

JULY 2017 NEWSLETTER

THIS MONTH'S INDUSTRY EVENTS

JULY 26TH–29TH
“Cheese with Altitude”
AMERICAN CHEESE SOCIETY
CONFERENCE
DENVER, COLORADO

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

END OF AUGUST:
BACK TO SCHOOL

all month long...

NATIONAL SANDWICH MONTH

NATIONAL PANINI MONTH

NATIONAL PEACH 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



FAIR TRADE CERT.



GLUTEN FREE



KOSHER



NON-GMO



ORGANIC



TRANS FAT FREE



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SUMMER IS HEATING UP

As temperatures rise, you will undoubtedly be reaching for a cool and refreshing beverage, so now is the time to take a closer look at the variety of beverages we have to offer.

Let's start with water. Water is a great thirst quencher and is essential for all bodily functions. Still, sparkling, spring—whatever your choice, we have many brands available from all over the world, such as:

Gerolsteiner from Germany.

LaCroix made in the USA.

Perrier from France.

SanBenedetto from Italy.

San Pellegrino and Panna from Italy.

TyNant and Tau from Wales.

Voss from Norway.



Ah, lemonade...the combination of sweet and sour makes it a beverage that appeals to kids of all ages. LeVillage, our brand exclusively, is imported from France. LeVillage makes a classic clear French lemon as well as a variety of other flavored lemonades. Delicious!



Healthy beverages are a good choice for families. Here are a few to consider:

Hero Nectars from Switzerland.

Honest Kids made in the USA.

Martinelli's Apple Juices made in the USA.

We also have a lineup of sophisticated non-alcoholic beverages for adults. Try some of these at your next party:

Berghoff Root Beer made in the USA.

Bruce Cost Ginger Ale made in the USA.

Bundaberg Brewed Drinks from Australia.

GuS Sodas made in the USA.

Fentimans from England.

Maine Root Sodas made in the USA.

Q Drinks made in the USA.

Spindrift seltzers and sparkling waters made in the USA.



Check out their
new flavors on
Page 6!



A tall glass of iced tea is a summertime classic. Here are a few of the ready-to-drink bottled teas we offer:

Inko's made in the USA.

Tea's Tea from Japan.

Honest Tea made in the USA.

SanBenedetto from Italy.

For more information about the beverages we have to offer, please check out eilttd.com or contact your sales rep.

UNDER THE DOME

Jeff Babcock, Cheese Specialist

HOW NOW, BROWN COW? KING OF THE MOUNTAIN!



Rounding out our vowel sounds, that is how I knew of the brown cow as a kid. Today, the brown cow is something entirely different to me: the royalty that come down from the mountains, Solo di Bruna. This Alpine breed of cow originated in Switzerland but spread into different parts of Europe, becoming the Solo di Bruna in Italy. These cows

have magnificent milk, with a high protein content and a rich butterfat that is ideal for cheese. Not just any cheese, but the king of cheese: Parmigiano Reggiano.

Located in the pristine hills of the Parma province, Neviano degli Arduini is a bit of a utopia. Boasting beautiful mountains and grassy foothills with verdant fields, this region offers the best Italy has to offer for these blessed beasts. The little dairy, or *caseificio*, is known by their *matricola* 2127, the number assigned by the Consorzio of Parmigiano Reggiano. This will be found stamped on the side of every wheel. The protection of this cheese, and all Parmigiano Reggiano, is very strict, as commanded by the *Protected Designation of Origin* (PDO). Additionally, this cheese is deemed a "mountain cheese," qualifying based on the increased elevation of the dairy where the flora lends properties to the diet of the animals that is even more luscious, giving more unique characteristics to the milk. Within the *Consorzio* is an even smaller enclave, those who produce the brown cow cheeses, allowing them to add an additional marking to the cheese, which is a beautiful insignia on top of the wheel making it quite dramatic on display.

Caseificio Sociale di Neviano degli Arduini, the small creamery making this artisan cheese, is in some ways a king amidst kings. They make their cheese ever so slightly different from



others, not skimming off any of the precious mountain cream that comes along with the milk. This aids in the richness of the cheese, but also creates a structure and moisture that remains after a long aging. These wheels are held even after the two year mark, with wheels as old as three or more years. The maturity and quality is extraordinary, taking it from a regal cooking cheese to a famed cheese course cheese. Caramel tones erupt, as well as intense fruit and floral essences built within the lasting cream finish, and the cheese is dotted with amazing crystalline structure throughout, a sure sign of quality. This is not to say it cannot be used for cooking, as it certainly can! Good rigatoni with Prosciutto di Parma, arugula, a few mushrooms and copious amounts of this cheese makes one of the best pasta dishes. Start an Italian brunch with thin strips and a great Prosecco, Franciacorta or Lambrusco from a neighboring area and you're sure to impress.



