

JULY 2019 NEWSLETTER

THIS MONTH'S INDUSTRY EVENTS

JULY 31ST–AUG 3RD
ACS CONFERENCE
PITTSBURGH, PA

NEXT MONTH'S HOLIDAYS & EVENTS

time to start planning!

BACK TO SCHOOL

all month long...
NATIONAL SANDWICH, PANINI
AND 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



CERTIFIED HUMANE



DAIRY FREE



EGG-FREE



GLUTEN FREE



KOSHER



LACTOSE FREE



LOCAL



LOW SODIUM



NON-GMO



NON-GMO PROJ. VER.



NUTS FREE



SOY FREE



SUGAR FREE



TRANS FAT FREE



VEGAN

EUROPEAN

— IMPORTS —
a Sysco company

TAKE YOUR SANDWICH UP A NOTCH THIS MONTH

Panini is a word of Italian origin that translates to “small bread” or “bread rolls,” and is a sandwich made with Italian bread that is warmed by grilling or toasting. A precursor of panini appeared in a 16th-century Italian cookbook but didn’t become popular until the 1970’s and 1980’s. At that time, young Italian hipster types who hung out in coffee-and-panini bars were known as “paninari.” Based in Milan, the paninaro craze quickly spread across Italy — the British pop group *Pet Shop Boys* even recorded a song, *Paninari*, celebrating the paninari culture.

August is National Panini Month, which makes this the perfect time to stock up on the best ingredients to celebrate this hot, melty sandwich.

Every great panini starts with great bread. **Tribeca Oven** offers a wide assortment of breads that are perfect for paninis. For an alternate take on the traditional Ciabatta bread, start with **Tribeca Oven’s Stirato Sandwich Roll (1902632)**. This five-inch square roll has a thinner crust and a light, tender texture. Simply slice it in half and top! Another not-so-traditional option is their **Sliced Sourdough Sandwich Loaf (1902588)**. Perfectly sized for a large panini, this sourdough has a rustic appearance, a mildly tangy flavor and a golden ridged crust, making for a great sandwich.

And you can’t make a panini without cheese! For an Italian option, BelGioioso offers a Sliced Fontina Cheese, bringing a sweet, mild flavor and silky texture. If you’re looking for something a little less traditional, Singleton Dairy offers two pre-sliced, unique varieties: **Sriracha Cheddar (9901876)** and **Truffle Jack (9901878)**, both bursting with flavor and elevating your next panini!

For an excellent, authentic, Italian meat addition, turn to **Maestri Sliced Prosciutto (7022547)**. The prosciutto is created in Italy, but sliced in the United States, ensuring the freshest possible product that is ready to include on your next panini. And if added flavor is what you’re looking for, try adding one of La Quercia’s spreads to your panini. Available in three different flavors— **Pesto Bianco Lardo (7057053)**, **’Nduja Spicy Prosciutto (7057120, 7080249)** and **Pancetta (7057076)** — these add both meat and stand-out flavor.

But what’s a panini without its condiments? From mustards and pestos to tomatoes and fruit spreads, European Imports has a vast assortment to choose from — start searching today.

Check out the back page to learn about some of Cucina Viva’s roasted vegetables, a perfect final panini ingredient to put your sandwich over the top.



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UNDER THE DOME

Jeff Babcock, Cheese Specialist

AUTHENTIC SMOKED SCAMORZAS



The Zappala family has been creating authentic Sicilian cheese for three generations. The Zappalà's story starts in 1973 in a small laboratory located in Zafferana Etnea, Sicily, at the slopes of Mount Etna. Over the years, the small family enterprise became a real company, starting to expand its business through both national and international markets. Nowadays, Zappalà is among the top Italian dairy companies with the same passion, quality and authenticity.



The **Smoked Provola del Casale** is a typical scamorza cheese of the Nebrodi mountains in Sicily, made from whole cow's milk and with a traditional pear shape, naturally smoked with beechwoods.

Use the Provole del Casale grated into your morning eggs or frittata, blended into a mix of cheeses for your mac and cheese, melted over a roasted

tomato soup or cubed for an appetizer — on a pick with cherry tomatoes and olives.

9902258

PROVOLA DEL CASALE

2/4 LB.

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



Smoked Scamorza Treccione is a stretched, smoked, curd cheese made from cow's milk. The name "treccione" translates to "braided" in Italian because of its braided shape. This scamorza is naturally smoked with beechwoods. Harmoniously balanced between the sweet of the cheese and the flavor of the smoked cheese.

