825858	2x1L Glass bottle
1883 Raspberry Syrup	7040049	2x1L Glass bottle
1883 Strawberry Syrup	7040051	2x1L Glass bottle
1883 Vanilla Syrup	1055542	2x1L Glass bottle
1883 Sugar Free Caramel Syrup	2147698	2x1L Plastic bottle
1883 Sugar Free Chocolate Syrup	7040048	2x1L Plastic bottle
1883 Sugar Free Hazelnut Syrup	3321181	2x1L Plastic bottle
1883 Sugar Free Vanilla Syrup	2414278	2x1L Plastic bottle
Syrup Pumps		x10



Stocked in IL

SPECIALTY GROCERY

Akhmal Teal, Grocery Specialist

APPLICATION IDEAS!

10 oz. Flavored Coffee

Ingredients:
 ½ oz. any 1883 coffee flavoring
 1 oz. light cream
 8 oz. fresh brewed coffee
 Garnish: whipped cream

Instructions:
 Add syrup of choice to a 10oz. cup
 Add light cream and fill with fresh brewed coffee.
 Stir and enjoy.

Note: When flavoring a coffee, its best to use light cream as it brings out the best flavor of the drink.

Suggested Flavors: Agave, Almond, Cane Sugar, Caramel, Chocolate, Hazelnut, Vanilla

Serving Tip: Add 1883 flavoring to the light cream and stir. Pour mixture into a small pitcher and serve with black coffee.



16 oz. Hand Crafted Soda

Ingredients:
 Ice
 1 oz. any 1883 Syrup
 7 oz. sparkling water or club soda Garnish:
 citrus, herbs, flowers or berries

Instructions:
 Fill a 16 oz. glass full of ice.
 Add syrup of choice and fill sparkling water or club soda.
 Stir, garnish and serve.

Suggested Flavors: Agave, Blackberry, Cane Sugar, Coconut, Chocolate, Lavender, Lemon, Passion Fruit, Peach, Raspberry, Strawberry and Vanilla

Tip: For a cream soda, use only non-acidic flavors and top with light cream or whipped cream.



Application	Coffee	Iced Tea	Lemonade	Sparkling Water	Soda	Milk	Milk Shake	Frappe	Cocoa	Cocktails	Dressing
Organic Agave	X	X	X	X	X					X	
Almond	X	X	X	X	X	X	X	X	X	X	X
Blackberry	X	X	X	X	X		X	X	X	X	X
Cane Sugar	X	X	X	X	X				X	X	
Caramel	X	X		X	X	X	X	X	X	X	
Chocolate	X	X		X	X	X	X	X	X	X	
Coconut	X	X	X	X	X	X	X	X	X	X	X
Hazelnut	X	X		X	X	X	X	X	X	X	
Lavender	X	X	X	X	X	X	X	X	X	X	X
Lemon		X	X	X	X			X		X	X
Passion Fruit		X	X	X	X			X		X	X
Peach		X	X	X	X	X	X	X		X	X
Peppermint	X	X	X	X	X	X	X	X	X	X	
Raspberry	X	X	X	X	X	X	X	X	X	X	X
Strawberry	X	X	X	X	X	X	X	X	X	X	X
Vanilla	X	X	X	X	X	X	X	X	X	X	
Sugar Free Caramel	X	X		X	X	X	X	X	X	X	
Sugar Free Chocolate	X	X		X	X	X	X	X	X	X	
Sugar Free Hazelnut	X	X		X	X	X	X	X	X	X	
Sugar Free Vanilla	X	X	X	X	X	X	X	X	X	X	



FOR THE PASTRY CHEF

Girish Fatnani, Pastry Specialist



Capfruit is a French company specializing in high quality frozen fruit puree. Its signature is "no added sugar" in 50% of their range of natural flavors. Without preservatives or coloring, they use their know-how to keep the best fruit expressions, consistency and colors.

The packaging of 2 each 2.2 lbs. is very user friendly. In a word they represent top solutions for pastry, beverages, confectionary, dressings and beer flavoring.



