

## SEPTEMBER 2021 NEWSLETTER

### THIS MONTH'S INDUSTRY EVENTS

AUG 31–SEPT 3 | CIBUS  
PARMA, ITALY

SEPT 23–27 | SIRAH LYON  
LYON, FRANCE

### NEXT MONTH'S HOLIDAYS & EVENTS

*time to start planning!*

OCT 11 COLUMBUS DAY  
OCT 31 HALLOWEEN

*all month long...*

NATIONAL PUMPKIN, APPLE AND  
CARAMEL MONTH

#### ICON KEY:

Look for these icons throughout the newsletter for easy identification of attributes that may be important to you.

-  **ALL-NATURAL**
-  **DAIRY FREE**
-  **EGG-FREE**
-  **FAIR TRADE CERTIFIED**
-  **GLUTEN FREE**
-  **KOSHER**
-  **LACTOSE FREE**
-  **LOCAL**
-  **LOW SODIUM**
-  **NON-GMO / NON-GMO VER.**
-  **NUTS FREE**
-  **ORGANIC / USDA ORGANIC**
-  **SOY FREE**
-  **SUGAR FREE**
-  **TRANS FAT FREE**
-  **VEGAN**



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## ELEVATE YOUR GAME DAY GRUB WITH A GRAZING BOX

Game Day is upon us! And while football watch parties may not return to the normalcy of 2019, we're hopeful small gatherings may be an option this fall. We're bringing you a selection of cheese and charcuterie to create an unexpected and elevated option for game day: a Grazing Box. Whether you're a specialty grocery store selling unique cheese, charcuterie and accoutrements or a restaurant looking for another use for those pizza boxes on game day, give these boxes a go! The options are truly limitless; here's what's pictured:



#### CHEESE

**7106935** Life in Provence Double Crème Brie—well-rounded flavor with a buttery, slightly earthy flavor and a mushroom aroma

**7777630** Roth Moody Blue— this blue is delicately smoked over Cherrywood for smoky undertones and hints of nuts and coffee.

**3645654** Ellsworth Habanero Ghost Pepper Jack—Add some heat to your game day! Excellent when paired with beer.

#### CHARCUTERIE

**7027902** Black Kassel Picante Salami Whips — eight feet of tender salami with robust onion, garlic and habanero notes. Perfect in this box or in your game day Bloody Mary.

**0108146** Molinari Mortadella — an oven baked pork, veal and beef sausage flavored with aromatic spices.

**4696496** Molinari Soppressata— an all-pork salami flavored with whole peppercorn and red wine.

#### ACCOUTREMENTS

**7015056** Kii Raisin Pecan & Rosemary Crisps — a great flavor combination; perfect for spreading the Double Crème Brie on top!

**2698138** Tribeca Oven French Baguette — a fine crust and delicate interior; great with pate and cheese.

**6586111** Cocina Selecta Marcona Salted & Fried Almond — the perfect combination of almond, salt and oil; a crunchy and flavorful companion to cheese

**7140800** Cucina Viva Castelvetro Olives — this bright green olive will pop in your box! A mild, sweet and buttery flavor.



# UNDER THE DOME

## Jeff Babcock, Cheese Specialist

### CHEESE STAND ALONE

The cheese doesn't always stand alone! Pairings with cheese can be a great deal of fun, especially with unique and tasty accoutrements.



*just for cheese*

**Can Bech** opened its doors in 1981 under the care of the Bech family, but as a restaurant. One of its most famous dishes was homemade cottage cheese with figs of Empordà, a typical dessert made with sheep's milk fresh cheese and candied figs. The success of the candied figs was so great that the Bech family began to prepare and preserve them in glass jars to sell to their customers. The Just for Cheese line from Can Bech is made to complement cheese boards and their unique flavors.

**7172967** JFC Quince Vanilla 12/2.47oz  
Stocked in IL, TX, VA and CA

Mixed with fresh quince, slowly ripened at its optimum point of ripeness, which provides the natural sweetness of the fruit and an intense flavor. The quince gives this sauce a very succulent and unctuous texture, which, when combined with vanilla and paired with cheese, provides a very smooth and pleasant mouthfeel.

