

MAY 2019 NEWSLETTER

THIS MONTH'S INDUSTRY EVENTS

MAY 6TH–9TH
TUTTOFOODS, RHO, ITALY

MAY 18TH–21ST
NRA SHOW, CHICAGO

MAY 21ST–23RD
SWEETS & SNACKS EXPO,
CHICAGO

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

JUNE 16 FATHER'S DAY
JUNE 21 SUMMER STARTS

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
-  DAIRY FREE
-  EGG-FREE
-  FAIR TRADE CERTIFIED
-  GLUTEN FREE
-  KOSHER
-  LACTOSE FREE
-  LOW SODIUM
-  NON-GMO
-  NUTS FREE
-  SOY FREE
-  SUGAR FREE
-  TRANS FAT FREE
-  USDA ORGANIC
-  VEGAN



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INTRODUCING THE 2019 HOLIDAY CATALOG

As we head into May, we are eager to release the 2019 Holiday Selections Catalog. This book is packed with both imported and domestic products that are perfect for the holiday entertaining and gift-giving season. From roasted chestnuts and advent calendars to seasonal cheeses and charcuterie, there is something to fit every holiday need. The ordering window for these items runs through June 21st, so please contact your sales representative today to request your copy and get started on your holiday order!



NEXT STOP: FOOD SHOWS



IDDBA SHOW

JUNE 2ND –4TH, 2019
ORANGE COUNTY CONVENTION CENTER
ORLANDO, FL
BOOTH #6109

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 23RD –JUNE 25TH, 2019
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

THE ARTWORK OF VENETO



La Casearia Carpenedo is a family cheese business located near Treviso in the province of Veneto. They have been in the cheese business as merchants for more than one hundred years. Today, their efforts are spent on refining and creating elaborate cheese creations that are works of art. I met Alessandro Carpenedo, one of the owners, many years ago and I have always admired their refined cheeses.

One of the most interesting and unusual cheeses they create is the **Perlagrigia**, which in Italian means ‘the grey pearl’ which references the dramatic coating of beech ash that covers it and acts as a rind. Under the ash, or in Italian ‘sotto cenere’, we find a layer of sweet spices, which slowly work their way into the paste of the cheese and subtly lift these flavors up. The cheese itself is mild, a semi-soft texture, made from cow’s milk and acts as a canvas of creaminess. The delicate spices are not all that is there, as the main gift to this work is the flecks of truffles that are found throughout. Cream, spice and truffle all blend into one, becoming something entirely unusual; the whole greater than the sum of its parts. This refined cheese lends itself to a dessert course or a luxury cheese board, paired with Prosecco or a host of other wines. Because I think of it as a sweet cheese, I like it with fruit—try figs and pears—but it is a cheese that melts quite well and can be used for a variety of dishes once the ash is trimmed away.

Very new to us is the **Vento d’Estate**, an entirely different cheese than **Perlagrigia**! Instead of a soft cheese we find a hard cheese and one that is not sweet at all, but rather sour. Though it is also made from cow’s milk, these two cousins from the same family diverge entirely. The name is derived from the summer winds that inspired them one day, taking in grand aromas of meadows and hay being harvested. This firm cheese is put into oak barrels and coated with mountain hay where it

is left to ferment for five months. It takes on such a robust flavor, one of grassiness, but much more complex with intense fruit and sour ferments growing quite robust, much like one would find in a sour beer or sourdough bread. It is a beautiful work of art but it is not subtle like its cousin, so it begs for some bold red wine or excellent beer to temper it.

Finally we come to the **Dolomitico**, a distinct blue cheese. Made from rich cow’s milk, it is ripened with a double malted beer and barley malt, which makes the rind a lingering brown. The texture of the cheese smoothens in the refinement, becoming like a dense fudge. The flavor of the blue mold is also rounded out, giving balance to the cheese that is tempered by the malt and barley, which melts away in the mouth and leaves behind a delightful sensation. It would be natural to pair this cheese with beer, but it is quite versatile with other beverages, including cocktails, and would make a sensational finish to a cheese board. Pair with charcuterie, crusty bread and crudité.

