

SEPTEMBER 2019 NEWSLETTER

THIS MONTH'S INDUSTRY EVENTS

SEPT 12TH–14TH
**NATURAL PRODUCTS
EXPO EAST**
BALTIMORE, MD

NEXT MONTH'S HOLIDAYS & EVENTS

time to start planning!

OCT 14TH COLUMBUS DAY
OCT 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



FAIR TRADE CERT.



GLUTEN FREE



GRASS FED



KOSHER



LACTOSE FREE



LOCAL



LOW SODIUM



NON-GMO



NON-GMO PROJ. VER.



NUTS FREE



SOY FREE



SUGAR FREE



TRANS FAT FREE



USDA ORGANIC



VEGAN



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EUROPEAN — IMPORTS — a Sysco company

AND THE AWARD GOES TO...

August kicked off with the American Cheese Society Conference, which holds the largest judging and competition of American-made cheeses. Below (and continued on back) we highlight some of the award winning-cheeses available to you through European Imports.

BELGIOIOSO CHEESE

7050507	Stracciatella	6/1 lb.
1st Place	<i>Fresh Unripened Cheeses (Open, Cow's milk)</i>	
1783305	Burrata (4 X 2 oz balls)	6/8 oz.
5585175	Burrata (1 x 8 oz. ball)	6/8 oz.
3rd Place	<i>Italian Cheese—Burrata (All milk)</i>	
3035112	Black Truffle Burrata	6/1 lb.
2nd Place	<i>Cheese with Flavor Added (Open, All & Mixed milks)</i>	

BELLWETHER FARMS

1411919	Formage Blanc	2/30 oz.
8279525	Formage Blanc	8/7.5 oz.
1st Place	<i>Fromage Blanc, Fromage Frais and Quark (Cow's milk)</i>	
1434659	San Andreas	1/3.75 lb.
3rd Place	<i>Sheep's Milk Cheese (Aged 60+ Days)</i>	

CAVES OF FARIBAULT

1695307	AmaBlu	16/4.5 oz.
2nd Place	<i>Rindless Blue Cheese (Cow's Milk)</i>	

CYPRESS GROVE

6054892	Humboldt Fog Mini	4/16 oz.
1st Place	<i>Soft Ripened Cheeses (Open, Goat's Milk)</i>	
3556830	Truffle Tremor Mini	2/1 lb.
3rd Place	<i>Soft Ripened Cheese with Flavor Added (All milk)</i>	

DEER CREEK

7049516	The Stag	1/22 lb.
1st Place	<i>Aged Cheddar (Aged 13—23 months)</i>	
3929615	Vat 17 World Cheddar	2/2.5 lb.
1st Place	<i>Mature Cheddar (Aged 24—47 months, All milk)</i>	
7049515	The Robin	1/12 lb.
1st Place	<i>American Originals—Colby (Cow's Milk)</i>	
7049402	The Blue Jay	1/6 lb.
3rd Place	<i>Cheese with Flavor Added (Open, All & Mixed milks)</i>	
7049433	The MoonRabbit	1/22 lb.
1st Place	<i>Cheeses Marinated in Liquids/Ingredients (Cow's Milk)</i>	

GRAFTON VILLAGE CHEESE

7031288	Traditional Clothbound Cheddar	1/8 lb.
2nd Place	<i>Cloth Wrapped Cheddar (Aged 12 months, All milk)</i>	

LA CLARE FAMILY CREAMERY

9901007	Cave Aged Chandoka	1/5 lb.
1st Place	<i>American Originals—Recipe (Open, Mixed/Other Milk)</i>	

UNDER THE DOME

Jeff Babcock, Cheese Specialist

LOOK FOR THE HARVEST MOON THIS FALL



5 Spoke Creamery is all about hand-made, grass-fed, raw cow's milk cheeses. The dairy farm is located in Goshen, NY and their name reflects the owners' lifelong love of biking; how riding a bike lets you be "in the moment," similar to making

small batch cheeses. It also reflects their belief that like riding a bike, balance is the key to a healthy lifestyle.

