

JUNE 2018 NEWSLETTER

THIS MONTH'S INDUSTRY EVENTS

JUNE 10TH–12TH
IDDBA SHOW
NEW ORLEANS

JUNE 30TH–JULY 2ND
SUMMER FANCY FOOD SHOW
NEW YORK CITY

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

JULY 4: INDEPENDENCE DAY

JULY 6–14:
RUNNING OF THE BULLS

JULY 14: BASTILLE DAY

all month long...
NATIONAL GRILLING, HOT DOG,
PICKLE & PICNIC 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



ANIMAL WELFARE APPR.



DAIRY FREE



EGG-FREE



GLUTEN FREE



LACTOSE FREE



LOCAL



LOW SODIUM



NUTS FREE



SOY FREE



SUGAR FREE



TRANS FAT FREE



VEGAN



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FIRE UP THE GRILL!

July is National Grilling Month, so we wanted to give you some of our grilling favorites so you can stock up before it's too late!

- Big Fork Sausages, Pasture Perfect Kobe Beef Burgers and Sliders, or Raisin River Sausages are show-stopping meat options.
- Char Crust Dry Rubs, with flavors like Hickory Molasses, are excellent when coated on a hamburger patty.
- Pretzella Sausage Buns, Hamburger Buns, and Slider Buns make the perfect vessel for any grilled meat.
- Try Rufus Teague Barbeque Sauces, in flavors like Apple Mash (perfect for pork chops) and Blazin' Hot (for your most daring diners); Urbani Truffle Ketchup and Mustard, for a more unique take on favorites; and Inglehoffer's wide assortment of mustards, from Sweet Honey to Wasabi flavored.
- McClure's and Bubbies have pickles in various sizes and flavors, making them the perfect final touch!

2018 HOLIDAY CATALOGS HAVE ARRIVED!

By now, you should have received your 2018 Holiday Selections Catalog and discovered the array of gifting and seasonal specialty items available to you this holiday season.

Remember, all orders are due no later than Thursday, June 28th!

If you have yet to receive your catalog and are interested in ordering Holiday items, please reach out to your sales representative for your copy (or you can find a digital copy on our website!)



visit us at the 2018 SUMMER FANCY FOOD SHOW

If you have interest in attending the 2018 Summer Fancy Food Show in New York City this June 30th–July 2nd, the Specialty Food Association is offering Sysco and European Imports customers and employees complimentary access to the show. To register for your free badge, follow the link below that best applies to you. As part of a new initiative, you will be asked to submit verification documents to prove your involvement with the company.

Customer Registration: <http://nvtyt.es/38af10f1>

Sysco Employee Registration: https://www.compusystems.com/servlet/ar?evt_uid=742&PromoCode=ST18SYS

HOLIDAY FRESH SELECTIONS | DELIVER October 2nd-December 7th
HOLIDAY GIFT SELECTIONS | DELIVER October 8th-November 16th

UNDER THE DOME

Jeff Babcock, Cheese Specialist

THE ROYALS IN CHEESE



“Westminster Rustic Red was a cheese that happened by mistake. A helveticus culture was added to a savoury cheddar recipe by accident. The cheese-maker noticed the error of his ways too late and the cheese was made, [and] over time the cheese matured into something magnificent. Sweet, nutty caramelised notes combined with a little savoury bite makes Rustic Red a wonderful cheese. The helveticus culture, (indigenous to the alpine region of Europe) creates a slightly shorter texture and its signature snap/crumble when you bite it....it's the perfect cheddar for your cheeseboard.” —Barbers

We have a great love for cheddar in America, a traditional cheese passed down by generations. American cheddar is distinctly different from that of its homeland, England. Their cheddar has many dimensions of flavor, not single notes of biting acidity, rather rounded flavors that are especially savory. Now this new cheddar, looking a bit more American with its beaming color, takes on a new sweetness in that old world flavor. Leave it to the Barber family to create delicious accidents. Certainly this cheese is something you are going to want to cook with, as well as pair with many kinds of beer and wine—in particular, a spicy red wine, an aged Zinfandel, or a Malbec.

