



Terrapin Ridge Farms  
Introduces New Line Of  
Epicurean Chocolate Sauces

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Sarabeth Wins NASFT  
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# GOURMET NEWS

THE BUSINESS NEWSPAPER FOR THE GOURMET INDUSTRY

JULY 2011 • SPECIAL SHOW ISSUE

## Sticky Fingers Bakeries Takes A Leap With New Line Of Specialty Jams

**Tom Owens, Co-Founder and President of SFB Specialty Foods** (dba Sticky Fingers Bakeries), talks about the evolution of the company's line of jams, jellies, curds and fruit butters.



**GN:** You're known for high-quality scone mixes, but this new line comes as something of a surprise.

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## PARTNERS' MiaDolci Gourmet Cookie Crisps Receive Enthusiastic Response

Family owned, simply delicious: for nearly 20 years, PARTNERS, a tasteful choice company, has produced award-winning gourmet crackers and granola made exclusively with all natural, wholesome ingredients. Last October, PARTNERS extended its all natural family of products with the introduction of MiaDolci, a line of gourmet cookie crisps. Delectable bites of divine goodness, these crispy treats are lower in sugar than regular



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## Leading Premium Tea Company Brings Exciting New Offerings To SFFS 2011

**Gourmet News sat down with Jim Donnelly, Vice President Sales for Twinings North America, Inc.** Jim manages sales for the entire U.S. business, which includes all channels such as Grocery, Mass Merchandising, Drug, Specialty, Internet, Club and Food Service.



He has successfully built the business, making Twinings of London the fastest growing specialty tea company in the U.S.

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## Coconut Takes Terrapin Ridge Farms Chocolate Sauces To The Next Level

New line of Epicurean Chocolate Sauces introduced at Summer Fancy Food Show



Coconut is an increasingly popular flavor and ingredient, according to Mary O'Donnell, CEO of Clearwater, FL based Terrapin Ridge Farms. "The most likely reason is growth in demand of international flavor profiles with today's consumers," continues O'Donnell. "Coconut is a common

## Innovation Drives Sales At Dave's Gourmet, Inc.

**Dave's Gourmet, Inc. Founder Dave Hirschkop sat down to discuss his company's line of condiments and spices.**



**GN:** Are you a hot sauce company that makes pasta sauces or a pasta sauce company that makes hot sauce or some combination?

**DH:** Really, we are a specialty food company whose focus is

## Ferrara Pan: The Gold Standard Of Imported Belgian Chocolate Bars

Premium imported Belgian chocolate bar sales are up nine percent vs. YA,\* and chocolate bar count good sales are at \$3.1 billion, up eight percent vs. YA.\*



To help leverage these trends and growth, Ferrara Pan has applied its more than 100 years of confectionary experience to create a European-inspired line of premium chocolate bars, as well as chocolate-covered delicacies and chocolate balls.

Ferrara Pan's 3.52 ounce Imported Belgian Chocolate Bars



**SLATHER BRAND**



**SLATHERIN' SAUCE**

**SLATHER  
IT ON!**

*Our company's flagship product is Original Recipe Slatherin' Sauce, "The Cure for Boring Food". This sticky, sweet, slightly spicy sauce is a unique blend of honey, pineapple, tomatoes, crushed red pepper and spices. Slatherin' Sauce is a gourmet cooking and finishing sauce for everything from baked brie to wild boar.*

*Visit us at Summer Fancy Food Show in Washington DC. We will be located in the SUSTA Booth #2732*

**843 513 1750 [SlatherItOn.com](http://SlatherItOn.com)**

BOOTH #2527

COME ENJOY

*The Charm of Europe*

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*Blends include:*

CÂFE SUISSE | CAFE HOLLAND | CAFE FRANCE | CAFE ITALIA | CAFE SVENSKA

Available in Whole BEAN and Ground.

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rice cakes  
apple flavour

**Belgravia Imports Booth 2805**

## Mokk-a European Coffee Blends: A Tale For All Coffee Lovers

This is the story of *Mokk-a*, a group of American coffee lovers determined to bring Europe's finest coffees home. Introduced as "The Most Innovative New Product on the Market," *Mokk-a* has been charming the hearts and coffee palates of coffee lovers everywhere.

Company Founder Karen Glavimans' search began while traveling in Sweden with some friends. As she tells the story, "We stopped at a café, and it was there that I fell in love. The coffee's flavor was exquisite. I lingered in that café until they told where it

came from. It was the divine creation of a very small local roaster. I searched for him, spoke with him and fortunately for me, he loved my ideas & American creativity. He agreed to work with me and *Cafè Svenka* was born."