Great cheese starts with great milk. At 5 Spoke Creamery all of their cheeses are hand made in the farmstead tradition from the raw milk of grass-fed cows. Because grass-fed cows get to roam, picking and choosing from a variety of grasses, herbs, flowers and weeds, the milk from these cows has a depth of flavor or terroir that simply cannot be duplicated. Terroir, which is another word for "soil," describes the subtleties of taste that is imparted by a regional soil, or the "taste of the place." 5 Spoke Creamery cheeses' superior taste and smooth, creamy texture reflect the climate, vegetation, soil and farm conditions along with their small-batch production techniques. The milk comes from Holstein cows that are free of pesticides and hormones.

5 Spoke Creamery's cheeses are made from raw milk, which makes them not only creamier and more flavorful than those made from pasteurized milk, they offer numerous health benefits that are inherent to raw milk. That's because raw milk cheeses have all the good bacteria found naturally in milk and none of the bad. And it's safe—state laws require a minimum of 60 days for aging which eliminates pathogenic (bad) bacteria.

The company is committed to sustainability, which is why their facilities are now 100% solar powered.



5 Spoke Creamery's Porter is a lightly pressed, semi-soft wheel with a wonderful earthy aroma and a pleasing buttery paste. This Tomme de Savoie style cheese is cave-aged a minimum of 60 days and best enjoyed within 3-5 months.

7054317 Porter **1/4.5 lb**
Stocked in IL and VA; Non-stock in TX and CA



A cross between a young Cantal and an aged Cheddar, Tumbleweed is delicately fruity with a unique curdy texture. The finish pulls in cheddar-like creaminess and brothy, brown butter aromas.

4699080 Tumbleweed **1/10 lb**
Stocked in IL and VA; Non-stock in TX and CA



New to the 5 Spoke Creamery lineup is Harvest Moon, a rich, round cheese with a moonscape-like outer rind and an inside the orange of autumnal leaves. Inspired by the French Mimolette, Harvest Moon has a hint of sweetness and butterscotch notes that become more pronounced with age.

7000023 Harvest Moon **1/6.5 lb**
Stocked in IL and VA; Non-stock in TX and CA



WILD AND UNIQUE FOODS

Tim Doyle, Meat & Game Specialist

BACON-PACKED SMOKEHOUSE SAUSAGE



Big Fork Brands, makers of craft bacon sausage, was established in 2011 in Chicago's Lincoln Square neighborhood by husband and wife Lance & Ann Avery. However, the bacon sausage journey dates back to 2008 when Lance, an award winning chef, visited the Blue Ribbon Bacon Festival in Des

Moines, Iowa. Inspired by his own and the multitudes of bacon lovers' passion, Lance envisioned an innovation that would capture the essence of bacon in a unique way.

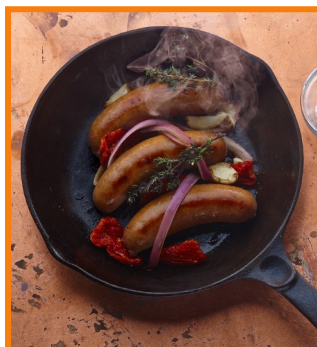
Lance hit the kitchen with his vision, talent, determination, meat grinder, and of course bacon, to combine two of American's favorite meats — bacon & sausage — into one super meat. After over 100 variations, Lance knew his labor of love was ready. He unveiled his masterpiece where it all began: at the Blue Ribbon Bacon Festival.

"We knew if we were going to make sausage in Chicago, and live up to Chicago's long-standing sausage reputation, we needed to use only the highest quality ingredients, and make something we could stand behind. That's why our sausages are all-natural, nitrite-free, without hormones, antibiotics, or preservatives. We cram as much bacon into every encased

meat that we do, and add little else. This simplicity lets the bacon flavor shine through," explains Lance.



Big Fork Brands works with small family farmers in Iowa who raise Berkshire Hogs outdoors without ever using antibiotics. They use the best tasting bacon on the planet — nitrate-free, uncured and hardwood smoked. They grind the bacon with antibiotic-free pork shoulder, a touch of brown sugar and sea salt. Then, they naturally encase it and smoke it using a combination of hickory and applewood hardwoods. Their sausage is made the traditional smokehouse way, with one difference: they stuff as much bacon into every encased meat that they make. On the premise that bacon makes everything better, Big Fork is making sausage better with bacon. That's basically it. Keeping it pure and simple, letting the clean pork and smoky bacon speak for itself.



