

MAY 2018 NEWSLETTER

THIS MONTH'S INDUSTRY EVENTS

MAY 7TH-10TH
CIBUS, PARMA

MAY 19TH-22ND
NRA SHOW, CHICAGO

MAY 22ND-24TH
SWEETS & SNACKS EXPO,
CHICAGO

NEXT MONTH'S HOLIDAYS & EVENTS

time to start planning!

JUNE 17TH-FATHER'S DAY

JUNE 21-SUMMER STARTS

all month long...
GRADUATION PARTIES
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**
-  **ANIMAL WELFARE APPR.**
-  **EGG-FREE**
-  **GLUTEN FREE**
-  **KOSHER**
-  **LACTOSE FREE**
-  **LOCAL**
-  **NON-GMO**
-  **NUTS FREE**
-  **ORGANIC**
-  **SOY FREE**
-  **SUGAR FREE**
-  **TRANS FAT FREE**
-  **VEGAN**



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INTRODUCING... 2018 HOLIDAY CATALOG

During the month of May, we will be releasing the 2018 Holiday Selections Catalog. This book is packed with both imported and domestic products that are perfect for the holiday season and gift giving. From lingonberries and gingerbread houses to seasonal cheeses and charcuterie, there is something to fit every holiday need. The ordering window for these items runs May 7th through June 28th, so please contact your sales representative today to request your copy and get started on your holiday order!



HOLIDAY FRESH SELECTIONS | DELIVER October 22nd-December 7th
HOLIDAY GIFT SELECTIONS | DELIVER October 8th-November 16th

NEXT STOP: FOOD SHOWS



IDDBA SHOW

JUNE 10TH-12TH, 2018
ERNEST N. MORIAL CONVENTION CENTER
NEW ORLEANS, LA
BOOTH #5634

This year, European Imports will have a booth at the International Dairy Deli Bakery (IDDBA) Show! This is the largest show for dairy, deli, bakery, and foodservice professionals, with over 800 exhibiting companies. This important buying and educational event draws industry professionals from all over the world.

SUMMER FANCY FOOD SHOW



JUNE 30TH-JULY 2ND, 2018
JACOB K. JAVITS CONVENTION CENTER
NEW YORK, NY
BOOTH #1236

This is the event to attend if you want to see all the hottest trends in specialty food! Stop by our booth to see and sample some of our hottest brands and newest items. You can fill your three days by seeing the more than 180,000 products from over 50 countries on the show floors or by attending one of the seminars or workshops. Register at www.fancyfoodshows.com.

UNDER THE DOME

Jeff Babcock, Cheese Specialist

AWARD-WINNING TREASURES DISCOVERED FROM YOUR FAVORITE ARTISAN CHEESE MAKERS

VERMONT ALEHOUSE CHEDDAR



**VERMONT
FARMSTEAD**
CHEESE COMPANY

This twist to a traditional classic is tipsy with a hint of earthy, rich, artisan ale. Leading with a fragrant ale nose, our cheddar has a more open, flavorful balance of nuts, hops and sweet notes. Made with a peg mill, the varied size curd helps to soak in the hearty and fragrant ale. Two distinct types of beer are added: Harpoon® Dark and Harpoon IPA. The dark beer gives a distinct striation to the curd and the IPA adds even more complex hop flavor. This cheese has been a favorite among artisan beer lovers and has won several awards including a bronze medal at the 2013, and a silver medal at 2014, American Cheese Society Competition.

SUGGESTED PAIRINGS:



WINE: Beaujolais, Merlot, or Malbec



BEER: Harpoon® Munich Dark, Harpoon® IPA



FRUIT: Dried Apricots, Figs, or Dates



OTHER: Hearty Crackers (try Castleton or Firehook Crackers), Beer Nuts, Honey Mustard



7043661 ALEHOUSE CHEDDAR **2/5 LB.**

Stocked in IL; Non-stock in TX and CA

NETTLE MEADOW THREE SISTERS



Nettle Meadow
Farm and Artisan Cheese

Nettle Meadow is first and foremost a farm and animal sanctuary, home to hundreds of goats and several dozen sheep who contribute daily to their wonderful cheeses. You've grown to love their goat and cow's milk triple crème, Kunik, but we have added a second sensational cheese from Nettle Meadow. Three Sisters is delightful little cheese made from a combination of pasteurized sheep, goat and cow milks. It originates in the foothills of the Adirondacks of Upstate New York from Nettle Meadow Farm. It was a 2012 American Cheese Society's Mixed Milk Open Category winner. Three Sisters has a complex flavor, firm texture and bloomy rind, and comes in a manageable 6 to 7 ounce wheel. It has a delicate white bloomy rind, and dense paste with a clean fresh cheese flavor and subtle mushroom undertones. Three Sisters is a truly Artisan cheese, made in small batches and cared for by hand at every stage. This cheese is aged 2 to 6 weeks and is best enjoyed around the 12 week mark. Three Sisters pairs well with cranberry and maple chutney, pepper jelly, or fresh melon; and is best enjoyed alongside fruity summer wines, pinot noir, and pilsners.