Try Treccione melted on a panini with roasted red peppers and arugula or torn into thin strips and added to a bright garden pasta salad for a great lightly smoked taste. This cheese perfectly compliments summer vegetables or prosciutto — wrap it around either for an easy starter with beer.

9902259

TRECCIONE AFFUMICATO

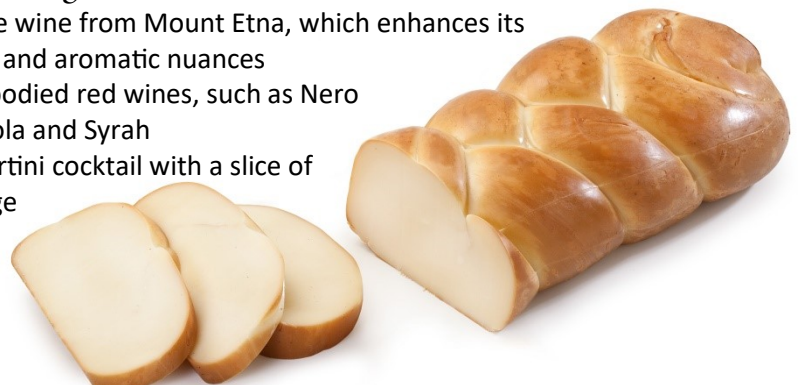
2/5 LB.

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



Best Pairings:

- White wine from Mount Etna, which enhances its fresh and aromatic nuances
- Full-bodied red wines, such as Nero D'Avola and Syrah
- A martini cocktail with a slice of orange



WILD AND UNIQUE FOODS

Tim Doyle, Meat & Game Specialist

HIGH PERFORMANCE PROTEIN SNACK STIX

RUSTIX
BY LA QUERCIA®



La Quercia has replicated the traditional process of crafting fine, Italian salumi right at home in Iowa. While living in Parma, Italy for three and a half years, Herb and Kathy Eckhouse gained a deep appreciation for cured meats — in particular, prosciutto. There they saw how the careful treatment of fine materials could result in an accessible, sublime and entirely regional cuisine. And while La Quercia was started with the intention of making premium quality American prosciutto, they have since been able to apply their knowledge to other cuts of pork.

Once they had perfected prosciutto, Herb and Kathy began producing other cuts of meats — from pancetta and lardo to coppa and guanciale — and their cured meat products have been very well received. Now, La Quercia has found a new use for an underutilized cut and is proudly introducing their new Rustix Salami Sticks.

The meat used in Rustix comes from the pork shank, a lean cut at the end of the ham that does not lend itself to the traditional, long curing process required for prosciutto. Sebastian Beumer, La Quercia's Production Lead, decided to use this meat to make some of these sticks for fun. When Herb saw them in the plant, he pressed Beumer to perfect them — and he did. Rustix Salami Sticks were the perfect solution for making use of this undervalued, protein-rich cut.

The line was born out of the desire to create a delicious snack stick from antibiotic-free pork that's been humanely raised on American family farms (as well as a commitment to minimizing food waste). The Rustix line embodies the same commitment to quality food, sustainability, and developing La Quercia's own circular economy, that its more traditional gourmet products do.

Sustainability is a priority for La Quercia. First and foremost, their pork comes from sustainable producers who treat their animals and their land responsibly. Much of their raw material, including the pork used in their products, are local to Iowa. La Quercia's meats contain no added nitrates or nitrites and are made from non-confinement pork raised humanely without antibiotics. And when possible, La Quercia uses organic spices in their recipes.



These 8 inch long salami sticks are perfect for on-the-go snacking — they're loaded with 12 grams of protein and 0 grams of sugar per serving. Whether hiking, biking, or just reaching for an easy and healthful snack at the end of a long day, these sticks are a hungry human's best friend.

Rustix Snack Stix are semi-dried, lightly cured and available in two varieties: **Spicy** and **Smoky**.



