

## JUNE 2017 NEWSLETTER

### THIS MONTH'S INDUSTRY EVENTS

JUNE 4TH-6TH-IDDBA  
ANAHEIM, CA

JUNE 25TH-27TH-SUMMER  
FANCY FOOD SHOW  
NEW YORK, NY

JUNE 26TH-28TH-FARE  
DALLAS, TX

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

JULY 4TH-INDEPENDENCE DAY

JULY 4TH-15TH-RUNNING OF  
THE BULLS

JULY 14TH-BASTILLE DAY

*all month long...*

NATIONAL GRILLING MONTH

NATIONAL HOT DOG MONTH

NATIONAL PICNIC MONTH

NATIONAL PICKLE 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**
-  **DAIRY FREE**
-  **GLUTEN FREE**
-  **KOSHER**
-  **LOCAL**
-  **NON-GMO PROJ VER.**
-  **PEANUT FREE**
-  **SOY FREE**
-  **TRANS FAT FREE**
-  **VEGAN**



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## SUMMERTIME GRILLING *how to build a better burger*



































Urbani Truffle Grills are a great addition to your summertime meals. They give you the ability to add truffle flavor to grilled meats and vegetables with little effort—but a big reward! Adding Grafton Truffle Cheddar and Urbani Truffle Ketchup takes the humble cheeseburger to the next level. For a more traditional topping, stack some Bubbies All-Natural Bread & Butter Pickle Chips on your next burger for that sweet crunch. Whichever route you choose, a Pretzilla Hamburger Bun will take your everyday burger to the next level. Stock up on some—or all—of these summertime favorites just in time for grilling season!

<b>2687212</b>	<b>Pretzel Hamburger Bun</b>	<b>10/6 ct</b>	         
	<i>Currently stocked in Divisions 1, 4 &amp; 7</i>		
<b>3918545</b>	<b>Truffle Cheddar</b>	<b>2/5 lb</b>	         
	<i>Currently stocked in Divisions 1 &amp; 7</i>		
<b>3331374</b>	<b>Truffle Grills Ketchup</b>	<b>6/10 oz</b>	         
	<i>Currently stocked in Divisions 1 &amp; 7</i>		
<b>8935761</b>	<b>Bread &amp; Butter Pickle Chips</b>	<b>12/33 oz</b>	         
	<i>Currently stocked in Divisions 1 &amp; 4</i>		

## *how to dress up any dog*



Sauerkraut is a classic addition to any hot dog, and Bubbies' version is made with just cabbage, water and salt, eliminating the harsh overtones that come with some sauerkraut. And Inglehoffer's Dijon Mustard will only add to the classic dog! But, if you want a little heat to your dog, try adding Mama Lil's Goat Horn Peppers. The orange, red and yellow rings are packed in oil and will add some pizzazz and flavor to your next grill out. Put your masterpiece inside a Pretzilla Sausage Bun and enjoy!

<b>2687295</b>	<b>Sausage Pretzel Bun</b>	<b>12/6 ct</b>	         
	<i>Currently stocked in Divisions 1, 4 &amp; 7</i>		
<b>8935783</b>	<b>Sauerkraut</b>	<b>12/25 oz</b>	         
	<i>Currently stocked in Divisions 1, 4 &amp; 7</i>		
<b>1899380</b>	<b>Traditional Dijon Mustard</b>	<b>6/9 oz</b>	         
	<i>Currently stocked in Divisions 1, 4 &amp; 7</i>		
<b>8110478</b>	<b>Spicy Pickled Peppers in Oil</b>	<b>1/15 lb</b>	         
	<i>Currently stocked in Divisions 1, 4 &amp; 7</i>		



*reminder: stop by & visit us*  
**SUMMER FANCY FOOD SHOW**

JUNE 25-27 2017  
JACOB JAVITS CENTER, NEW YORK, NY  
BOOTH #1236

# UNDER THE DOME

## Jeff Babcock, Cheese Specialist

### THE GOLDILOCK'S MANCHEGO

If we were to imagine the Goldilocks story for cheese and instead of her trying, porridge checking for cheese, it could be imagined this way:

*The first cheese was too soft and mild, good for stuffing into chicken breast and roasting, a mild sweet flavor;*

*The second cheese was too aged, becoming a bit too brittle and dry, wonderful for a wine pairing and slivers shaved over her salad;*

*But the third cheese was just right, a golden paste with a balanced flavor and a texture, smooth and delightful, perfect for her palate!*

So is the case with Manchego, Spain's most celebrated cheese. Everyone loves the cheese, but the age profile you most desire might be based on your own choosing.