**7170660** JFC Apple Pistachio 12/2.33oz  
Stocked in IL, TX, VA and CA

To accompany cured cheeses on the palate, we have caramelized the apple in small cubes and combined these with tender pistachios from Turkey and the ethereal aroma of cinnamon from Sri Lanka.

**Bonvallis**  
have a natural day!

**Bonvallis** supplies a full line of traditional Spanish accompaniments that pair perfectly with cheese.

**7154938** Bonvallis Marcona Almonds 6/5.29oz  
Stocked in IL, TX, VA and CA

Marcona is a native variety of almonds from Spain, appreciated worldwide and in great demand. Marcona almonds

are widely used in the Spanish gastronomy since ancient times and they are present in every tapas bar in Spain.

**7164535** Bonvallis Orange Almond Roll 12/6.35 oz.

Bonvallis Pan de Naranja, meaning *Orange Cake* in Spanish, is a handcrafted traditional dry fruitcake made of the best Spanish Pajarero figs, Valencia almonds, orange zest and the finest selected apricots and dates from the Mediterranean region.



**The Snowdonia Cheese Company** is a family business, run by the sons of third-generation dairy farmers. Their range of award-winning cheeses are unique and each has developed their own following.

They went on to introduce delicious, handcrafted chutneys, traditionally made with the finest ingredients using recipes unique to Snowdonia Cheese.

**7170482** Balsamic Onion Chutney 12/3.5 oz.

The versatile Balsamic Caramelized Onion Chutney contains aged balsamic vinegar of Modena and delivers a sweet stickiness from the caramelization of sweet onions with muscovado sugar.

**7176846** Pear Dates & Cognac Chutney 12/4 oz.

The Pear, Date & Cognac Chutney features snow pears, aromatic French cognac and dates, slowly ripened and chosen for their optimum sugar levels and rich flavor.

**7176851** Tomato Vodka Chutney 12/3.5 oz.

The Spiced Tomato & Vodka chutney is the sensational combination of sun-dried Italian tomatoes and vodka.





# WILD AND UNIQUE FOODS

## Tim Doyle, Meat & Game Specialist

### ITALIAN CHARCUTERIE SINCE 1960



The history of **Golfer** began in the early 1960's when the factory was founded in the small old village of Lavezzola, in the Emilia-Romagna region. This wonderful area is known for its rich gastronomy and is home to the most famous Italian charcuterie. In the 1970's, Golfer began producing

and selling salami in addition to mortadella. This new range of products found its finest expression in 1989 with the introduction of Golfetta, the first salami made with Prosciutto di Parma meat only.



Golfetta was inspired by a butcher from Ferrara, Italy. He wanted to make a premium salame starting with high quality pig such as Duroc and Large White. He presented his idea to Golfer, who in turn developed the product and named it "Golfetta," meaning "a slice of Golfer" because of its distinctive large slice. Today, Golfetta is the number one salame sold in Italy over the deli counter.

High-quality salami starts with high-quality pigs. Golfetta is made with only the leg meat, which is very lean. That's why Golfetta only has 11% fat and is a perfect balance between fat and meat. The meat, both the lean and fatty parts, is ground and spiced with aromatic herbs. After the spicing process, Golfetta is stuffed into a natural white cotton casing and shaped like a prosciutto crudo, tied and hung. Golfetta stays in a curing cell for about 45 days.

**7108676** Golfetta **1/7 lb.**  
Stocked in IL and VA; Non-stock in TX and CA

For a more traditional salami, made with the finest quality pork meat, try Golfer's Nostrano Salami. The name "Nostrano" means "our own" in Italian. The salami is produced using the homemade method, filled in natural casings and hand tied. Mild and sweet in flavor, Nostrano is a very unique tasting salami.

**7108786** Nostrano Salame **1/2 lb.**  
Stocked in IL, TX, VA and CA

Newest to the Golfer lineup are their four Salami Chubs.



**7175338** Classic Salami Chub **20/7.4 oz.**  
Stocked in IL, TX, VA and CA

Small and delicious. Simply great. A premium quality salami produced with the finest and leanest Italian pork meat. Cased in natural gut, with a delicate and sweet flavor.