7080331
SPICY RUSTIX SALAMI STICKS
12/2.2 oz.

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

Spiced with Chili Pequin, Fennel Seeds and Garlic; *tangy with a spicy kick.*

7080320
SMOKY RUSTIX SALAMI STICKS
12/2.2 oz.

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

Spiced with Pimenton Dulce, Cumin and Garlic; *rich and smoky.*

SPECIALTY GROCERY

Salima Ghariani, Grocery Specialist

ENDLESS POSSIBILITIES WITH CHICKPEA PUREE



The global demand for legumes is skyrocketing. The desire for healthier food options that are low in sodium and cholesterol, but high in protein and good fats, is steadily on the rise. For this reason, Mediterranean and Middle Eastern cuisines are gaining popularity around the world, and popping up on restaurant menus everywhere from white tablecloth to fast casual restaurants. The legume riding highest on this food trend is the chickpea, otherwise known as the garbanzo bean, well known for the creamy, richness it adds to hummus.

Seizing on this growing market, Mangia, Inc. has added an innovative and revolutionary new product to its legume line-up: Carmelina Brands® Chick Pea Puree!

Carmelina Brands® Chick Pea Puree is extremely easy to use and very versatile. Simply open the pouch, season, flash blend for 15 seconds (or until desired consistency is reached), and go. The Carmelina Difference® saves on time, labor and energy costs. No need to wash or soak chickpeas overnight, or cook, drain, and pulse them for an extended time. Carmelina Brands® Chick Pea Puree is the perfect base for hummus, soups, sandwich spreads, vegetarian burgers, protein bars, confections, baked goods, and more. The possibilities are endless!

Like Mangia's complete product line, Carmelina Brands® Chick Pea Puree is all-natural, preservative-free with no added salt, sugars, citric acid, calcium chloride, or EDTA.

Simply chick peas! It's also Non-GMO Project Verified, OU Kosher, gluten-free, and packed in a triple barrier, BPA-Free aseptic bag. Once the bag of Chick Pea Puree has been opened, its refrigerated shelf life is 10 days.

9901764
CHICK PEA PUREE
1 / 10 KG. (22.05 LB.) BAG IN BOX

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



RECIPE RECOMMENDATIONS:

HUMMUS, TWO WAYS

PREPARATION

Using a food processor, add all ingredients, including Carmelina Brands® Chick Pea Puree. Blend for 15 seconds until hummus is smooth and creamy. Use a rubber spatula to scrape down the sides of the bowl if needed to thoroughly incorporate all ingredients. Check the flavors and adjust seasonings as needed. Transfer hummus to a bowl and serve with pita, crackers, assorted vegetables, or use as a sandwich spread. Dessert hummus may be used as a dip with fruit, cookies or graham crackers, or mix in whipped cream for a light mousse. Mangia bene!



CLASSIC HUMMUS

- ◆ ½ c Fresh Lemon Juice
- ◆ 1½ t Kosher Salt
- ◆ 3 cloves fresh garlic, minced
- ◆ 3 c Carmelina Brand Chick Pea Puree (9901764)
- ◆ ½ c Tahini
- ◆ ¼ c Extra Virgin Olive Oil, plus more for garnish
- ◆ Parsley, chopped, for garnish
- ◆ Paprika, for garnish

PESTO HUMMUS

- ◆ 31 lb Carmelina Brand Chick Pea Puree (9901764)
- ◆ 5 oz Prepared Basil Pesto
- ◆ ¼ t Sea Salt
- ◆ ¼ t Black Pepper

SPECIALTY GROCERY, CONTINUED

Salima Ghariani, Grocery Specialist

MIXOLOGY INSPIRED AND UNIQUELY CRAFTED



THE STORY

When Bill, Mark and Jim's families got together, they discovered that they were all searching for fun, alcohol-free drinks without the artificial preservatives or high fructose corn syrup. They decided that soda of any kind was out. They knew water was healthy, but thought it was boring when getting together with colleagues, friends and family. They all wanted something delicious and crafted to be enjoyed with food to join the party anytime.

"Was this too much to ask," they thought? No way.

They started making small-batch mixology-inspired beverages that had all the taste without the hassle, calories or chemicals. And **Mocktails®** was born. Mocktails® is the first premium brand of ready-to-drink, alcohol-free cocktails. It is a fun lifestyle alternative you can enjoy at every occasion!

So say goodbye to cranberry and seltzer, super sweet artificial sodas, and syrupy chemical cocktail mixers, and say hello to a premium drinking experience!

Whether you enjoy these drinks straight out of the bottle, create one of their delicious recipes, or add alcohol to create a Mocktail Cocktail, everyone can have fun together with or without alcohol.