Our Manchego comes from a very special dairy, concentrating only on sheep's milk cheese, but most especially this Protected Designation of Origin (PDO) work of art. *Gran Valle de Montecelo* has been made by three generations, holding a strong commitment to excellent quality, modernization and safety standards of the highest level. The PDO demands Manchego cheese be made from the milk from the Manchega sheep breed and only in the center of Spain, the region of La Mancha. The outer rind is embossed with the zigzag woven pattern, a tradition held over from the days when it was made in woven baskets made from local grasses. Once made, the curing process begins, and lasts as long as the age profile requires—sometimes as early as three months later for a partial curing, while other times as long as twelve months for a much more robust flavor.



Today we present the six month cured Manchego, the one right in the middle of the aging spectrum. The flavor has matured enough to be full, nutty and sweet, ever slightly piquant with nuances of grass and a rich minerality. The cheese has a texture still moist

enough but with a toothsomeness that is quite pleasant. It is ideal as a table cheese, paired with quince paste or honey, but it can be quite versatile for savory pairings—try with cured olives and Marcona almonds.

7013262

Manchego 6 mon – Gran Valle

Currently stock in Divisions 1, 4 & 7

2/6.6#



*The Famous Running of the Bulls takes place in Pamplona, Spain July 5th—15th! If you're not lucky enough to partake in the celebrations first-hand, gather together and celebrate from afar with a Spanish-inspired cheese board, centered around this exceptional Manchego. Add some more festivity to your viewing with a refreshing glass of Sangria!*

# WILD AND UNIQUE FOODS

## Tim Doyle, Meat & Game Specialist



### FIRE UP THE GRILL!

Not all sausages are made the same. Raisin River sausages are gluten free and contain no by-products. The chicken sausages are all made with all natural boneless chicken thighs and blended with natural spices, then stuffed in natural casings. These casings are what gives the sausage that desired “snap” when biting in to it. No emulsified meat is ever used—and if I told you what emulsified meat is, you might become a vegetarian.

Raisin River chickens are raised on family farms in the rolling countryside of Pennsylvanian Amish Country.

These chickens are free to roam and peck in barns 33% more spacious than those used by conventional poultry farmers. These chickens are completely vegetarian-fed; antibiotic, nitrate and nitrite free; and enjoy the freedom of eating and drinking whenever they want. Happy Chickens only at Raisin River!

Pork Andouille sausages come only from Certified Humane DuBreton all-natural pork. Raisin River uses only boneless pork butts with no extenders. Their pigs are vegetable- and grain-fed, and raised without any antibiotics or hormones —ever. Their feed consists of corn, soybean meal, wheat, bread flour, peas, vitamins and minerals. This pork Andouille sausage will stand up to any other on the market.

*These high-quality meats will be the standout at any BBQ, so stock up and prepare to wow this summer!*



#### CHICKEN APPLE SAUSAGE



*The chicken has a sweet flavor with a hint of apple that doesn't cover up the natural chicken flavor.*

**1689646**

**Chicken and Apple Sausage**  
**2/5#**

*Currently stocked in Division 1*

**7417852**

**Chicken and Apple Sausage**  
**12/12 oz**

*Currently stocked in Divisions 1 & 4*

**8465102**

**Chicken and Apple Breakfast Sausage 1/15#**

*Currently stocked in Divisions 1 & 4*

#### PORK & CHICKEN ANDOUILLE SAUSAGE



*Flavor galore with a delayed heat. Packed with three types of pepper (white, red and black), garlic and onions.*

**1689692**

**Andouille Sausage**  
**12/12oz**

*Currently stocked in Divisions 1 & 4*

**1689684**

**Andouille Sausage**  
**2/5#**

*Currently stocked in Divisions 1 & 7*

**1689706**

**Chicken Andouille**  
**12/12oz**

*Currently stocked in Divisions 1 & 4*

#### SWEET ITALIAN CHICKEN SAUSAGE



*This sausage is sweetly flavored with a hint of fennel and other spices.*

**1689720**

**Sweet Italian Chicken Sausage**  
**12/12oz**

*Currently stocked in Divisions 1 & 4*

#### GINGER THAI CHICKEN SAUSAGE

*This unique chicken sausage is seasoned with fresh ginger, lemongrass & a hint of curry.*