Try one of Big Fork Brands' bacon-packed sausages, available to you in these flavors:

Retail:

7012102	Hickory & Applewood	8/12 oz.
	<i>Stocked in IL, TX, VA and CA</i>	
7012111	Aged Cheddar	8/12 oz.
	<i>Stocked in IL, VA and CA; Non-stock in TX</i>	
7012121	Chicken & Bacon	8/12 oz.
	<i>Stocked in IL and VA; Non-stock in TX and CA</i>	
7012124	Spicy 3-Pepper	8/12 oz.
	<i>Stocked in IL, VA and CA; Non-stock in TX</i>	

Foodservice:

7022638	Aged Cheddar	5/2 lb.
	<i>Stocked in IL, TX, VA and CA</i>	
7018835	Bacon Hot Dogs	1/10 lb.
	<i>Stocked in IL and VA; Non-stock in TX and CA</i>	
7016668	Bacon & Ale	5/2 lb.
	<i>Stocked in IL and VA; Non-stock in TX and CA</i>	
7014393	Bacon Maple & Brown Sugar	5/2 lb.
	<i>Stocked in IL, VA and CA; Non-stock in TX</i>	



SPECIALTY GROCERY

Salima Ghariani, Grocery Specialist

YOUR NEW PARTNER IN FINE & LUXURY TEA



Newby Teas commits itself to the preservation of not only the character of tea itself, but also its history and culture.

At Newby, quality is the top priority. Using just the leaves of a single estate means standards can vary from year to year. That's why only the finest leaves from a variety of Ethical Tea Partnership tea gardens, picked at their most prime season, are selected, and only 5% of the leaves grown worldwide are of high enough standard for Newby's consideration. Expert tasters sample thousands of harvests, with their recommendations sent to founder and tea specialist, Nirmal Sethia. Only after he has personally tasted and approved each tea will it be ready to bear the Newby name.

When founding Newby Teas, Nirmal Sethia was determined to solve the problem of the negative impact on quality arising from the transport of tea. To this end, Newby's world-leading, unique preservation, storage, blending and packing facility in India was designed, opening in 2005. Tea is shipped direct to the facility for preservation, blending and sealing. The facility is strategically located in the middle of all the tea growing regions, thus reducing transit time. Once at the facility, tea is sealed into Newby's specially designed packaging, ensuring that the tea inside arrives in the cup at its very best.

Newby Teas is proud to have won 143 awards for both its blends and unique packing designs, including 68 from the prestigious Global Tea Championship — among them, many 1st-place honors.

Newby Teas is substantially owned by the N Sethia Foundation, a British registered charity founded by Mr. Nirmal Sethia in 1995. The foundation has extensively supported medical research, youth activities and disaster relief management.

Newby Teas' commitment to the craft of fine tea is recognized by leading hotels, restaurants and spas worldwide, who dedicate themselves to providing unique experience for their guests. No company is better placed than Newby to deliver on its promise of the highest quality tea experiences.

*All items below are stocked in IL and VA; Non-stock in TX and CA.
All items below feature the following attributes:*



Bulk Silken Pyramids (1/100 ct):

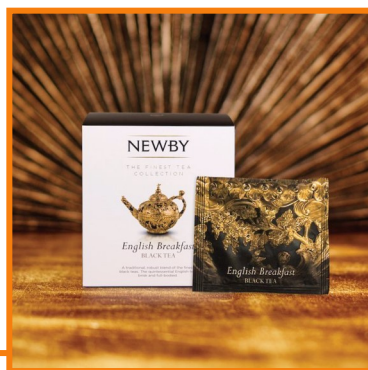
- 7082276** Chamomile
- 7082285** Earl Grey
- 7082287** English Breakfast
- 7082293** Ginger & Lemon
- 7082296** Hunan Green
- 7082297** Jasmine Princess
- 7082292** Masala Chai
- 7082299** Rooibos Orange

Retail Silken Pyramids (8/15 ct):

- 7082231** Chamomile
- 7082234** Earl Grey
- 7082260** English Breakfast
- 7082271** Ginger & Lemon
- 7082272** Hunan Green
- 7082265** Jasmine Princess
- 7082273** Masala Chai
- 7082275** Rooibos Orange

Flowering Teas:

- 7082307** Rising Flower 4/8.82 oz
- 7082333** Jasmine Lotus 4/8.82 oz
- 7082538** Blueberry Mini 4/3.53 oz
- 7082539** Jasmine Mini 4/3.53 oz



SPECIALTY GROCERY, CONTINUED

Salima Ghariani, Grocery Specialist

A STORY OF PASSION & KNOWLEDGE



search for the best possible quality product.

