

## SEPTEMBER 2017 NEWSLETTER

### THIS MONTH'S INDUSTRY EVENTS

SEPTEMBER 14TH-16TH  
**NATURAL PRODUCTS  
EXPO EAST**  
BALTIMORE, MD

SEPTEMBER 25TH-27TH  
**ANDALUCÍA SABOR  
INTL FINE FOOD EXHIBITION**  
SEVILLA, SPAIN

### NEXT MONTH'S HOLIDAYS & EVENTS

*time to start planning!*

OCT 9 – COLUMBUS DAY  
OCT 31 – HALLOWEEN

*all month long...*

TAILGATING & FOOTBALL  
NATIONAL PUMPKIN MONTH  
NATIONAL APPLE MONTH  
NATIONAL CARAMEL 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**



**GLUTEN FREE**



**KOSHER**



**LACTOSE FREE**



**LOCAL**



**LOW SODIUM**



**NON-GMO**



**NUT FREE**



**TRANS FAT FREE**



**VEGAN**



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## THE FLAVORS OF AUTUMN

The summer is coming to a close and the falling leaves stir our desire for the comfort foods of autumn. Our desire for light summer salads quickly turns to cravings for the hearty traditional foods of the season such as squash and pumpkin, soups and stews. **Cucina Viva Pumpkin Seed Oil** provides the "essence of fall in a bottle." The dark green oil provides the aroma of roasted pumpkin seeds with subtle pumpkin flavors. Combine the oil with a bit of brown sugar and butter to serve on squash, mix with apple cider vinegar for a marinade or salad dressing, drizzle on vegetables or create a sauce for filled pasta.



**3839495**

CUCINA VIVA ROASTED PUMPKIN SEED OIL  
**6/8 oz**

*Currently stocked in Divisions 1 and 4; demand in Division 7*



Autumn's favorite fruit – the apple—is available from European Imports, Inc. in a variety of forms. Start the day off right with a piping hot bowl of **McCann's Instant Apple & Cinnamon Oatmeal** in cups (**7013793**) and envelopes (**9676768**). **Sticky Fingers** has an apple option, too: spread their **Cranberry and Apple Fruit Butter** (**1657289**) on a scone or piece of toast.

To quench your thirst throughout the day, we have a vast lineup of apple juice and apple cider products from Martinelli as well as a new item from **One Kombucha, Apple Spice Kombucha** (**7022365**). Kombucha is a great source of probiotics (healthy bacteria) for the intestines, with loads of vitamins and detoxification properties to cleanse the body and support a healthy immune system.

For a snack attack we have the kid-friendly **Buddy Fruits Squeezes** in a variety of flavors, including **Apple Cinnamon** (**1690193**). These delicious fruit squeezes are a convenient way to snack on fruit any time any place.



One of our savory options, perfect for tailgating, is our **Raisin River Chicken and Apple Sausage** (**7417852**), available in both retail and foodservice size packages.

And for those with a sweet tooth, we have **Apple Danishes** (**4987527**) from **Lecoq** and **Mini Apple Turnovers** (**7020296**) and **Mini Apple Pastries** (**7020289**) from **Delifrance**.



# UNDER THE DOME

## Jeff Babcock, Cheese Specialist



The Giacomini commitment to producing superior-quality, farmstead dairy products began over 80 years ago in the mountains of Italy. Three generations later, Bob Giacomini and his four daughters, Karen, Diana, Lynn and Jill, continue the family tradition on their farm in Marin County, California. The secret to the cheeses made on the farm lies in the unique combination of 3 key ingredients: Grade A milk from a closed herd of Holstein cows that graze on the pastures overlooking Tomales Bay; the coastal fog; and the salty Pacific breezes. Point Reyes Farmstead Cheese Company is committed to sustainable farming practices, humane animal care and respectful land stewardship. Their mission is to make and deliver only the finest quality cheese possible. Their all-natural, gluten-free, award-winning product line consists of Original Blue, (new-to-us) Toma, and Bay Blue, all with distinctive characteristics.

### POINT REYES FARMSTEAD ORIGINAL BLUE



Original Blue has been produced on the family farm since 2000. California's classic style blue cheese is rindless, all-natural and gluten-free. It is milky white in color with blue-green veins throughout and has an ultra-creamy texture. The addictive medium-to-strong flavor is bold with hints of sweet milk and a peppery finish.

