

## APRIL 2018 NEWSLETTER

### THIS MONTH'S INDUSTRY EVENTS

APRIL 16TH–19TH  
**ALIMENTARIA**  
BARCELONA

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

MAY 5—CINCO DE MAYO  
MAY 13—MOTHER'S DAY  
MAY 15—FIRST DAY OF RAMADAN  
MAY 28—MEMORIAL DAY

*all month long...*

GRADUATIONS  
COMMUNIONS

#### 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**



**LOW SODIUM**



**NON-GMO**



**NUT FREE**



**SOY FREE**



**TRANS FAT FREE**



**VEGAN**



FOLLOW US ON

**Instagram**

@EUROPEANIMPORTS

## PREPARING FOR MOTHER'S DAY

Mother's Day is right around the corner, and if you are hosting a brunch, now is the time to start planning your menu. Give the moms in your life the thanks they deserve with a top notch Mother's Day brunch. We have some exceptional yet economical products to make any mom feel special on Mother's Day.

First up is the bread basket. Want to impress your guests with fresh baked bread? Consider **Tribeca Oven's** selection of par-baked breads. They have an all-natural, convenient product to suit any application (see page 4 to learn more about their unique and convenient "Seprata" roll). Another delicious option are **Pretzilla** buns. Their buns are light and airy with a touch of sweetness, perfect for a deli station. But when it comes to brunch, nothing beats a fresh baked croissant—and we have options from **Lecoq**, **French Gourmet** and **Delifrance**.



Next up are the drinks. We have a number of beverages that make great mixers (see Page 5 for our newest mixer line), but for this special occasion, it is the garnishes that will make your cocktails stand out. Look to **Tillen Farms** for innovative products with unique flavors to make your cocktails outstanding.

Now for the main course. Every carving station needs a ham, and we have two selections from **Raisin River** that would be perfect. The boneless **Black Forest Ham (1439197)** is a stand out with its delicious Applewood smoked flavor, but if you're looking for a sweeter, milder ham that's sure to be a hit with the kids, look to the **Jambon Francais (1402670)**.

Last, but certainly not least, is dessert. We have the selections to really make your dessert bar shine. Start with star ingredients from the likes of **Pidy**, **Alba**, **Mona Lisa**, **Valrhona**, **Callebaut**, **Patis-France**, **CapFruit** and much more.



Looking for finished products? We've got that covered, too! Try the **Flourless Chocolate Cake (0616084)** from Taste It Presents (it is to die for), or Pasquier's **Petit Fours (2144168)** and **Macarons (7012984)**. Delifrance has a vast array of finished desserts, with sizes meant for sharing or

individual servings. If you really want to make a statement, give Mom their **Heart Shaped Macarons (7027859)**. Contact your sales representative to place your order today.

# UNDER THE DOME

Jeff Babcock, Cheese Specialist

## TRADITIONAL CLOTHBOUND CHEESE FROM QUICKE'S

# QUICKE'S

EST. 1540

With over a century's experience between them, Quicke's' team of expert cheesemakers understand that what they do is an art. Using all their senses, they individually craft every cheese by hand. The recipes they follow date back generations; each batch of cheese is started using a culture that has remained unchanged for decades. Their heritage starters deliver their own spectrum of flavors. Read below to find out more about each of their exceptional clothbound cheeses we offer.



“CHEESE MAKING  
IS A PERFECT BLEND  
OF SCIENCE AND SENSES”



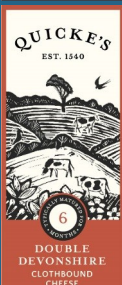
### VINTAGE CLOTHBOUND CHEDDAR



Typically matured for 24 months  
A rich, intense cheese with huge depth of flavor  
Flavor profile: Caramel complex

**7037493** **1/6 LB.**

*Stocked in IL; Non-Stock in TX and CA*



### DOUBLE GLOUCESTER CLOTHBOUND CHEESE



Typically matured for 3-6 months  
Elegantly mellow with a creamy, long-lasting taste  
Flavor profile: Buttery, mellow, creamy

**7065075** **1/4 LB.**

*Stocked in IL and CA; Non-Stock in TX*



### RED LEICESTER CLOTHBOUND CHEESE



Typically matured for 6 months  
Vibrant, full-flavored take on a classic Red Leicester  
Flavor profile: Fresh, nutty, lemony creaminess

**7065057** **1/4 LB.**

*Stocked in IL, TX and CA*



### GOAT'S MILK CLOTHBOUND CHEDDAR



Typically matured for 6 months  
Crafted from the finest locally sourced goat's milk.  
Vibrant and creamy—a delightfully different goat's milk cheese.