Armando De Nigris took part in the traditional family business, which was dedicated to the local distribution of wines, vinegars and grain. Over 120 years ago, he opened the first vinegar mill in Naples, immediately proving to be a great success with his clients. Around 1950, when demand for De Nigris products began to arrive from overseas — from Italian emigrants who increasingly wished to have the flavors of their homeland in the United States — De Nigris was passed from father to son, Marcello De Nigris. Marcello successfully launched their products onto the international market and widened the product range to include the prestigious Balsamic Vinegar. A man of great foresight and an innovative spirit, Marcello immediately characterized the company with his own vision: *borders do not exist*.

The quality of their products lies in the origin of the raw materials. Modena Italy is one of the nine provinces of Emilia-Romagna, located in Northeastern Italy's fertile Po River Valley. Not only is it the home of Verdi, Pavarotti, Lamborghini and Ferrari, it's also the crown jewel of Italian Gastronomy. This is the birth place of tortellini, Parmigiano Reggiano, Prosciutto di Parma, mortadella and, of course, Balsamic Vinegar of Modena. A blend of wine vinegar and concentrated grape must from 7 regional varietals of grapes (Lambrusco, Trebbiano, Sangiovese, Ancelotta, Fortana, Montuni and Albana), Balsamic Vinegar of Modena has been produced in Modena since the Middle Ages and appreciated during the Renaissance.

Only the best local grapes are soft pressed to obtain the "must." This must is then slowly cooked the day after pressing for 36 hours. It can be used in baking as a sugar substitute or used as a sweetener. Try stirring into yogurt or drizzle over fruit or cheese.



7009338 La Saba (Cooked Grape Must) **6/8.5 oz**



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

For over three generations, the De Nigris family has dedicated itself to the production of vinegar with passion and knowledge, in the tireless

De Nigris vinegars are the perfect alternative for the previously available Vilux vinegars. See below for the entire new lineup of De Nigris vinegars and best replacements.

All items below feature the following attributes:



Additional Attributes

0284844	Balsamic of Modena	2/5L	
	Stocked in IL, TX, VA and CA		
4141051 → 7081587	Apple Cider	1/5L	
	Stocked in IL, TX, VA and CA		
7081605	Organic Apple Cider	1/5L	
	Stocked in IL, TX, VA and CA		
5595870 → 7088343	Prosecco White Wine	6/8.5 oz.	
	Stocked in IL; Non-stock in TX, VA, CA		
7240807 → 7088351	Prosecco White Wine	6/16.9 oz.	
	Stocked in IL; Non-stock in TX, VA, CA		
0074534 → 7088340	Prosecco White Wine	6/25.4 oz.	
	Stocked in IL; Non-stock in TX, VA, CA		
4141042 → 7081611	Prosecco White Wine	1/5L	
	Stocked in IL, TX, VA and CA		
1726126 → 7088686	Red Wine	6/8.5 oz.	
	Stocked in IL; Non-stock in TX, VA, CA		
0081638 → 7088688	Red Wine	6/16.9 oz.	
	Stocked in IL; Non-stock in TX, VA, CA		
1738669 → 7088702	Red Wine	6/25.4 oz.	
	Stocked in IL; Non-stock in TX, VA, CA		
4141063 → 7081645	Aged Red Wine	1/5L	
	Stocked in IL, TX, VA and CA		
1726134 → 7088679	White Wine	6/16.9 oz.	
	Stocked in IL; Non-stock in TX, VA, CA		
4171767 → 7081662	Aged White Wine	1/5L	
	Stocked in IL, TX, VA and CA		
1567031 → 7088370	Raspberry Red Wine	6/16.9 oz.	
	Stocked in IL; Non-stock in TX, VA, CA		
2673293 → 7081642	Raspberry Red Wine	2/5L	
	Stocked in IL, TX, VA and CA		
1977297 → 7088387	Spanish Sherry	6/16.9 oz.	
	Stocked in IL; Non-stock in TX, VA, CA		
4174142 → 7081644	Spanish Sherry	1/5L	
	Stocked in IL, TX, VA and CA		

Also available...De Nigris Dijon Mustards



FOR THE PASTRY CHEF

Girish Fatnani, Pastry Specialist

YOUR PARTNER IN PASTRY SUCCESS



Davigel is a French company that is one of the leading producers, importers, and distributors of chilled and frozen products dedicated to out-of-home professional operators. For 55 years, they have been committed to their 65,000 customers—primarily hotels, restaurants, airlines, hospitals and education facilities.

