

# FANCY FOOD

## & CULINARY PRODUCTS

THE GOURMET PRODUCTS MAGAZINE FOR RETAILERS



La Brea Bakery



The Gracious Gourmet



Sutter Buttes



Victoria Amory & Co.



HLC, Inc.



Snoqualmie Ice Cream



Forager Project



Olivelle/The Art of Flavor



Runamok Maple

WINTER 2018  
**SPECIALTY FOOD**  
INTRODUCTIONS



# BECAUSE EVERYONE LOVES KRISPY KREME® DOUGHNUTS

Introducing our new Krispy Kreme Doughnuts line of Jelly Belly® jelly beans. Winner of a prestigious 2017 Sweets and Snacks Most Innovative New Product Awards, this new collection features five well-loved flavors including Original Glazed® in a variety of fun packaging options.



Contact us today • 800-323-9380 • [JellyBelly.com](http://JellyBelly.com)

    Kosher Certified

Visit us at Fancy Food Winter Show Booth #3405  
Circle 101 on the card for more information



# America's Best Selling Pepper Jellies

## Recent **sofi**™ Awards:

Braswell's Select Red Pepper Jelly  
2013 Outstanding Classic

Braswell's Select Balsamic Sweet Onion Jam  
2011 Outstanding Preserve or Jam



## Easy. Elegant. Entertaining.

Visit us at these events!

Winter Fancy Food Show,  
January 21 - 23, 2018  
Booth #330

AmericasMart, Atlanta  
January 9 - 16, 2018  
Bldg. 2 Floor 3, Booth #319

Call Toll Free 800.673.9388  
[www.braswells.com](http://www.braswells.com)  
[customerservice@braswells.com](mailto:customerservice@braswells.com)

Preserves, Jams & Jellies | Salad Dressings & Marinades | Dips & Salsas | Steak & Grilling Sauces

Circle 102 on the card for more information

# ABOUT *this* ISSUE

The specialty food industry continued to skyrocket in 2017 as dollar sales hit \$127 billion: a 15 percent jump in total sales between 2014 and 2016, according to the State of the Specialty Food Industry. General food sales at retail only moved up by 2.3 percent, with total unit sales for specialty foods up 13.1 percent.

As consumers become more invested in the quality of the foods they eat and what they are made of, these specialty food trends continue to outpace the rest of the industry. Since most specialty categories contain choices that are health-focused, organic and fresh, options within the non-specialty realm satisfy the market's needs and wants less frequently.

According to SFA research, mainstream retail channels and foodservice outlets help drive sales, with seventy-eight percent of specialty food sales happening via retail. Snacks are also responsible for 28 percent of the total specialty food market, with sales increasing by 3.4 percent in 2017.

As for 2018, the SFA's trendspotters predict that plant-based options, upcycled products and greater visibility on product labeling will be among the new year's most prominent shifts. Items like cheese and frozen desserts are displaying growth in plant-based subcategories, with this year offering more plant-based convenience foods. As the future of the industry moves forward, consumers will only become increasingly interested in their food's ingredient sources, and transparency when it comes to additives.

## SNACKS, PAGE 6

Specialty food continues to rise in popularity with each passing year, with the sales of indulgent snacks having increased by 3.4 percent in 2017. Most of these snacks have begun combining the market's health-conscious attitude with exotic ethnic flavors, and the best ingredients available.

## CONDIMENTS, PAGE 12

When it comes to condiments most consumers, especially millennials, search for exotic products that avoid unhealthy additions to food. Trends driving the industry stem from more exotic and diverse flavors, with gluten free and organic choices.

## CHOCOLATE & CONFECTIONS, PAGE 18

Consumers' more sophisticated tastes and tendencies to snack are driving sales of bite-sized, individually wrapped and portable chocolates, according to SFA data. The U.S. chocolate market is expected to cross into the \$30 billion mark by 2021, with consumers in the 15-to-24 age group standing as major trend generators.

## CHEESE TRENDS FOR 2018, PAGE 23

Specialty cheese saw an exuberant bust of growth in 2017 as the category continued to gain more popularity. With gourmet snacking and cheese boards on the rise, read more about 2018 projected trends according to the Wisconsin Milk Marketing Board.

## COFFEE & TEA, PAGE 24

Coffee consumption has risen steadily over the last few years, with a reported sixty-two percent of Americans drinking a daily cup of coffee in 2017. While coffee holds a continuous spot within consumers' daily lives, industry experts have noted that hot tea is also a growing item for many Americans, according to SFA data.

## NATURAL & ORGANIC, PAGE 26

The Organic Trade Association says 85 percent of U.S. households bought organic in 2017. Since "real" and "clean" foods are a focus within consumer shopping, natural, fresh and preservative-free foods will be the most looked at for attributes throughout 2018.

## HOUSEWARES, PAGE 30

During the 2017 back-to-college season the housewares industry grew 2 percent, grossing over \$100 million more than 2016 stats. Also up by 79 percent, several retailers will take factors like increased competition and online coordination into account for the 2018 season.

# FANCY FOOD & CULINARY PRODUCTS

FAMILY OWNED AND OPERATED SINCE 1975

VOLUME-34, NUMBER-1

**Publisher** Daniel von Rabenau  
**Managing Editor** Joanne Fallon  
**Cover Art Editor** Joanne Fallon  
**Designer** Rachel Switall  
**Ad Production Manager** Beverly Mowrey  
**Circulation Manager** Beverly Mowrey

### ADVERTISING SALES

**National Sales Manager**  
Joanne Fallon, 312/849-2220

### EDITORIAL AND ADVERTISING SALES OFFICES

von Rabenau Media Corporation  
332 S. Michigan Ave., 9th Fl.  
Chicago, IL 60604  
312/849-2220, Fax: 312/849-2174  
fancyfood@talcott.com  
fancyfoodmagazine.com

### Fancy Food Subscriptions Dept.

Email: bmvowrey@vonrabenaumedia.com  
332 S. Michigan Ave., 9th Fl.  
Chicago, IL 60604  
Fax: 312/849-2174

### CORPORATE HEADQUARTERS

von Rabenau Media Corporation  
332 S. Michigan Ave., 9th Fl.,  
Chicago, IL 60604  
Tel: 312/849-2220 Fax: 312/849-2174

**President** Daniel von Rabenau

**Vice President** Janetta von Rabenau

**Publishers of:**

**Chef, Fancy Food & Culinary Products,  
Giftware News, Baby & Kids**

Fancy Food & Culinary Products is written and researched exclusively for specialty food buyers and retailers. Bi-annual features provide in-depth coverage of the gourmet industry and act as an information and education source. Fancy Food & Culinary Products is the leading magazine for new product information.

Fancy Food & Culinary Products (ISSN 1521-5156) is published two times per year by von Rabenau Media Corporation, 332 S. Michigan Ave., Chicago, IL 60604; Daniel von Rabenau, president. All rights reserved. Reproduction without permission of the publisher is forbidden. Subscription price: \$26 per year in the United States; \$32 Canada; foreign subscriptions \$60 by air mail. Periodicals postage paid at Chicago, Illinois, and additional mailing offices. USPS 004-233 POSTMASTER: Send address changes to VMC, 332 S. Michigan Ave., 9th Fl., Chicago, IL 60604 Canada Post International Publications Mail Product (Canadian Distribution) Sales Agreement No. 40025259



## COVER IMAGES

La Brea Bakery (855/427-9982 or LaBreaBakery.com); The Gracious Gourmet (860/350-1214 or TheGraciousGourmet.com); Sutter Buttes Olive Oil Co. (530/763-7921 or SutteButtesOliveOil.com); Victoria Amory & Co. (203/220-6454 or VictoriaAmory.com); HLC Inc. (800/452-4462 or HLCdinnerware.com) Snoqualmie Ice Cream (360/668-8535 or SnoqualmieIceCream.com); Forager Project (ForagerProject.com); Olivelle/The Art of Flavor (406/522-9100 or Olivelle.com); Runamok Maple (802/644-9366 or RunamokMaple.com)

Next scheduled Fancy Food edition is June 2018 for the NY Summer Fancy Food Show. Please mark your calendar with these important dates.