**7175236** Truffle Salami Chub **20/7.4 oz.**  
Stocked in IL, TX, VA and CA

Traditional Italian recipe, made with selected lean cuts of Italian pigs and blended with Italian black truffles for a special treat.

**7175322** Spicy Salami Chub **20/7.4 oz.**  
Stocked in IL, TX, VA and CA

Traditional Italian recipe from the south, made with selected lean cuts of Italian pigs and seasoned with chili pepper to add a hint of spice.

**7175333** Fennel Salami Chub **20/7.4 oz.**  
Stocked in IL, TX, VA and CA

Traditional Tuscan recipe, made with selected lean cuts of Italian pigs and enriched with wild fennel seeds.





# SPECIALTY GROCERY

## Salima Ghariani, Grocery Specialist

### TRENDS IN SPECIALTY GROCERY

"COVID-19 has a massive impact on trend predictions heading into 2021, as consumers cook and eat at home more, turning to everyday meals and special treats to comfort and support their mental and physical well-being," said Denise Purcell, director of content for the Specialty Food Association. "We're seeing several trends around experimenting with flavors and ingredients, as well as turning to functional or plant-based foods and twists on classic products to avoid menu fatigue."

Source: Food Business News

#### KICKING UP HOME COOKING

As consumers seek to replicate restaurant experiences at home, expect to see more gourmet condiments, cooking sauces and cocktail mixes.

Spirit & Co. is the world's first line of distinctive condiments with premium liquor. The company elevates everyday dining by making sauces with premium liquor. It is the first company worldwide to exclusively use premium liquor in all its products.

The below item features the following attributes:



**7156525** Bourbon & Smokey Bacon BBQ **6/7 oz.**

Stocked in IL, TX, VA and CA

Hand-crafted in small batches with Kentucky Straight Bourbon Whiskey.

All of the below items feature the following attributes:



**7156562** Vodka & Italian Tomato Ketchup **6/7 oz.**

Stocked in IL, TX, VA and CA

Hand-crafted in small batches with premium American Vodka from select grain, distilled four times and bottled in Kentucky.

**7156561** Irish Whiskey Honey Mustard **6/7 oz.**

Stocked in IL, TX, VA and CA

Hand-crafted in small batches with Barrel Aged Irish Whiskey, master distilled and blended in Ireland.

**7156565** Cabernet Sauvignon Steak Sauce **6/7 oz.**

Stocked in IL, TX, VA and CA

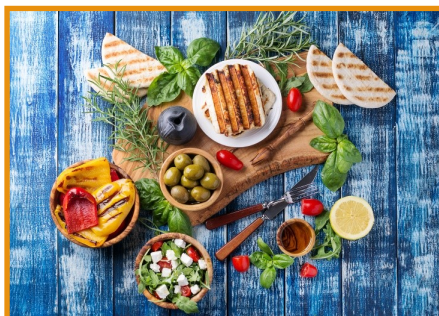
Hand-crafted in small batches with Cabernet Sauvignon from grapes harvested and produced in Chile.

**7156551** Tequila & Green Chile Hot Sauce **6/7 oz.**

Stocked in IL, TX, VA and CA

Hand-crafted in small batches with authentic 100% Tequila Blanco produced and bottled in Mexico.

Similarly, products and concepts that provide global flavors and culinary adventure to homebound consumers will hold greater appeal. I'm seeing more prominence and appreciation of regional ingredients from parts of the world often overlooked —specifically, an interest in middle eastern cuisine.



#### MEZZE CULTURE

What is Mezze?

Mezze |meze|meza: in the Mediterranean, an appetizer.

Mezze is an assortment of finger foods that is a staple part of the dining experience

in Eastern Mediterranean, Middle Eastern, and Arab countries. This is very similar to the tapas of Spanish & Basque cuisines, where a spread of finger foods are presented for guests/diners to eat from over a longer period of dining as they socialize.

The **Mezze Magic** brand was created in Belfast, Ireland, but inspired by, and produced by the people of, the Mediterranean. Mezze Magic is known for their slow roasted tomatoes, and they operate under the tagline "Share the Love Slowly."