**8864840**

**Chicken Ginger Thai**  
**12/12oz**

*Currently stocked in Division 1*

#### CHICKEN MERGUEZ



*A spicy Mediterranean chicken sausage, perfect cooked on the grill or great for couscous.*

**3864046**

**Chicken Merguez**  
**4-3# (2oz per link)**

*Currently stocked in Division 1*

#### LAMB MERGUEZ SAUSAGE

*Similar to its Chicken counterpart, a spicy Mediterranean lamb sausage, perfect cooked on the grill or with couscous.*

**1695048**

**Lamb Merguez Sausage**  
**4/3# (2oz per link)**

*Currently stocked in Divisions 1, 4 & 7*

# SPECIALTY GROCERY

Akhmal Teal, Grocery Specialist



## SUMMER ANTIPASTO MADE EASY BY CUCINA VIVA

Food is a fundamental pillar of Italian social life. Infused with ancient accents adapted from the Romans, the Greeks and the Etruscans, modern Italian cooking is a national culinary pastime characterized by endless examples of unique local flair. Few culinary traditions are as enduring, or delicious, as the antipasto plate. Antipasto platters have a lively combination of flavors that tempt the taste buds. Cucina Viva has created two antipasto vegetable selections that will be the highlight of any antipasto platter. Imported from Italy, both antipasto combinations are ready to use right out of the container. Serve them with a simple selection of meats and cheeses for an easy antipasto platter, add them to pizza or salads, or even serve as a delectable side dish at your next picnic or BBQ!



**3375163**

**Italian Style Antipasto**

**2/2 Kg**

*Currently stocked in Division 1*

*This is a lively and delicious blend of vegetables including artichokes, gherkins, olives, mushrooms, peppers, onions, herbs and spices in a mixture of sunflower oil and wine vinegar.*



**3375187**

**Tuscan Style Antipasto**

**2/2 kg**

*Currently stocked in Division 1*

*Prepared according to typical Tuscan tradition this mixture is a colorful and flavorful combination of artichokes, olives, peppers and mushrooms in a mixture of sunflower oil and wine vinegar.*

**CREATE AN EXCEPTIONAL  
ANTIPASTO SALAD  
IN SECONDS!**

*just add...*

**SPIRAL PASTA** (SUPC 8445076)

**CUBED SALAMI** (SUPC 0138216 or 1681475)

**CRUMBLED FETA** (SUPC 7190739 or 4173963)

*toss & serve!*



# SPECIALTY GROCERY

## Akhmal Teal, Grocery Specialist



## TAKE YOUR PICNIC TO THE NEXT LEVEL WITH CUCINA VIVA TAPENADES

Cucina Viva is the producer of many unique products available exclusively from European Imports, Inc. including these five versatile tapenades. But, Cucina Viva's tapenades are not your run of the mill tapenades. Cucina Viva tapenades are packed with unique flavors in convenient 2 section plastic trays. Olive-based tapenades are ubiquitous in Italian cuisine and are documented in ancient Roman cookbooks dating back thousands of years. Cucina Viva tapenades can be used as an appetizer, served with crackers, crusty bread or crudités. They can also be used as a condiment to breathe new life into your sandwiches.



**3375064 Olive Tapenade** 20/2.82 oz  
Currently stocked in Divisions 1, 4 & 7

Serve this thick olive spread with game dishes, baked chicken, crostini or soft chesses or use it as a stuffing for mushrooms.



**3375072 Olive & Artichoke Tapenade** 20/2.82 oz  
Currently stocked in Divisions 1, 4 & 7

This Olive and Artichoke tapenade is absolutely delicious—and addictive. Wow your guests with a simple gourmet appetizer of tapenade and crostini.



**3375088 Olive & Eggplant Tapenade** 20/2.82 oz  
Currently stocked in Division 1

This spread is a dream for eggplant and olive lovers. This rich olive spread features creamy, delicious eggplant. Serve it simply with crackers or crusty bread for the perfect nibble to accompany late summer drinks.