7812879 THREE SISTERS

6/7 oz.

Stocked in IL; Non-stock in TX and CA

WILD AND UNIQUE FOODS

Tim Doyle, Meat & Game Specialist

AUTHENTIC HAMS FROM THE BLACK FOREST



Adler Schwarzwald has been producing select Black Forest hams in Germany since 1920. Their plant is located in Bonndorf, Germany—a *part of the Black Forest*—at an altitude of over 800 meters, which ensures the best climatic conditions and superior air quality. Black Forest ham can only be produced in the Black Forest region of Germany, and Alder Schwarzwald is the only company allowed to produce Original Black Forest Ham for the USDA. Since 1997, this ham has been certified and protected by the European Union as Protected Geographical Indication (PGI), which means that the EU protects its traditional production process.

The Black Forest Ham is one of the most popular types of ham in Europe. It is a boneless pork that is dry cured, smoked, then salted and seasoned with natural spices, like pepper, coriander, garlic and juniper berries. Alder Schwarzwald's Black Forest Schinken is a dry cured ham that is naturally smoked with fir tree wood. It is best served in very thin slices that enhance the authentic flavor of the natural smoke and spices.

We hope you enjoy this Authentic Black Forest Ham!

We're glad it has made its Way to the United States!



7044592 BLACK FOREST HAM 1/9.9 LB

Stocked in IL; Non-stock in TX and CA



FOR THE PASTRY CHEF

Girish Fatnani, Pastry Specialist



SUMMER PASTRY SENSATIONS

From laid back grill outs and graduation parties to communions and weddings, the summer is packed with reasons to get together and celebrate. And what better way to celebrate something special than by sweetening the occasion with a little dessert? We have anything from ingredients to finished desserts, some of which are highlighted below. So stock up and get ready to impress your guests at your biggest summer events.

CALLEBAUT CRISPEARLS

Callebaut Crispearls are small in size but big in flavor! These decorations can dress up any dessert and add an incredible flavor and texture. We carry five unique flavors, the newest of which is the Salted Caramel Crispearl. These are delicious, small spheres of salted caramel chocolate covering a crispy cookie center that can be used to top off anything from ice cream and doughnuts to finished desserts. As with all Crispearls these can be brushed with luster dust to make a true "pearlescent" presentation. Try incorporating one of these five flavors into your summer celebration:

Stocked in IL, TX and CA:

7008650	SALTED CARAMEL CRISPEARLS	1/28.21 oz
7010252	DARK CHOCOLATE CRISPEARLS	1/28.21 oz
7009745	WHITE CHOCOLATE CRISPEARLS	1/28.21 oz
7009746	STRAWBERRY CRISPEARLS	1/28.21 oz



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

3644160	MILK CHOCOLATE CRISPEARLS	1/28.21 oz
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CHOCOLATE TRUFFLE ASSORTMENT

Each case of Life in Provence Truffles contains two individually wrapped trays of 16 frozen truffles in each of the following delectable flavors: dark hazelnut, dark passion fruit, dark coconut, milk dulce de leche, milk fleur de sel, and white café au lait. The six flavors are unique in appearance and are no work...simply thaw and serve!

7931761	CHOCOLATE TRUFFLE ASSORTMENT	1/192 ct
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Stocked in IL, TX and CA



HEART MACARONS DUO

These heart shaped macarons are ideal for special occasions, like bridal showers or as part of a sweets table at summer weddings. Included in the carton is one tray of 35 pink macarons with creamy raspberry ganache filling and one tray of 35 white macarons with rich vanilla-strawberry ganache filling.