Mezze Magic Roasted Tomato Bruschetta and Grilled Vegetables add extra flavor to any Mediterranean recipe.

All of the below items are stocked in IL, TX, VA and CA and boast the following attributes:



**7145348** Grilled Eggplant **6/10.58 oz.**

Grilled eggplant slices are marinated with herbs and preserved in an extra virgin olive oil. Use it to make a dip, caponata, or eggplant parmesan; or, serve on its own as a warm or cold appetizer or side.

**7145349** Grilled Mixed Vegetables **6/10.58 oz.**

A combination of grilled eggplant, zucchini, tomatoes and peppers are marinated with herbs and preserved in an extra virgin olive oil. Add this mix to a pizza or pasta!

**7145350** Roasted Tomato Bruschetta **12/10.58 oz.**

Roma tomatoes are slow roasted for maximum flavor, then crushed with a unique blend of extra virgin olive oil, garlic, balsamic vinegar and oregano. Serve atop bread.



## SPECIALTY GROCERY TRENDS, CONTINUED

*All of the below items are stocked in IL ,TX, VA and CA and boast the following attributes:*

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- 4141034**    Honeycomb                      **1/14 oz.**  
The edible natural honeycomb contains naturally sweet and delicious honey. Perfect for healthy smoothies, tea, salads, or eating straight from the comb.

*All of the below items feature the following attributes:*

- WWW.EILTD.COM**

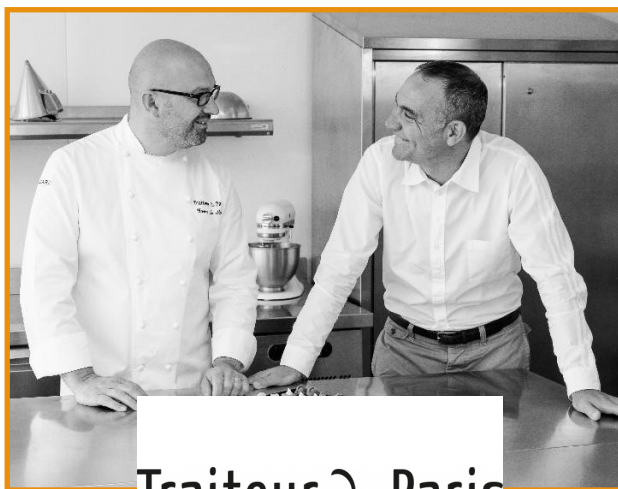


# FOR THE PASTRY CHEF

## Cat Carp Wall, Pastry Specialist

### MADE BY CHEFS FOR CHEFS

*Made by chefs for chefs.* It all started in 1995 in Paris when a young entrepreneur, Denis Pinault, met renowned Pastry Chef, Yann Le Moal. A year later, they created a catering kitchen and the business grew. Over 25 years later, **Le Traiteur de Paris** is a family business supporting professionals in the restaurant industry throughout the world by producing high-quality patisserie and catering products.



From day one, they've combined know-how, quality and innovation to respect the tradition and values of French patisserie. Their goal is to offer their artisanal best across a vast array of high-quality French food products. All of their products are hand-finished and include only high-quality ingredients. Their products are clean label — they're made with no GMO's, trans fats, hydrogenated fats, preservatives or artificial colors — and produced in an environmentally friendly facility. Le Traiteur de Paris' packaging is currently 80% recyclable — soon to be 100%.

See below for the current assortment available from Le Traiteur de Paris.



**7175448** Potato Gratin **40/4.23 oz.**

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

A classic accompaniment, a creamy and melting texture of potatoes and cheese.



**7175440** Potato Gratin with White Truffle **20/3.53 oz.**

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

A high-quality accompaniment, a creamy texture of potatoes and white summer truffles.



**7181101** Assorted French Macarons **72/0.42 oz.**

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

An iconic product of the French pastry industry; these macarons have an authentic and artisanal visual thanks to their rich almond powder content.



**7175437** Valrhona Chocolate Lava Cake **20/3.17 oz.**

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

A soft Valrhona® chocolate cake with a Valrhona® chocolate flowing heart.