THE FINEST INGREDIENTS

At Mocktails they like to say their ingredients are so clean, that they're "Pregnant Mother Approved"; made with real fruit juices, exotic and natural flavors, and pure cane sugar. They are also non-GMO and gluten-free drinks. Simple to serve and great-tasting, these non-alcoholic drinks contain 1/2 the calories and sugar of a typical cocktail, yet, they do not taste "diet" in any way. There are no artificial colors or flavors added.

Mocktails fills the void between soft drinks and concentrated cocktail mixers by being the first premium, ready-to-drink, alcohol-free cocktail and better-for-you mixer with its innovative line of health-conscious, lower sugar, lower calorie, yet great-tasting cocktail-inspired drinks.

THE FLAVORS

Mocktails drinks are clean, sophisticated, fun, and delicious! Ready to serve, they come in four unique (and uniquely-named) flavors: Karma Sucra Mockapolitan, The Vida Loca Mockarita, Sevilla Red Sangria and Scottish Lemonade Mockscow Mule. All four varieties come with 24 single serve 6.7 oz bottles to a case.

9901783 **MOCKAPOLITAN** Cranberry | Juniper | Lime
Stocked in IL and VA; Non-stock in TX and CA

9901774 **MOCKARITA** Lime | Orange Botanical
Stocked in IL and VA; Non-stock in TX and CA

9901781 **SANGRIA** Chianti Grape | Spicy Citrus
Stocked in IL and VA; Non-stock in TX and CA

9901787 **MOCKSCOW MULE** Ginger | Lemon Sour
Stocked in IL and VA; Non-stock in TX and CA



FOR THE PASTRY CHEF

Girish Fatnani, Pastry Specialist

FEEL THE RUBY SPARK



Ready for the biggest chocolate revolution in 80 years?



It's official: ruby is the 4th category of chocolate, after dark, milk and white — and the biggest innovation since white chocolate was discovered 80 years ago. The gift of mother nature has surprised and bedazzled us with a completely new chocolate taste and color experience, born from the ruby cocoa bean — without adding any colorants or fruit flavorings. Ruby chocolate is the result of meticulous selection and expert crafting of ruby cocoa beans. Both the taste and color are delicate, and preserving them during the creation process requires a few rules of thumb.

GETTING STARTED WITH RUBY RB1

STORAGE: *Exposure to light, air, humidity and high temperatures may cause Ruby RB1 to change color.*

- Store Ruby RB1 in a clean, dry (relative humidity <70%) and odorless environment
- To maintain color and overall quality, airtight packaging and protection from light is recommended.
- Storage temperature: 12-20°C (54-68°F)

PROCESSING: *Too hot or humid working conditions may cause Ruby RB1 to change taste and color.*

- Process Ruby RB1 in a clean, dry (relative humidity <70%) and odorless environment.
- Using Ruby RB1 in the wheel and tempering machine for a few days does not affect its taste or color; however, ensure continuous movement (stirring) to avoid separation.
- When keeping Ruby RB1 in liquid condition, it is mandatory to maintain processing temperature between 40-50°C (104-122°F)

Callebaut Ruby RB1 is the first ruby chocolate dedicated to artisans. Immerse yourself in its ruby color and lose yourself in its intense fruitiness and fresh, sour notes. Although it's at its best when used in its pure form, Ruby RB1's unique taste and color invite you to create unique pairings and explore new ideas for confectionery, pastries and desserts. And with its all-round fluidity, Ruby RB1 is perfect for a wide range of applications ranging from confectionery molding and enrobing to ganaches, pastry mousses and much more.



Ruby RB1 satisfies a couple of consumer desires — it satisfies those looking for a hedonistic experience (primarily aged 18 to 35 years old) as well as those looking to make conscientious purchases, as the purchase of Ruby RB1 supports cocoa farmers.

Let Ruby RB1 be the spark to ignite fresh creativity.



7083394
RUBY RB1
1/5.51 LB. (2.5 KG.) BAGS

Stocked in IL, TX, VA and CA

- ⇒ 33% Cacao
- ⇒ 26% Milk
- ⇒ Standard Fluidity: 3 Drop
- ⇒ A great fit for almost any application



INDUSTRY TRENDS

Retail & Foodservice

IDDDBA SHOW 2019 SHINES A LIGHT ON CHANGE & OPPORTUNITY

ORLANDO, Fla. — Today, grocers, convenience store operators and other foodservice retailers do business in a space full of new challenges and opportunities, but as International Dairy Deli Bakery Association (IDDDBA) Chairman Rick Findlay pointed out at the group's recent annual show, change isn't coming — it's already here.