7027859	HEART MACARONS DUO
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Stocked in IL, TX and CA

1/70 ct



SPECIALTY GROCERY

Akhmal Teal, Grocery Specialist

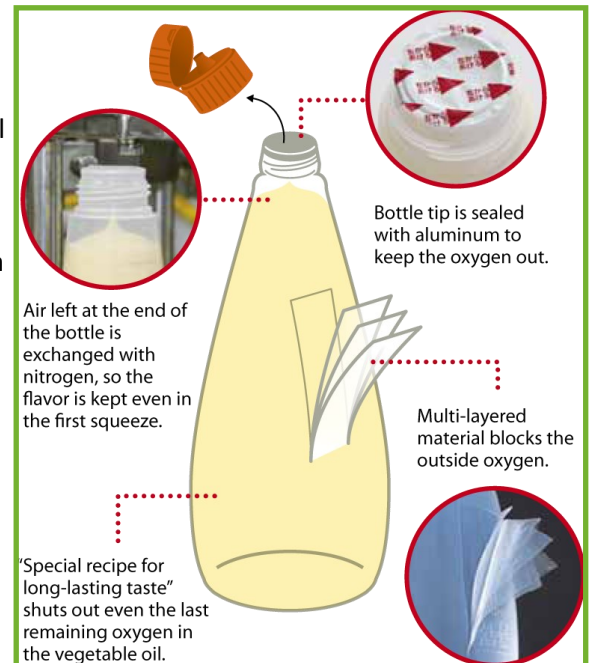
DELIVERING LOVE AROUND THE KITCHEN TABLE



Kewpie Mayo and Dressings are a Japanese classic, and European Imports is excited to expand the Kewpie retail line with more dressings and mayo products. We have had the Classic Japanese Mayo for years, but this is our first foray into the line of dressings. To call this lineup of products

simply “dressings” is a bit of a misnomer because the items are so versatile—they *can be used as marinades, sauces and dressings*—and are an all around great line for grilling season as a way to give salads, grilled vegetables and proteins more flavor while adding attractive color.

The classic Kewpie Mayo, in the iconic squeeze bottle, is a favorite both in Japan and internationally, and is loved by those who enjoy good mayonnaise. Kewpie was launched in 1925 as Japan’s first Mayonnaise with the intent to improve the physique of the Japanese people through a nourishing condiment that used twice as much egg yolk as imported mayo from the United States. Besides the egg yolks, one of the reasons Kewpie tastes so good is due to the emulsification process which brings the size of the oil droplets down to approximately 2-4mm/1000 or 2-4 microns in width. Oxidation is the enemy of oils, leading to rancidity and off-flavor, and Kewpie has a solution to that in a multi-layered plastic bottle that keeps the oxygen out and the flavor in tip-top shape.



There are two distinctly different lines to the Kewpie assortment that we carry. The first is the “all-natural” line, which includes four flavors of 12 oz. dressing and a complementary MSG-Free 12 oz. mayo, all of which would be merchandised alongside premium salad dressings. The second line consists of six more traditionally Asian flavored 8 oz. dressings—such as sesame, citrus and chili—and the classic mayo, which would be merchandised in the Asian section of the store. The two best selling dressings—Deep Roasted Sesame and Onion Garlic—can be found in both dressing lines. European Imports is the only distributor to carry both lines, allowing you the opportunity to capture all Kewpie sales. Kewpie mayo and dressings are sure to kick start your summer in the best way possible, so order yours today, because after all, *tasting is believing*.



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

ALL-NATURAL LINE:

7040979	Garlic Onion Dressing	6/12 oz
7040980	Mango Chia Dressing	6/12 oz
7040975	Roasted Sesame Dressing	6/12 oz
7040990	Wasabi Coconut Dressing	6/12 oz
7040999	Japanese Mayo	6/12 oz



TRADITIONAL LINE:

7040963	Chuka Dressing	12/8 oz
7040964	Onion Garlic Dressing	12/8 oz
7040966	Roasted Sesame Dressing	12/8 oz
7040971	Sriracha Dressing	12/8 oz
7040972	Wafu Dressing	12/8 oz
7040977	Yuzu Kosho Dressing	12/8 oz



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

8904333	Japanese Mayo	20/17.64 oz
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SPECIALTY GROCERY, CONTINUED

Akhmal Teal, Grocery Specialist

GET READY TO GET HOOKED ON FIREHOOK



The first loaves came out of the Firehook oven in December 1992. Mediterranean is not the flavor of the month at Firehook: their baking grew from their family's Eastern Mediterranean heritage. They had longed for a neighborhood bakery, like the village bakers in their hometown, and opened their bakery and coffeehouse, specializing in sourdough bread. Crackers were part of their taste memory, so they developed their own—*crunchy, well-seasoned, unevenly beautiful*—and sold them alongside their breads and pastries. Their Mediterranean cracker line started as a dedicated project to meet the needs of local chefs in the Washington, DC area. Firehook believed that whole and healthy ingredients make for savory, addictive crackers—perfect for their customers' Mediterranean inspired cuisines.