**7175472** Mango Coconut Shortbread **16/3.17 oz.**

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

A fresh and light dessert, this shortbread combines the sweetness of mango and coconut with the tangy note of passion fruit.



**7175476** Lemon Meringue Shortbread **16/3.17 oz.**

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

A dessert with a tangy and melting lemon cream, softened by the light meringue and the crunchy pure butter crumble.



**7175515** Art Deco Petit Fours **3/48 ct.**

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

A selection of six eye-catching petits fours created with exceptional flavors.



**7175481** Montmartre Petit Fours **3/48 ct.**

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

Eight elegant, hand-finished petit fours created with amazing flavors.



**7175452** Mini Dessert Cups **36/1.06 oz.**

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

Selection of four sweets and contemporary cups with different textures, all with a refined look.





# INDUSTRY TRENDS

## Retail & Foodservice

### SPECIALTY FOOD COMPANIES SHARE MORALE-BOOSTING STRATEGIES

Since the beginning of 2020, specialty food companies have dealt with a slew of unprecedented events stemming from the COVID-19 pandemic. In addition to extra safety measures to keep customers and employees safe, the industry has faced an unpredictable supply chain, fluctuating shopper behaviors, and rising social unrest.

Throughout the pandemic, members of the food industry – from grocery store cashiers and warehouse workers to small specialty producers – have been on the frontlines, risking their safety to keep the nation going.

Nearly a year and a half in, some companies are starting to feel the effects of staff fatigue and burnout. SFA News Daily reached out to specialty food companies to see how they are handling employee morale and keeping staff engaged.

Roger Zamora, human resources manager at Laura Chenel and Marin French Cheese Co., shared that both operations have kept employees working throughout the pandemic.

“Although we faced many challenges over the past year and a half, we kept our commitment and never closed our doors, we did not furlough or lay off our employees,” he said. “We made every effort to keep our workers safe and employed.”

Because of this, said Zamora, employee morale has stayed level and consistent throughout 2020 and 2021.

Taking a proactive approach, Zamora shared that Laura Chenel and Marin French Cheese Co. have continued to motivate and reward its staff through recognition, spot bonuses, as well as special events like a company-wide, carnival-themed, outdoor party in June.

“We invited all employees, along with their spouses/ significant others and their children, to attend,” said Zamora. “We had jumpers for the kids, we had face painters, balloon artists, games, raffles, a magic show, goodie bags, and lots of food. This was a successful and historic event, an occasion to bring everyone together and celebrate our successes through the pandemic, to celebrate the positive future for the company and, to say thank you to everyone for their dedication and support over the past one-and-a-half years.”

A senior leader of a regional specialty food distribution company shared a similar experience.

“For our professional staff, the fatigue piece doesn’t seem to be an area of concern for us, at least at the moment,” he said. “In the beginning there was a strong sense of purpose by our teams, fulfilling what was assumed to be at the time, a short term need to supply to a higher demand. As the last 18 months continued to unfold and spurts of ‘normalcy’ were introduced, our teams became more normalized to the ‘new’ environments and work conditions.”

However, he believes that motivating and rewarding employees is an area of opportunity for the company, especially due to the ever-changing landscape of in-person and remote work.

“Platforms like Zoom have definitely helped us maintain a level of personal interaction, but I’m not sure we clearly understand what it will look like six months from now or 12 months from now and how we can best engage with our folks at that point.”

Though turnover has not been an issue for the distribution company so far, the senior leader expects that it may become a challenge in the coming months.

“We do believe that our efforts around putting people first; diversity, equity, and inclusion; and an evolving culture can benefit us greatly. But reading all of the press on employees changing jobs and leaving the work force, it may become more difficult.”

Zamora shared that Laura Chenel and Marin French Cheese Co. are also looking ahead to the future and how it can better engage with employees, an investment which he hopes will benefit the company in the long term.

“It is our priority to have our employees engaged, inspired and empowered to do great work, but also to make our company a place where people want to be working hard, while having fun doing it,” he said. “It’s not just about the work though, it’s also about how we, as a company, care for our employees, so we are improving our way of work within safety, coaching and development, and progress training. We are investing our time and money into our employees. In the long run, the gain in doing this will be retention and productivity.”

