

SEPTEMBER 2018 NEWSLETTER

THIS MONTH'S INDUSTRY EVENTS

SEPT 13TH-15TH
NATURAL PRODUCTS
EXPO EAST
BALTIMORE, MD

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

OCTOBER 8TH
COLUMBUS DAY

OCTOBER 31ST
HALLOWEEN

all month long...
TAILGATING & FOOTBALL
NATIONAL PUMPKIN, APPLE AND
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**
-  **DAIRY FREE**
-  **EGG-FREE**
-  **GLUTEN FREE**
-  **KOSHER**
-  **LACTOSE FREE**
-  **LOW SODIUM**
-  **NON-GMO**
-  **NUTS FREE**
-  **SOY FREE**
-  **SUGAR FREE**
-  **TRANS FAT FREE**
-  **VEGAN**



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TAILGATING CONVENIENCE

Are you ready for football season? The start of football season means the start of tailgating. We all know what it takes for a great tailgating party—adult beverages, games and tasty food—but how do you get tasty food without spending all your time at the grill? We suggest you upgrade your tailgating game with sausages. Sausages grill up quickly and easily, and are delicious flavor bombs. Take your pick, any of these brands will hit the flavor mark.



Let's start with one of our newer brands, **Big Fork**. It takes two words to describe Big Fork: Bacon Sausage. Their sausage is made the traditional smokehouse way, with one difference: they cram as much bacon into each sausage as they can. On the premise "bacon makes everything better," they're making sausage better with bacon. Available in eight bacon packed varieties.



Next up is an old favorite, **Chateau Royal**. Chateau Royal has been defining the art of gourmet sausage making since 1988. Their extensive line of gourmet sausages combines unique flavors to create sausages with outstanding taste and quality.

Another relatively new line, **Jolly Posh**, brings us quintessential Irish and English foods. Their best-selling traditional Pork Bangers are a classic. Made with prime cuts of succulent pork, these fabulous sausages are smashingly seasoned with a delicate balance of white pepper, nutmeg and ginger. Tasty!



Up next is Nueske's. The makers of some of the best Applewood smoked meats on the market are also the producers of some of the best brats available. Try one of their three flavored brats and you'll be hooked!

Up last is our exclusive brand, **Raisin River**. Raisin River produces a line of all natural sausage perfect for grilling at your next tailgate party. Read more about Raisin River sausages on the back cover.

UNDER THE DOME

Jeff Babcock, Cheese Specialist

THE ACADEMY AWARDS OF CHEESE



Each year the American Cheese Society has a conference and competition, moving from city to city, drawing cheese people from all over the United States; even the world. It is the most esteemed national event for cheese and the “who’s who” in cheese is in attendance, like the Academy Awards for cheese. For me, it feels like going to a gigantic family reunion. This year it was in Pittsburgh and was aptly named ‘Forged In Cheese,’ tying in to the Steel City imagery.

One of the great events that takes place is the ‘Meet the Cheesemaker’ event, where one can wander through a hall filled with cheese companies, taste their products and visit with the actual people who make the cheese. This year there were about one hundred tables of cheese, and it was staggering to see so many emerging ideas and new faces.

The conference also has a number of educational sessions and tasting forums, but the big event for the cheesemakers is the competition—and eventually, award announcements. The competition is divided into over 100 categories, and the entries spanned 35 states and 5 countries in total. The judging is a grand process, as nearly one thousand cheeses have to be looked at and evaluated! We are proud to say quite a few of our suppliers were recognized for their excellence; here are a few first place cheeses from our suppliers:

- Widmer’s Traditional Washed Rind Brick Cheese (**SUPC 1841762**) and Spread (**SUPC 1435688**)
- Old Chatham’s Ewe’s Blue (**SUPC 1845892**)
- Vermont Creamery’s Bonne Bouche (**SUPC 7812276**) and Lightly Salted Cultured Butter (SUPCs **3494945**, **6517452**)
- Tulip Tree Trillium (**SUPC 3448770**)

Click [here](#) for a full list of winning cheeses.