7042219

WESTMINSTER RUSTIC RED

1 / 10 LB

Stocked in IL and CA; Non-stock in TX



HOW WE MAKE OUR CHEESE

BARBER'S STEP-BY-STEP GUIDE

STEP 1: Our smooth and creamy cheddar cheese is lovingly crafted from top quality Holstein Friesian cows milk, fresh from the Barber family's rural farm in Somerset, England. It is pasteurized at 162.5 degree Fahrenheit for a minimum of 15 seconds and infused with natural mixed starter cultures, historically the only way to make cheddar, in order to add friendly bacteria to the milk and start the cheese making process. This ensures that every drop of goodness is embraced to form our mouth-watering cheddar!

STEP 2: After adding the rennet, the mixture then sets and begins to form solid curds—a process known as curdling—which can take as little as 30 to 40 minutes!

STEP 3: The next stage is cutting the set curd, an essential step in hand-crafting our heavenly cheddar! By cutting the curd into small pieces, extra surface area is created in order for whey to escape, leaving behind just the essentials to make our taste bud-pleasing cheddar.

STEP 4: Here comes the best part! The curd is then attentively turned by hand—a process which is known as “cheddaring” (from which cheddar cheese derives its name). This step allows the Barber family's passionate cheese makers to feel the curd and make very subtle changes and add characteristic flavors, based on their experience, skills and knowledge that have been built up over six generations!

STEP 5: Once the hand-turning step is completed, the curd is then salted to preserve the finished cheese and milled into chip sized pieces ready for the next step!

STEP 6: The curd is then smoothly pressed into blocks and safely stored in wooden cheese boxes for up to two years, depending on the variety of our cheddar! During this essential cheese ripening time, the cheddar is graded a minimum of three times by experts to continually determine which cheese is perfect and ready to make its way to your home.

WILD AND UNIQUE FOODS

Tim Doyle, Meat & Game Specialist



Culver Duck started in 1860 when Warren J. Hallock began raising Long Island White Pekin Ducks in Speonk, New York. One hundred years and four generations later, Herbert Culver Junior and family moved to

Indiana and the fifth generation helped Culver Duck become the 2nd largest duck producer in the United States. In 2015, Culver Duck Farm, Inc. was sold by the Culver Family to a very reputable individual that is involved in the Duck Industry of North America. From the humble beginnings of a family owned and operated company to what it is today, Culver Duck is, and has always been, one of the cleanest and best tasting ducks money can buy.

At Culver Duck, 120 Amish contractors raise the flock of White Pekin ducks—the most popular breed in North America, known for their high meat yield and thin fat cap—within a 40 mile radius of the farm. This results in minimal stress on the ducks during transport from their cage free barns. These Amish-raised, free-to-roam birds come from temperature controlled barns with lots of room to move around and eat, which helps the birds stay healthy. The ducks are fed an all-vegetable diet and are never given antibiotics or added hormones—at Culver Duck, they follow the belief that *the natural way is the right way*.

In 2013, Culver Duck went green by improving old plants and starting construction on a new, high-tech, energy-saving power plant with the goal of being self-sustaining and energy efficient. The plant uses Methane gas to power 3 generators, which have the capability of producing 1.2 mega watts of electricity back to the grid. Waste that comes from the digester turns to dry organic matter and is then sold to local farmers. Culver Duck's mission is to provide the best value to their customers through quality products, honest people, industry-leading practices, and a commitment to excellence in animal care.

Meat The FUTURE



Culver Duck's 100% Antibiotic Free (ABF) whole ducks are a great option when looking for a leaner alternative to everyday protein choices such as beef, pork, or chicken.



 frozen

7047023 WHOLE DUCK

6/5.5 LB

Stocked in IL; Non-stock in TX and CA

Culver boneless duck breast has a greater meat yield and less fat when comparing it to beef, pork, or chicken. You can sauté, bake, grill, smoke, or broil duck breast which provides great flexibility when planning your next dish.



 frozen

0129751 BONELESS DUCK BREAST 6/4/6-7oz

Stocked in IL; Non-stock in TX and CA

SPECIALTY GROCERY

Akhmal Teal, Grocery Specialist

TRADITION MEETS INNOVATION IN JAPAN



We have recently expanded our Asian Assortment to include uniquely crafted, extremely flavorful items that would be a great addition to the kitchens of professional and home chefs alike. Many of these items are from the Kyoto region of Japan, where innovative products are born from a combination of the mastery of traditional techniques married with a quest for new flavors.