1440365 BLOOD ORANGE

Tart yet refreshing with a beautiful deep orange color

Stocked in IL, TX and CA

1695224 PEAR WILLIAM

Slightly sweet natural flavor of the fruit

Stocked in IL, TX and CA

1695232 PEACH (WHITE)

Crisp and clean flavor and aroma

Stocked in IL, TX and CA

2825988 PASSION FRUIT

A touch of acidity & sweetness for an exceptional roundness on the palate

Stocked in IL, TX and CA

2825990 MANGO

Sweet and rich flavor of mango Alphonso

Stocked in IL, TX and CA

2826008 RASPBERRY

Beautiful color; smooth and sweet

Stocked in IL, TX and CA

5683372 LYCHEE

Delicate and sophisticated flavor

Stocked in IL, TX and CA

6154464 STRAWBERRY

Smooth and sweet with a natural appearance

Stocked in IL, TX and CA

8453310 GUAVA

Clean, high quality 100% fruit

Stocked in IL, TX and CA

Packaged 2 each 17.64 oz

8681213 ORANGE ZEST GRANULATED

All the taste, aroma & color of the fruit as it hung on the tree

Stocked in IL, TX and CA





INDUSTRY TRENDS

Retail & Foodservice

SIX TRENDS FUELING THE SAUCES & CONDIMENTS CATEGORY

KANSAS CITY — From foreign flavors to free-from options, trends affecting the rest of the food industry are pouring into the sauces and condiments category and fueling its growth, according to a report by market research firm Packaged Facts.

The market for condiments and sauces reached \$24 billion in 2016 and is projected to grow 1.5% annually through 2021, according to the report, “Condiments and Sauces: U.S. Retail Market Trends & Opportunities.” The segment has grown steadily despite challenges related to a shift toward healthier lifestyles, the company said.

“The trend toward healthy eating has created challenges for marketers of sauces and condiments, as the perception that sauces and condiments are an unnecessary and unhealthy addition to many foods has made some consumers cut back on consumption,” said David Sprinkle, research director for Packaged Facts. “As a result, sauces and condiments are increasingly marketed as organic and healthy, with new options such as low-sodium or low-sugar varieties supporting restrictive diets.”

Offering lighter and free-from options to appeal to the healthier consumer is among the trends Packaged Facts outlined that may keep the condiments and sauces market on an upward trajectory.

GLOBAL FLAVORS FLOURISHING

The ever-changing multicultural demographics in the United States have led to evolving tastes and demand for more exotic flavor profiles. Millennials specifically tend to be adventurous and seek new flavors, spicy foods and sauces, Packaged Facts said. For example, the market for hot sauce skyrocketed from 2011 through 2016.

“Perhaps the most astounding trend during that time was the sudden rise of sriracha sauce,” Packaged Facts said.

TRADITIONAL WITH A TWIST

Familiar formats may help more hesitant consumers to wade into the world of foreign flavors, and diverse varieties in staple sauces and common condiments may draw more exploratory palates.

“Following the tastes of millennials looking to try new foods and flavors, mature condiments with established recipes began to offer more twists on the classics after small start-ups paved the way,” Packaged Facts said.

For example, many mayonnaise brands offer wasabi, chipotle, pesto, garlic, horseradish and ginger flavors, while twists on ketchup include chipotle, ghost pepper, sriracha and sun-dried tomato varieties. New takes on mustard feature garlic, blue cheese and oregano flavors.

GETTING RID OF GLUTEN

To appeal to those following a gluten-free diet, several sauces and condiments that traditionally contain gluten have been made available in gluten-free varieties, such as Kikkoman Gluten-Free Soy Sauce.

“Additionally, naturally gluten-free foods began to be explicitly labeled as such,” Packaged Facts said. “Some products implemented higher standards to prevent cross-contamination with gluten in order to adopt such labeling.”