1498577	Perlagrigia <i>Stocked in IL, TX, VA and CA</i>	1/7 lb.	
7072445	Vento d’Estate <i>Stocked in IL and VA; Non-stock in TX and CA</i>	1/5.5 lb.	
9902177	Dolomitico <i>Stocked in IL and VA; Non-stock in TX and CA</i>	1/5.5 lb.	



WILD AND UNIQUE FOODS

Tim Doyle, Meat & Game Specialist

SIMPLICITY IS KEY IN SUPERIOR, SPECIALTY MEATS



Busseto is a quaint village in Northern Italy, surrounded by famous cities any “foodie” would recognize—like Bologna, Parma, Genoa and Milano. All of these cities are steeped in old-world heritage, yet innovations constantly arise from modern influences to create the world standard for culinary creativity.

Busseto’s artisan salami is crafted under the watchful eye of Lorenzo Pagani, their master salumiere. Lorenzo began mastering the art of salumi when he was just 14 years old, in Como, Italy in 1955. He moved to America in 1991 to learn English and has been head salumiere at Busseto Foods ever since.

Busseto’s approach is simple — Lorenzo uses only the finest cuts of pork and simple ingredients (like a secret blend of spices) as the foundation of their centuries-old recipes. Their products are produced in an efficient, state-of-the-art facility in the bountiful San Joaquin Valley of California. Much like in Italy, the dry climate of California suits the sensitive process of drying salumi.

“That’s the principle I required when I came from Italy: You have to have the right meat, and you have to have the right process. They’re like twins, inseparable.”

— Lorenzo Pagani, Master Salumiere

Busseto has been a favorite at European Imports for many years. The most recent addition to the Busseto line is the all-natural, antibiotic-free, pre-sliced shingle packs of Dry Chorizo & Dry Salami. Not only does the line boast the same outstanding flavor that Busseto is known for, the packaging will stand out in a case and attract old and new customers alike.

- | | | |
|----------------|---|-----------------|
| 7044584 |  Spicy Dry Chorizo
<i>Stocked in IL and VA; Non-stock in TX and CA</i> | 12/3 oz. |
| 7044630 | Black Pepper Dry Salami
<i>Stocked in IL and VA; Non-stock in TX and CA</i> | 12/3 oz. |
| 7044699 | Natural Dry Salami
<i>Stocked in IL, TX, VA and CA</i> | 12/3 oz. |
| 7044608 | Herbs de Provence Dry Salami
<i>Stocked in IL, TX, VA and CA</i> | 12/3 oz. |



We also have two new Busseto nugget varieties to add to the existing line: Chorizo Nuggets and Salami Nugget Cups. The two nugget items bring bold flavor and convenience to the table, respectively.

- | | | | |
|----------------|---|------------------|---|
| 7054665 | Salami Nugget Cups | 27/1.5 oz |  |
| | <i>Stocked in IL and VA; Non-stock in TX and CA</i> | | |
| 7054662 | Chorizo Nuggets | 12/8 oz. |  |
| | <i>Stocked in IL, TX, VA and CA</i> | | |

Fratelli Beretta, another family-owned company with over 200 years of history, recently acquired Busseto. They also focus on providing quality products, while remaining deeply entrenched in tradition and emerging as leaders in innovation, which makes this acquisition ideal.

Their quality products are slowly air-dried and cured to perfection— ingredients, passion and time are the key elements that drive Fratelli Beretta’s time-honored Italian tradition of making superior, specialty meats. And their new Prosciutto de Carpegna is no exception. This boneless prosciutto is coated with “stucco,” a secret curing coating blend made of lard and spices and aged for 20 months. Serve it sliced in a sandwich, wrap it around veggies, or include in a charcuterie board.