Karen's journey took her next to Italy. "After sampling a number of coffees, I arrived in Naples in early February 2008. There I met Angelo, the son of the owner of a small roasting facility. We drove one hour outside of Naples to the small village where his family lived. I told them how truly

unique I thought their coffee was and asked if they would sell me the recipe. Angelo, turned in his chair and promptly responded, 'You must be crazy!' This conversation continued until June of that year when he signed the contract. Finally! *Cafè Italia* was mine!"

Karen's next coffee-quest destination was Puligny-Montrachet, in the beautiful Burgundy region of France, where she met with an elderly roaster she had heard about there. He was over 80 years old and his recipes had been passed down through generations. "Entering his very small shop (which looked like something out of a Harry Potter movie) I



explained that I had tried his coffee and found this particular one lovely. Would he also consider selling me the recipe?"

In early 2009, *Cafè Svenska*, *Cafè Italia* and *Cafè France* had their official launch in the U.S.

market, and the journey has only continued from there. Karen continues searching for the coffees that many call "The Charm of Europe," and the results of her quest are sure to enchant and delight your customers.

To learn more about *Mokk-a European Coffee Blends*, call 409-299-3768, visit [www.mokk-a.com](http://www.mokk-a.com) or stop by booth 2527 and join us for a Cuppa *Mokk-a*!

## GRANAROLO Introduces Its New Frozen Mozzarella To U.S., Canada, Mexico And Brazil

In February 2010, MAXCO INTERNATIONAL, the renowned representative and brokerage company, started offering to the North American market the all new GRANAROLO frozen mozzarella product line, the original 100 percent made in Italy, fresh mozzarella with a shelf-life of 12 months! GRANAROLO SPA is headquartered in Bologna, Emilia Romagna, Italy.

GRANAROLO has developed a new technology in order to offer to customers all over America the possibility to eat original Italian fresh mozzarella. The extensive GRANAROLO product line includes Frozen Traditional Cow's Milk Mozzarella in a 100

high-end foodservice and pizza industry) in a 1000 gram block and Frozen Traditional Mozzarella di Buffalo, made with buffalo's milk only, in a 200 gram bag.

### About GRANAROLO

A frozen mozzarella importation and distribution network in North America, MAXCO INTERNATIONAL & GRANAROLO SPA is looking for new selected exclusive importers-distributors for both retail and foodservice product lines. For additional information on GRANAROLO Frozen Mozzarella information, please call 949-336-7512 or 949-230-6866, send an e-mail to [info@maxcointernational.com](mailto:info@maxcointernational.com) or visit [www.maxcointernational.com](http://www.maxcointernational.com)

GRANAROLO Frozen moz-

905-624-5065 ext. 321), in San Francisco by Italfoods Inc. ([info@italfoodsinc.com](mailto:info@italfoodsinc.com); 650-877-0724) and in Saint Louis and Detroit by Grand Prix Trading Corp & Europa Market Import Foods ([info@europa-market.com](mailto:info@europa-market.com); 314-631-7288). GRANAROLO is looking for few selected partners for the importation and the distribution in the US, Mexico and Brazil.

### About GRANAROLO SPA

Italy's leading dairy supply chain has 300 feed producers, approximately 1,300 dairy farmers, a collective network of 70 milk collection centers, seven dairy processing plants—two for yogurt and one for fresh cheeses—1,200 distribution refrigerated trucks/vehicles and more than 750 thousand tons/year of transported goods. Granarolo is a story of genuine quality. In a ranking of most respected companies in Italy in 2009, Granarolo ranked No. 12. In a ranking of best-seller items in grocery markets, Granarolo ranked No. 1. Granarolo has been exporting its products all over the world for many years and is today present in more than 40 countries.

### About GRANAROLO Frozen Mozzarella

traditional cow and buffalo mozzarella in Italy. The secret of GRANAROLO's success is its perfect balance between experience, tradition, advanced technology, guaranteed hygiene and passionate to the product. Learn more at [www.granarolo.it](http://www.granarolo.it).

The activity of the group is based on four main business areas: milk and cream (61 percent turnover), yogurt (13 percent), cheese (17 percent), and others, eggs included (9 percent). The production covers all types of milk and dairy products (fresh milk, UHT milk, high pasteurization milk, organic milk, yogurt, mozzarella, stracchino, ricotta, fresh and mature cheeses) and also eggs. Starting from *October 2011* Granarolo will offer three new traditional Italian products, *PANNA DACUCINA CREAM SAUCE 500ml*, *BESCIAMELLA 500ml* and *MASCARPONE 500ml*, all 100 percent made in the traditional Italian way, the original recipe the Italian Chefs use all over Italy! Very soon available in the U.S. & Canada.

For information concerning the Granarolo range of products, the distribution network in North America and for inquiries regarding the direct importation and distribution in the available areas, please contact

