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Epicurean

Exploring the Art of Fine
Foods and Culinary
Craftsmanship.

Sustainability in Focus

Foodservice operators are missing important opportunities to meet eaters' wants and needs. Plant-forward diets and reducing food waste are among the most powerful solutions to address climate change—more effective than solar power, refrigerant management, and electric vehicles.



THE APRIL ISSUE

Closing the Gap: Perspectives on Sustainable Dining

What does sustainable dining really mean to consumers and operators? During a March 2025 Webinar, Datassential highlighted a new study from Food for Climate League (FCL), powered by Datassential research, that reveals the gaps—and opportunities—between what diners want and what restaurants deliver.

In this study, they measured:

1. How much do operators and eaters **know** about sustainable foods—especially the ones that make the greatest impact on the environment?
2. Do they **intend** to serve and/or eat more sustainable foods—and talk about them to others—in the next year?
3. And what, if anything, is **stopping them** from offering or ordering more sustainable foods?

Before diving into the findings, it's important to define sustainable foods. Sustainable foods are:

- **Good for people**, meaning foods that support farmers, food workers, and local communities.
- **Good for the planet**, meaning foods that reduce pollution, conserve natural resources, and limit greenhouse gas emissions that contribute to climate change.

Following the above definitions, there are many ways to eat sustainably—including all of the below, with the first three ways having the *most impact* in terms of environmental benefits.

- **Plants as the main protein** in a meal
- **All parts of the plant**
- **Little to no meat** and animal proteins or products
- Plant-based alternatives to meat and dairy
- Fruits and vegetables that are in-season
- Fruits and vegetables that are grown locally or regionally
- Ingredients that are regeneratively farmed
- Ingredients grown and processed by workers who are treated humanely and paid fairly
- Sustainable aquatic foods

Turn to **Page 13** to discover the findings surrounding the current state of sustainable dining.

Why it Matters

Why it matters for business:

Foodservice operators are missing important opportunities to meet eaters' wants and needs.

Why it matters for the world:

Plant-forward diets and reducing food waste are among the most powerful solutions to address climate change—more effective than solar power, refrigerant management, and electric vehicles.

Spotlight

Crackers

Jeff Babcock



Effie's[®]
HOMEMADE

Biscuits by Effie

Back in Nova Scotia, where our original biscuit was known as an oatcake, Effie MacLellan (yes, that Effie) learned a generations-old, family farmhouse recipe that she carried to her new home in Dorchester, Massachusetts. Oatcakes were a staple in Effie's pantry, always on hand should friends or family drop by. Whenever she was baking, word spread quickly, and soon the neighborhood kids would come running for oatcakes, still warm, carefully wrapped in a napkin and ready for sharing.

Thankfully, for the rest of us, the story doesn't end there. Effie's daughter, Joan, and her longtime friend, Irene, knew these oatcakes were too exceptional to keep to themselves. Professionally trained culinary experts and teachers, Joan and Irene launched Effie's Homemade to share the oatcake tradition with the world. Today, they continue to explore new recipes and exciting flavor combinations, bringing the humble biscuit to unexpected heights.

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4698744
Effie's Original Oatcakes
12/7.2oz

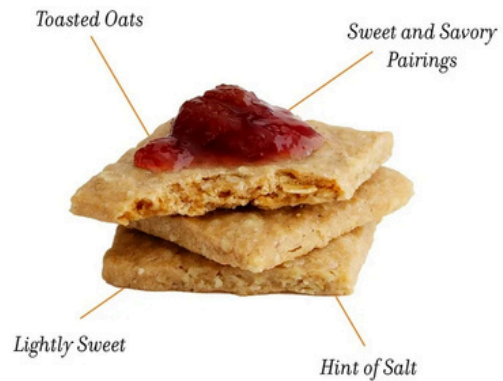
A 4698744 Oatcakes Original 12/7.2oz
layers of toasted oats with a hint of salt
 These lightly sweet, classic tea biscuits are irresistibly delicious and unlike any you've tasted. A fourth generation family recipe, Effie's Oatcakes are cherished for their crisp, buttery texture and subtle sweetness with a hint of salt, making them a versatile choice for any occasion. They pair seamlessly with cheeses, jams, and more!