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|----------------|---|
| 7072436 | Prosciutto de Carpegna
1/14 lb RW
<i>Stocked in IL and VA; Non-stock in TX and CA</i> |
|----------------|---|



SPECIALTY GROCERY

Salima Ghariani, Grocery Specialist

A DREAM FOR GLUTEN-FREE PASTA LOVERS



Andean Dream Quinoa Pasta is a dream for chefs and anyone who loves to eat healthy pasta! Available in both long and short cuts, it's a perfect blend of organic white rice and quinoa flours, which results in an excellent al-dente texture, the way pasta should be eaten.

The pasta is made from a variety of Bolivian quinoa that is considered the finest in the world and found only in the Andes Mountains. It grows around a salt lake at an altitude of 12,000 feet. This variety of quinoa also contains high levels of protein and essential minerals.

Andean Dream, a member of the Fair-Trade Federation, sources quinoa from indigenous farming families and sends it to a dedicated manufacturing facility, free from gluten, dairy, eggs, soy and corn.

Aside from the great taste and texture, a one pound box of quinoa pasta contains 40 grams of protein. For this reason, it is no surprise that it was chosen as the number one gluten-free pasta by a panel of Bon-Appetit magazine editors during a blind taste test.

With much more attention being paid to proper nutrition, healthy lifestyle choices and plant-based foods, Andean Dream is a favorite among vegetarians, vegans and people with food allergies who want a better alternative. Consumers are not only getting healthy pasta that tastes just like traditional pasta, but it won't affect or compromise their nutritional plan.

The growing number of food allergy sufferers has brought on a great demand for chefs to add gluten/allergen-free dishes to their menus. Restaurants nationwide have added dishes with Andean Dream pasta to accommodate their customers.

During the National Restaurant Association show in Chicago last May, Andean Dream displayed their entire line of bulk pasta cuts along with a sample of a dish that was especially created for the event. Chef Jesus, from the Rainforest Café, was in the Andean Dream booth serving a dish he calls Andean Pasta Salad. His dish received rave

reviews from attendees due to the great texture and flavor of the pasta.

Consumers write in to Andean Dream all the time, sharing their experiences and success stories; a few are below.

"I'm Italian and I have eaten traditional pasta my whole life. When I discovered Andean Dream spaghetti, I became a huge fan and never looked back. I'm able to prepare the same dishes, only Andean Dream is healthier and does not leave me feeling bloated after eating."

Another consumer wrote, *"I love to cook with it because the boiling water of the pasta has a silky creamy texture. When I strain the pasta, I save the boiling water and add some back into the pan or pot where my sauce or sautéed vegetables are. The quinoa water creates a very creamy texture. It's almost like cream pasta but without the extra calories and without the dairy."*

Someone else said, *"I wish more restaurants served it."*



A woman with Celiac diseases said, *"I've tried rice pasta, it's mushy, I tried corn pasta, it doesn't taste like pasta, and I have tried other quinoa pastas, but it doesn't hold its shape, then*

one day [I learned] about Andean Dream and now it's my pasta."

Andean Dream pasta was born from a simple idea—to give the consumer healthier options for making delicious pasta dishes. It has certainly achieved that, and so much more!



7066050	Quinoa Spaghetti <i>Stocked in IL, TX, VA and CA</i>	10/1 lb
7070036	Quinoa Elbow Pasta <i>Stocked in IL, TX and VA; Non-stock in CA</i>	18/1 lb
7071971	Quinoa Penne <i>Stocked in IL and VA; Non-stock in TX and CA</i>	18/1 lb
7071994	Quinoa Fusilli <i>Stocked in IL and VA; Non-stock in TX and CA</i>	18/1 lb

SPECIALTY GROCERY, CONTINUED

Salima Ghariani, Grocery Specialist

THE ESSENCE OF MOROCCAN CUISINE

mina

Mina is the essence of culinary Morocco, where culture is passed down through generations via stories and recipes. A modern brand to complement any kitchen, Mina blends the taste of the traditional tagine with a passion for spirited, adventurous palates. A true Moroccan matriarch whose journey of family, food and flavorful fun is now the world's to savor.