HAKU SHOYU BARREL AGED SOY SAUCES & WHISKY BARREL AGED FISH SAUCE

Haku is one of a few companies that brews shoyu, Japan's version of soy sauce, in the traditional way. The brewing method is called the "Mushiro Koji" process and it involves combining wheat grains, steamed soybeans and mold. After combining with salty water, this mixture is traditionally poured into cedar casks and left for two years to allow the flavors to develop. For the Whisky Barrel Aged variety, the mixture is transferred after the first year from the cedar casks to whisky barrels made from a type of Japanese Oak, Mizunara, which has been used to house traditional Japanese Whisky. The mixture is left in these barrels for two more years to give the shoyu a distinctive flavor that will heighten any dish it's applied to. This same technique is used for Haku's Iwashi Whisky Barrel Aged Fish Sauce, which gets its unique flavor from the Iwashi anchovy—the fattier, fuller-flavored cold water relative of its Mediterranean cousin. After making the delicious base product, the mixture spends 12 months in Mizunara Whisky casks for the development of unique and very complex flavors. For a more delicate but flavorful option, The Sakura Cherry Blossom Shoyu starts with a white Shoyu, then has Sakura Cherry Blossoms preserved in Vinegar added before being aged in barrels for a year.

The result is a lighter shoyu condiment that showcases a beautiful aroma and color from the cherry blossoms. Rounding out our Shoyu selection from Haku we have 3 more items: The Smoked Shoyu, utilizing a cold smoked technique utilizing the prized Mizunara Oak, resulting in an intense smoky and salty flavor; The Matsutake Shoyu, flavored with Matsutake Mushrooms, giving the Shoyu a spicy, earthy complexity; and the Black Garlic Shoyu, by adding a complex molasses sweetness, enrobed with roasted garlic makes this a standout ingredient for chefs of world cuisine.



All items currently stocked in IL; non-stock in TX and CA

2/25.36 oz Bottles:

Sugar Free Varieties:

- | | |
|---------|------------------------------------|
| 7045185 | Cherry Blossom Shoyu |
| 7045152 | Mizunara Whiskey Barrel Aged Shoyu |
| 7045167 | Smoked Shoyu |



Gluten & Soy Free Varieties:

- | | |
|---------|--------------------------------------|
| 7045137 | Iwashi Whisky Barrel Aged Fish Sauce |
|---------|--------------------------------------|

6/12 oz Bottles:

Sugar Free Varieties:

- | | |
|---------|------------------------------------|
| 7049867 | Cherry Blossom Shoyu |
| 7049858 | Mizunara Whiskey Barrel Aged Shoyu |
| 7049868 | Smoked Shoyu |



Gluten & Soy Free Varieties:

- | | |
|---------|--------------------------------------|
| 7049855 | Iwashi Whisky Barrel Aged Fish Sauce |
|---------|--------------------------------------|

4/16.9 oz Bottles:



Gluten & Soy Free Varieties

- | | |
|---------|--------------------|
| 7049856 | Matsutake Shoyu |
| 7045184 | Black Garlic Shoyu |



SPECIALTY GROCERY, CONTINUED

Akhmal Teal, Grocery Specialist

NEW BLACK GARLIC ASSORTMENT

Black Garlic is a fermented garlic product prized by chefs for its unmistakable combination of sweetness, Umami and garlic. The flavor is reminiscent of caramelized or browned garlic with an added pleasant balsamic- or tamarind-like complexity and flavor. Unlike similar products, there is a different process involved in Black Garlic that is responsible for its unique flavor. Black Garlic is an aged garlic that is transformed through the Maillard Reaction, which at low temperatures allows amino acids and sugars to react (chemically) with each other and break down into distinctive flavor compounds. Carmelization, for culinary purposes, is the browning of sugars, and is pyrolytic, which is a decomposition due to the sugars being exposed to high temperatures. This thermal reaction lacks the interaction of amino acids and therefore the unique complexity that gives black garlic and other food items their delicious complex flavors.