- | | | |
|----------------|---|--------------|
| 7012563 | Solo di Bruna Parmigiano Wheel
<small>Currently stocked in Division 1</small> | 1/80# |
| 7019319 | Solo di Bruna 1/8 th Wheel
<small>Currently stocked in Divisions 1, 4 & 7</small> | 1/10# |

WILD AND UNIQUE FOODS

Tim Doyle, Meat & Game Specialist

TRADITION YOU CAN TASTE

FRA'MANI[®]
HANDCRAFTED FOODS

Fra'Mani Handcrafted Salumi was founded in California in 2006 by renowned chef Paul Bertolli, with the mission of crafting salumi in the finest Italian pastoral traditions, using only the highest-quality ingredients from sustainable sources. This pork comes from family farmers committed to the well-being of their animals and their land. The hogs are never given antibiotics, artificial growth hormones, growth promoting agents, or meat by-products. They eat only the finest grains and 100% natural, vegetarian feeds. Fra'Mani Salumi never contain added nitrates, nitrites or MSG and are gluten-free.



NEW FROM FRA'MANI



MORTADELLA



Select cuts of leg, shoulder, belly, and head are very finely ground, mildly seasoned and slow-roasted, resulting in a delicate texture. Speckled with small cubes of pork jowl, the firmest and most flavorful fat on the hog. Serve on a platter or wrap around light breadsticks. Delicious with pickled vegetables or layered on a sandwich.

7023142

Mortadella, Sliced

Currently stocked in Division 1

12/4 oz

MILD SALAME COTTO



Coarse-ground cooked salame made with prime shoulder meat and seasoned with coriander, white pepper and mace; slow-roasted with a lick of smoke. Serve slices on a salumi board, or use as a distinctive sandwich meat. Delicious with peperonata and garlic mayonnaise on light, crusty bread.

7023134

Mild Cotto Salame, Sliced

Currently stocked in Division 1

12/4 oz

SPICY SALAME COTTO

Coarse-ground cooked salame made with prime shoulder meat and redolent of fennel, garlic, coriander and mace; piquancy is provided by black pepper and hot red pepper with subtle smoke in the background. Delicious in muffuletta sandwiches, or cut into strips as an addition to arugula or chicory salads.



7023149

Spicy Cotto Salame, Sliced

Currently stocked in Division 1

12/4 oz

7023147

Spice Cotto Salame, Loaf

Currently stocked in Division 1

2/4#

CANADIAN BACON

Produced from the center-cut pork loin, whole and intact ("natural fall") and pit-smoked over a hardwood blend of oak, hickory and ash, yielding a moist and fragrantly seasoned slice. Amplifies traditional dishes such as eggs Benedict and is a welcome component on pizza or in grilled cheese panini, club sandwiches or Cobb salads.



7023002

Canadian Bacon, Sliced

Currently stocked in Division 1

12/5 oz

7023003

Canadian Bacon, Loaf

Currently stocked in Division 1

3/2.5#

FOR THE PASTRY CHEF

Girish Fatnani, Pastry Specialist

THE BEST THAT CHOCOLATE CAN BE



Valrhona has been producing the world's finest chocolate in the small village of Tain L'Hermitage, France since 1922. From the begin-

ning, company founder and Pastry Chef Albéric Guironnet was dedicated to the creation of unique, artisan quality chocolate with complex, balanced and consistent flavors. This mission of excellence continues as the gastronomic traditions of the renowned Rhone Valley find expression in every mouthwatering taste of Valrhona's superb chocolate. Today, leading pastry chefs and discerning gourmets rely on Valrhona's expertise to experience the best that chocolate can be.



7020313 ANDOA 39% **1/3kg**
Single Origin Peru

Currently stocked in Divisions 1 & 4

ANDOA Milk is an extremely smooth chocolate that will enchant you with its milky intensity and its strong chocolate.

7020343 ANDOA 70% Single Origin Peru **1/3 kg**
Single Origin Peru

Currently stocked in Divisions 1 & 4

ANDOA Dark has a fresh hit and powerful bitterness that develops and becomes more nuanced through tasting.

7020315 ORIADO 60% **1/3kg**
Blend from Peru & the Dominican Republic

Currently stocked in Divisions 1 & 4

ORIADO features a balanced profile, which first embodies the fullness and intensity of cacao, then gradually evolves into aromas of ripe and acidic fruit.