Harissa, (pronounced ha-ree-sa) is a spicy chili pepper sauce or paste made with chillies, garlic and olive oil. Some recipes include spices that are traditional to the region. It can be used as a condiment or as a cooking ingredient.

Harissa is the most common condiment in North African cuisine. Every region—even every family—has their own recipe, but they all agree on one key factor: harissa's main ingredient is chili peppers.

Chili peppers were introduced to North Africa through Morocco from Spain in the 16th century. These fierce and robust peppers, originally from Latin America, charmed Morocco's population in such a way that they quickly became a precious culinary component across the whole Maghreb region.

Morocco's sunshine and arid climate, as well as the abundance of olive oil, have provided the perfect conditions for the development of harissa.

The name 'harissa' comes from the Arabic word 'haris', which means to *crush*, referring to the action of crushing the chillies. The most common spices used for making harissa are cumin, caraway and coriander. Other ingredients include roasted peppers, mint, sun dried tomatoes and preserved lemons.



1704517

Spicy Harissa

12/10 oz

Stocked in IL, TX, VA and CA

1704522

Mild Harissa

12/10 oz

Stocked in IL, TX, VA and CA



Shakshuka is a North African dish showing a similar growth pattern as two other items that hail from this region—chermoula and harissa sauces—showing a 6.3% increase on menus over the last year, according to Technomic's Menu Monitor. Shakshuka is made with ingredients that are commonly stocked in U.S. kitchens and familiar to an American audience. The global morning grub traditionally features eggs cooked in a thick, spicy sauce of tomatoes, peppers, onions, garlic and seasonings, although some U.S. operators are now adding their own interpretations to this offering.



The dish directly appeals to the more than half of millennials (51%) and two in five Gen Zers (43%) who want to see more ethnic items served at breakfast, according to Technomic's Breakfast Consumer Trend Report. Plus, its moderate heat level appeals to over three-quarters of consumers (78%), according to Technomic's Flavor Consumer Trend Report.

Recently, several emerging chains rolled out their own versions of shakshuka, some of which included additions like ham, swiss or feta cheese, croissant pieces, or even pesto.

Mina offers a Shakshuka simmer sauce that is ready to use as desired. It is delicious when used traditionally with poached eggs, but is also great with pasta, on pizza, to liven up a stew, as a crostini topper, or a dip for chips. Shakshuka is truly an 'everything sauce' that is ready for you to explore.



3910439

Shakshuka Sauce

6/26 oz

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

FOR THE PASTRY CHEF

Girish Fatnani, Pastry Specialist

VALRHONA SIGNATURE



To further meet your pastry needs, **Valrhona** is proud to offer a range of decor developed exclusively with Valrhona's chocolate, pastry expertise and values to add a luxurious touch to your creations. Their range of transfer sheets, 3D texture sheets, and chocolate decorations are sure to help make your desserts distinct. The Valrhona Signature Range is made using Valrhona's exceptional Grand Cru Chocolates including GUANAJA 70% dark, JIVARA 40% milk, and OPALYS 33% white chocolate, and uses 100% pure cocoa butter, is completely AZO-free, and available with many natural, non-synthetic colorants.



Transfer Sheets: use to create pattern on chocolates—simply spread melted chocolate on the sheet!