Pair this blue with red wine, like Cabernet or Zinfandel, where the fruit-forward berry flavors and a hint of spicy chocolate play nicely with the peppery finish of the cheese. If wine isn't for you, pair with malt-centric beers such as Lagunitas Brewing Company's Hairy Eyeball or Imperial Stout. Last but certainly not least, Original Blue and vintage port are outstanding together!

**3519735** ORIGINAL BLUE CRUMBLES **2/5#**

*Currently stocked in Divisions 1 and 4; demand in Division 7*

**3519160** ORIGINAL BLUE WHEEL **1/6.5#**

*Currently stocked in Divisions 1, 4 and 7*

**7019852** ORIGINAL BLUE WEDGES **16/6Z**

*Currently stocked in Division 1*

### POINT REYES FARMSTEAD TOMA



In Italian, Toma means "wheel of cheese made by the farmer himself." What better way to describe this, our most versatile, any time, any table cheese? Toma is a natural, pasteurized, semi-hard table cheese that is creamy in texture, buttery in flavor with a grassy, tangy finish, and boasts a waxed rind.

The perfect anytime snacking cheese, Toma is excellent for melting into pasta or risotto or between two slices of bread in an elevated grilled cheese. Grate on top of grilled vegetables or fall favorite soups. This cheese is so versatile it can be paired with sweet (like peaches and fruit compotes) or savory (like toasted nuts or sautéed greens) and served with hop-heavy beers, Pinot Noir or scotch.

**3513551**

TOMA WHEEL

**1/9#**

*Currently stocked in Division 1; demand in Divisions 4 and 7*

### POINT REYES BAY BLUE



Inspired by the sheer natural beauty of the coastal climate and locale, Bay Blue is a rustic-style blue cheese reminiscent of Stilton. It has a fudge-like texture with a beautiful natural rind and only mild blue pungency. It is known for its mellow flavor and sweet, salted caramel finish.

In the kitchen, the options are endless. Bay Blue is great on top of a succulent steak or burger, melted into mushroom risotto, or shaved onto poached pears or grilled peaches. The star of an after-dinner cheese course, Bay Blue is perfect for savoring alongside a glass of Vintage Port or Barrel-Aged Scotch.

**7012881**

BAY BLUE WHEEL

**1/6#**

*Currently stocked in Divisions 1 and 4; demand in Division 7*



# WILD AND UNIQUE FOODS

Tim Doyle, Meat & Game Specialist



## SLICED PARMA HEAVEN

Maestri, *Masters of Prosciutto*, have introduced a sliced, traditionally-cured ham from Parma, Italy. The prosciutto is freshly sliced and packaged in a USDA, SQF-certified, state-of-the-art facility in Virginia to ensure the best quality and longest shelf life possible. The prosciutto we receive has been sliced-to-order with a two week lead time from the time they slice and package to the time we receive the product.



Each thin slice is separated by a sheet of paper for easy preparation.

Maestri selects only top-quality, fresh pork hams, which is the most important ingredient of Maestri Prosciutto. Their rigorous selection of the hams ensures the right freshness, weight and fat content for prosciutto. The fresh hams are salted by hand in a plant in the Parma region of Italy. This operation is carefully controlled so that the ham absorbs only enough salt to preserve it, ensuring that sweet-tasting and supple meat remains. After salting the hams, they go through a curing process of a minimum of twelve months. This process recreates the natural rhythm of the four seasons. Maturing is a process which, thanks to sea salt and controlled environmental conditions based on optimal temperature and humidity, dries the fresh meat and transforms it into prosciutto. In a few words, impeccable, fresh, bone-in hams; quality, skillful workmanship according to ancient recipes; and slow air curing time is what makes Maestri Prosciutto an inimitable product with its unique taste—*intense and undefined*.

Maestri Prosciutto is made with only select pork hams and Mediterranean sea salt. Their prosciutto is 100% all-natural and free of additives and preservatives, like phosphates, nitrates and nitrites. It is also gluten- and lactose-free, and an excellent source of high-quality complete proteins, vitamins, and minerals, particularly phosphorus, zinc and potassium. Due to its high nutritional value and easy digestibility, it is suitable for any diet. *That's what I'm talking about!*

**7022547**

PROSCIUTTO SLICED  
Currently stocked in Divisions 1, 4, and 7

**5/1#** (APPROX. 32-34 SLICES PER 1#)



# FOR THE PASTRY CHEF

*Girish Fatnani, Pastry Specialist*



## NEW PREMIUM INGREDIENTS FROM PREMIUM GASTRONOMIE

Gelified Cointreau® concentrate was developed for professional use using the same maceration and distillation process as the world-renowned Cointreau® liqueur, with the perfect balance of sweet and bitter orange peels selected for their exquisite taste characteristics. With no added sugar, artificial colors or preservatives, its flavor is naturally 4 times more intense than its liqueur counterpart. Gelified Cointreau® concentrate is not only unique, it's a delight to your senses!