During the conference, the Internacional Guilde des Fromage also meets and inducts new members, which is a fun ceremony and a great place to see old friends.

The final event is the Festival of Cheese where all the entries from the competition are put on display! If you love cheese this is the place to be; it is breathtaking and overwhelming, not to mention delicious.

Festival of Cheese



Awards Ceremony



Guilde Induction

The Quickes Team



WILD AND UNIQUE FOODS

Tim Doyle, Meat & Game Specialist

TRADITIONAL ROPE HUNG SMOKED SALMON



MACKNIGHT
THE SALMON SPECIALIST

The MacKnight Food Group is one of the world's leading bespoke food companies. Renowned as the "Connoisseur's Choice" in its core smoked salmon market, it has a proud history of award-winning products which match innovation with the best traditional methods. Established more than 30 years ago, the family firm has state of the art facilities in Miami, Nevada and the UK.

MacKnight's imported, rope-hung, oak-smoked salmon represents a return to the finest historical traditions of culinary excellence I have seen in the smoked salmon world. In pursuit of extraordinary taste, it rejects the speed and convenience of some modern smoked salmon production in favor of time, precision, care and attention. And the difference is undeniable.

Many smoked salmon producers from around the world use fish that can be reared fast with enhanced feed. They then mechanically process the fish, cure it with chemical smoke for flavor, and smoke it quickly to achieve the desired color.

MacKnight throws modern methods out the window and hits it out of the park with their Kosher-Certified, Rope-Hung, Oak-Smoked Salmon. Sometimes, the old ways are truly the best, and this is absolutely the case with MacKnight's Smoked Salmon.

Let's start with the fish...

MacKnight uses only the finest Atlantic salmon from producers who have the highest accredited aquaculture standards, period. The company proudly holds the highest achievement in the Best Aquaculture Practices (BAP) third-party certification program, earning the four-star BAP status by the Global Aquaculture Alliance. To ensure consistency in the production process, they hand select the salmon to ensure they are comparable in terms of size and weight so they can be cured and smoked for the ideal time.

The hand-trimmed fish is left to cure in sea salt for up to two days. It is then manually rope hung and smoked, using real oak chips, for up to three days. Although three days is a significant length of time, the result is in no way over smoky.



Hanging the salmon, rather than smoking it laid flat, makes it more tender and full-flavored, and the fish retains more of its healthy oils. Following the smoking, it is carefully hand sliced to give the best possible finish and to make the most out of the unique texture of each individual fish. The sublime result is evident to the eye and the taste buds—simply put, it is incredible!

Over the last 30 years the MacKnight Food Group has a proud tradition of winning numerous culinary and quality awards across the globe. Recently, the rope hung traditional Scottish salmon was the only British product to win three stars at the coveted Great Taste awards.

7054465

ROPE HUNG SCOTTISH SMOKED SALMON
2/2-4 LB

Stocked in IL; Non-stock in TX and CA



SPECIALTY GROCERY

A DEEP DIVE INTO NEW LINE EXTENSIONS

1883 SYRUPS BY MAISON ROUTIN

Stocked in IL; Non-stock in TX and CA

Earlier this year, we introduced a line of 20 assorted 1883 Syrups from France. The line included flavors that were suited for both the coffee and cocktail bar. And with only two 1 liter bottles in a case, it's easy to stock up on a variety of flavors! We now have a few more flavors to add to this list.



7950159 Pumpkin Spice Syrup **2/1L**

A delicious blend of spices and pumpkin, enjoy the classic, fall flavor of pumpkin spice in a variety of beverages.

7950217 Watermelon Syrup **2/1L**

7940673 Cherry Syrup **2/1L**

7940624 Blueberry Syrup **2/1L**

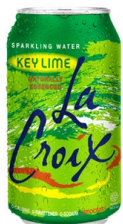
Enjoy these refreshing, fruit flavors in your sodas, smoothies, juices, cocktails and more!