All items below are stocked in IL, TX, VA and CA

A. 7073298	Aspen Transfer	1/20 ct
B. 7073599	White Feather Transfer	1/20 ct
C. 7073772	Vanilla Transfer	1/20 ct
D. 7073773	Tree Transfer	1/20 ct
E. 7073598	Palm leaves Transfer	1/20 ct
F. 7073774	Lace Transfer	1/20 ct
G. 7073310	3D Crystal Effect Transfer	1/20 ct
H. 7073779	3D Honeycomb Transfer	1/20 ct

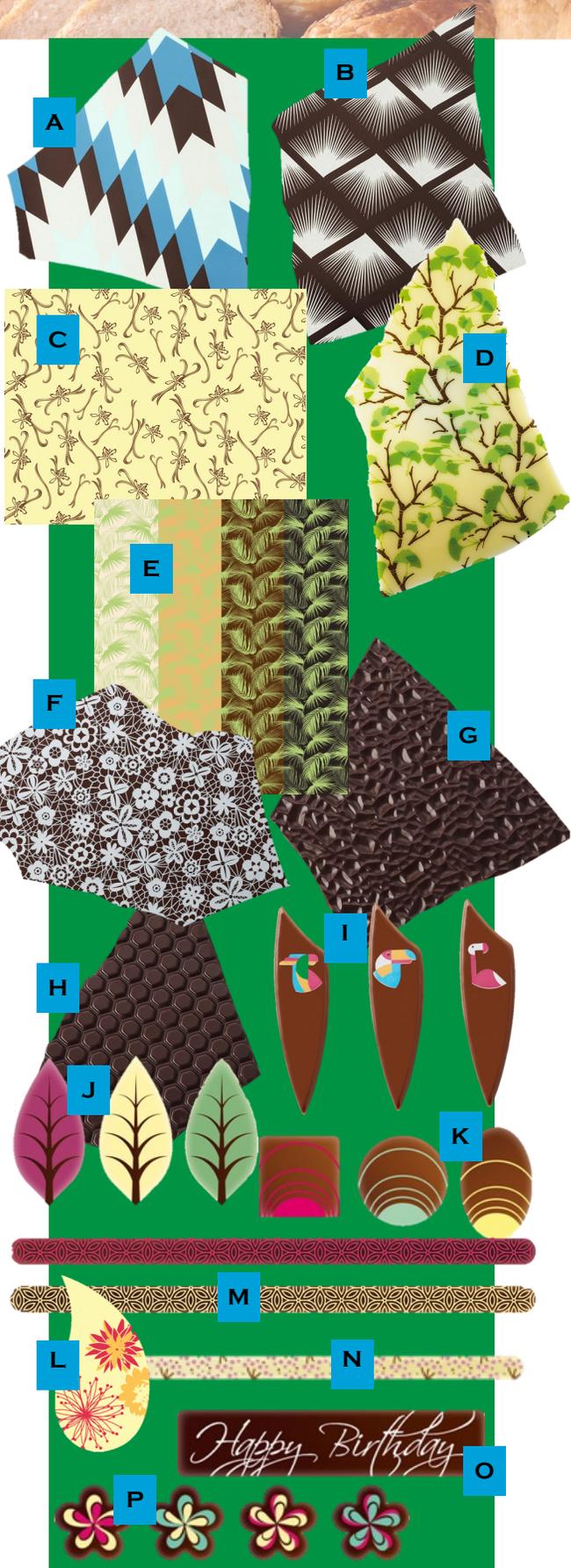
Decorations: these ready-to-use decorations all have colored print and can be used on a variety of dessert applications, such as cakes and plated desserts.

All items below are stocked in IL, TX, VA and CA

I. 7073233	Petal Exotic Birds	1/110 ct
J. 7073545	Leaves Dark Chocolate	1/176 ct
K. 7073579	Shapes Milk Chocolate	1/154 ct
L. 7073602	Floral Drop White Chocolate	1/80 ct
M. 7073623	Colored Stick Dark Chocolate	1/156 ct
N. 7073777	Blossom Stick White Chocolate	1/156 ct
O. 7073797	Happy Birthday Rectangle	1/70 ct

The below item is stocked in IL and VA; Non-stock in TX and CA

P. 7073798	Flowers Dark Chocolate	1/165 ct
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INDUSTRY TRENDS

Retail & Foodservice

HOW GENERATIONS AFFECT FOUR FOOD TRENDS



Declining meal occasions, clean eating, digital ordering and redefining meal composition are four trends shaping the food and beverage industry, said David Portalatin, vice-

president and industry adviser for The NPD Group.