NON-G.M.O. AND ORGANIC OPTIONS

As consumers continue to avoid the artificial and opt for organic and non-G.M.O. options, sauce and condiment makers have developed more products that meet organic and non-G.M.O. requirements.

“Consumer fears about possible health risks of consuming artificial additives and genetically modified organisms have driven growth for sauces and condiments labeled as ‘natural,’ ‘organic,’ and ‘non-G.M.O.,” Packaged Facts said. “Food companies looking to satisfy this skeptical demographic have submitted products to certification groups such as the Non GMO Project in record numbers.”

TRANSPARENCY IS TOP-OF-MIND

Consumers are increasingly seeking a story along with their food, demanding insight into a company’s environmental sustainability and business practices before they buy. To interest these consumers, several manufacturers are displaying information about their companies’ history and how their products are made via web sites or product labels.

“Companies are increasingly selling a story with their products,” Packaged Facts said. “This marketing tactic is often successful with millennials, who tend to see corporate transparency as a big factor when making purchasing decisions.”

LIGHTEN UP

Condiments and sauces are often the first things consumers ditch when they diet or become focused on healthier eating, Packaged Facts said. Offering free-from, light and low-calorie options may help keep consumers from cutting out condiments and sauces.

“Consumers increasingly focused on health might cut out certain sauces and condiments from their diets based on the perception that these add-ons are loaded with unnecessary sugar, salt, and preservatives,” Packaged Facts said. “Having light food options is especially important for older consumers like Baby Boomers, who are likely to have age-related health concerns.”

Source: FoodBusinessNews.net

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SPRING IS ON THE WAY

LeVillage sparkling lemonades are like spring in a bottle. Bubbles make anything more fun and LeVillage's drinks are a light and fruity breath of fresh spring air. Perfect for Easter and throughout the spring and summer.

Sparkling French lemonade initially appeared back in the XIXth century and was sold on the street by "limonadiers". Naturally flavored, these sweet, traditional French sparkling beverages have always been popular for their simple qualities, enjoyed by kids & adults alike.

1411778

Blood Orange Lemonade

24/11.18 oz Both sizes stocked in IL, TX and CA

1021409

Blood Orange Lemonade

12/25.4 oz

Drink this naturally flavored blood orange sparkling beverage over ice or use it as a mixer.



1021353

Lemonade (Cloudy)

24/11.18 oz Both sizes stocked in IL, TX and CA

0413118

Lemonade (Cloudy)

12/25.4 oz

This lemonade is the sparkling version of the traditional home-made lemonade with an added hint of lime. It has a tart lemony flavor and it is not too sweet.



1674987 Stocked in IL, TX and CA

Orange Sparkling Lemonade

24/11.18 oz

1675012 Stocked in IL

Orange Sparkling Lemonade

12/25.4 oz

Natural orange flavor; the fruity orange flavor is sure to make it a popular choice for kids.



1265832 Stocked in IL, TX and CA

French Berry Lemonade

24/11.18 oz

1431513 Stocked in IL

French Berry Lemonade

12/25.4 oz

A refreshing lemonade made of carbonated water, beet sugar, citric acid and the natural flavor of French berries.

2298665 Stocked in IL, TX and CA

Sparkling Pink Lemonade

24/11.18 oz

2212443 Stocked IL and CA

Sparkling Pink Lemonade

12/25.4 oz

Another delicious sparkling lemonade with a refreshing citrus taste and all natural grapefruit flavor.



0871745 Stocked IL and CA

French Lemonade

24/11.18 oz

0871758 Stocked in IL, TX and CA

French Lemonade

12/25.4 oz

A more neutral version of lemonade, this sweet sparkling beverage is a delicate combination of lemon and lime. It makes an excellent mixer for cocktails.

1119971

Pomegranate Lemonade Both stocked IL and CA

24/11.18 oz

1323165

Pomegranate Lemonade

12/25.4 oz

With the growing interest in pomegranates, this naturally flavored pomegranate sparkling beverage is sure to be a hit.