- Editorial Submissions: 04/24/18
- Ads Reserved By: 05/8/18
- Ad Materials Due: 05/15/18

**MORE info**

For advertising, contact  
**Joanne Fallon**  
(jfallon@vonrabenaumedia.com 312/849-2220

For editorial consideration,  
Email your product and  
text to fancyeditor@  
vonrabenaumedia.com

# Sublime!

Introducing BRIANNAS Cilantro Lime Salad Dressing – the perfect kick to your recipe no matter where you are on your culinary journey. Fresh, creamy and zesty, it delivers a lively flavor that's equally great as a savory summer salad dressing, beach BBQ marinade or spirited tropical dip. Splash it on raw or grilled vegetables, Baja shrimp tacos and chilled pasta salad for a vibrant dish that's delicious and definitely BRIANNAS. So enjoy, adventurous foodies – this one's for you!

For more information contact:  
Jeff@Briannas.com, or call (979) 836-5978.



**Come by booth #2258 at the  
Summer Fancy Food Show and  
taste our new BRIANNAS dressing!**

**BRIANNAS.COM**

Circle 103 on the card for more information

# SNACKS

**Specialty food continues to rise in popularity with each passing year, with the sales of indulgent snacks having increased by 3.4 percent in 2017.** Most of these snacks have begun combining the market's health-conscious attitude with exotic ethnic flavors, and the best ingredients available.

While consumers who prefer snacking on products high in sugar or sodium still exist within the market, the SFA says 65 percent of snackers are most interested in health-oriented snacks. Portable is also popular (page 14), with 36 percent indicating they eat on the go, with 30 percent doing so while driving. Snacks can also effectively replace meals, with 29 percent of substituting a snack for lunch or dinner.

As most snackers would agree, taste rules. More than two thirds say they would eat more snacks if there were interesting flavors to try. Most of this derives from the 18-to-24-year-old age group, often the driving force behind trends. Peaking the interest of all consumers begins with ensuring your products are on the nutritious side, possess a unique flair and offer an undeniable burst of flavor. Working toward providing snacks with mobility is also a plus, with today's market being primarily on the move. With the ever-changing definition of the word "snack," providing better choices for consumers for a modernized version of daily snacking is always encouraged.

Chef's Cut Real Jerky Protein Snack Packs are the first shelf stable meat and cheese snack cup. In flavors Teriyaki & Pepper Jack Cheese and Original Recipe & Cheddar Cheese, these snacks combine delicious and tender jerky with all-natural cheese. [▶ 855/456-2275](tel:8554562275) or [ChefsCutRealJerky.com](http://ChefsCutRealJerky.com)



La Brea Bakery's Demi-Baguettes are available in French and Sourdough, and made with single origin Fortuna Wheat. This heirloom cultivar adds an undeniable level of quality and taste. [▶ 855/427-9982](tel:8554279982) or [www.LaBreaBakery.com](http://www.LaBreaBakery.com)



Xochitl Sprouted Red Corn Chips are made with sprouted red corn, seeds and grains, captured at peak vitality. While most sprouted chips are thick and heavy, these corn chips display a thin and crispy taste, while increasing vitamin and antioxidant levels. [▶ 214/800-3551](tel:2148003551) or [www.SalsaXochitl.com](http://www.SalsaXochitl.com)



Sahale's Tangerine Vanilla Cashew-Macadamia Glazed Mix all started with an orange and vanilla frozen ice pop. In this mix, crunchy cashews and buttery macadamia nuts combine with bright tangerine and pure ground Madagascar vanilla bean. [▶ 206/624-7244](tel:2066247244) or [SahaleSnacks.com](http://SahaleSnacks.com)



Snack Factory Dessert Thins are a light, crispy snack with the delectable flavor of classic desserts. Available in three mouthwatering flavors: Chocolate Chip, Brownie and Lemon Tart.

[▶ 609/683-5400](tel:6096835400) or [SnackFactory.com](http://SnackFactory.com)



Partners Rustic Artisan Deli Crackers are crafted with wholesome honest ingredients and slow baked for that signature crispy texture. Available in Olive Oil & Sea Salt, Roasted Garlic & Rosemary, and Everything and more.

[▶ 800/632-7477](tel:8006327477) or [PartnersCrackers.com](http://PartnersCrackers.com)



Country Archer Meat Sticks are crafted with premium cuts of grass-fed USDA inspected beef and tender turkey, and are free of sugar, antibiotics, hormones, nitrites, MSG and gluten. Perfect for snacking on-the-go morning, noon and night.

[▶ 909/370-0155](tel:9093700155) or [www.Shop.CountryArcher.com](http://www.Shop.CountryArcher.com)

The Peanut Shop's Smithfield Indian Curry Nuts, our famous handcooked Virginia Peanuts are generously seasoned with pungent Indian curry spices – intense with deep earthy flavor and a hint of sweetness.

Super extra-large grade, 10.5 oz. cans.

[▶ 800/831-1828](tel:8008311828) or [ThePeanutShop.com](http://ThePeanutShop.com)





*Xo Thin. Xo Crispy. Xo Good.*



### *Sprouted Red Corn Chips*

Xochitl Sprouted Red Corn Chips are made with sprouted red corn and ancient grains, captured at peak vitality.

Sprouted grains are linked to numerous health benefits such as increased vitamin levels, increased antioxidants, healthy cholesterol, as well as easier digestion.

For more information on sprouted grains, visit [wholegrainscouncil.org](http://wholegrainscouncil.org).



*See Us at Booth #624*

Circle 104 on the card for more information



info@salsaxochitl.com







# Visualize

PACKAGING THAT HELPS  
CLOSE THE SALE

You've worked hard to bring your products to market. Let us help make things go easier at the point-of-purchase. Clear packaging from HLP Klearfold is the ideal way to engage consumers and entice them to buy. We use the finest box-grade plastics to ensure the clarity and integrity of our plastic packaging. World-class printing and an assortment of special effects grab attention in competitive retail environments. Our structural designers work to ensure our visual packaging expertly showcases your products to their full advantage. Finally, our proprietary Soft Crease® RF scoring delivers uniform creases that fold precisely, have clean lines, and set up quickly and easily. What else is there to say except Ka-Ching!

**HLP** Klearfold  
VISUALIZE  
(888) 457-7225  
[www.hlpklearfold.com](http://www.hlpklearfold.com)  
[info@hlpklearfold.com](mailto:info@hlpklearfold.com)

Circle 105 on the card for more information

# SNACKS



Culinary Collective's Paul and Pippa Artisan Crackers are designed to pair with your favorite cheeses. Made with natural ingredients and extra virgin olive oil, try Basil & Quinoa, Hot Paprika, Truffle, Black Salt, Jamaica Pepper, Mustard, Smoked Salt, Pink Peppercorn.  
 ▶ 425/398-6761 or CulinaryCollective.com



Sun-dried Tomato & Olive Tapenade Grab and Go from Sutter Buttes Natural & Artisan Foods includes slow-dried tomatoes and pureed kalamata olives, creating an intensely deep flavor. Comes with tapenade, crackers and a spoon.  
 ▶ 530/763-7921 or SutterButtesOliveOil.com



Fusion Gourmet Dolcetto Tuscan Crisps are a thin, savory and healthy blend of rice and wheat flour, and other authentic Italian ingredients. Available in four flavors: Olive Oil & Sea Salt, Chia Seed & Sea Salt, Rosemary & Olive Oil, and Italian Cheese Blend.  
 ▶ 310/898-2180 or FusionGourmet.com



Kakookies are deliciously flavorful snacks made with clean, superfood ingredients. Ideal for travelers, outdoor enthusiasts, busy overscheduled families, & anyone interested in leading a healthy lifestyle.  
 ▶ Kakookies.com



Nunes Farms' introduces Jake's Fire Roasted Hatch Chile Almonds, a classic spin on the Hatch Chile flavor with the perfect blend of heat and spice. Made with premium almonds, this flavor is roasted in small batches to deliver exceptional quality.  
 ▶ 800/255-1641 or JakesNutRoasters.com



The Real Coconut Tortilla Chips are non-GMO, and come in flavors Himalayan Pink Salt, Beach BBQ, Sea Salt and Vinegar, Golden Curry and Lime Chili. Each flavor bears the hallmark characteristics of the perfect chip: addictive crunch and ideal dipping shape.  
 ▶ TheRealCoconut.com