Flavor profile: Nutty, almondy, buttery

**7038238** **1/8 LB.**

*Stocked in IL; Non-Stock in TX and CA*



### OAK SMOKED CLOTHBOUND CHEDDAR



Typically matured for 12 months  
Cold smoked using oak chips from trees on their estate. Sensually smoky flavor followed by sublime creaminess.

Flavor profile: Smoky and creamy

**5770049** **1/3.3 LB.**

*Stocked in IL and TX; Non-Stock in CA*



# WILD AND UNIQUE FOODS

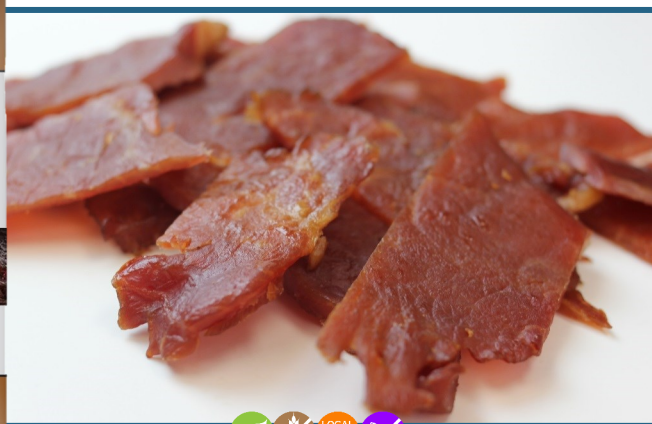
Tim Doyle, Meat & Game Specialist

## THE BIG FORK EXPERIENCE



Well, if you haven't tried Big Fork sausages, you are really missing out. They cram as much bacon as possible into every sausage and add little else. The sausages are all-natural and nitrite-free, with no hormones, antibiotics, or preservatives—and maybe most importantly, no added water. This simplistic approach lets the bacon flavor really shine through!

Since starting in 2011, Big Fork has won many awards for their sausages, but if that wasn't enough, hold on... Big Fork Jerky is hitting the streets!



**7041829 SPICY 3-PEPPER 8/2.25 oz**

Stocked in IL; Non-Stock in TX and CA

Can you handle the heat? Ground habaneros, cracked black pepper, and crushed red chilies are used to bring the heat! If ordering Thai food, this would be 7 out of 10 in the pad thai heat scale.

**7041850 ORIGINAL 8/2.25oz**

Stocked in IL; Non-Stock in TX and CA

Just try and find a cleaner jerky on the market with only 6 ingredients. Yet it packs a serious flavorful punch. Just a little sea salt and just the right amount of cane sugar is added to the pork for the perfect balance.

**7041839 MAPLE 8/2.25oz**

Stocked in IL; Non-Stock in TX and CA

The Original flavor is dipped into 100% pure maple syrup from Vermont. Containing only 100 calories per package and loaded with 11 gram of protein, this is a sweet-tooth's dream come true.

Big Fork knows everyone loves bacon, so they crafted a bacon-inspired pork jerky so you can enjoy the flavor of bacon anytime, anywhere, without guilt—2oz of Big Fork Craft Pork Jerky is only 100 calories, but packs in 11 gram of protein! The Jerky is smoky, sweet, savory, and most importantly craveable—you won't be able to stop eating it.