We are thrilled to now carry Whole Black Garlic cloves (2 sets of 10 cloves to a case). These cloves can be chopped and added to a variety of dishes, adding both color and flavor. We also have an innovative Liquid Black Garlic "Molasses" which is an intense, concentrated 100% Black Garlic product that can be drizzled or poured onto a dish. To round out our Black Garlic assortment we have the Black Garlic Flavored Shoyu (soy sauce) (see previous page) that enables you to add complexity and added flavor to your seasoning efforts.



All items currently stocked in IL; non-stock in TX and CA

7045183	Black Garlic Molasses	4/8.5 oz
7045135	Whole Black Garlic	2/16.9 oz

TSUKI RAMEN BASES FOR THE HOME CHEF

Ramen dishes have been creating a buzz and restaurants serving Ramen are often sought out as a destination for many fans of Asian Cuisine. Traditionally they have required a great deal of effort to execute properly at home...until now. With our new Tsuki Ramen Bases, you can take out the work and add the flavor in a simple and effective way. We now offer Ramen Bases in three flavors: Pork Shank, Scallop & White Miso, and Matsutake Mushroom (non vegetarian). These shelf stable Ramen bases can be diluted for a lighter broth and only require you to add vegetables, noodles and proteins. Six bottles come in a case, and at a great price, these delicious bases are a great option to add to many Asian Grocery assortments to give customers an easy option to have traditional Ramen Noodle Soup at home.



All items currently stocked in IL; non-stock in TX and CA

7045140	Mushroom Ramen Base	6/16.9 oz
7045451	Pork Ramen Base	6/16.9 oz
7045357	Scallop Miso Ramen Base	6/16.9 oz

YAKAMI ORCHARDS YUZU KOSHO: GREEN & RED

Yuzu, is a citrus fruit grown in Japan that is prized by both savory and pastry chefs for its intense and aromatic citrus flavor, reminiscent of grapefruit and mandarin. Yuzu Kosho is a mix of the Fresh Yuzu zest, fresh chili pepper (Kosho), Konbu seaweed and sea salt. The Green is made from the unripe Sentaka pepper, while the Red is made from the ripe Sentaka pepper, but both have the same amount of heat. The resulting mixture, once fermented, is a very versatile condiment that can be used as a rub for meat and poultry, in marinades, soups, salad dressings and dry noodle dishes. Yakami Orchards produces a vibrant and fresh tasting product, with fruit-forward Yuzu flavor rather than just relying on chili and salt as the main flavor components.



All items currently stocked in IL; non-stock in TX and CA

7049923	Kosho Red	12/2 oz
7049878	Kosho Green	12/2 oz

FOR THE PASTRY CHEF

Girish Fatnani, Pastry Specialist



DIFFERENT SUGARS FOR DIFFERENT APPLICATIONS

Every pastry chef is familiar with granulated sugar (or sucrose) – you can bake with it, brûlée it, caramelize it—the possibilities are (almost) endless! However, there are some specialty sugars that should be kept on-hand for applications where regular sucrose comes up short.

Trimoline is first on the list. It is an “invert sugar” with a consistency similar to glucose syrup. It is “hygroscopic” – having the ability to retain moisture better than regular sugar in finished baked products. You can substitute 5% to 10% (by weight) of regular sugar in sponge cakes, madeleines, etc. to keep them moister for longer shelf life and smoother texture. Breads also benefit from a 10% to 20% substitution. Trimoline is also great for emulsifying ganaches, giving them a creamier mouth feel, and helping hold any flavorings added in emulsion. It also gives ganaches used for coating a nicer shine and texture. Use about 2% to 5% (by weight) and see the difference!