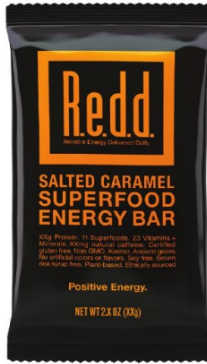


Dewey's Bakery classic lemon bars have been a favorite for generations. Combing cold-pressed Meyer Lemon oil, lemon zest and brown sugar for a sublimely tart soft baked cookie bursting with citrus flavor.  
 ▶ 336-748-0230 or Deweys.com

Quinn's Real Butter Tastes Better microwave popcorn is the first to use grass-fed, clarified butter. All ingredients are natural with non-GMO kernels, expeller pressed sunflower oil, and sea salt.  
 ▶ 303/927-6655 or QuinnSnacks.com



Tuscanini's hand-crafted Parchment Crackers from Kayco are a baked, ideal swap for flatbread, chips, or calorie-heavy snack crackers. All three varieties – olive oil, olive oil with rosemary, and olive oil with oregano, are perfect with antipasto or served alongside a cheese plate.  
 ▶ 718/369-4600 or TuscaniniFoods.com



The Salty Caramel Redd bar is a deliciously revolutionary on-the-go meal delivering a delicious, slightly caffeinated experience with a nutritional punch. Certified Gluten Free and non-GMO. Every ingredient has been chosen because it's the best at what it does.  
 ▶ 207/370-4433 or ReddBar.com



JicaChips, are the first chips made from jicama, a nutrient dense root vegetable native to Mexico. That's why one bag is only 100 calories and 5 grams of prebiotic fiber.  
 ▶ 561/725-5422 or JicaChips.com



Made from chipotle, this jerky brings together a sensation of moderate heat and a hint of honey to create the perfect balance of sweet and tangy. Tender slices of beef are marinated and then baked, resulting in an extraordinarily moist, soft and chewable jerky.  
 ▶ 707/939-9176 or KraveJerky.com



RW Garcia 3-Seed Artisan Crackers are a gluten-free alternative to traditional crackers. Available in four flavors: Sweet Potato, Sweet Beet, Kale and Harvest, each combines healthful ingredients into a better-for-you cracker.  
 ▶ 707/939-9176 or RWGarcia.com

Visit us at the Winter Fancy Food Show #990.  
 Ask about our Free Freight Program!

8012 Hankins Industrial Park • Toano, Virginia 23168  
 800-831-1828 • fax 757-566-1605 • wholesale@thepeanutshop.com

For More Information Circle No. 106

# CONDIMENTS

**When it comes to condiments most consumers, especially millennials, search for exotic products that avoid unhealthy additions** to food, according to a Packaged Facts report. As a result, more condiments and sauces are being marketed as organic and healthy as of late. Gluten-free, organic and non-GMO products are also cited as an increasing trend.

In 2017, there were 827.1 million unit sales of dressing and shelf stable condiments in the United States. Mustard and ketchup sales (pg 12) amounted to about \$1.22 billion for the 52 weeks ending January 22, 2017. The retail value of the health and wellness sauces, dressings and condiments market also rose to approximately \$24.4 billion in 2017, up from ~\$23.1 billion in 2016.

Trends driving the condiment industry stem from more exotic and diverse flavors being introduced to the market, gluten free and organic options and environmental sustainability. Consumer concern with the health risks involved with additives and GMOs have also driven the market to produce health-conscious products.

SFA says consumers view premium attributes such as limited edition product versions as a plus. Keep in mind these attributes will help keep them engaged within the category, and open them up to exploring higher-quality products.



Handcraft your own artisan pickles one jar at a time in less than ten minutes with Pearl and Johnny Pickle Kits. Just add vinegar, water, and your choice of fresh veggies. Refills also available.

► 417/466-4646 or WindAndWillow.com



Essential for your family's table, this back-to-basic delight from Barhyte is 100% organic, gluten free and sourced in the USA. Each mustard and ketchup is manufactured sustainably using Blue Sky's renewable energy program.

► 800/407-9241 or Barhyte.com



The popular line of tomato forward condiments gets a new look as Traina Foods transitions their name to "Traina Home Grown." In addition, corn syrup has been eliminated from the formula in the existing Classic Sun Dried Tomato and Sriracha Sun Dried Tomato varieties. Available in Sriracha and Sicilian flavors.

► 209/892-5472 or TrainaFoods.com

Sutter Buttes Natural & Artisan Foods Chipotle peppers give this salsa a unique hint of smoky flavor, white lemon juice and cilantro. Serve traditionally with tortilla chips, or try something new, and use as a garnish for your southwestern omelets.

► 530/763-7921 or SutterButtes.com



Aloha from Oregon presents subtle flavors of fruits and berries or the robust flavor of garlic blended with the heat of Jalapeño, Habanero or Thai peppers make these sweet and hot jellies extraordinary. Perfect for any chef's pantry or gift baskets. Choose from 22 single flavors and 7 split Pepper Jelly flavors in one jar.

► 541/343-5519 or AlohaFromOregon.com



Davidson's has introduced a line of Special-tea Products, including artisanal specialty Tea Jelly. This product infuses three simple ingredients, sugar, pectin and four top-selling tea blends: Classic Chai, Coconut Vanilla, Earl Grey and White Pomegranate.

► 800/882-5888 or DavidsonsTea.com

Woeber's Sandwich Pal Horseradish Sauce- our signature item. Perfect on prime rib and enhances marinades salad dressings and dip recipes. We have been making mustard and grinding fresh horseradish since 1905.

► 937/323-6281 or WoeberMustard.com



Corine's Cuisine offers a range of eight gourmet sauces for dipping, cooking, and marinating, all based on homemade recipes using only all-natural ingredients.

► 646/535-3366 or www.CorinesCuisine.com



Braswell's Cranberry Bourbon Jalapeno Jam presents a delicate balance of tart and sweet cranberries, smooth oak aged bourbon and fiery jalapenos making this the perfect hors d'oeuvres jam.

► 912/764-6191 or Brawswells.com

Next scheduled Fancy Food edition is June 2018 for the NY Summer Fancy Food Show. Please mark your calendar with these important dates.

• Editorial Submissions: 04/24/18 • Ads Reserved By: 05/8/18 • Ad Materials Due: 05/15/18  
Call Joanne Fallon at 312/849-2220



# Some say variety is the spice of life...We agree.



Mustards, Mayonnaise, Vinegars, Lemon Juice, Sauces and Dips are just a few of the items that are part of the Woeber's product family. Meet our family and try our family of products at the Winter Fancy Foods Show, booth #405.

Woeber Mustard Company  
 Springfield, Ohio • [www.woebermustard.com](http://www.woebermustard.com)  
 Circle 107 on the card for more information

1-800-548-2929  
 Winter Fancy Food Show, Booth #405  
 Made in the U.S.A.



**DAVIDSON'S**  
ORGANICS

VISIT US  
AT BOOTH 1450  
TO LEARN ABOUT  
OUR NEW RELEASES

NEW  
SPECIAL-TEA  
PRODUCTS

1-800-882-5888 | www.davidsonstea.com

For More Information Circle No. 121

*Aloha*  
FROM OREGON

PO Box 42077, Eugene, OR 97404 tel: 800.241.0300 fax: 541.343.5499  
E-mail: office@alohafromoregon.com recipes: www.alohafromoregon.com

For More Information Circle No. 110

Sustainably produced using wind power  
Locally sourced ingredients & materials  
Handcrafted in Pendleton, OR  
Organic & Gluten Free  
Family Company

**Suzie's**  
ORGANIC  
YELLOW  
MUSTARD  
New!

**Suzie's**  
ORGANIC  
KETCHUP

**Barhyte**  
Specialty Foods

800-407-9241  
barhyte.com

WFFS Booth # 469

For More Information Circle No. 109

## CONDIMENTS



Chinese Southern Belle's handcrafted sauces go beyond food, "opening minds, one mouth at a time." Available in Sweet Chili Peach, Soy Ginger and Asian Barbecue Teriyaki, made with natural ingredients.  
► 404/494-0088 or ChineseSouthernBelle.com