**7022044** ORANGE GELIFIED COINTREAU 50% ABV **6/2L**  
Currently stocked in Division 1



Griottines® are delicious wild Morello cherries, with the stone removed. This recipe is a closely guarded secret. Griottines® can be used in both sweet and savory recipes, as well as cocktails, opening the way for a world of creativity!

**3236306** GRIOTTINES, CHERRIES IN BRANDY **1/3L**  
Currently stocked in Divisions 1, 4, and 7



## NEW SHAPES FROM DELIFRANCE THAT WILL MAKE YOUR HEART MELT

This new Heart Macaron Duo from Delifrance brings you a perfect combination of vanilla-strawberry flavored and raspberry flavored heart-shaped macarons in a new shape you're sure to fall in love with at first glance. These sweet treats are ideal for all love-filled occasions, including Valentine's Day, Mother's Day, and year-round at special occasions like Bridal Showers, Weddings, or Baby Showers. The Heart Macaron Duo is available any time of year and the case includes two trays of 35 of each flavor for a total of 70 per case.

**7027859** HEART MACARONS DUO **1/70 CT**  
Currently stocked in Division 1





# SPECIALTY GROCERY

## Akhmal Teal, Grocery Specialist

### A NEW TWIST ON AN OLD FAVORITE

Italian gastronomy has helped elevate the tomato from a product that was formerly shunned—*due its belonging to the Solanaceae (or nightshade) family of plants, in which some family members are considered highly toxic*—to the main component in the ever-popular marinara sauce. Tomatoes are not only an important ingredient in pasta sauce or pizza sauce, they also pair well with basil and fresh mozzarella for a late summer treat!



**7022334**        
**ROASTED TOMATO SEGMENTS**  
**3/64 OZ. BAGS**  
Currently stocked in Division 1

Just as the history of the tomato has changed over time, so have our Cucina Viva Roasted Tomatoes! Our new tomatoes are now sourced from Turkey and are available in more user-friendly pack sizes. These two new roasted tomato products will tantalize your taste buds and improve the flavor of your recipes.

The first is Cucina Viva Roasted Tomato Segments. These Mediterranean delicacies are quartered Roma tomatoes that are slowly roasted to lock in the flavor and sweetness, then topped with a dash of vinegar to create an uplifting bite on the finish. The contrasting sweet and bitter flavors of this tomato makes it unique from the other products on the market. The tomato segments are then bathed in a mixture of canola oil, garlic, and oregano that acts as both a natural preservative and a dressing. These tomatoes are best used in pastas, on pizzas, or as a bold addition to a panini.



**7022200**        
**ROASTED CHERRY TOMATO**  
**3/64 OZ. BAGS**  
Currently stocked in Division 1

The second new item is the Cucina Viva Roasted Cherry Tomato. This is a fully-ripened Cherry Tomato that has been cut in half, slowly roasted and finished like the Roasted Tomato Segment. They are perfectly round and will cup beautifully on a pizza while adding a distinct layer of flavor. The food service possibilities from both a visual (plating) and flavor perspective are very exciting and will give chefs something new to experiment with in order to delight their customers. Try these tomatoes in pasta recipes or atop crostini for a bold bruschetta!

These two new items are sold frozen in three bags per case, and if kept frozen, have year long shelf lives. Once defrosted, the tomatoes have a 30 day shelf life under chilled conditions.





# SPECIALTY GROCERY, CONTINUED

Akhmal Teal, Grocery Specialist

## SWEET HEAT

now even more convenient to eat!

In August, we showcased one of our hottest new items, Mike's Hot Honey, in two versatile bottles. We have had a very successful initial launch of these items with positive feedback. Now, we're adding two new pack sizes to the Mike's Hot Honey assortment for even more versatility!



For foodservice, we have a 100 count case, perfect for tabletop and to-go order use at restaurants. We also have a case containing two 24-packet displays that can be sold on the shelf or by a register as a grab-and-go option.