5000348 Rose Syrup **2/1L**

Pure, simple, intense and powerful, this syrup allows for limitless interpretation. Sweet with a delicate floral touch, it will win everyone over!

7053144 Syrup Pump **1/10ct**

This black, plastic syrup pump will deliver 1 dose of syrup, equivalent to a quarter ounce.



LA CROIX NEW FLAVOR ALERT

Meet La Croix's most recent addition—Key Lime—and allow its tropical aroma to instantly whisk you away to the Florida Keys! It starts with the creamy note of toasted meringue, followed by the tart, crisp Key Lime essence, trailing with a rich, graham cracker finish.



7056409 Key Lime Sparkling Water **2/12/12 oz**

Stocked in IL; Non-stock in TX and CA

MIKE'S HOT HONEY FOODSERVICE

This chili-infused honey has been a favorite since we first introduced it a year ago, and we don't see it slowing down! Now in a bulk jug, this is perfect for use in foodservice kitchens and microbreweries (*think hot honey beer*).

7056981

Hot Honey Bulk Jug

1/192 oz

Stocked in IL; Non-stock in TX and CA



KEWPIE FOODSERVICE

For years, European Imports only carried the traditional Japanese Mayo—and with good reason! This mayonnaise, in its iconic squeeze bottle, is a favorite in both Japan and internationally. Just a couple months ago, we were thrilled to announce the Kewpie line expansion, which included an extensive line of dressings, perfect for use as marinades, sauces and conventional dressings. We have since added many flavors in larger foodservice sizes.

The following items are stocked in IL and CA; Non-stock in TX

7049688 Roasted Sesame Dressing **4/64 oz**

7049686 Yuzu Kosho Dressing **4/64 oz**

7049602 Garlic Onion Dressing **4/64 oz**

7049597 Japanese Mayonnaise **4/64 oz**

The following item is stocked in IL; Non-stock in TX and CA

7049606 Mayonnaise ("Blue") **4/1 gal**



LA PANZANELLA OAT THINS

Stocked in IL; Non-stock in TX and CA

La Panzanella is known for their Croccantini crackers, crafted with only the finest ingredients and there to make every occasion memorable. But after multiple requests and countless tests, they have introduced their new Gluten-Free Oat Thins, hand-crafted with only simple, wholesome and Certified Gluten-Free ingredients. Available in 3 flavors.



7056899 GF Toasted Oat Thins **16/5 oz**

A simple blend of nutty oats and subtle spices.

7056709 GF Roasted Garlic Oat Thins **16/5 oz**

A flavorful medley of roasted garlic and oats.

7056900 GF Rosemary Oat Thins **16/5 oz**

Balanced combination of fresh rosemary and toasted oats.

NEW PARTNERS CRACKERS LINE

Stocked in IL; Non-stock in TX and CA

Hearty, crisp and wholesome, Partners Artisan Hors D'Oeuvre Crackers are excellent for creating elegant party platters or having with a light lunch. Seasoned with the finest ingredients, each cracker offers you and your guests something a little extra special.



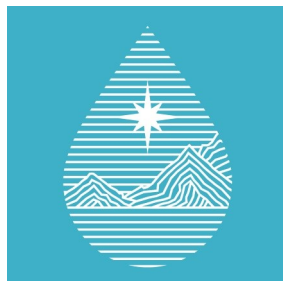
7062198 Traditional Crackers **6/4 oz**

7062152 Sweet Onion Crackers **6/4 oz**

7062097 Olive Oil & Sea Salt Crackers **6/4 oz**

7062090 Black Pepper Crackers **6/4 oz**

SPECIALTY GROCERY, CONTINUED



Like many inspiring ideas, KOPU started with a love story. Founders Justin and Mindy Mahy fell for each other in New York City, moved to California, got married, and visited New Zealand on their honeymoon. After tasting the purity of the water in Justin's birth country they hatched a plan to bring this experience home. Together they launched KOPU, building a brand founded on love and respect for the planet and each other.