Beaver Brand Stone Ground Mustard from Beaverton Foods features all-natural mustard oil and no preservatives. It is also certified gluten free.  
► 503/644-9204 or BeavertonFoods.com



Red Duck Foods introduces the first and only organic, gluten-free and vegan taco sauces. Buyers can choose from a tantalizing trio of Approachably Mild, Uniquely Korean and Actually Spicy taco sauces made with clean, honest ingredients.  
► 302/547-2786 or RedDuckFoods.com

Vermont Village introduces its new line of organic Raw Apple Cider Drinking Vinegars to the market. This product was developed to bring healthy-lifestyle connoisseurs a highly-portable, easy-to-drink, and palatable way Available in Lemon Mint and Lime Ginger.  
► 802/479-2558 or VermontVillage.com



Randazzo's Honest to Godness Sauces has introduced four new Pesto Sauces. The new pestos, Basil, Spinach, Kale and Five Herb, are packed with powerful anti-oxidant rich ingredients, offering traditional flavor with a twist. Available in 6.5 oz. container.  
► 201/543-1195 or RandazzosSauces.com

Barney Butter is offering 16 oz packages of unsalted Blanched & Roasted Almond butter as a healthy and nutritious snack. An ideal lunchbox addition for any child or parent.  
► 559/422-1752 or BarneyButter.com



## CONDIMENTS



Blackberry Patch's non GMO syrups combine fresh fruit, cane sugar and lemon juice for a line of versatile syrups ripe for enjoying in a multitude of ways. Varieties include Blackberry, Blueberry, Raspberry, Peach, Strawberry and seasonal offerings.  
 ▶ 800/853-5598 or BlackberryPatch.com

Culinary Collective's Zócalo Aji Chili Cooking Sauces use fresh, organic native aji chilies, fruits, herbs, spices and extra virgin olive oil for a delicious way to add a kick to everyday meals. Use as a sauce, marinade, brush on grilled meats or poultry, or combine with whole milk yogurt for a spicy chip and vegetable dip.  
 ▶ 425/398-9761 or CulinaryCollective.com



Estolia's Food Products "Salsa Saves Lives" is not only perfect with a chip, but it also creates fabulous dishes everyone will love. Offered in classic, verde, asado and pineapple salsa. Profits from the sale of this salsa go back into the community to save lives.  
 ▶ 949/374-0007 or Estolias.com



Brianna's Cilantro Lime Dressing is a bright and creamy mix of tart lime and refreshing cilantro that's equally great as a dressing, dip or sauce. This duo of flavors is sure to spice up your favorite recipes.  
 ▶ 979/836-5978 or Briannas.com

RETHINK YOUR

# TACO TUESDAY

PEARL AND JOHNNY®  
DIP AND SPREAD MIXES

BEETROOT GARLIC

DIP & SPREAD MIX  
ORGANIC

CHILI LIME

DIP & SPREAD MIX  
ORGANIC

SPINACH LEEK

DIP & SPREAD MIX  
ORGANIC

MAPLE ONION

DIP & SPREAD MIX  
ORGANIC

VEGAN | ORGANIC | NON-GMO

Combine our real-food **ORGANIC** ingredients with sour cream, hummus or mayo for beautiful dips that can also spread and sauce.

1.888.427.3235 | PEARLANDJOHNNY.COM

For More Information Circle No. 111

## CONDIMENTS

Nature Nate's Honey Maple Syrup is made with high-quality, all-natural ingredients and sweetened with 100% Pure Honey. Perfect for drizzling over your favorite pancakes or waffles, or even adding a dash to your morning coffee.

► 800/882-5888 or [NatureNates.com](http://NatureNates.com)



Bongiovi Brand present pasta sauces with Tomato Basil, Hearty Garlic and Classic Curry flavors and 9 oz pouches for grab and go convenience – just pour, heat and eat. Premium all-natural, Non-GMO, gluten free and kosher.

► 855/452-6226 or [www.BongioviBrand.com](http://www.BongioviBrand.com)

National organic tortilla chip brand Late July launches salsa as the first category extension since they debuted tortilla chips in 2010. The new line of salsa uses USDA certified organic and all natural non-GM ingredients for three flavor varieties including: Mild, Medium, and Salsa Verde.

► 508/362-5859 or [LateJuly.com](http://LateJuly.com)



Kiklos Greek Extra Virgin Olive Oil from The Olive Fruit is 100% pure olive juice handmade from the Koroneiki olive, known as the "Queen of Olives." Made in small batches, the olives are gently harvested at the peak of ripeness and instantly cold pressed to protect its flavor.

► 844/803-7293 or [TheOliveFruit.com](http://TheOliveFruit.com)



Salute Santé! Grapeseed Oil provides delicious taste for everyday cooking and salads, and the highest health benefits of all oils. Now cold pressed for added nutrition, the high smoke point of 485°F makes it a healthy oil to sauté, sear, stir-fry, grill and bake.

► 707/251-3900 or [GrapeseedOil.com](http://GrapeseedOil.com)

TBJ Gourmet's flagship bacon spread is bursting with sweet and savory bacon goodness, and pairs well with foods at any meal. Go traditional and try it on a burger or with breakfast foods, or take party appetizers like crackers with goat cheese or brie from ordinary to exceptional.

► 856/222-2000 or [TBJGourmet.com](http://TBJGourmet.com)



*Nashville Wraps*<sup>®</sup>

**THE LEADER IN GIFT, RETAIL & GOURMET PACKAGING**

**FREE CATALOG!**

800-547-9727 | [www.NashvilleWraps.com/FFD](http://www.NashvilleWraps.com/FFD)

© 2018

For More Information Circle No. 119



# LE GRUYÈRE®

SWITZERLAND 

## Traditional. Artisanal. Exceptional!

Le Gruyère AOP Switzerland - a 900-year tradition of artisanal cheesemaking.



The makers of Gruyère AOP have been producing artisanal cheese since long before your customers were looking for it. For over 900 years, Gruyère AOP has been made by hand, in small batches, using the same recipe, along with the experience and know-how of skilled cheesemakers. This is followed by aging and ripening of the cheese by equally skilled affineurs, utilizing centuries-old technique and knowledge.

Le Gruyère AOP Switzerland is 100% natural and 100% additive free, with 100% great taste... and of course, naturally free of lactose and gluten, as it has always been.

For more information on our production, history, and some great recipes, please visit us at [gruyere.com](http://gruyere.com)

### Gruyère AOP

Born in Switzerland in 1115.



Visit us at the

**WINTER FANCY FOOD SHOW  
BOOTH #4510**

**SAN FRANCISCO, JANUARY 21<sup>ST</sup>-23<sup>RD</sup>**

**All Natural, only from Switzerland.  
Naturally Gluten- and Lactose-Free.**

[www.gruyere.com](http://www.gruyere.com)

Circle 120 on the card for more information

AOP = PDO (Protected Designation of Origin)



Switzerland. Naturally.



**Cheeses from Switzerland.**

[www.cheesesfromswitzerland.com](http://www.cheesesfromswitzerland.com)



# CHOCOLATE & CONFECTIONS

Consumers' more sophisticated tastes and tendencies to snack are driving sales of bite-sized, individually wrapped and portable chocolates, according to SFA data. Dark, milk and white chocolate are among the highest sales, as well as candies containing or paired with chocolate like mints, truffles, bonbons and chocolate covered fruit or caramels.

In 2017, dark milks were also on the rise (60% and above), because they provided customers with the best of both worlds—they are rich in taste, but aren't overwhelmingly sweet. The U.S. chocolate market is expected to cross into the \$30 billion mark by 2021.

According to a TechSci report, rising personal disposable income, and a growing number of innovative offerings has caused the category to gain strength. Since consumers in the 15-to-24 age group are major generators according to SFA data, ensure your product is health and nutrition based. Changing the shape of confections can also change their appeal, both visually and when it comes to taste.