**7022281** BULK PACKETS **100/.75 oz**

Currently stocked in Division 1

**7022282** DISPLAY PACKETS **2/24/.75 oz**

Currently stocked in Division 1

Mike's Hot Honey. *Don't Leave Home Without it.*

Fun Fact: Mike's Hot Honey is now served on IKEA's Chicken and Waffles!



## FIRE & SPICED

makes everything nice.



Remember that hot cinnamon explosion in your mouth after eating those little red candies when you were a kid? Pop one in and...wow! Well, it's back!



Tillen Farms® is introducing a new flavor to their cherry assortment. Tillen Farms® Fire & Spiced Cherries combine pure Cinnamon and Chili Extracts with Oregon grown fruit, making a devilishly great combination. Tillen Farms® cherries are crafted from only natural ingredients—nothing artificial and no red dye is ever used, only the delicious, real cherry flavor born from the rich soils of the Pacific

Northwest. The cherries are pitted with the stem on so they can be consumed quickly and easily. Add some Fire and Spiced Maraschino Cherries to your decadent desserts and your liquid libation creations, like a Spicy Manhattan.

Perfecting this balance of flavors isn't easy...after all, *the Devil is in the details.*

**7025383**

CHERRIES, FIRE & SPICED

**6/13.5 oz**

Currently stocked in Division 1



THE DEVIL  
MADE US DO IT.





# INDUSTRY TRENDS

## Retail & Foodservice

### FOOD TECH FOR THE FUTURE

From the farm to the table and beyond, small start-ups and large companies alike are churning out futuristic technology that holds the promise of changing the way we produce, consume, and purchase food. The Specialty Food Association published a list of eight of the most intriguing advances in food tech and how they're poised to shake up this ever-evolving industry, and we've listed a few of our favorites here.

#### REPLACING PALM OIL WITH INSECT FATS

Edible insects are being used in everything from protein bars to baking flour, and now they're poised to disrupt another segment of the food industry. Biteback, an Indonesia start-up is working toward both helping the environment and addressing global food insecurity issues by creating cooking oils made with superworm fats.

Superworms are rich in healthy fatty acids and unsaturated fats, and reproduce rapidly enough to surpass palm oil in both yield and efficiency. They're also an excellent source of iron, which could help prevent the iron deficiency that plagues more than 2 billion people around the globe. With the prevalent use of cooking oil both in home and packaged goods, Biteback's insect oil could make a significant difference.

#### SERVICE WITH A FLICK OF THE WRIST

Restaurateur Danny Meyer has partnered with a reservation start-up to change the way restaurant employees receive information. Using technology to heighten the dining-out experience is nothing new, but New York City's Union Square Café has integrated reservations, mobile payment, a point-of-sale system, and front-of-house service communications into a system that runs on the Apple Watch. Managers and sommeliers don the gadget on their wrists to receive alerts every time a VIP enters the restaurant, someone orders a bottle of wine, a new table is seated, a guest waits too long to order her or his drink, or a menu item runs out. The technology is poised to eliminate operational hiccups and unnecessary steps associated with on-the-floor service.

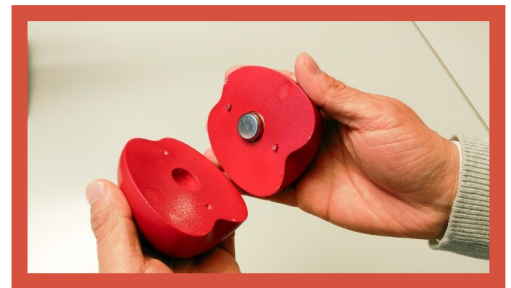


#### FOOD AND BEVERAGE FOR THE SELFIE GENERATION

The art of the selfie has taken on new life thanks to technology aimed at integrating food, beverage, and self-portraits. Soft-drink giant Coca-Cola has developed a bottle with a built-in camera that automatically snaps a photo every time the user takes a sip. While the novelty bottle was only produced in limited quantities by Coca-Cola Israel, it is offering a glimpse of things to come.

#### FAKE FRUIT TO THE RESCUE

Keeping fruit fresh during transport from the farm to the store shelf can be difficult. Refrigeration within shipping containers can't always be depended upon and current monitoring techniques sometimes don't work. Enter the artificial fruit sensor: a faux piece of fruit that collects data about core temperatures during the journey.