Findlay, who also serves as vice president of fresh at Fresh Thyme Farmers Market, discussed some of the most important changes during the opening general session of the 2019 IDDDBA Show.

"Consumers no longer shop in the same manner they did before," he said. This includes venturing beyond the local supermarket to other channels and specialty stores, but it also means consumers are actively seeking out new flavors, tastes and products. At the same time, they still enjoy eating at home and turning to their personal go-to comfort foods. The key to success is identifying how consumers have evolved and adapting to meet their needs today.

The market for natural and organic offerings is growing significantly as consumers try to cultivate a lifestyle in which they eat healthier, feed their family better and live longer, according to Findlay. "It's growing well ahead of traditional groceries," he noted.

Plant-based products and alternatives to traditional items also have skyrocketed in recent years, outpacing overall food sales by a factor of 10, the chairman cited. "That's simply a trend we can't ignore," he cautioned show attendees.

Dairy is still relevant, with many consumers purchasing both milk and substitutes like almond milk, so the right move is to find a balance and offer both, he advised.

Lastly, Findlay advised attendees to look outside the grocery industry and be aware of and learn from competitors. E-commerce, frictionless brick-and-mortar stores and specialty stores all offer consumers a different way to get what they want. He also highlighted convenience stores as an example of competitors that leverage their strengths, specifically offering a time savings to "time-crunched" consumers who want to be in and out quickly.

"True to their name, they offer convenience," he said of c-stores.

A DOUBLE-CLICK CULTURE

Other retail insights provided during the general session came from Kevin Ryan, founder and CEO of Malachite Strategy and Research, a consumer packaged goods- and foodservice-focused insights and innovation agency.

Ryan discussed the ways that digital activity affects consumers' perception of the real world, and what it means for IDDDBA Show attendees. This includes a "double-click culture," in which consumers assume everything has a deeper story and they have the ability and right to see it. "Everything is a hyperlink," he said. One response to this world view could be adding transparency cues, such as QR codes on products, which can provide more information.

The plethora of choices consumers have online can also lead people to feel as if a better deal is always around the corner, and too many options can overwhelm them both online and offline.

Ryan also noted that despite advances in artificial intelligence (AI), driverless vehicles and frictionless checkout, some consumers feel anxiety over the rising level of automation. Eventually, some retailers will and should re-add more human interaction, he said.

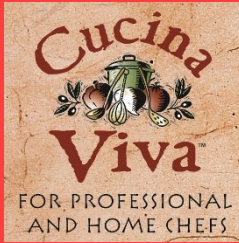
"We're going to have to have those conversations within our companies," Ryan said.

The 2019 IDDDBA Show took place June 2-4 at Orlando's Orange County Convention Center.



Source: [Convenience Store News](#)

LEAVE THE GRILLING TO CUCINA VIVA



Summer 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. The peppers feature occasional flecks of black from the roasting process, giving them that just-grilled look without the work. The Roasted Red Peppers are available in both foodservice and retail pack sizes.



7882673 Roasted Red Peppers 12/15.9 oz.

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

1914843 Roasted Red Peppers 4/8.8 lb.

Stocked in IL, TX, VA and CA

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. Use these tomatoes to take your pizza, pasta, sauces, meat dishes and soups from ordinary to extraordinary!

1441201 Roasted Red Tomatoes 6/64 oz.

Stocked in IL, TX, VA and CA



7022200 Roasted Red Cherry Tomatoes 3/64 oz.

Stocked in IL, TX, VA and CA

7022332 Roasted Yellow Tomato Segments 3/64 oz.

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

7022334 Roasted Red Tomato Segments 3/64 oz.

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

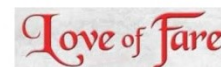
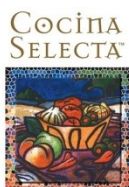
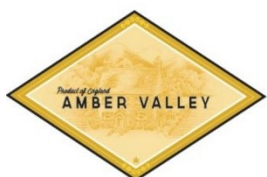


For those who appreciate the flavor that grilling imparts, we suggest you give Cucina Viva Grilled Artichokes a try. These are whole artichokes with stems, grilled to perfection and packed in sunflower oil with spices. They are ready to be enjoyed right out of the tray. Simply warm them to accompany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



1729379 Grilled Artichokes with Stems in Oil 2/3.1 lb.

Stocked in IL, TX, VA and CA



European Imports, Inc.
600 E. Brook Dr.
Arlington Hts., Illinois 60005