Henke Foods has launched new gift tins: 45 Annie B's piece caramel gift tin, 14.5 oz Peppermint Bark and 1lb BT McElrath English Toffee.  
▶ 612/331-8800 or AnnieBs.com



Sheila G's Brownie Brittle introduces Chocolate Almond: rich, chocolate Brownie Brittle studded with chocolate chips and toasted almonds. \$3.99-\$4.99 MSRP for 5 oz.  
▶ 800/276-9643 or BrownieBrittle.com



Element's Truffles Ayurveda Inspired Artisanal Chocolates are raw and organic, sweetened with locally sourced honey. Free from dairy, refined sugar, cane sugar, soy, GMOs, and any emulsifiers or preservatives.  
▶ 917/836-2819 or ElementsTruffles.com



TRU Chocolate makes 72 percent dark chocolate snacks with zero grams of sugar. Available in four delicious varieties including Chocolate Wafers, Chocolate Covered Flame Raisins, Chocolate Covered Gluten Free Pretzels and Chocolate Covered Almonds.  
▶ 855/878-2462 or Tru-Chocolate.com



Chocolate lovers can get their fix and feel good about it with Biena's new line of chocolate-covered chickpeas. Available in dark chocolate, milk chocolate, and salted caramel.  
▶ 617/202-5210 or Biena.com



Daelmans Stroopwafels launched a new flavor: Chocolate-Caramel, a rich flavor from real chocolate and natural ingredients. It evolves into a soft melty treat when placed atop a hot cup of tea, releasing aromas of cinnamon and vanilla.  
▶ 212/315-2343 or StroopwafelsByDaelmans.com



Davidson's has introduced a line of Special-tea Products, including artisanal Tea Chocolates. The Tea Chocolates infuse single-origin cacao arriba from Ecuador and three top-selling tea blends: Classic Chai, Coconut Vanilla and Earl Grey with Lavender.  
▶ 800/882-5888 or DavidsonsTea.com



Jelly Belly expands its collection with Organic Jelly Beans in Smoothie Flavors. These mouthwatering tastes merge refreshing fruit with the creamy taste of everyone's favorite blended snack. Available in 1.9 oz and 5.5 oz bags.  
▶ 800/323-9380 or JellyBelly.com

Nashville Wraps gourmet packaging is exceptional quality that lets your gourmet foods be the star. Showcase your products in our candy and bakery boxes, cello bags, plastic food containers and ribbon. Request a FREE catalog now.  
▶ 800/547-9727 or NashvilleWraps.com





# IF YOU'RE LOOKING FOR THE WORLD'S FINEST STROOPWAFELS, WE'VE SAVED YOU THE TRIP TO HOLLAND.

Visit us at the Winter Fancy Food Show, Booth 1754.

From Jumbos through Minis, in Caramel, Honey and New Chocolate-Caramel varieties, Daelmans has the right products in the right package formats to bring differentiation and traffic to your shelves. Stop by, call, email or click today to learn more about what the fastest growing specialty snack in the USA can do for you!



[www.thebrandpassport.com](http://www.thebrandpassport.com) 212.315.2343 [info@thebrandpassport.com](mailto:info@thebrandpassport.com)  
Circle 112 on the card for more information

KEHE • UNFI • SUPERVALU • DPI • FIRST SOURCE



# CHOCOLATE & CONFECTIONS



Hammond's has expanded their award winning chocolate bar line with a new, 3 oz vertical format tablet bar. 5 flavor options are available in the 12ct DRC case pack.  
 ▶ 888/226-3999 or [HammondsCandies.com](http://HammondsCandies.com)

Erin Baker's super-delicious, antioxidant-rich chocolate Ancient Grains Granola uses the finest chocolate chunks and cocoa to satisfy your hunger and your sweet tooth. Non-GMO Project Verified and Gluten Free.  
 ▶ 360/714-9585 or [ErinBakers.com](http://ErinBakers.com)



Lily's 40 Percent Caramelized & Salted Milk Chocolate Bar features buttery caramel flavors blended with stevia-sweetened chocolate made with creamy BST-free milk. Made with 40 percent cocoa content and 25 percent fewer calories.  
 ▶ 877/587-0557 or [Lilysweets.com](http://Lilysweets.com)

Endorfin Foods are available Dark Chocolate Bars Sweetened with Coconut Sugar & Caramelized Coconut MylkBerry, and assorted flavors.  
 ▶ 415/335-6716 or [EndorfinFoods.com](http://EndorfinFoods.com)



BOOTH #1070

## TASTE the harvest

FROM FARM TO MARKET Since 1984

**NUNES FARMS**

**FROM FARM TO MARKET**

Starting with the finest California Almonds, Nunes Farms creates exceptional almond snacks and mouth watering confections. Whether you're looking for a health conscious bite or a sinfully delicious treat, Nunes Farms creates flavors from delicate to dramatic and everything in between.

**INTRODUCING JAKE'S**

Try our newest products from Jake's Nut Roasters. Almonds—dry roasted and seasoned to perfection.

**NEW! Fire Roasted Hatch Chile:** A perfect blend of heat & spice.

Proudly a division of Jasper Specialty Foods  
 PO Box 371, Newman CA 95360 | Tel: 209.862.3033 Toll Free: 800.255.1641  
 Email: [almonds@nunesfarms.com](mailto:almonds@nunesfarms.com) | [www.nunesfarms.com](http://www.nunesfarms.com)

**For More Information Circle No. 113**



McCrea's Candies Small Party Box is ideal for family functions, celebrations and office parties. Weighs 12 ounces and is filled with approximately 10 pieces each of four caramel flavors including Black Lava Sea Salt, Classic Vanilla and Deep Chocolate.  
 ▶ 617/276-3388 or [McCreasCandies.com](http://McCreasCandies.com)



Alter Eco Dark Chocolate Coconut Clusters are a new, guilt-free snack made for conscious eaters who want to satisfy their sweet tooth with clean ingredients. Organic and gluten free.  
 ▶ 415/701-1212 or [AlterEcoFoods.com](http://AlterEcoFoods.com)



Crafted with Bissinger's legendary chocolate and the finest fruit and nuts, new hand painted truffles feature a creamy ganache center in four decadent flavors: Pear & Cinnamon Caramel, Gingerbread, Double Chocolate and Earl Grey Blood Orange.  
 ▶ 888/247-7464 or [Bissingers.com](http://Bissingers.com)



Kayco's Absolutely Gluten Free Coconut Chews offer two chocolaty varieties in individually-wrapped bites for ultimate freshness. Offered in two chocolate varieties: Cranberry Chocolate and Chocolate and Cocoa nibs.  
 ▶ 718/369-4600 or [AbsolutelyGF.com](http://AbsolutelyGF.com)

Praim Group introduces a line of chocolate for Entenmann's. The new line up is available in Dark Chocolate Raspberry Burst and Dark Chocolate Mint Cookie Crunch. Items are 2.15 ounces and kosher.  
 ▶ 800/745-5154 or [PraimGroup.com](http://PraimGroup.com)



Enjoy Sweet Shop USA's Goji Berry Coconut Crunch Chocolate Bar. This new candy bar is a decadent white chocolate bar featuring coconut, goji berries, quinoa, pepitas, and almonds.  
 ▶ 903/575-0033 or [SweetShopUSA.com](http://SweetShopUSA.com)

NCA National Confectioners Association

**sweets  
EXPO &  
snacks**

SPECIALTY  
SWEETS & SNACKS  
MARKET

May 22 - 24, 2018 Chicago, IL USA



**How do you win future shoppers?**

Today the shopper is boss.

With new and innovative products, trends and companies in premium, gourmet, organic, free-from and fair trade, Sweets & Snacks Expo is the proven destination to find solutions that will exceed your shoppers' expectations and drive sales.

Expo's Specialty Market is 100% focused on specialty candy & snacks that you won't find anywhere else.