KOPU is led by a simple belief: purity is the ultimate luxury. Sourced from the land of pristine wild beauty and unbridled adventure, KOPU sparkling water is as pure as the Morning Star herself. From the gently effervescent taste to the eco-friendly bottle, KOPU provides an opulent experience for both the consumer and the planet.

THE WATER

KOPU is sourced from an aquifer thousands of feet below the dormant volcanoes of New Zealand's Bay of Plenty. The water is then infused with pure effervescence to create KOPU's signature luxurious taste.

KOPU hydrates the body and introduces an ethos of vitality and boundless possibility. It is light and sweet with a delicious sparkling sensation. The water benefits from naturally-occurring silica, known as the "beauty mineral" for its hair, nail, and skin enhancing properties (see a list of all minerals in KOPU water below).

MINERAL CONTENT IN MG/L

CALCIUM	MAGNESIUM	POTASSIUM	CHLORIDE	SODIUM	SILICA	NITRATE
3	2	3	7	12	89	0

TOTAL DISSOLVED SOLIDS: 140

SUSTAINABILITY

KOPU strives to deliver the best tasting sparkling water in the world while minimizing their impact on the Earth. Their ethos demands true transparency in reaching for this excellence.

For example, they have created the most sustainable water bottle on the market. The recyclable, resealable aluminum bottles are designed with intention as the most eco-friendly alternative to glass and plastic.

RECYCLING

75% of all aluminum that has ever been created is still in use today. Further, aluminum generates up to 70% of municipal recycling revenues – funding the recycling of plastic, glass and paper. *A single KOPU bottle funds the recycling of 400 plastic or 50 glass bottles!*

TRANSPORT

Aluminum bottles weigh 80% less than equivalent-sized glass bottles. The sleek, durable, and lightweight design is ideal for an active lifestyle and perfect for hydrating by the pool or on the beach. Plus, aluminum stays cooler longer and avoids a plastic aftertaste!

We are excited to introduce KOPU Sparkling Water in two sizes. Try KOPU Sparkling Water today and discover why the ultimate luxury is purity.

7056915
SPARKLING WATER
24/12 oz

Stocked in IL; Non-stock in TX and CA

7056920
SPARKLING WATER
12/23 oz

Stocked in IL; Non-stock in TX and CA



FOR THE PASTRY CHEF

Girish Fatnani, Pastry Specialist

INNOVATION IN FINE CHOCOLATE



Valrhona has been producing the world's finest chocolate in the small village of Tain L'Hermitage, France since 1922. Although old in its roots, Valrhona is constantly innovating and bringing new, unique items to the forefront. Below are three of the most recent additions to the Valrhona lineup.

7031536
BLOND ORELYS 35% 
1/3 KG.

Stocked in IL; Non-stock in TX and CA

As the newest addition to Valrhona's innovative Blond® Range, ORELYS™ 35% gets its unique bronze color and distinct earthy flavor from a special ingredient: Mauritian Dark Muscovado Sugar. To obtain this natural sugar, sugar cane is crushed then pressed to extract the juice. This juice is heated, dried, and ground. Because of its natural molasses content, muscovado sugar has a rich brown color and delicate maple aromas. Hints of biscuit complement the freshness as you taste the chocolate.


ORELYS™ is a 35% couverture and can be used in molded products, bars, mousses, cream mixes, ganaches, ice creams and sorbets. It pairs well with herbs and spices like cinnamon, tea, vanilla, mint, and paprika; fruits like banana, apricots, pears, red berries, kiwis, and citrus; and other flavors like cookies, coffee, caramel and champagne.



7031597
50 % PECAN PRALINÉ 
1/5 KG.

Stocked in IL and TX; Non-stock in CA

A 50% Pecan Praliné with a natural fruit flavor and a beautiful brown color complemented with mahogany accents.