7020314 WAINA 35% **1/3kg**
White Couverture

Currently stocked in Divisions 1 & 4

Inspired by "vania" which means "vanilla pod" in Spanish, WAINA also reveals distinctive notes of farm-fresh milk. WAINA is entirely made from the finest, organic fair trade raw materials.

WAINA PRALINÉ CINNAMON ROLLS

INGREDIENTS

Dough:

- ◇ 1 c milk
- ◇ 3 T unsalted butter
- ◇ 3 ½ c flour, divided
- ◇ ½ c light brown sugar
- ◇ 1 egg
- ◇ 2 ¼ t quick rise yeast
- ◇ 1 t salt
- ◇ Vegetable oil or spray

White Chocolate Frosting:

- ◇ ½ c cream cheese
- ◇ ½ c confectioner's sugar
- ◇ 2 T butter, soft
- ◇ Pinch of salt
- ◇ ½ t vanilla extract
- ◇ ⅓ c WAINA 35% White Chocolate (SUPC 7020314)

Cinnamon Praline Filling:

- ◇ ¾ c Almond Hazelnut Praliné (SUPC 3963053)
- ◇ 1 t cinnamon, ground

Garnish:

- ◇ OPALYS 33% Crunchy Pearls, (SUPC 2836403)

INSTRUCTIONS

Dough:

1. Combine the milk and butter in a small saucepan and heat until butter is melted and mixture is warm (120-130°F). In the bowl of a stand mixer, combine 1 cup of the flour, sugar, egg, yeast and salt.
2. Mix by hand with a spatula, then add the warm milk/butter mixture. Return to the stand mixer and add the remaining 2 ½ cups of flour. With the dough hook, mix on low to medium until the flour is incorporated. Once a dough begins to form, increase the speed to medium and mix until the dough begins to pull away from the sides of the bowl, about 5-8 minutes.
3. Remove from the mixer bowl and gently knead on a lightly floured surface and form into a ball.
4. Oil a large bowl and place the dough in the bowl, turning to coat the top of the dough. Cover with plastic film and a dry kitchen towel. Let rise in a warm area until doubled in volume, 2 ½ to 3 hours.
5. Punch down dough and reserve in the refrigerator until ready to use.

Cinnamon Praliné Filling: Mix the cinnamon into the Almond Hazelnut Praliné using a spatula. Set aside until ready to use.

White Chocolate Frosting: In the bowl of a stand mixer fitted with the paddle attachment, beat the room temperature cream cheese, confectioner's sugar, butter, salt and vanilla extract. Melt the chopped white chocolate and add to the mixture, mixing well. Use immediately.

Assembly & Finishing:

1. Roll out the dough on a lightly floured surface into a 15x11" rectangle. Using an offset spatula, spread an even layer of the Cinnamon Praliné Filling on the dough, leaving a ½" border.
2. Starting with the long side, roll up the dough to create a log. Trim the ends off and cut into 1-inch slices, using a sawing motion to ensure filling stays in the rolls. Grease a 9x13" baking pan and lay rolls evenly in the pan, swirl side up. Cover with plastic wrap and let dough rise in a warm area until doubled in volume, about 40-45 mins.
3. Bake at 350°F for 15-20 minutes, or until rolls are golden brown. Remove from oven and let cool for 20 minutes before finishing with frosting and OPALYS 33% Crunchy Pearls.

Source: Valrhona

SPECIALTY GROCERY

Akhmal Teal, Grocery Specialist

AS THE SUMMER HEATS UP, SO CAN YOUR GRILLING



Family-made since 1957, the original Char Crust® dry rub was created at the fine Chicago steakhouse, Al Farber's. Every steak served there was the best prime meat, dry-aged in their coolers, and seared to juicy perfection with their signature Char Crust®. Since then, Char Crust® has won five national "Awards of Excellence," and is the best-selling premium dry rub in specialty retail stores and commercial kitchens across the country.

Just in time for summertime cooking, Char Crust® has launched its newest flavor in its line of dry-rub seasonings—Jamaican Jerk! Like all Char Crust® flavors, Jamaican Jerk *Seals in the Juices*®, and can be used on meats and fish. This rich, deep jerk flavor is balanced with spicy heat. The spices — including allspice, nutmeg, and cinnamon—are blended with premium California-grown garlic and onion, plus molasses, cane sugar, mesquite smoke, and hot peppers, adding complexity and a burst of piquancy to your dish. Topping off the blend is a unique sprinkle of tangy hibiscus petals!