**Put yourself in the center of it all**

Register now at [sweetsandsnacks.com](http://sweetsandsnacks.com)

Circle 114 on the card for more information

# CHOCOLATE & CONFECTIONS

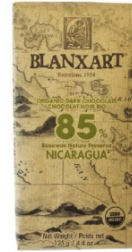


Artisan Kettle Organic's line of organic baking chocolate bars will continue the success of their organic chocolate chips. As one of the lowest-priced organic chocolate baking brands, the product expansion meets growing consumer demand for great tasting organic products at affordable prices. ▶ 833/605-6929 or ArtisanKettle.com



Moose Munch Premium Popcorn is not your average caramel popcorn – every detail of the recipe went through intense scrutiny. It took over 160 attempts to get the original recipe absolutely perfect, tasted in each sweet and crunchy bite. ▶ 877/322-1200 or HarryAndDavid.com

Culinary Collective's Blanxart Single Origin Organic Nicaragua 85 percent Chocolate Bar is made with organic and fair trade cocoa beans. This smooth, complex bar has flavors of lemon, orange, pineapple, jasmine and nuts. ▶ 425/398-9761 or CulinaryCollective.com



Rule Breaker Snacks harness the power of beans, oats and other wholesome ingredients to create truly delicious, indulgent and guilt-free goodies. Gluten-free, 100% plant-based, nut-free and top 8 allergen-free. ▶ 627/331-6989 or RuleBreakerSnacks.com



La Mere Poulard's French sable cookies are a brand new import direct from France, and can be found at most local food retailers. ▶ 914/269-2545 or LaMerePoulardUSA.com

2017 *sofi* AWARD GOLD WINNER!



800.222.2269 ■ Fax: 903.575.0050  
www.sweetshopusa.com  
www.mwtoffee.com  
www.pricessfinechocolates.com

Americasmart ■ Jan 9-16 – Booth 8126  
Dallas ■ Jan 17-23 – Booth WTC 180 - B52  
Winter Fancy Food Show ■ Jan 21-23 – Booth #3404  
Las Vegas ■ Jan 28-Feb 2 – Booth CI 125



For More Information Circle No. 115

# CHEESE

## Cheese Trends 2018 WMMMB

By Gianna Annunzio

Specialty cheese saw an exuberant burst of growth in 2017 as the category continued to gain even more popularity. Last year, specialty cheese sales alone grew five times as fast as the industry overall, prompting cheese makers to produce more



specialty cheese than ever before. The production of specialty cheese in particular had also grown, increasing by 7% to meet consumer demand.

When it comes to Wisconsin cheese in particular, there are numerous "tried and true" products shoppers have been drawn to consistently over the years. These cheeses have appeared on several delicately crafted cheese boards, a trend that began growing in 2017.

One of the cheeses predominantly seen on these elegant boards is Little Mountain Cheese by Roelli Cheese Haus, also doubling as winner of the American Cheese Society's Best in Show award in 2016. Others like Upland's Pleasant Rich Reserve, Hooks 10-Year Aged Cheddar have also made board appearances, along with Sartori's Black Pepper BellaVitano, a specialty cheese rubbed in black peppercorn. Sartori's cheese was also named Cheese Champion at the U.S.



UPLANDS PLEASANT RIDGE RESERVE

Cheese Championship in 2017 with an impressive score of 99.02 out of 100.

"A lot of cheeses that are winning awards are growing in popularity," says Lizzie Duffey, the Wisconsin Milk Marketing Board's (WMMB) public relations specialist.

"People are talking about them more than ever and continuing to buy them and love them."

Since WMMB is a non-profit organization of dairy farmers promoting the consumption of milk, cheese and other dairy products, Duffey is one of the individuals in charge of compiling



Wisconsin's future cheese trends. With 237,000 images of beautifully crafted cheese boards on Instagram to date, Duffey says they will continue to skyrocket in 2018.

"Everybody wants to take a picture of a cheese board, millennials specifically," she said. "They like to take pictures or videos of the food they're trying. The intrigue of knowing where their food is from and making sure it's the best of the best is important to consumers today."

Cheeses with bold, rich flavor will also dominate the market. As of current, sales on this category of flavored cheese are outpacing the growth of the total cheese category, increasing by 1.5 percent in comparison. This primarily includes smoked cheeses, spicy cheeses and cheese with urban vegetable flavors.

According to the WMMB's

most recent press release regarding cheese trends, Wisconsin dairy farmers are prepared to embrace the market's shift in flavor preference. Smoked cheeses like Red Apple Cheese's Smoked Swiss, herb and vegetable flavored cheese like Henning's Wisconsin Cheese's Onion and Chive Cheddar are all fast-growing segments of the cheese category. Varieties and blends of Wisconsin specialty cheeses are also appearing on restaurant menus across the country. Some of these blends, like Roth Buttermilk Blue Cheese with Sartori Montamore,



Blue Apron, who offers Wisconsin-Style Potato Cheddar Soup made with Wisconsin sharp cheddar cheese, is one of the many meal kit companies incorporating specialty cheese into their recipes.

Aside from this year's soon-to-develop trends, Duffey says she, along with all of Wisconsin, is looking forward to sharing their cheesemakers' personal stories.

"Everybody wants to know where their food is coming from and who makes it," she said. "We have a long tradition here of 3rd and 4th generation cheesemakers, or maybe cheesemakers who are new to the game."

are a few examples of these unique combinations.

With gourmet snacking also on the rise, cheese is already the fastest growing savory snack consumers reach for between meals, according to the NPD Group. Wisconsin cheesemakers are now thinking beyond older versions of classic snacks, like string cheese, adding their own modern twist. Award winning company Carr Valley Cheese is an example of this shift in innovation, developing a mature flavored Cranberry Chipotle Cheddar cheese stick.

"When people look for snacks between meals, they are turning toward cheese," Duffey said. "And they want it to be the best cheese, gourmet specialty cheese."

Meal kits are also a rising trend this year, giving consumers an easy way to enjoy fresh and local cheese ingredients every night of the week. WMMB's press release also stated that



MERLOT BELLAVITANO

Duffey says for these cheesemakers, the craft goes even farther beyond what consumers are eating.

"[It's about] learning about the cheesemaker's passion and stories, and teaching people about that in 2018 is something we're really excited about," she said. "Our cheesemakers put their whole heart and soul into these products that consumers are loving."

# COFFEE & TEA

**Coffee consumption has risen steadily over the last few years, with a reported sixty-two percent of Americans drinking a daily cup of coffee in 2017**—up from 57 percent in 2016, according to SFA news. The biggest jump was in gourmet coffee, with the fastest growing flavors being: peppermint, salted caramel, Oreo, Crème brulee and chai.

While coffee holds a continuous spot within consumers' daily lives, industry experts have noted that hot tea is also a growing item for many Americans, according to SFA data. Chocolate, olive oil and cheese are purchased most, but tea is gaining steadily.

Marketing coffee to woman as an energy booster could help increase sales, while providing access to coupons could appeal to men. Americans also prefer to use ready-to-drink tea bags, but are willing to pay more for higher-end teas. With the organic tea market expected to reach \$295.1 million by 2021, products with health-conscious labels are set to receive the most attention.

Califa Farms Concentrated Cold Brew Coffee allows you to have it your way: just add water, Almondmilk or Almondmilk Creamer to make your perfect cup.  
▶ 213/694-4747 or CalifaFarms.com



Plum Deluxe's line of signature loose leaf teas help you slow down for a mindful moment to enjoy the feeling of a cup of tea. All of our tea blends are organic, non-GMO, and free of chemicals and sulfates.  
▶ 503/482-8658 or PlumDeluxe.com

Let the exquisitely delicate new Chakra Herbal Infusions from The East India Company transport you to a place of peace and vitality as the world continues at its frenetic pace all around you.  
▶ 212/874-6314 or TheEastIndiaCompany.com



Davidson's Organics combines both organic and regular tea for multiple unique bodily improvements. Comes in: Sleep, Slim, Energize, Detox, Digest, Laxitive, and De-Congest blends.  
▶ 773/356-1690 or DavidsonsTea.com



The Spice Lab's line of Wellness Teas offers a soothing, natural way to take a break from life's hectic times and enjoy the comforting benefits of a delicious cup of tea.  
▶ 954/716-6166 or Shop.TheSpiceLab.com



## THE INVISIBLE CHEF



Cinnamon Sugar FRENCH BREAKFAST PUFFS  
Maple Oat FRENCH BREAKFAST PUFFS  
Salted Caramel Macchiato FRENCH BREAKFAST PUFFS

FAN FAVORITE

VISIT US!  
Booth 534  
WINTER FANCY FOOD  
SAN FRANCISCO  
January 21-23, 2018



WE'RE SOCIAL

1.800.456.7115

www.theinvisiblechef.com

Fax 330.880.4749 Email [contactus@theinvisiblechef.com](mailto:contactus@theinvisiblechef.com)

For More Information Circle No. 117





The North American tea industry is projected to grow to  
over **\$15 billion\*** in 2018 - **will you miss it?**

 worldteaEXPO

Pre Conference June 11, 2018 | Conference & Expo June 12-14, 2018 | LVCC South Hall, Las Vegas, NV, USA

## Register Now for Exclusive Early Bird Savings!

**FREE** Exhibit Hall Pass\*\* OR

Enter the code **FRETP2** for \$945 All-Access Tea Guru Pass (includes Exhibit Hall Pass)

[worldteaexpo.com](http://worldteaexpo.com)

\*This SPINScan Data, 52 weeks ending 8/13/17. Total Tea Sales across all SPINS tracked channels U.S.A combined with data from Technomic, 2017 Away-From-Home Beverage Study. \*\*Free Exhibit Hall is available for qualified retailer business types only. Only valid on new registrations.