**3375103 Olive & Hot Pepper Tapenade** 20/2.82 oz  
Currently stocked in Divisions 1 & 7

Looking to add some heat to your dishes? Look no further! The spicy flavor of this tapenade enhances the taste of pasta, pizza, meat or fish. It is also perfect for seasoning tomato based sauces.



**3375146 Pesto Basil & Pine Nut Tapenade** 20/2.82 oz  
Currently stocked in Divisions 1 & 4

This thick spread is made from chopped basil, pine nuts and Grana Padano cheese. It is simply incredible on pasta, bread, grilled meat or fish. It can also be used as marinade for chicken or meat, as a final garnishing in soups or an ingredient in scrambled eggs.

### culinary creations RECIPE RECOMMENDATION:



#### OLIVE TAPENADE WITH PEPITAS ON GARLIC TOAST

##### INGREDIENTS

- ◆ 1 cup Cucina Viva Olive Tapenade, *flavor of your choosing*
- ◆ 1/2 of a Baguette (SUPC 2698138)
- ◆ 1 T Olive Oil (SUPC 3173386)
- ◆ 1 t Garlic Powder (SUPC 3549808)
- ◆ 1/4 cup Roasted Pepitas (SUPC 1698461)

##### PREPARATION

1. Preheat oven to 350 degrees F. Slice the bread in about 1/2 to 3/4 inch slices and place on a cookie sheet. Brush 1 table-spoon olive oil over the bread and sprinkle the garlic powder on top.
2. Bake until bread turns a light golden color around the outside edges, about 10 minutes. Remove from the oven and let cool slightly.
3. Spread the tapenade on each piece of garlic toast. Top with pepitas & enjoy!

Recipe adapted from [Coupon Clipping Cook](#)

# FOR THE PASTRY CHEF

Girish Fatnani, Pastry Specialist

## FROM BREAKFAST TO DESSERT, DELIFRANCE DELIVERS!



We are proud to bring you the Delifrance & Le Chef Pâtissier line of products. For over 30 years, Delifrance has been developing bakery solutions for food service, retailers & bakers. They have over 11,000 farmers' cereal cooperative, 18 factories—including the most modern factory in Europe—and sell in over 90 countries. 500 Delifrance restaurants use & test their line of products every day. They use only top quality ingredients, such as fine French butter, flour, free range eggs, sustainable chocolate, cane sugar, no artificial colors or flavorings, and a process that reproduces artisan baker's techniques, resulting in delicious, indulgent products.

We carry a full range of breakfast pastries, along with baguettes, a line of finished layer cakes, and even individual desserts!

Check out our entire lineup of Delifrance & Le Chef Pâtissier products:

### BREAKFAST CROISSANTS & PASTRIES:

7020290	<b>Large Raisin Croissant</b> <i>Currently stocked in Divisions 1 &amp; 7</i>	60/3.52 oz	
7019993	<b>Large Chocolate Croissant</b> <i>Currently stocked in Divisions 1, 4 &amp; 7</i>	60/2.65 oz	
7020180	<b>Medium Butter Croissant</b> <i>Currently stocked in Divisions 1, 4 &amp; 7</i>	69/2.12 oz	
7020189	<b>Large Butter Croissant</b> <i>Currently stocked in Divisions 1 &amp; 7</i>	56/2.83 oz	
7020201	<b>Mini Butter Croissant</b> <i>Currently stocked in Divisions 1, 4 &amp; 7</i>	160/0.88 oz	
7020012	<b>Mini Multigrain Croissant</b> <i>Currently stocked in Divisions 1 &amp; 7</i>	100/1 oz	
7020024	<b>Mini Chocolate Croissant</b> <i>Currently stocked in Divisions 1, 4 &amp; 7</i>	180/1.06 oz	
7020291	<b>Mini Breakfast Croissant (Mixed)</b> <i>Currently stocked in Divisions 1 &amp; 7</i>	120/0.88 oz	
7020296	<b>Mini Apple Turnover</b> <i>Currently stocked in Divisions 1, 4 &amp; 7</i>	230/1.23 oz	
7020289	<b>Mini Apple Maple Pastry</b> <i>Currently stocked in Divisions 1 &amp; 7</i>	120/1.23 oz	

### BAGUETTES:

7020229	<b>Mini Baguette</b> <i>Currently stocked in Divisions 1 &amp; 4</i>	50/1.6 oz	
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### FINISHED DESSERT BARS:

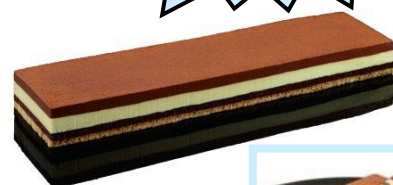
7019976	<b>Crunchy Chocolate Layer Cake</b> <i>Currently stocked in Division 1</i>	4/1.43#	
7020026	<b>Salted Caramel &amp; Pear Layer Cake</b> <i>Currently stocked in Division 1</i>	4/1.54#	
7020028	<b>Peach Melba Layer Cake</b> <i>Currently stocked in Division 1</i>	4/1.65#	
7020147	<b>Strawberry Fraiser Layer Cake</b> <i>Currently stocked in Division 1</i>	4/1.80#	

### INDIVIDUAL DESSERTS:

7019968	<b>Raspberry Charlotte</b> <i>Currently stocked in Division 1</i>	15/2.47 oz	
7020284	<b>Golden Chocolate Square</b> <i>Currently stocked in Division 1</i>	12/2.25 oz	



Sell as whole cakes  
or slice & serve!



# INDUSTRY TRENDS

## Retail & Foodservice

### FUTURE FORECAST THE SPECIALTY FOOD LANDSCAPE IN 2027

In 10 years, the specialty food industry has more than tripled in value, from \$38.5 billion to more than \$120 billion, according to the latest “State of the Specialty Food Industry” research, conducted annually by the Specialty Food Association and Mintel. The industry—driven by creativity and quality ingredients used in innovative ways, and the proliferation of specialty food in mainstream outlets—has grown close to 10 percent annually since the recession of 2008. To get an insight into what the next 10 years will bring for the specialty food market, Specialty Food Magazine spoke to key industry watchers about the future of retail, expected consumer behavior, and what foodservice will look like by 2027.

*This month, we'll focus on the future of foodservice from the perspective of Caroline Potter, Chief Dining Officer for Open Table, Inc., a provider of online restaurant reservations. She has witnessed a transition in the last 10 years from chefs trying to create splashy, fine dining restaurants, to now focusing on becoming people's local go-to restaurant.*

#### **PREDICTION #1: MORE LOCALLY FOCUSED AND HYBRID RESTAURANTS.**

The do-it-yourself approach is giving rise to some great hybrid restaurants that offer something for everyone: casual dining at the counter; grab-and-go products; a retail section; and then also a great dining room.

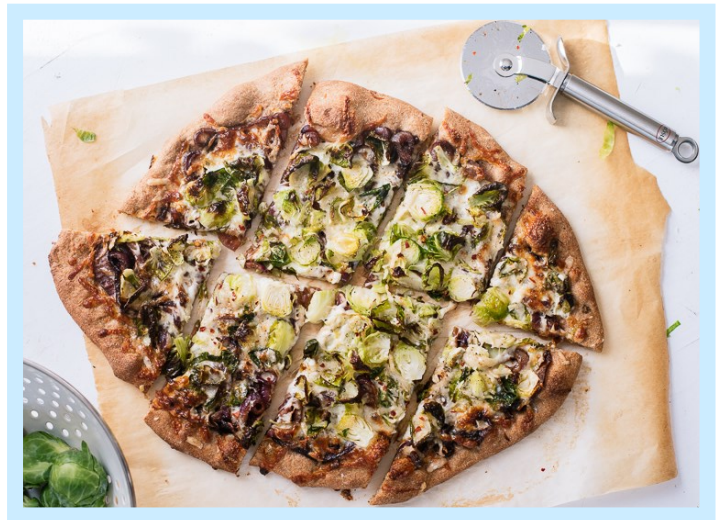
People are doing so much in-house now: putting money into cheese programs, bread programs, fermentables, and placing more emphasis on beverages. It will all come together, where there will be all these different experiences for people in one restaurant. Some of it stems from the rise of food halls, bringing people in and offering a varied and customizable experience.

Local is the goal of most chefs and restauranteurs; they're focused on that sustainability level. They'll be creating a space where you might come in on a Tuesday night or Saturday night for the vibrant bar scene, and come back for a meal later in the month.