7022502
ITAKUJA 55% 
1/6.6 LB

Stocked in IL; Non-stock in TX and CA

This Single Origin chocolate from Brazil has a cocoa-rich, intense dark chocolate flavor and aromas of passion fruit, combining all of the aromas and flavors that make Brazil special. This chocolate's intense flavor and aroma is developed using Valrhona's Double Fermentation Process.



Simply put, Double Fermented Chocolate builds on that already rich cocoa flavor created through the first stage of cocoa fermentation and by initiating a second fermentation bringing in additional outside flavors and aromas.

DOUBLE FERMENTATION

A DIFFERENT KIND OF CHOCOLATE

THE IDEA Double Fermentation Chocolates were first inspired by the perfume technique, "enfleurage," which extracts and infuses aromas. Inspired, Valrhona got to work testing new techniques and exploring new methods for infusing flavors and aromas into chocolate.

FERMENTATION In chocolate, fermentation is the process that creates aromas, bold flavor and rich color. The cocoa beans change through the process and deep flavors and colors are made.

WHY DOUBLE? After the first round of fermentation, a second round, or "double," fermentation is introduced. With Double Fermentation, the chocolate has a pronounced bouquet of fruit aromas, then gives way to the rounded flavors of the terroir.

PARTNERSHIPS With new flavors and terroirs represented, Valrhona's Exclusive Double Fermentation Process was born. These chocolates are a product of creativity and teamwork between Valrhona's experts and their partners in Brazil and Madagascar.

Source: Valrhona

INDUSTRY TRENDS

Retail & Foodservice

TEN FOOD TRENDS UNVEILED AT IFT18

Food and beverage products positioned as healthy and responsibly produced represent a significant market opportunity as consumers become increasingly mindful about what they eat and drink. The rise of the mindful consumer as a key force in product development was one of 10 top trends highlighted at IFT18, the Institute of Food Technologists' annual meeting and food exposition.

Read on for nine more food trends discussed by Innova Market Insights at IFT18.

LIGHTER ENJOYMENT

Consumers are seeking smaller doses of decadence, sparking growth of such products as session beers and lightly salted snacks. The number of global savory snack product launches featuring a "thin" claim doubled over the past five years, and the emergence of enhanced waters containing a hint of flavor adds lighter options to the soft drink market.

"This is a reflection of the industry catering to consumers who want to indulge but at the same time are wanting to look after their bodies," Ms. Moreno Torres said.

POSITIVELY PROCESSED

Processing techniques perceived as natural are gaining favor among consumers who increasingly demand foods with fewer ingredients. "Sprouted," "raw" and "cold-brew" are among growing claims in product launches.

"Consumers very often have a negative perception of what they consider to be highly processed," Ms. Moreno Torres said.

GOING FULL CIRCLE

Heightened awareness of packaging and food waste has inspired product development offering sustainable solutions. More than a third of global food and beverage launches last year featured ethical packaging claims such as biodegradable or compostable, and a growing number of products highlight the use of upcycled ingredients.

BEYOND THE COFFEEHOUSE

From matcha to mocha, tea and coffee variants are gaining ground outside of the beverage category. The number of snack launches with a coffee flavor has doubled over the past five years. At the same time, tea and coffee product launches are growing full steam ahead, providing numerous innovation opportunities around flavor and

functionality. Half of U.S. consumers seek more flavor fusion in beverages.

SAY IT WITH COLOR

Social media has sparked a frenzy in vibrantly colored foods and beverages, and many bright hues are linked to health. Beverages tinted with goji berries or turmeric may tout the healing benefits of those ingredients.

DINING OUT, IN

As consumers crave restaurant quality dishes at home, products positioned as gourmet are filling grocery store shelves. One in four meal kits launched last year featured a "fresh" claim, appealing to the desire for an experience.