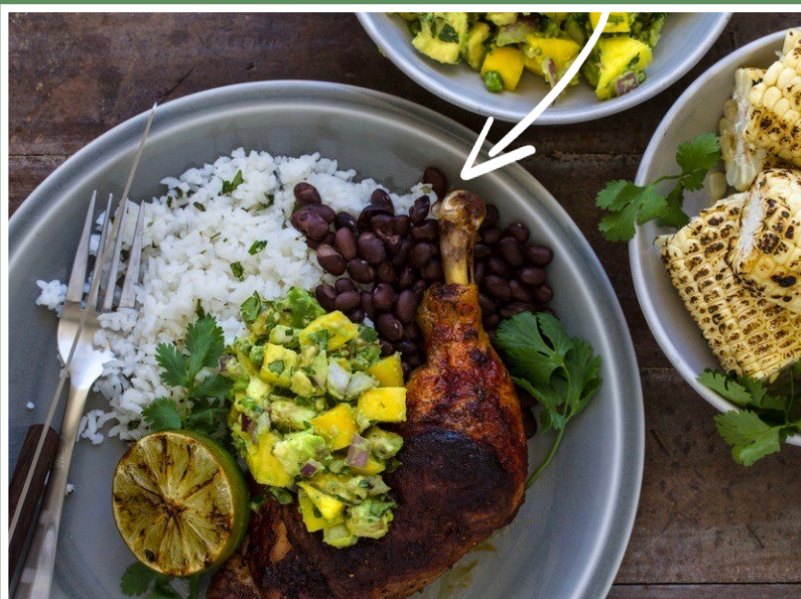
NEW! CHAR CRUST DRY-RUB SEASONINGS:

7015683	Jamaican Jerk Seasoning Rub Currently stocked in Division 1	1/7#
7015628	Jamaican Jerk Seasoning Rub Currently stocked in Division 1	2/20 oz

ingredient inspiration:

CHAR CRUST® STEAK

CHAR CRUST® JAMAICAN JERK CHICKEN



SPECIALTY GROCERY, CONTINUED

Akhmal Teal, Grocery Specialist

BREWED BEVERAGES FROM DOWN UNDER MAKE A SPLASH IN THE COCKTAIL ARENA



Family-owned Bundaberg Brewed Drinks craft brews premium non-alcoholic beverages in the small town of Bundaberg in Queensland, Australia. Craft beverages are on the rise and driving growth in the soda category, especially amongst those people looking for authentic, sophisticated flavors, and natural ingredients. Bundaberg Brewed Drinks is in the perfect position to meet the needs of these discerning customers while giving retailers and restaurateurs the chance to capitalize on the exciting growth opportunity that this brand is able to drive within the Craft Soft Drink category.

The trend may be new, but Bundaberg Brewed Drinks have been craft brewing beverages – including their famous Ginger Beer – for generations.

Bundaberg Ginger Beer is craft brewed to a traditional family recipe, using locally sourced ginger and sugarcane. Bundaberg even has its own ginger farm! The New Root Beer is made with real sarsaparilla root, licorice root, vanilla beans and molasses, giving it a rich, unique color and flavor. Made with real fruit juice, Blood Orange, Pink Grapefruit and Peach round out the new flavors in our selection and would be a great addition to your next summer gathering!

With their premium ingredients and big, distinct flavor, Bundaberg Brewed Drinks are perfect for cocktails, including the popular Moscow Mule. They are go-to mixers among bartenders and mixologists alike, and are also the perfect alternative to alcohol during special entertaining occasions. Check out these exciting liquid libations you can add to your bar or home cocktail list!

NEW! BUNDABERG BREWED DRINKS

7023177 Ginger Beer     **6/4/12.7z**

Currently stocked in Division 1

7023188 Root Beer     **6/4/12.7z**

Currently stocked in Division 1

7023226 Blood Orange     **6/4/12.7z**

Currently stocked in Division 1

7023238 Pink Grapefruit     **6/4/12.7z**

Currently stocked in Division 1

7023232 Peach     **6/4/12.7z**

Currently stocked in Division 1



Ingredients

- 4oz Bundaberg Blood Orange
- 2oz Vodka
- 2/3oz Lime juice
- 1/2oz Grapefruit juice
- 1/2oz Orange juice
- Orange, grapefruit and lime wedges to garnish

Let's Mix!

- STEP 1** Combine vodka, and juices into a shaker
- STEP 2** Shake, then strain into a glass and top with Bundaberg Blood Orange
- STEP 3** Add ice and garnish with wedges of lime, orange and grapefruit
- STEP 4** Enjoy your drink!