#### **PREDICTION #2: VEGETABLES GETTING AN EVEN GREATER SPOTLIGHT ON MENUS.**

More celebrities are embracing [the vegetable-centric] lifestyle. It's definitely going to trickle down in a big way. Even chefs at protein-driven restaurants, there is this amazing romance going on with vegetables right now. When you think about it, there's a finite number of proteins, and it almost feels like there is an infinite number of varieties of vegetables, with heirlooms, specialty produce, and hybrids.



#### **PREDICTION #3: CONSUMERS USING TECHNOLOGY TO ALLOW FOR MORE PERSONALIZATION WITH LESS PERSONAL INTERACTION.**

I see technology driving dining experiences, with people using it to create more personalization in their experience and to avoid personal interaction. Maybe more advance ordering. People may choose to sign up for a three-course prix-fixe on a Thursday night; of course, they can still change their order—we always want to preserve diner choice—but it helps the restaurateur understand what's happening in the kitchen that night.

New Maman restaurant in New York is personal, but you can also dine there without interacting with people that much. Could we see the return of the old automat, where people were going up to machines and getting sandwiches? That's a real possibility. I work in the Flatiron District and between noon and two o'clock it's almost impossible to get lunch in any speedy way. There is a huge demand for quality food, especially at lunch and breakfast that is quick or even automated, without sacrificing quality. There is a real opportunity for technology to take this further. It's very exciting.

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## LEAVE THE GRILLING TO CUCINA VIVA

In the early days of summer, the days grow longer, the air a little heavier, the smell of smoldering charcoal wafts across the warm breeze and winter fades to a remote, unpleasant memory. It is a time to revel in the warm weather, as dogs catch frisbees in the park and kites sail happily over the lake front. This is also the time of year when people shift their food attitude toward lighter, more vegetable-centered dishes, when small plates are favored over meat-heavy meals, and people feel motivated to get together, entertain, and share a bite and a drink with friends and family. Keeping things light, let's take a look at our roasted and grilled vegetable offerings.

Cucina Viva Roasted Peppers are up first. These peppers are some of the sweetest and most flavorful on the market, they are ready to serve, and can be easily worked into an array of cooked and raw dishes. Available in both foodservice and retail pack sizes.



**6046751 Roasted Yellow Peppers 4/8.8#**

*Currently stocked in Divisions 1 & 4*

**1914843 Roasted Red Peppers 4/8.8#**

*Currently stocked in Divisions 1, 4 & 7*

**6948246 Roasted Yellow Peppers 12/15.9 oz**

*Currently stocked in Divisions 1 & 4*

**7882673 Roasted Red Peppers 12/15.9 oz**

*Currently stocked in Divisions 1 & 4*

They're sweet. They're juicy. They're absolutely delicious. They are... Cucina Viva Frozen Roasted Tomatoes. Roasted tomatoes are one of life's simple, great pleasures. Cucina Viva's Roasted Tomatoes are roasted simply with canola oil, extra virgin olive oil, garlic, vinegar, salt and herbs. The roasting brings out a sweet, rich tomato flavor. These roasted tomatoes are recipe ready. Just thaw and incorporate into your favorite recipe. Once thawed, the tomatoes have a 45 day shelf life when kept refrigerated. Use these tomatoes to take your pizza, pasta, sauces, meat dishes and soups from ordinary to extraordinary!

**1441201 Roasted Red Tomatoes**

**6/64 oz**

*Currently stocked in Divisions 1 & 4*



For those who appreciate the flavor that grilling imparts, we suggest you give Cucina Viva Grilled Artichokes a try. These are whole artichokes with stems, grilled to perfection and packed in sunflower oil with spices. They are ready to be enjoyed right out of the tray. Simply warm them to accompany an entree (they are delicious served with grilled meat or poultry) or add them to antipasto trays. A simple yet sophisticated addition.

**1729379 Grilled Artichokes with Stems in Oil**

**2/3.1#**

*Currently stocked in Divisions 1, 4 & 7*

Next up is Cucina Viva's Grilled Vegetable Pizza Topping. This selection delivers a unique mixture of vegetables grilled to perfection. The mixture includes eggplant, peppers and zucchini packed in sunflower oil. It makes an incredibly flavorful topping for pizza and can be served as a side dish, antipasto, added to lasagna, or mixed with pasta. Just warm and serve.

**2045989 Grilled Vegetable Pizza Topping**

**2/2 kg**

*Currently stocked in Division 1*



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