FROM SNACK TO MINI MEALS

Convenient product launches featuring wholesome ingredients are designed to deliver sustenance on the go. Single portions and snack formats are rising outside of the snack category, filling the role of small meals.

"We all know that nowadays lifestyles have become so busy that it's very difficult to properly sit down at a given time of day and have a proper meal or a normal dinner, so to speak," Ms. Moreno Torres said.

Meat snacks accounted for 6% of global snack launches last year, and fruit and vegetable introductions featuring a "snack" claim grew on average 13% annually between 2013 and 2017, according to Innova Market Insights.

OCEAN GARDEN

Kelp, algae, dulse and wakame appear in a widening assortment of food and beverage products, adding a nutritious twist and umami taste to snacks and meal components. Seafood serves as a stand-in for meat in traditional beef or pork dishes, and sea salt in food and beverage products has increased 106% between 2013 and 2017.

BOUNTIFUL CHOICE

To appeal to diverse consumer tastes, manufacturers are expanding product portfolios to offer a broader variety of flavor, functionality and packaging. Brands are reinvigorating traditional categories, such as peanut butter or ketchup, with "out of the box" innovation.



Source: Food Business News

exclusively available to you through
EUROPEAN IMPORTS, INC.

UP YOUR TAILGATING GAME WITH ALL NATURAL SAUSAGE



With variety and convenience in one product, Raisin River sausages are a tailgater's dream come true. Raisin River sausages are gluten free and no by products are used.

The chicken sausages are all made with Free Bird boneless chicken thighs. Free Bird chickens are raised on family farms in the rolling countryside of Pennsylvania's Amish Country. These chickens are free to roam, hunt and peck in barns that are 33% more spacious than those used by traditional poultry farmers. They are completely vegetarian fed and are free to eat and drink whenever they want. Natural casings are used on all the sausages; plus, no Nitrates or Nitrites are added.

CHICKEN SAUSAGE WITH APPLES

7417852 12/12oz

Stocked in IL and TX; Non-stock in CA

1689646 2/5 LB

Stocked in IL; Non-stock in TX and CA

This sausage has a sweet apple flavor that does not cover up the natural chicken flavor. Fully cooked.



1689720 SWEET ITALIAN CHICKEN SAUSAGE 12/12oz

Stocked in IL and CA; Non-stock in TX

Italian chicken flavor with a hint of fennel and spices to finish. Fully cooked.

1689706

CHICKEN ANDOUILLE SAUSAGE 12/12 oz

Stocked in IL and TX; Non-stock in CA

This chicken sausage is made with Cajun seasonings, fresh onion and garlic. It is coarse ground and spicy, loaded with flavor.

Andouille sausage pork comes from DuBreton all natural, boneless pork butts with no extenders used. The pork is raised without antibiotics and their feed consists of corn, soybean meal, wheat, bread flour, peas, vitamins and minerals. Single family farms mean happier hogs, which means less stress on the animals and a much better flavor profile.

ANDOUILLE SAUSAGE

1689692 12/12 oz

Stocked in IL and TX; Non-stock in CA

1689684 2/5 LB

Stocked in IL and CA; Non-stock in TX

Flavor galore and great back of the mouth heat, this sausage has it all. Natural casings are used which gives the sausage a snap when you bite into it.



1695008 BOUDIN SAUSAGE 10/1 LB

Stocked in IL; Non-stock in TX and CA

A traditional French sausage made with chicken and pork, milk and a touch of cognac.



1648905 CHORIZO SAUSAGE 10/1 LB

Stocked in IL and TX; Non-stock in CA

Chorizo is a traditional Mexican style, fresh sausage made of pork and flavored with chili peppers and paprika.

1695048 LAMB MERGUEZ 4/3 LB

Stocked in IL and CA; Non-stock in TX

1694936 LAMB MERGUEZ 12/12 oz

Stocked in IL and TX; Non-stock in CA

A spicy Mediterranean lamb sausage, perfect cooked on the grill and great for couscous and BBQ.