Since the needs of foodservice operators are specific to each, and constantly changing at that, Davigel puts innovation and personalized service at the heart of its priorities. They are on top of market trend analysis and take innovation seriously—they staff a team of 15 professional chefs strictly for new product development.

Davigel knows that a good dish is not only cooked well, but also served well. They are constantly offering catering professionals the best, most authentic products made only from raw ingredients that meet strict nutrition and health standards. To Davigel, “authentic” means selecting the right products, controlling their origin, cooking them with talent and savoring them during moments of sharing and conviviality.

Through a recent acquisition, French-based Davigel is now owned by Sysco, and their exceptional products are available to you exclusively through European Imports. Discover these seven French-made desserts—perfect options for weddings and any upcoming special events—and discover why Davigel will be your partner in success.

All items below are stocked in IL, TX, VA and CA



7061578 The Chocolate KUBE **1/12 ct**
This cube-shaped dessert is made of chocolate mousse on top of a crispy almond biscuit and a thin chocolate meringue, covered with chocolate icing and topped with an individual caramelized almond.



7061581 Imperial Chocolate Mandarin **1/12 ct**
This elegant dessert combines a chocolate mousse with a tangerine pearl perfumed with tangerine liqueur. For a beautiful finish, this dessert is decorated by hand with a cocoa icing and orange zest.



7061580 Normandy Cooked Apple Tartlet **1/45 ct**
This delicious apple tartlet starts with a shortbread crust and is filled with a Normandy cream and apple segments, then covered with syrup.



7061562 Tiramisu Delizioso **1/5 ct. (3.5 oz. ea)**
This traditional tiramisu dessert is made with Mascarpone cream filling, biscuits that have been soaked in dark, rich coffee and a dusting of cocoa powder.



7061576 Chocolate Cocoa Bean w/Caramel & Hazelnut Heart **1/12 ct. (2.75 oz. ea)**
A chocolate mousse and a caramel and hazelnut heart sit on top of a cocoa biscuit.



7061570 Caramel Crumb Dessert **1/16 ct. (3.17 oz. ea)**
A real Brittany shortbread biscuit base is topped with caramel and is lightly flavored with a touch of “guerande” salt and chocolate chips.



7061545 Raspberry Biscuit Cake with Madagascar Vanilla **1/4 ct. (2.33 lbs. ea)**
An almond biscuit is soaked in kirsch, then topped with a layer of whole raspberries and Madagascar vanilla cream.

INDUSTRY TRENDS

Retail & Foodservice

SUMMER FANCY FOOD SHOW SPOTLIGHTS

SPECIALTY FOOD ASSOCIATION TRENDSPOTTER PANEL SELECTS TOP TRENDS AT 2019 SUMMER FANCY FOOD SHOW

The Specialty Food Association Trendspotter Panel scoured six football fields of exhibits at the 65th Annual Summer Fancy Food Show. The show, which took place June 23-25 at the Jacob Javits Center in New York City, had over 200,000 specialty foods and beverages on display. Building on previous findings and predictions, the panelists tasted their way through the show, identifying products currently attaining prominence in the specialty food industry.

"It's fascinating to observe the ever-evolving specialty food marketplace, which has grown into a nearly \$150 billion industry," said Denise Purcell, director of content for the SFA. "From the uptick of members showcasing West African products to the blossoming of foods and beverages addressing sustainability and social concerns, the Fancy Food Show always reveals inspiring companies and products to our Trendspotter Panel."

The Summer Trendspotter Panel included Melanie Zanoza Bartelme, global food analyst, Mintel; Jonathan Deutsch, Ph.D., professor, Drexel University Center for Food and Hospitality Management; Tonya Hopkins, founder, The Food Griot; Vallery Lomas, founder, Foodie in New York; Kara Nielsen, vice president, Trend Practice, CCD Innovation; and Victoria Jordan Rodriguez, director of sponsorships, James Beard Foundation.