Generational traits may determine the lasting power of all four trends, he said March 28 in Chicago at the inaugural Trends and Innovations Seminar, sponsored by Sosland Publishing Company and presented by Food Business News.

Some trends are life-stage driven, meaning behaviors long established for certain generations, be they teenagers, people starting families or retired people, he said. Not all trends fit into the life-stage category, however.

Declining meal occasions fits well in the life-stage-driven category: as people reach retirement age, their metabolism changes, causing them to eat less. The other three trends, led by millennials and Generation Z, are more transformational.

While the meal occasion trend may change in the coming years, clean label is sparked by the “transformational values of younger consumers,” Mr. Portalatin said. When asked in a survey from The NPD Group whether clean eating improves their overall quality of life, 55% of people age 18-24 said “very much.” The percentages saying “very much” were 42% for people age 25-34, 36% for people age 35-54 and 26% for people age 55 and over.

Millennial parents are feeding their children clean label items as well. Average annual organic eating occasions per capita is highest among children up to age 9.

“Who is making those decisions?” Mr. Portalatin asked. “Millennial mom. That’s right, millennials are moms and dads now and increasingly so.”

Frozen food marketed as clean label could appeal to millennials, who are forming families and entering their peak career years.

“They value convenience, but they also value purity in the food supply, and they are increasingly seeing frozen as a pathway to that purity,” he said.

Younger generations are fueling a rise in digital ordering as well.

“Generation Z today, they are the people that can FaceTime their friends, text their mom and order pizza at the same time,” Mr. Portalatin said.

Adults under age 35 are almost 50% more likely to order groceries online using a mobile device. Digital ordering at restaurants has risen to 5% of total orders in 2018 from 2% in 2013, according to The NPD Group.

More online sales are happening in other industries. Forty-four per cent of every dollar spent on consumer electronics is spent online. While packaged food ordered online makes up about 5% of the total packaged food category, one forecast says the percentage could reach 20% by 2022, Mr. Portalatin said.

“What if the grocery space did go to 20%?” Mr. Portalatin asked. “We don’t have to imagine the effect on brick-and-mortar. We can look at some of these other industries.”

Finally, the popularity of snacks is redefining meal composition. Eating occasions between meals rose to 429 per capita per year in 2018 from 410 in 2008, according to The NPD Group.

While snacks once were linked heavily to junk food, that thinking has changed. Now snacks provide nutritional boosts in busy days. Mr. Portalatin gave the example of his children eating lunch at school about 11:30 a.m., participating in after-school activities and then not eating dinner until 7:30 p.m. Such days need a snacking solution.

“They need something to sustain them from this point to that point that’s nutritious and they can carry with them,” he said. “How am I going to solve that problem? A lot of snack food manufacturers are solving that specific problem.”

Source: [Food Business News](#)

SUMMERTIME SALAD STAPLES FROM CUCINA VIVA



Warm weather means enjoying the season with cool, refreshing salads. From crunchy lettuce-filled salads to pasta salads, **Cucina Viva** has the best ingredients for all your summertime salad needs.

What are you pouring over your salad? A homemade dressing is the best! Making your own dressing is easy, but you have to start with the best ingredients. Cucina Viva Balsamic Vinegar and Balsamic Glazes are the ingredients to keep on hand to help make the best homemade dressings.