**Circle 118 on the card for more information**

# NATURAL & ORGANIC

**The Organic Trade Association says 85 percent of U.S. households bought organic in 2017.** Last year, Technavio

predicted trends that would impact the natural and organic food market outlook through 2019. These predictions included a rise in import of organic food, and in the number of private label brands. Since the prediction, larger retailers such as Wal-Mart and Costco have delved into the market themselves, aiming to target the organic food and health shopper.

Investors see value in healthy foods. A number of food industry mergers and acquisitions, as well as IPOs, have been influenced by an interest in healthy foods. Increased consumer interest in simple foods and distrust in additives have also led shoppers to pay closer attention to food labels. SFA cites Pillsbury as an example of this shift after their creation of "Purely Simple" baking mixes, containing shorter ingredient labels and lack of artificial additions.

Since "real" and "clean" foods are a focus within consumer shopping, natural, fresh and preservative-free foods will be the most looked for attributes. More shoppers will look at labels to see what is not in food products versus what is. SFA says sugar will be most avoided, while fats like eggs and oils will no longer be bypassed.

Chef's Bakery Inspired Smoked Butterscotch Crumb Cake by The Invisible Chef has two delicious layers infused with a subtle smokey flavor. Inspired by the iconic New York Crumb Cake, this mix is sure to please.

► 800/456-7115 or TheInvisibleChef.com



Les Trois Petits Cochons has launched a new line of the first-ever organic pâté and mousse varieties in Organic Pâté aux Pommes et Cidre, Organic Pâté de Campagne, and Organic Mousse aux Cèpes. GMO, Gluten free, no preservatives or colorings.

► 212/219-1230 or 3Pigs.com



Bob's Red Mill Protein Pancake and Waffle Mix is a blend of whey protein, pea protein, buttermilk and vital wheat gluten, providing 15 g protein per serving. It's made with nature stone ground whole wheat pastry flour.

► 800/553-2258 or BobsRedMill.com



Thankfully Gluten Free Merchising baskets by Partners Crackers are available with the purchase of Free For All Kitchen Gluten Free Deli Crackers. Available in Olive Oil & Sea Salt, Roasted Garlic & Rosemary, Olive Oil & Herb.

► 800/632-7477 or PartnersCrackers.com



Tribali Foods introduces Tribali patties, coming in three delectable flavors: Mediterranean Beef, Chipotle Chicken and Umami Beef. Made with real ingredients delivering exquisite taste and relentless nutrition.

► 310/592-5420 or TribaliFoods.com

Each carefully crafted pint of My/Mo Ice Cream with Mochi Bits contains a miraculous match of mouthwatering ice cream surrounding pillowy pieces of sweet rice mochi!

► 646/507-5705 or MyMoMochi.com



Almondina Brand Biscuits introduces Toastees, an all natural, twice baked almond crisp with a few simple ingredients. Flavors include Cranberry Almond, Sesame Almond and Coconut Orange Almond.

► 800/736-8779 or Almondina.com



Belvoir Elderflower Lemonades come in a variety of organic flavors in glass bottles that are beautiful and perfect for the health conscious drinker in your life. Made of fresh organic lemons and organic elderflower, these lemonades add a refreshing and effervescent element to any cocktail.

► 847/720-9090 or BelvoirElderflower.com

I found my  
spark...



"Expo West is the best way to deepen your understanding of the industry. For industry veterans it's the best networking event of the year. And for new brands, it can mean the difference between being a small regional brand and a national powerhouse. Simply put, Expo West is a must for anyone involved with natural products."

**Matt LaCasse**  
*Birch Benders*  
*Micro-Pancakery*



**Natural  
Products**  
**EXPO WEST®**

**Education & Events**

March 7-11, 2018

**Trade Show**

March 8-10, 2018 | Anaheim Convention Center North Halls

March 9-11, 2018 | Anaheim Convention Center Main Halls

Anaheim, CA USA

**Register online at [expowest.com](http://expowest.com)**

Questions? Contact us at  
1.866.458.4935 or 1.303.390.1776 | [expowest@newhope.com](mailto:expowest@newhope.com)

Produced by:



Co-located with:



Circle 116 on the card for more information.

## NATURAL & ORGANIC



Charlie's unique wild boar and pork sausage contains fresh, natural ingredients, made with a Cajun recipe and smoked in a real, hardwood fire smokehouse. Comes in 12-ounce packs of three flavors: original, mild and green onion.

► 855/601-2786 or [CharliesSausage.com](http://CharliesSausage.com)

DAVIDSON'S ORGANICS

VISIT US AT BOOTH 1450 TO LEARN ABOUT OUR NEW RELEASES

**NEW Ayurvedic Infusions**  
A new line of seven, functional tea blends

1-800-882-5888 | [www.davidsonstea.com](http://www.davidsonstea.com)

For More Information Circle No. 122

An All Natural Gourmet Liquid Smoke

**LAZY KETTLE BRAND LIQUID SMOKE**

**Stand out from the crowd!**

Your customers expect something special. Offer them something wonderful!

**All-Natural Lazy Kettle Hickory Liquid Smoke.**

**Real Smoke! Real Concentrated! Gluten Free. GMO Free.**

Manufactured by Golden West Specialty Foods  
300 Industrial Way, Brisbane CA 94005  
(415) 657-0123 • (800) 584-4481 • Fax (415) 657-0110  
[sales@gwsfoods.com](mailto:sales@gwsfoods.com) [www.gwsfoods.com](http://www.gwsfoods.com)

For More Information Circle No. 108

**BOOTH 3123**



The So Good So You probiotic juice shots are a line of refrigerated, certified organic, non-GMO verified, vegan wellness shots that support digestion and immune health.

Offered in 5 flavors.  
► 612/481-4884 or [SoGoodSoYou.com](http://SoGoodSoYou.com)

Pereg Natural Foods Quinoa and Raw Bars are gluten-free, dairy free, vegan, all natural, kosher, and made with clean ingredients.

► 718/261-6767 or [Pereg-Gourmet.com](http://Pereg-Gourmet.com)



SMASHMALLOW is a premium snackable marshmallow brand that offers taste and wow-factor beyond an ordinary marshmallow. Available in Cinnamon Churro, Strawberries & Cream, Mocha Chip Mint Chocolate Chip, Coconut Pineapple, Meyer Lemon Poppy Seed and Root Beer Float.

► 707/512-0605 or [Smashmallow.com](http://Smashmallow.com)



Gelatin Free, Gluten Free, Pesticide Free, Preservative Free, Nut Free, Tree Nut Free, Vegan, Corn Syrup Free, GMO Free, No Artificial Colors, Flavors nor Sweeteners and only Organic ingredients!

► 310/309-7461 or [www.OrganicCandyFactory.com](http://www.OrganicCandyFactory.com)

Spicy Queso PopCorners are a delectable, fiery take on the classic tex-mex flavor made better with the same wholesome ingredients and crunchy texture PopCorners fans know and love. Certified Gluten Free and only 120 calories per serving.