Top Trends from the 2019 Summer Fancy Food Show

1. Upcycled Foods
2. Mission-Driven Companies
3. New Sources of Protein on the Go
4. West African Foods in the Spotlight
5. Global Hot Sauces
6. Raising the Cocktail Game
7. Frozen Dessert Renaissance
8. Water Everywhere
9. Nutritious Grains
10. Mushroom Love

See the full article to read more about each trend.

Source: Specialty Food Association

WILD HIBISCUS FLOWERS IN SYRUP WINS FRONT BURNER

Versatility was the name of the game at the 2019 Front Burner Foodservice Pitch Competition, where Chris Muir of Wild Hibiscus Flower Company impressed judges by pitching the company's Wild Hibiscus Flowers in Syrup product, which has countless applications in food and beverage.

Wild Hibiscus Flower Company is a small family company that makes products with minimal ingredients and a long shelf life. Unique to the market, the syrup contains whole hibiscus flowers and flavor, giving it both culinary and aesthetic appeal. The syrup can be used for cocktails, baked goods, or vinaigrettes, while the flower can be used as a garnish on salads, charcuterie plates, or desserts.

Wild Hibiscus Flowers in Syrup is perfect for any time, whether it's a special occasion like a wedding or Valentine's day, or just Sunday brunch with friends, according to Muir who added that in this social media-driven world, the bright pink hibiscus petals perched on a martini glass makes the perfect photo opportunity.

"Our goal is adding value to customers and distributors," said Muir. "Someone will see the flower in a glass and want to order that at the bar."



Source: Specialty Food Association

AMERICAN CHEESE SOCIETY AWARDS, CONTINUED

PICTURED BELOW: 1ST PLACE WINNERS



MAPLE LEAF CHEESEMAKERS

2185346 Fontina 1/12 lb.
1st Place *American Made/International Style (Open, Cow's Milk)*

MARIN FRENCH CHEESE COMPANY

2324004 Triple Crème Brie 6/8 oz.
3rd Place *Soft Ripened/Cream Added—Triple Crème (all milk)*

ODYSSEY

7225840 Tomato & Basil Feta 2/6 lb.
2nd Place *Feta with Flavor Added (all milk)*

OLD CHATHAM SHEEPHERDING

1845892 Ewe's Blue 2/3.5 lb.
1st Place *Rindless Blue Cheese (Sheep's Milk)*

POINT REYES FARMSTEAD CHEESE COMPANY

7012881 Bay Blue 1/6 lb.
1st Place *Blue Cheese w/Rind or Coating (Cow's Milk)*

3513551 Toma 1/9 lb.
3rd Place *American Originals—Recipe (Open, Cow's Milk)*

ROGUE CREAMERY

1539941 Organic Smokey Blue Cheese 1/6 lb.
2nd Place *Smoked Cheeses (Open, Cow's Milk)*

SHEPHERD'S WAY FARMS

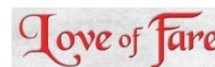
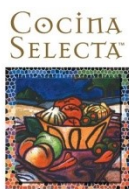
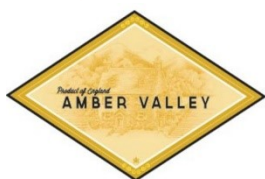
1729142 Big Woods Blue Cheese 1/6 lb.
3rd Place *Rindless Blue Cheese (Sheep's Milk)*
1729138 Friesago 1/10 lb.
3rd Place *Farmstead Cheese (Aged 60+ Days, Sheep's Milk)*

VERMONT CREAMERY

6995237 Quark 6/8 oz.
2nd Place *Fromage Blanc, Fromage Frais and Quark (Cow's milk)*
1936853 Bijou 6/2.2 oz.
1st Place *American Made/International Style (Open, Goat's Milk)*
1695024 Cremont 6/5 oz.
2nd Place *American Originals—Recipe (Open, Mixed/Other Milk)*

WIDMER'S CHEESE CELLARS

7877477 Mild Brick Cheese 2/5 lb.
3rd Place *American Originals—Brick Cheese (Cow's Milk)*
1841762 Traditional Washed Rind Brick Cheese (Aged Brick) 2/5 lb.
1st Place *American Originals—Brick Cheese (Cow's Milk)*



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