The company operates under the belief that simple and natural tastes better, and they hope you agree. Firehook bakes their crackers with the fewest ingredients to give you the best flavor. We carry four flavors of these simple crackers: Sea Salt, Rosemary Sea Salt, Garlic Thyme, and Multigrain Flax. All four of these addicting flavors are available in retail packaging, but the Sea Salt and Rosemary Sea Salt are also available in a larger package, perfect for foodservice applications. Not only are they great to serve alongside cheese, Firehook crackers pair well with a variety of dips—like hummus, Greek yogurt, or guacamole—and can be served with salads, soups, or even pastas. Or simply enjoy them on their own for a simple snack! The possibilities are endless.

The first loaves came out of the Firehook oven in December 1992. Mediterranean is not the flavor of the month at Firehook: their baking grew



All items stocked in IL; Non-stock in TX and CA

SEA SALT

7038643 8/5.5 oz
7038648 6/12 oz

Just four ingredients, topped with the perfect amount of sea salt.

Suggested Pairing: Top Sea Salt Crackers with thin slices of Swiss cheese and a thin round of salami and make those weekend midday munchies go away.



ROSEMARY SEA SALT

7038642 8/5.5 oz
7038644 6/12 oz

Bold rosemary pairs with a sprinkling of sea salt for a classic with runny cheeses or chicken soup.

Suggested Pairing: Pair the Rosemary Sea Salt cracker with the smoothness of a triple crème brie or soft camembert—sophisticated snacking made super easy.



GARLIC THYME

7038639 8/5.5 oz

A mix of garlic and thyme, two Mediterranean staples, creates a sunny companion cracker for salads or pasta

Suggested Pairing: Serve a side plate of Garlic Thyme crackers with a big bowl of any tomato-y soup, from Minestrone to gazpacho to cream of tomato.



MULTIGRAIN FLAX

7038640 8/5.5 oz

This crunchy, nutty cracker is a great partner for strong cheeses—or peanut butter!

Pairing Suggestion: reach for Multigrain Flax crackers when you can't decide sweet or savory: you can pair them with cheddar or smoked Gouda cheeses, or go sweet with a schmear of peanut butter and jelly on top.



INDUSTRY TRENDS

Retail & Foodservice

COMTEMPORARY CHARCUTERIE: A CUT ABOVE

Consumers are increasingly willing to spend extra for quality, authenticity, and variety in specialty meats and cheeses—and this is pushing the deli meat category toward major growth and opportunity.

THE STATS

According to the Nielsen Perishables Group, the meat department and deli counter represent a \$9 billion industry in the U.S., with dollar and volume growth from the specialty deli meat segment accounting for \$200 million.

Specialty deli meat sales are up across multiple meat varieties, with overall dollar sales growing by more than 3 percent in the year ending February 25, 2017, notes Nielsen Perishables Group. From a growth standpoint, chorizo is the winner, with dollar sales up more than 7 percent. Other top-selling varieties are performing at a slight uptick in sales dollars, too: salami is up 3.3 percent, pepperoni is up 4.1 percent, and sausage is up 1.8 percent.

Factors that are helping boost sales include the added convenience of pre-sliced meat and meat and cheese snack sticks; the greater availability of specialty heritage cuts from small producers that are hormone- and antibiotic-free; and the fact that many Americans view snacking on protein-based foods as a way to fuel their body and brain throughout the day. “Consumers are beginning to choose less-traditional selections that are a cut above what they’ve eaten in the past,” says Sarah Schmansky, director of Nielsen’s Fresh Growth & Strategy team.

AN EVOLVING MARKET

While salami and prosciutto may be the most familiar products at the deli counter, there are new reasons to take a closer look at the age-old charcuterie platter. “There’s a whole generation of chefs from the late 90s to the early 2000s who missed out on charcuterie making,” says award-winning chef and author Brian Polcyn. The risk factors it took to get it right, and the time it took to make, diminished the appeal. “But now,” continues Polcyn, “this classic craft is fashionable again and everyone wants to get in on it.” Polcyn notes that this enthusiasm is “thanks to the widespread interest in nose-to-tail and farm-to-table cookery, chefs taking a closer look at utilizing food waste, the public’s genuine like for eating pate and terrines, and better-quality meat available from heritage breeds.”