► 516/566-2300 or [www.PopCorners.com](http://www.PopCorners.com)





GrandyOats introduces Coconola, a new line of gluten-free, organic, coconut-based grain-free granola. Flavors available in Original, Super Hemp Blend, and Chocolate Chunk.  
 ▶ 207/935-7415 or GrandyOats.com



Michel de France's Norigami Gluten-Free wraps are a healthy alternative to bread or tortilla. Ready-to-eat, just need to be filled and serve. These thin wraps are free of saturated fat and transfat, low in carb and made with ingredients free of GMO.  
 SRP \$4.99  
 ▶ 909/923-5205 or MicheldeFrance.com

Otto's Cassava Flour is a gluten-free, grain-free, single-ingredient, whole-food Paleo flour that makes re-creating delicious, allergy-friendly versions of family favorites.  
 SRP \$17.99  
 ▶ 732/654-6886 or www.OttosNaturals.com



A new, portable take on NuttZo's popular jarred nut and seed butter flavors, Bold BiteZ will be the first bar to offer the health benefits of seven nuts and seeds, and will be available in the refrigerated section of premier grocers nationwide January 2018.  
 ▶ 646/455-1080 or NuttZo.com

## NATURAL & ORGANIC



Torie & Howard is introducing a line of organic Sour Chewie Fruities available in gusseted 4-ounce matte-finish peg packs. Available in Sour Apple, Sour Cherry, Sour Berry, and assorted flavors.  
 ▶ 888/826-9554 or TorieAndHoward.com



Fusion Gourmet's top selling Bali's Best Green Tea Latte Candy customers know and love is now available in a large size 1lb jar. Place it in common areas as a delightful treat, or offer as a gift for tea lovers.  
 ▶ 310/898-2180 or FusionGourmet.com



Enjoy Life Foods Grain & Seed Bars is the first to combine three types of the ancient grain, sorghum, in four comforting, sweet flavors: Banana Caramel, Cranberry Orange, Chocolate Marshmallow and Maple Sweet Potato.  
 ▶ 855/972-0532 or EnjoyLifeFoods.com



KARMA Nuts are dry roasted without oil just after the outer shells are removed, to maintain their freshness and natural flavor. These cashews retain their natural skins, making them crunchy and nutritious.  
 ▶ 925/961-5491 or KarmaNuts.com

# HOUSEWARES

**During the 2017 back-to-college season the housewares industry grew 2 percent, grossing over \$100 million more than 2016 stats.** With kitchen electronics also up by 79 percent, several retailers will take factors like increased competition and online coordination into account for the 2018 season.

This year's International Home & Housewares Show will feature more than 2,200 exhibitors at Chicago's McCormick Place from March 10-13, 2018. The event will offer educational and networking seminars to help attendees better connect with the industry. Aiming to inform and motivate passersby, award winning designs and the latest new products will also be available to gain a more in-depth look into the industry's innerworkings.

After the 2017 college season, Housewares Marketwatch determined that executing a better targeting of items could assist in contributing to 2018's overall category growth, especially when it comes to textiles. With entertaining continuing to be increasingly important for millennial-aged groups, the IHHS is ideal for engaging with the most trendy items in both general and niche markets. Making significant advancements in the "needs" of today's world will help expand the industry for years to come.



The NuWave 6-Quart Brio Digital Air Fryer combines hot air with high-speed air circulation for quick and efficient results. It cooks with little or no oil and is perfect for making large batches of fried food. ▶ 877/689-2838 or NuWaveNow.com



Entryways presents its newest additions to their Williamsburg collection, the popular and purposeful doormat line determined to promote the culture of the 18th century. ▶ 908/603-5411 or EntryWaysUSA.com



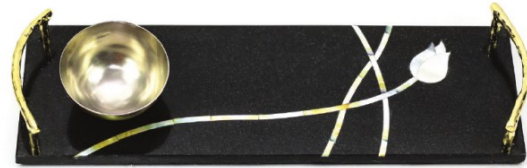
Freeheart's Moojoi is entirely new, exclusive and never-before-seen colorful, contemporary collection. The drinkware is a collaboration between world renowned artists, Shannon Summer Warren and Andrea Dasha Reich. ▶ 855/204-5106 or GoFreeheart.com



Nuni Toaster has created the world's first tortilla toaster, warming up to six hot tortillas in 60 seconds. This product changes the way you eat tacos forever, designed to work with any standard pack of tortillas you can buy. ▶ NuniToaster.com



TAI is the knife block for tomorrow's kitchen. Minimal, essential and beautiful it encompasses the essence of Cangshan Cutlery Company. Crafted from robust Walnut wood. ▶ 909/628-2345 or www.CangshanCutlery.com



Serve guests in style with this special addition Mother of Pearl inlay chip and dip set. Simple and elegant, with the signature lotus mother of pearl inlay in to the granite stone gives a strikingly artistic spin serving. Making it a perfect entertaining accessory at your next dinner party. ▶ 347/420-2675 or PeetalNewYork.com



## For more information from our advertisers

circle and then fax (312/849-2174) or go online to [fancyfoodmagazine.com](http://fancyfoodmagazine.com).

### READER SERVICE/AD INDEX

|   |   |
|---|---|
| 121 Aloha from Oregon.....14                | 113 Nunes Farms.....20                        |
| 109 Barhyte.....14                          | 123 Partners, a tasteful choice company ..IBC |
| 102 Braswell's Food Company .....3          | 124 Sutter Buttes Olive Oil Company .....BC   |
| 122 Davidson's Organic Tea .....28          | 115 Sweet Shop USA .....22                    |
| 121 Davidson's Organic Tea .....14          | 112 The Brand Passport.....19                 |
| 103 Del Sol Food Company, Inc./Briannas .5  | 117 The Invisible Chef .....24                |
| 108 Golden West Specialty Foods.....28      | 106 The Peanut Shop of Williamsburg .....11   |
| 120 Gruyere Cheese.....17                   | 111 Wind and Willow.....15                    |
| 105 HLP Klearfold.....8, 9                  | 107 Woeber Mustard Compan.....13              |
| 101 Jelly Belly Candy Company .....IFC      | 118 World Tea Expo.....25                     |
| 119 Nashville Wraps .....16                 | 104 Xochitl, Inc.....7                        |
| 114 National Confection Association .....21 |   |
| 116 New Hope Natural Media.....27           |   |

Company \_\_\_\_\_

Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_

State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_

Fax \_\_\_\_\_

Email \_\_\_\_\_

Next scheduled Fancy Food edition is June 2018 for the NY Summer Fancy Food Show. Please mark your calendar with these important dates.

• Editorial Submissions: 04/24/18 • Ads Reserved By: 05/8/18 • Ad Materials Due: 05/15/18

Call Joanne Fallon at 312/849-2220

*New for your deli*

Visit us  
@ WFF  
Booth 3723



## MERCHANDISING BASKETS

Free with cracker purchase upon request

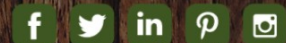
*Deli racks also available*



Circle 123 on the card for more information.

800.632.7477

[www.partnerscrackers.com](http://www.partnerscrackers.com)





**SUTTER BUTTES**  
NATURAL AND ARTISAN FOODS

SUTTER BUTTES NATURAL AND ARTISAN FOODS  
*Infused Olive Oil*  
 FRESH GARLIC 60 ML (2 FL. OZ.)  
 MEYER LEMON 60 ML (2 FL. OZ.)  
 CITRUS HABANERO 60 ML (2 FL. OZ.)  
 FRESH BASIL 60 ML (2 FL. OZ.)

SUTTER BUTTES NATURAL AND ARTISAN FOODS  
*Balsamic Vinegar*  
 FIG 60 ML (2 FL. OZ.)  
 FRESH BLUEBERRY 60 ML (2 FL. OZ.)  
 DARK RASPBERRY 60 ML (2 FL. OZ.)  
 FRESH POMEGRANATE 60 ML (2 FL. OZ.)

FRESH FROM CALIFORNIA

**PEPPER JAMS**

SUTTER BUTTES NATURAL AND ARTISAN FOODS  
*Jam*  
 PINEAPPLE MANGO HABANERO  
 CRANBERRY PEPPER  
 APPLE

9 OZ. JARS

**SUTTER BUTTES GIFTS**

Circle 124 on the card for more information.

Sutter Buttes Natural and Artisan Foods - 2204 California St., Sutter CA. 95982 USA  
 530.763.7921 - sales@SutterButtesOliveOil.com - www.sbooco.com