Big Fork supports small independent farmers in Iowa who raise 100% Berkshire Hogs outdoors. These hogs are not treated with antibiotics, so you know you are getting premium-quality, handcrafted, delicious jerky. They slice the lean pork thin and marinate it overnight, then slowly smoke and dry it in small batches to achieve a perfect, tender bite and texture. Big Fork Jerky is available in 3 mouthwatering flavors: **ORIGINAL, MAPLE, AND SPICY 3-PEPPER.**



# FOR THE PASTRY CHEF

*Girish Fatnani, Pastry Specialist*

## IMPRESS WITH THE BEST



It all started with one family's commitment to fine quality breads, and has remained one man's driving passion for excellence— veteran baker and Tribeca Oven founder, Peter Lobel. In 1981, Peter came to New York City from Zimbabwe and brought the family secrets overseas with him. Awareness and appreciation for authentic rustic artisan bread was starting to blossom in America, and Lobel was at the heart of it with his vision – blending the experience he gained in America with 50 years of family tradition.

In 1988, Peter Lobel moved his Park Avenue retail bakery store to the Tribeca area of downtown Manhattan to focus on the wholesale operation, and had to move again in 1997 to Brooklyn to expand production capacity. As demand for their artisan bread grew, Tribeca Oven relocated in 2004 to a larger bakery across the river in northern New Jersey, where they continue to use the traditional, hand crafted bread baking techniques that thrilled their original customers.

Today, Tribeca Oven is committed to meeting the growing demand for their high quality, all natural breads. They take pride in delivering a consistent, artisan bread program that combines fresh-baked quality with par-baked convenience—it's bread from the hearth!

### “SEPRATA” PULL-APART ROLLS

Tribeca Oven has developed a dinner roll concept that they call “Seprata.” It is a bread with a typical baguette shape that has been scored into 14 individual rolls that pull apart easily from each other, creating a dinner roll that is crispy on the top and soft on the sides!

These par-baked artisan dinner rolls have a thin, crisp crust and a delicate flavor. Just bake at 385° for 8 minutes, let cool for 15 minutes and serve. They are perfect for an elegant bread service at restaurants, catered events, hotels... wherever a quality roll is expected. Not only do they impress customers, they are a hit in the kitchen, too! The baguette shape saves time— no more dumping rolls onto sheet pans and making sure they are all right-side-up! Plus, they are quite economical, with the per piece price averaging 25%-30% less than traditional dinner rolls. Stock up in time for this Mother's Day and impress your guests with ease.

**4569590 TRIBECA SEPRATA DINNER ROLLS 1/22CT**

Stocked in IL; Non-Stock in TX and CA





# SPECIALTY GROCERY

Akhmal Teal, Grocery Specialist

LLANLLYR  
**SOURCE**

## NATURAL MIXERS BY SOURCE

THE FINEST SPIRITS DEMAND THE BEST MIXERS

Source Beverage is a line that was created for consumers and professionals in an effort to find a mixer line that contains high quality ingredients and creates a satisfying, unique experience. Source starts with pure water from an organic aquifer located in Wales and adds only high quality ingredients—such as lemon from Sicily, orange from Brazil and ginger from around the world. We are excited to offer the retail packs of their Tonic Water, Light Tonic Water, Club Soda, Ginger Ale, Ginger Beer and their unique creation: Fiery Ginger Beer (also available in a larger format bottle). In addition to being delicious and pleasantly spicy, The Fiery Ginger Beer is the best way to give your Moscow Mule the ability to kick again!

The bold and complex flavor is a combination of the pure spring water and a ginger blend from India, China and Nigeria with Sicilian Lemon, Brazilian Orange, Pepper, Lime & Honey providing a harmonious balance. The Fiery Ginger Beer is great as a standalone product as well as a way to add a bold ginger flavor to many spirits and cocktails. This is your Source pure, flavorful & sustainable mixer and beverage line.