0665075 TRIMOLINE **1 / 24.25 LB**
Stocked in IL, TX and CA

Patisomalt is a sugar substitute that is actually made from beet sugar. It has half the calories of sucrose, and can be used in place of sugar in recipes (although it is not quite as sweet as regular sugar). Its resistance to humidity makes it a great friend to pastry chefs. It is used almost exclusively for sugar work including pulling, casting and blowing. It will not absorb moisture or crystallize like regular sugar, making it ideal for showpieces that have to stay out. It also does not caramelize at working temperatures, so colors added to it stay vibrant. To use Patisomalt for sugar decorations, add to a saucepan with just enough water to cover the grains. Cook to 140 degrees C and add any powdered color you want. Wash down the sides of the pan with water, and then cook to 170 degrees C. Pour the hot syrup onto a silpat to cool. The colored Patisomalt can be stored in airtight plastic containers until ready to use.

If you want to create edible sugar garnishes for plated desserts, you can combine Patisomalt with regular sugar in a 1:1 ratio for a humidity resistant piece that still has the sweetness associated with sugar. Elegant spikes made with nuts or berries become more manageable, and other sugar garnishes will stay dry for days without crystallizing if put in airtight plastic containers.

6223713 PATISOMALT **1 / 26.46 LB**
Stocked in IL and TX; Non-stock in CA

3000510 GLUCOSE POWDER **1 / 11 LB**
Stocked in IL, TX and CA

Glucose Syrup has a high viscosity and can be used in caramels, glazes and ganaches to get extra shine and a smoother texture.

1176569 GLUCOSE SYRUP **1 / 13.2 LB**
Stocked in IL, TX and CA

Dextrose is less sweet than sugar, dissolves easily, and gives body to a product.

6474169 DEXTROSE **1 / 5 KG**
Stocked in IL and TX; Non-stock in CA



INDUSTRY TRENDS

Retail & Foodservice

SIX FLAVOR TRENDS SHAPING THE FOOD SERVICE INDUSTRY

International cuisine, less sweet desserts and colorful, functional ingredients are flourishing on menus, according to Mintel's 2018 U.S. Flavor Trends report. The company explores the food service flavor trends that are already hitting the mainstream, those that are just emerging and those poised for future growth in 2018 and beyond. Read on for six flavor trends shaping the food service industry.

MODERN MEDITERRANEAN

Middle Eastern flavors and ingredients are becoming more familiar — and more desirable — to consumers, Mintel said. Sixty-six percent of U.S. consumers are interested in Middle Eastern foods at restaurants, and growth of Middle Eastern cuisine on U.S. restaurant menus grew 32% between 2015 and 2017. During the same two year period, the Middle Eastern ingredients of dates, pistachios, and mint have increased 19, 15, and 48 percent, respectively.

TEMPERING THE SWEETNESS

Savory and tart flavors increasingly are popping up on menus as a way to offset the sweetness in desserts and baked foods, Mintel said.

"As diners often aim to strike a balance between health and indulgence, desserts are paired with flavors that temper their overall level of sweetness," Mintel said. "While they may sound odd on paper, flavors like olive oil and vinegar are growing specifically as dessert flavors."

The desire to diminish food waste also has led to more tart flavors appearing in desserts to balance sweetness.

"Chefs are increasingly creating housemade vinegars from fruit and vegetable scraps, turning food waste into tart, flavorful elixirs that they add to salads, mains, and even desserts," Mintel said.

Flavors such as lemon and passion fruit increased on menus 9% and 15%, respectively, Mintel said, and the two are some of the top growing flavors according to Mintel Menu Insights.

COLORFUL MEETS FUNCTIONAL

Flavor ingredients that add both color and healthful appeal to dishes are growing in popularity on menus. Fifty-

one per cent of consumers are willing to try an unfamiliar ingredient if it provides a functional benefit, Mintel said, and color ups the appeal even more.

Some examples of these color-adding, yet healthful, ingredients include: ube, a purple yam packed with antioxidants and vitamins; black garlic, which adds antioxidants and darker color to foods (see page 5); sumac, a dried and powdered fruit that adds antioxidants, protein and a pop of reddish purple; and algae—a superfood with antioxidants, protein, and a green hue.

A MEDLEY OF SPICES

Spice blends allow consumers to experience global flavors in a more familiar format, Mintel said. These blends may emerge from a variety of cuisines, including African, Middle Eastern, and Asian. "Spice blends in particular are an area of opportunity for brands as they can take some of the guesswork out of cooking," said Caleb Bryant, senior food service analyst for Mintel.