Source: Specialty Food Association



# GAME DAY TAILGATING

The start of football season means the start of tailgating. And while we may not have thousands flooding to parking lots to grill, we know



the grilling will go on. But how do you get tasty food without spending all your time at the grill? We suggest stocking up on sausages — they grill up quickly and easily, and these options are full of flavor.

## BIG FORK BRANDS

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.

<b>7012102</b>	Hickory & Applewood <i>Stocked in IL, TX, VA and CA</i>	<b>8/12 oz.</b>   
<b>7012111</b>	Aged Cheddar <i>Stocked in IL, VA and CA; Non-stock in TX</i>	<b>8/12 oz.</b>   
<b>7022638</b>	Aged Cheddar <i>Stocked in IL and VA; Non-stock in TX</i>	<b>5/2 lb.</b>  
<b>7012121</b>	Chicken & Bacon <i>Stocked in IL and VA; Non-stock in TX and CA</i>	<b>8/12 oz.</b>   
<b>7012124</b>	Spicy 3-Pepper <i>Stocked in IL, VA and CA; Non-stock in TX</i>	<b>8/12 oz.</b>   
<b>7014393</b>	Maple & Brown Sugar <i>Stocked in IL, VA and CA; Non-stock in TX</i>	<b>5/2 lb.</b>   
<b>7016668</b>	Bacon & Ale <i>Stocked in IL and VA; Non-stock in TX and CA</i>	<b>5/2 lb.</b>  

To complement the better-for-you-and-the-planet trend, Chef Lance Avery created a line of “flexitarian” pork sausages that are made with 40% vegetables and legumes.





All of the below items are stocked in IL, TX, VA and CA and boast these attributes:



<b>7125895</b>	Mushroom, Lentil & Garlic Sausage	<b>5/2 lb.</b>
<b>7125896</b>	White Bean & Kale Sausage	<b>5/2 lb.</b>
<b>7125894</b>	Black Bean, Peppers & Corn Sausage	<b>5/2 lb.</b>

## NUESKE’S APPLEWOOD SMOKED MEATS

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 bacon cheddar brats and you’ll be hooked!

<b>7013658</b>	Bacon Cheddar Bratwurst <i>Stocked in IL and VA; Non-stock in TX and CA</i>	<b>12/1 lb.</b>  
<b>7013679</b>	Bacon Cheddar Bratwurst <i>Stocked in IL, TX and VA; Non-stock in CA</i>	<b>2/5.5 lb.</b>  





## RAISIN RIVER

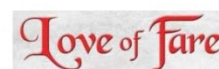
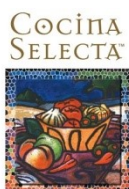
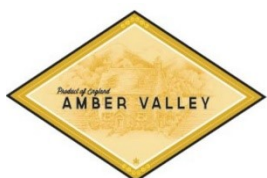
With variety and convenience in one product, **Raisin River** sausages are a tailgater’s dream come true. Raisin River sausages are gluten free and no by products are used.

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.

<b>7417852</b>	Chicken Sausage with Apples <i>Stocked in IL, TX and VA; Non-stock in CA</i>	<b>12/12 oz.</b>  
<b>1689646</b>	Chicken Sausage with Apples <i>Stocked in IL and VA; Non-stock in TX and CA</i>	<b>2/5 lb.</b>  
<b>1689720</b>	Sweet Italian Chicken Sausage <i>Stocked in IL and VA; Non-stock in TX and CA</i>	<b>12/12 oz.</b>  
<b>1689706</b>	Chicken Andouille Sausage <i>Stocked in IL, TX and VA; Non-stock in CA</i>	<b>12/12 oz.</b>  

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.

<b>1689692</b>	Andouille Sausage <i>Stocked in IL, TX and VA; Non-stock in CA</i>	<b>12/12 oz.</b>  
<b>1689684</b>	Andouille Sausage <i>Stocked in IL, TX, VA and CA</i>	<b>2/5 lb.</b>  



European Imports, Inc.  
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