*Below varieties are stocked in IL; Non-Stock in TX and CA*

<b>7039855</b> TONIC WATER 4 PACK	<b>6/4/6.8 oz</b>
<b>7039854</b> LIGHT TONIC WATER 4 PACK	<b>6/4/6.8 oz</b>
<b>7039776</b> CLUB SODA 4 PACK	<b>6/4/6.8 oz</b>
<b>7039853</b> GINGER ALE 4 PACK	<b>6/4/6.8 oz</b>
<b>7039856</b> GINGER BEER 4 PACK	<b>6/4/6.8 oz</b>

*Below varieties are stocked in IL; Non-Stock in TX and CA*

<b>7039861</b> FIERY GINGER BEER 4 PACK	<b>6/4/6.8 oz</b>
<b>7039847</b> FIERY GINGER BEER LARGE	<b>8/16.9 oz</b>



### Horse's Neck with Ginger Beer

50ml (2oz) bourbon whisky  
15ml (0.25oz) of freshly squeezed lime juice  
Dash of Angostura bitters  
Top with Llanllyr SOURCE Ginger Beer

Garnish with full peel of one lemon wrapped inside the glass

Serve over ice in a highball glass





# SPECIALTY GROCERY, CONTINUED

Akhmal Teal, Grocery Specialist

## HEALTHY HAND CRAFTED SNACKS



Founded in 1999 by the Kachani Family, Tutti Gourmet is a Canadian-based company that produces quality and niche products that are enjoyed by all ages. They make every effort to help their local economy by creating a great working environment and by supporting local suppliers for their ingredients. Tutti Gourmet is driven by the desire to offer delicious and healthy snacks that are free from as many allergens as possible. This line consists of crackers, biscotti and “bites” that are hand crafted in small batches and are a gourmet choice for health-foodies, as well as people with various food intolerances. The chart below highlights the three lines we carry and the claims each one can tout. The Tutti Gourmet packaging is appealing, impactful, informative—and in some cases, versatile, as the biscotti and “bites” bags have the ability to both stand and hang for the retailer.



### BITES

Paleo friendly  
Gluten free  
Dairy free  
Corn free  
Soy free  
Vegan  
No added sugar  
No added salt  
Kosher-Pareve  
Non GMO verified  
Handmade



### CRACKERS

Gluten free  
Dairy free  
Corn free  
Soy free  
Vegan  
No sodium  
Kosher-Pareve  
Non GMO verified  
Real Maple syrup  
Handmade  
Nut free



### BISCOTTI

Gluten free  
Dairy free  
Corn free  
Soy free  
Kosher-Pareve  
Non GMO  
Handmade



## CRACKERS



8/4.23 oz BOXES

Stocked in IL; Non-Stock in TX and CA

7041351  
7041316

TOMATO PUMPKIN  
GRAPE BEET CORIANDER

## BITES



8/2.8 oz BAGS

Stocked in IL; Non-Stock in TX and CA

7041300  
7041305  
7041317  
7041347

ALMOND & COCOA  
CAFÉ ESPRESSO  
FRUITS  
PISTACHIO & ANISE

## BISCOTTI



8/6.34 BAGS

Stocked in IL; Non-Stock in TX and CA

7041267  
7041307  
7041348  
7041469

ALMOND  
ORANGE & DARK CHOCOLATE  
PISTACHIO, CRANBERRY & ANISE  
COCOA & ALMOND



# INDUSTRY TRENDS

## Retail & Foodservice

### WHY FOOD MANUFACTURERS SHOULD BE TARGETING GEN Z



CHICAGO — “Real food” is the rallying cry of Generation Z grocery shoppers, according to a recent report from The NPD Group.

Gen Z, those born between 1997 and the present, represent 27% of the U.S. population. They have higher consumption rates of organic foods and beverages than any other group, NPD said, and were taught to value food based on nutrition and function, not just in terms of taste.

“Food marketers should understand that this generation grew up knowing that food is much more than sustenance; food represents culture and therefore is an expression of who they are,” said David Portalatin, food industry adviser for NPD and author of *Eating Patterns in America*. “This generation was raised to be real and true to themselves, and they expect the same from their foods and beverages.”