INTERNATIONAL SPREADS

Sauces and condiments also provide an approachable avenue for consumers to try new flavors. Twenty-two percent of U.S. diners said they would be motivated to try an unfamiliar flavor if it is paired with a familiar format, Mintel said, and 28% of condiment shoppers said international varieties help them experiment with new cuisines.

Consumers are interested in seeing more international sauces and condiments in foods, Mintel said. Forty-nine percent said they would like to see more Indian flavors, 33% Middle Eastern flavors and 25% African flavors.

MEATY FLAVORS MINUS THE MEAT

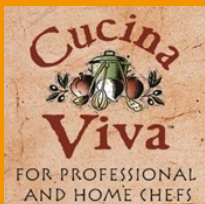
The shift to more plant-based alternatives has led to a desire for meaty flavors without the actual meat, Mintel said.

"Diners still crave the savory flavors they find in meat products," Mintel said. "These flavors can be achieved through the same methods that are typically used to cook meats, such as curing, grilling, and smoking. Specific preparation methods can turn ordinary ingredients into suitable meat alternatives." Smoked is one of the fastest growing food flavors, Mintel said, and it has begun to branch beyond meat and into fish, beans and vegetables. "Smoked" as a flavor increased 5% on menus from 2015-17.

Source: Food Business News

exclusively available to you through
EUROPEAN IMPORTS, INC.

YOUR GO-TO INGREDIENTS FOR SUMMER SALADS



Warm weather means enjoying the season with cool, crunchy salads filled with flavorful seasonal veggies, but what are you pouring over your salad? A homemade dressing is the best choice! Making your own dressing is easy, even for the most inexperienced cook, 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.

Cucina Viva is the producer of many high quality Italian ingredients and specialty food products. One of their best selling products is their Balsamic Vinegar of Modena. It is made with the supervision and approval of consortium: Aceto Balsamico di Modena, giving it the distinguished P.G.I. (Protected Geographical Indication) seal. Only balsamic vinegars produced in Modena qualify for this coveted designation.

Cucina Viva's balsamic vinegar is rich, glossy, deep brown in color and has a complex flavor that balances the natural sweet and sour elements of the cooked grape juice with hints of wood from the casks.

0809071
BALSAMIC VINEGAR OF MODENA 6/17 oz
Stocked in IL; Non-stock in TX and CA

For a basic balsamic vinaigrette recipe, mix about one part balsamic vinegar with 3 parts olive oil, and for added flavor squeeze in the juice of half a lemon and add about a teaspoon of Dijon mustard. Then, whisk until well blended. To this you can also add a teaspoon of honey or chopped garlic, and lots of fresh herbs. Add lots of fresh pepper and a pinch of salt and you are done!

Cucina Viva also produces a wonderful Balsamic Glaze. Balsamic glaze is a product based on Balsamic Vinegar of Modena. Cucina Viva Balsamic Glaze is a syrupy reduction of balsamic vinegar and concentrated grape juice and it can be used in sweet and savory applications.

Balsamic glaze has the perfect balance of sweet and tart and just the right density to prevent it from sliding off the food. This rich, creamy reduction lends itself to numerous culinary uses from decorating dishes to basting or marinating meat, poultry or fish. It is also spectacular on desserts – especially ice cream and fresh fruit.

1634698 CLASSIC BALSAMIC GLAZE **6/1 L**
Stocked in IL, TX and CA
1873563 CLASSIC BALSAMIC GLAZE **6/17.5 oz**
Stocked in IL and TX; Non-stock in CA
8167990 CLASSIC BALSAMIC GLAZE **12/8.4 oz**
Stocked in IL, TX and CA

Drizzle on grilled meats and poultry; steamed fish and vegetables; or rice, salads and pasta.

7123310
TRUFFLE BALSAMIC GLAZE 12/8.4 oz
Stocked in IL; Non-stock in TX and CA

Sprinkle on omelets.
 Drizzle over meat, pasta and cheese.
 Use with sautéed chicken or add to sauces or gravies.