0809071	Balsamic Vinegar of Modena <i>Stocked in IL and VA; Non-stock in TX and CA</i>	6/17 oz.
8167990	Balsamic Glaze <i>Stocked in IL, TX, VA and CA</i>	12/8.4 oz.
7123310	Truffle Balsamic Glaze <i>Stocked in IL and VA; Non-stock in TX and CA</i>	12/8.4 oz.
1873563	Balsamic Glaze <i>Stocked in IL, TX and VA; Non-stock in CA</i>	6/17.5 oz.
1634698	Balsamic Glaze <i>Stocked in IL, TX, VA and CA</i>	6/33.8 oz.

Cucina Viva offers a variety of pastas, perfect for making pasta salad. Fusilloni makes a great base for a pasta salad, with plenty of surface area for dressing and seasonings to cover. If you want to bring color to your pasta salad, use the Treccie dell'orto or Tri-Color Farfalle.

8564187	Orecchiette <i>Stocked in IL, TX, VA and CA</i>	12/17.63 oz.
7221359	Strozzapreti <i>Stocked in IL, TX, VA and CA</i>	12/17.63 oz.
2631386	Cavatelli <i>Stocked in IL, TX and VA; Non-stock in CA</i>	12/17.63 oz.
8086340	Tri-Color Farfalle <i>Stocked in IL, TX and VA; Non-stock in CA</i>	12/17.63 oz.
8445068	Treccie dell'orto Multi Color <i>Stocked in IL, TX, VA and CA</i>	12/17.63 oz.
8445076	Fusilloni <i>Stocked in IL and VA; Non-stock in TX and CA</i>	12/17.63 oz.

No matter the type of salad, Cucina Viva's roasted vegetables make easy and excellent additions. Grilled Artichokes are grilled whole—you'll see grill lines on each artichoke—and are seasoned with oil, garlic and spices, bringing all the flavor with no work!

1729381	Artichokes with Stem <i>Stocked in IL, TX, VA and CA</i>	2/3.1 lbs.
1729379	Grilled Artichokes with Stem <i>Stocked in IL, TX, VA and CA</i>	2/3.1 lbs.
1733738	Baby Artichokes <i>Stocked in IL, TX, VA and CA</i>	2/3.1 lbs.
8318877	Artichokes with Stems <i>Stocked in IL, TX, VA and CA</i>	6/5.29 lbs.

Roasted Cherry Peppers and Tomato Segments are fresh from the Mediterranean, slow-roasted and infused with garlic, herbs, sea salt and a trailing of vinegar tinge.

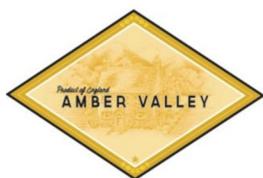
1441201	Roasted Red Tomatoes <i>Stocked in IL, TX, VA and CA</i>	6/64 oz.
7022200	Roasted Cherry Tomatoes <i>Stocked in IL, TX, VA and CA</i>	3/64 oz.
7022332	Roasted Yellow Tomato Segments <i>Stocked in IL, TX, VA and CA</i>	3/64 oz.
7022334	Roasted Red Tomato Segments <i>Stocked in IL, VA and CA; Non-stock in TX</i>	3/64 oz.

Similar to the Grilled Artichokes, these Italian Roasted Peppers display occasional flecks of black from the roasting process, giving them the grilled look without the effort.

7882673	Roasted Red Peppers <i>Stocked in IL, TX and VA; Non-stock in CA</i>	12/15.9 oz.
1914843	Roasted Red Peppers <i>Stocked in IL, TX, VA and CA</i>	4/8.8 lbs.

6948246	Roasted Yellow Peppers <i>Stocked in IL and VA; Non-stock in TX and CA</i>	12/15.9 oz.
6046751	Roasted Yellow Peppers <i>Stocked in IL, TX and VA; Non-stock in CA</i>	4/8.8 lbs.

7032553	Calabrese Chopped Peppers <i>Stocked in IL, VA and CA; Non-stock in TX</i>	2/5 lbs.
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