“Generation Z was born into the world of foodie culture. They have the potential to be perhaps the most influential generation we’ve ever seen on consumers’ eating and drinking behaviors.” — David Portalatin, NPD

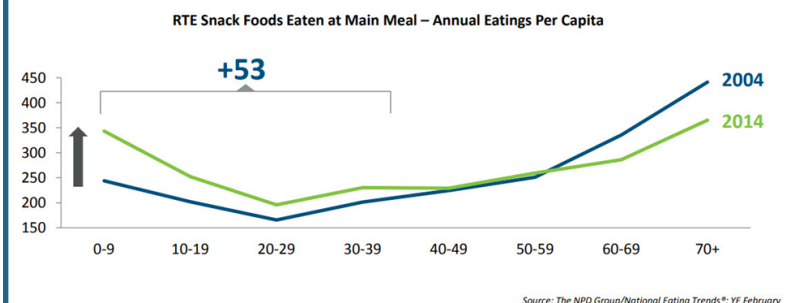
Many assume Gen Z is a carbon copy of the millennial generation, and while they have similarities, the differences will “require grocers and food manufacturers to fine-tune their messages,” NPD said. Gen Zs are similar to millennials in their demand for authenticity, freshness and purity in their products, but more than millennials, Gen Z consumers say clean eating improves their

quality of life and that fresh foods play a key role in their lifestyle. And they aren’t just saying that. Gen Z accounts for some of the heaviest use of organic and non-G.M.O. foods, according to NPD.

Gen Z consumers also differ from millennials in their attitude toward large brands. While millennials tend to favor smaller, niche, local brands, Gen Zs choose brands based on different criteria.

“In many ways Gen Z consumers think of themselves as having a personal brand with a story and values by which to live,” NPD said. “They seek brands that support their story, and they are willing to use them regardless of a brand’s size.”

#### More so than other generations, Gen Z meals include RTE snack foods likely for convenience.



Gen Zs also approach snack foods differently. The generation’s on-the-go lifestyle lends itself to more read-to-eat foods that may be incorporated into or in between traditional meals.

“Snacking is just an extension of who this generation is,” Mr. Portalatin said. “They’re more likely than any other generation to incorporate snack foods as a part of breakfast, lunch or dinner. In fact, they’re doing this at a rate 53 times more on a per capita basis annually than any other generations.

“Generation Z was born into the world of foodie culture. They’re growing up with a keen understanding of the purpose for food and the role that it plays in a well-lived life. They have the potential to be perhaps the most influential generation we’ve ever seen on consumers’ eating and drinking behaviors.”

Source: Food Business News

exclusively available to you through  
**EUROPEAN IMPORTS, INC.**

**AN AFFORDABLE LUXURY**



White truffles are rare and expensive, but Cucina Viva provides us with an economical alternative. Imported from Italy, this European Imports, Inc. exclusive is made with 100% Italian Extra Virgin Olive Oil naturally infused with white truffles. Truffles are one of the

world's most complex and mysterious foods. Truly exceptional truffles are costly, perishable and hard to find. Truffle oil captures the essence of Italy's best truffles without the expense.

This oil is best used sparingly as a seasoning. It makes a flavorful enhancement for steaks, fish, mushroom dishes and cheese. Drizzle it over risotto, mashed potatoes, pasta dishes and salads for an aromatic finish. It also makes a unique and delicious dip for fresh bread. A few drops of this truffle oil will give the final touch of class to an unforgettable dish.

**1921242**  
**WHITE TRUFFLE OIL**  
**6/8.45 oz**  
 Stocked in IL, TX and CA

**1921263**  
**WHITE TRUFFLE OIL**  
**12/1.85 oz**  
 Stocked in IL and TX; Non-Stock in CA



Life in Provence Truffle Peelings are imported from France. Life in Provence truffles come from the best truffle territories in the south of France, where they start picking them in mid-November. After picking, the truffles are brushed and sorted for processing.

Life in Provence Truffle Peelings provide a cost-effective way to get the appearance of sliced or chopped truffles in your food. The peelings are simply the shaved outer layer of the whole truffle that have been preserved for out-of-season use. Life in Provence Truffle Peelings have a mild and subtle truffle flavor. They make a dramatic garnish and they are the perfect ingredient to use in sauces, mashed potatoes or to make a truffle omelet without breaking the bank.

**1413188**  
**TRUFFLE PEELINGS**  
**1/7 oz**  
 Stocked in IL, TX and CA

These wonderful truffle products will add a touch of truffle flavor to your dishes without burning through your culinary budget.