Curious consumers and innovative producers are also helping spark sales of specialty meats. “Sometimes the classics get dumbed down with all their success and it takes something special to remind you why it was a thing in the first place,” says Matt Caputo, president of Caputo’s Gourmet Food Market & Deli, Salt Lake City, Utah. Caputo notes that people are willing to pay “much, much more for something unique and high quality, like Dok Dall’Ava San Daniele prosciutto made from Italian certified pigs that are fed with cereal and milk serum, which retails at \$35 a pound.”

THE TRENDS

To understand what’s happening in the charcuterie category, it’s important to look at several key elements that are helping drive interest.

Flavor Forward Offerings. Producers are pushing the envelope to both differentiate their meats and to tap into consumers’ evolving palates. This has given rise to meat products with flavorful ingredients such as black truffles and Parmigiano Reggiano as well as smoky or spicy offerings.

Highlighting Heritage. Products made from heritage breeds—ones that were once raised by our forefathers and are humanely raised and bred for certain traits and consistency of taste and flavor—are getting a lot of attention.

Housemade Meats. The National Restaurant Association ranked “housemade charcuterie” as number four on its “What’s Hot 2017 Culinary Forecast.” But its appeal extends into other areas of specialty foods as well.

OPPORTUNITIES FOR GROWTH

While pork is synonymous with charcuterie, lesser-known and new cuts of meat and non-meat items are getting some attention, such as: more unique cuts of pork, like guanciale (pork jowls) instead of bacon; duck and beef varieties like duck prosciutto and wagyu beef; non-meat plant- and fish-based products, like vegetarian or seafood pate, white tuna in olive oil, or anchovies; and vegan items, like fig salami.

Customers want something special and are more adventurous with their selections. As quality keeps going up, this will only continue.

Source: Specialty Food Magazine

exclusively available to you through
EUROPEAN IMPORTS, INC.

RAISIN RIVER ALL NATURAL SAUSAGE — PERFECT FOR GRILLING



Not all sausages are made the same. Raisin River sausages use no by products and are wrapped in natural casings.


The chicken sausages are all made with Free Bird boneless chicken thighs. Free Bird chickens are raised on family farms in the rolling countryside of Pennsylvania's Amish Country. These chickens are free to roam, hunt and peck in barns that are 33% more spacious than those used by traditional poultry farmers. They are completely vegetarian fed and are free to eat and drink whenever they want. Antibiotics are never given to Free Bird chickens, and no nitrates or nitrites are added.

 7417852 Chicken Sausage with Apples 12/12oz
 Stocked in IL and TX; Non-stock in CA


 1689646 Chicken Sausage with Apples 2/5 lb
 Stocked in IL; Non-stock in TX and CA

This sausage has a sweet apple flavor that does not cover up the natural chicken flavor. Fully cooked.

 1689720 Sweet Italian Chicken Sausage 12/12oz
 Stocked in IL; Non-stock in TX and CA

 *Nice Italian chicken flavor with a hint of fennel and spices to finish. Fully cooked.*

 8864840 Thai Style Chicken Sausage 12/12oz
 Stocked in IL; Non-stock in TX and CA

 *Sausage with a sweet chicken flavor, with fresh ginger and lemon grass and a slight curry flavor to round off the taste. The curry does not overpower the sausage. Fully cooked.*



Andouille sausage pork comes from DuBreton all natural boneless pork butts with no extenders used. The pork is raised without antibiotics and their feed consists of corn, soybean meal, wheat, bread flour, peas, vitamins and minerals. Single family farms mean happier hogs, which means less stress and a much better flavor profile.

1689706 Chicken Andouille Sausage 12/12 oz
 Stocked in IL and TX; Non-stock in CA

1689692 Andouille Sausage 12/12oz
 Stocked in IL and TX; Non-stock in CA

1689684 Andouille Sausage 2/5 lb
 Stocked in IL and CA; Non-stock in TX

Flavor galore and great back-of-the-mouth heat, this sausage has it all.

1695008 Boudin Sausage 10/1 Lb
 Stocked in IL and TX; Non-stock in CA

A traditional French sausage made with chicken and pork, milk and a touch of cognac.

1648905 10/1 Lb Chorizo Sausage
 Stocked in IL and TX; Non-stock in CA

Chorizo is a traditional Mexican style sausage made of pork and flavored with chili peppers and paprika.



1695048 Lamb Merguez 4/3 Lb
 Stocked in IL and CA; Non-stock in TX

1694936 Lamb Merguez 12/12 oz
 Stocked in IL and TX; Non-stock in CA

3864046 Chicken Merguez 4/3 Lb
 Stocked in IL; Non-stock in TX and CA

A spicy Mediterranean sausage, perfect cooked on the grill and great for couscous and BBQ.