While fruit core simulators are not new, this version, created by researchers at the Swiss Federal Laboratories for Materials Science and Technology, promises more precise data thanks to a filling made from water, carbohydrates, and polystyrene. Made to look like an apple, orange, mango, or banana, the sensor mimics the exact composition of the fruit it is traveling with in order to get the most accurate readings. When a shipment has gone bad, the data can be analyzed to find out where things went wrong during travel.

Source: Specialty Food Magazine

exclusively available to you through  
**EUROPEAN IMPORTS, INC.**

## THE HEALTHY BENEFITS OF OLIVES

Long a symbol of peace, the olive branch brings us a marvelous, healthy fruit. We all know the benefits of cooking with olive oil, but did you know that eating olives has even more benefits?

Olives are rich with antioxidants which are lost during the cleaning process before making olive oil. Olives also have fiber, calcium, magnesium and potassium, plus some nutrients that vary depending on the type of olive. Olives are concentrated in monounsaturated fats, are a good source of vitamin E, and contain a variety of beneficial active phytonutrient compounds including polyphenols and flavonoids, which also appear to have significant anti-inflammatory properties.

The easiest way to benefit from all the healthy properties of olives is to eat them right out of your hands. Olives can also be used in a variety of other applications such as in salads or antipasti, as a focaccia or pizza topping, even dropped in a martini!

Whether you are looking for a new olive for the shelf or your olive bar, we have the olives for you. European Imports, Inc. sells many brands of olives, but the following three brands are offered to you exclusively from European Imports, Inc. Each brand offers a variety of tastes and textures so there is surely one to please the olive lover in you.

Cocina Selecta Olives *imported from Spain:*

**Retail:**

*Currently stocked in Divisions 1 and 4; demand in Division 7:*

1699527	Pimiento Stuffed Olives	12/3 oz
1004975	Garlic Stuffed Olives	12/4.5 oz
6638979	Blue Cheese Stuffed Olives	12/10 oz
8185308	Pimiento Stuffed Queen Olives	12/10 oz

**Bulk:**

*Currently stocked in Divisions 1 and 4; demand in Division 7:*

5634757	Pitted Queen Olives	4/66 oz
1700188	Blue Cheese Stuffed Olives	4/80 oz
1700176	Pimiento Stuffed Olives	4/80 oz
2189906	Chipotle Stuffed Olives	4/80 oz

Life in Provence Olives *imported from France:*

**Retail:**

*Currently stocked in Divisions 1, 4, and 7:*

5398753	Black Oil Cured Olive with Herbs de Provence	12/4.5 oz
1725946	Pitted Provencal Olive Mix	12/3.53 oz
8141327	Green Picholine Olives	12/4.5 oz
6354690	Olive Nicoises	12/4.5 oz

**Bulk:**

*Currently stocked in Divisions 1, 4, and 7:*

7107568	Black Oil Cured Pitted Olives	1/8.8lb
4920736	Green Pitted Olives with Herbs	1/11 lb
0857771	Nicoises Olives	1/11 lb
4551156	Pitted Nicoises Style Olives	1/11 lb
5136342	Green Picholine Olives	1/11 lb
8651590	Pitted Provence Olive Mix	1/8.8 lb

*Currently stocked in Division 1; demand in Divisions 4 and 7:*

8066447	Andalusian Olive Mix	1/11 lb
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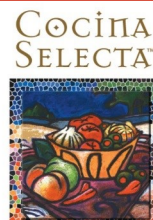
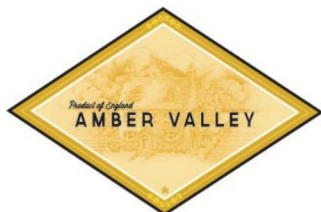


Cucina Viva Olives *imported from Italy:*

**Bulk:**

*Currently stocked in Divisions 1, 4, and 7:*

3192321	Black Cerignola Olives Tin	2/5.5 lb
6415630	Red Cerignola Olives Tub	2/5 lb
6552166	Dark Green Cerignola Olives Tub	2/5 lb
6415489	Green Castelvetro Olives Tub	2/5 lb
1401381	Pitted Italian Olives with Oil & Spices Tub	4/4.4 lb
4171775	Pitted Antipasto Olives Tub	1/4.4 lb
<i>Currently stocked in Divisions 1 and 4; demand in Division 7:</i>		
3192180	Green Cerignola Olives Tub	2/5.5 lb
6489953	Ligurian Olives Tub	2/5 lb
8070464	Gaeta Olives Tub	2/5 lb



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