INDUSTRY TRENDS

Retail & Foodservice

2017 FOOD TRENDS: KEEP IT LEAN AND CLEAN

Healthy food options drive food processing trends according to recently released market research report 2017 Trends in Food Processing Operations.

As with anything in the food industry, it is the consumer who ultimately drives trends that retailers pass back up the chain to processors.

PMMI, the Association for Packaging and Processing, identified the primary drivers —mostly tied to nutritional awareness and healthy lifestyles— in its recently released market research report 2017 Trends in Food Processing Operations.

Globally the middle class is growing, so much so, that it is expected to double by 2030. With a good portion of this growth occurring in Asia, more nutritious food options are becoming affordable to entirely new audiences.

On-the-go eating persists globally, with consumers looking for portion control and convenience in bite-size, flavorful and healthful foods. Evening meals and comfort foods with quick preparation times are growing in consumption, with consumers targeting weekends for full-meal experiences.

Regardless of when or how meals are eaten, consumers are increasingly cautious when it comes to what is in food.

The rise of clean labels is a testament to this trend as 37 percent of U.S. consumers find it necessary to understand ingredients on food labels, and 91 percent believe that products with recognizable ingredients are healthier.

To meet these evolving consumer demands food processors have started the process of reformulating products by removing ingredients thought to



be unsafe and reformulating with healthier, sustainable ingredients.

Clean labeling has led to an increase in fortified food additives, such as adding calcium, protein, iron, fiber and antioxidants to food. Sugar is increasingly being eliminated or reduced in foods, corresponding with a rise in natural sweeteners.

Industry awareness has also increased the labeling of products as allergen free, non-GMO, gluten free, organic and antibiotic free. This has coincided with the rise in organic food demand as organic food growth exceeded 10 percent.

All of this is happening at a time when consolidation in the food industry continues to increase, leading to fewer global producers spanning multiple food verticals and channels. As a result, despite being an industry of many small plants, most shipments come from relatively few large plants. Companies with less than 20 employees represent 66 percent of food processing establishments but only 4 percent of the total value of shipments, while companies with more than 100 employees are only 12 percent of the industry but contribute 77 percent of shipment value.

Source: [Food Engineering Magazine](#)

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SUMMERTIME SIDE DISH STAPLE

Pasta salads are a staple of summertime gatherings. Whether it's a graduation party, tailgating for a baseball game, or even a simple cook-out, pasta salads are easy, yet filling, making them the perfect summer side. We've put together some of our favorite ingredients from a number of our exclusive brands to bring to you a refreshing and impressive pasta salad for your next summer event.



ORZO PASTA SALAD WITH ROASTED PEPPERS

Ingredients:

- ◇ 1 c Cucina Viva Roasted Red Peppers, cut into 1" pieces (**SUPC 7882673**)
- ◇ 1 c Cucina Viva Roasted Yellow Peppers, cut into 1" pieces (**SUPC 6948246**)
- ◇ ½ lb orzo pasta (try **SUPC 1694191** or **7146780**)

For the Dressing:

- ◇ ⅓ c freshly squeezed lemon juice
- ◇ ⅓ c Life in Provence EVOO (**SUPC 2805802**)
- ◇ 1 t kosher salt
- ◇ ½ t freshly ground black pepper

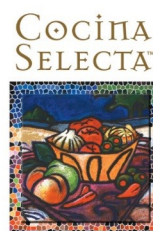
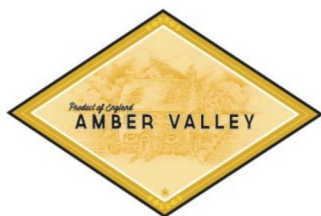
To Assemble:

- ◇ 4 whole green onions, thinly sliced
- ◇ ¼ c Chi Bao Pine Nuts (**SUPC 9467341**)
- ◇ ¾ lb DeMill Feta, diced into ½" cubes (**SUPC 1699515**)
- ◇ 12-15 medium fresh basil leaves, cut into thin strips

Directions:

1. For the dressing, combine the lemon juice, olive oil, salt and pepper.
2. Cook the orzo in boiling salted water for 7 to 9 minutes, until tender. Drain and transfer to a large serving bowl.
3. Add the Roasted Red Peppers and Roasted Yellow Peppers to the drained, warm orzo.
4. Immediately pour dressing on the pasta and peppers. Let cool to room temperature.
5. Once cool, add the scallions, pine nuts, feta and basil to the pasta mixture. (If made ahead of time, wait to add the pine nuts, feta and basil until just before serving.)

Recipe adapted from: [Recipe Girl](#)



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