B 7315295 Single Serve Oatcakes 3/24ct
layers of toasted oats with a hint of salt
 Enjoy the original Oatcakes on the go. Effie's Single Serves are perfect for tea, cheese, or simply as a light and tasty snack. 24 packages of two biscuits.

C 7317087 Pecan Biscuits 12/7.2oz
southern pecans with wildflower honey
 Sweet southern pecans take center stage in these deliciously nutty tea biscuits. They're buttery-crisp, made with stone-ground whole wheat and just a touch of wildflower honey. Enjoy with your morning coffee or pair with creamy blue cheese and fresh or preserved summer stone fruits.

D 7026585 Cocoa Biscuits 12/7.2oz
malted cocoa with toasted coconut
 When only chocolate will do, reach for these crisp and lightly sweet Cocoa Biscuits. The flavor has been turned up, combining malted cocoa, crisp layers of oats, and toasted coconut. Top with a dollop of mascarpone and fresh berries or a bright marmalade.

E 7315292 Single Serve Cocoa Biscuits 3/24ct
malted cocoa with toasted coconut
 Enjoy Cocoa Biscuits on the go. Effie's Single Serves are perfect for tea, cheese, or simply as a light and tasty snack. 24 packages of two biscuits each.



Spotlight

Jeff Babcock

Spreads



A Spread of Spreads

FOODMatch has been a leading name in Mediterranean-inspired ingredients for over 25 years, sourcing and developing premium olives, antipasti, spreads, condiments, and more. Renowned for commitment to quality and innovation, they have earned 14 SOFI Awards and numerous accolades, including recognition as "Supplier of the Year" by multiple partners. They have also earned praise from top publications, such as Real Simple for "Best Fig Spread" and "Best Appetizer." With a reputation for excellence, FOODMatch continues to be the go-to partner for Mediterranean culinary essentials. At the heart of FOODMatch's success is a dedication to sourcing ingredients directly from the regions where they are naturally grown, ensuring exceptional flavor and quality. They champion sustainable farming practices, minimal processing, and a commitment to supporting local communities. This dedication extends to every product, from grove to table, offering ingredients that are both iconic and innovative. FOODMatch remains steadfast in their promise to elevate every meal with ingredients crafted with care, tradition, and a deep respect for the land.

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Divina's go-to spreads and sauces weave together classic Mediterranean ingredients with exciting on-trend flavors to create delicious options for any meal. These versatile ingredients save labor in the kitchen and elevate sweet or savory dishes, cocktails, and charcuterie boards.

Divina Spreads are the ultimate kitchen essential, offering incredible versatility for both sweet and savory creations. From pairing beautifully with cheese and crackers for an effortless appetizer to transforming a burger into a gourmet masterpiece, their bold, balanced flavors shine in every application. Whether you're adding a touch of sweetness to baked goods or enhancing the depth of your favorite sauces and marinades, Divina Spreads take your dishes to the next level!

- A. 7033206 Sour Cherry Spread 12/9oz
- B. 7216854 Date Spread 12/9oz
- C. 7262994 Orange Fig Spread 12/9oz
- D. 7323612 Greek Apricot Spread 12/9oz
- E. 4634943 Fig Spread 12/9oz
- F. 7262990 Caramelized Onion Jam 12/7.6oz
- G. 4420541 Sour Cherry Spread 3/3.5lbs
- H. 7294959 Chili Orange Spread 3/3.5lbs
- I. 4082725 Fig Spread 3/3.5lbs



G

H

I

Spotlight

Ryan LaMere

Protein



**SPARE
BURGER**

Beef, But Better!

The Spare Food Co. creates better for people and planet versions of diners' favorite foods. They've developed a unique supply chain that uses the 40% of overlooked and surplus ingredients to produce healthier, more delicious foods that help foodservice companies meet their culinary, nutrition and sustainability goals.

Spare Food is co-founded by Chef Adam Kaye (Chef and Culinary Director, Blue Hill at Stone Barns, and Co-creator and Chef of the world-renowned wastED pop-ups in New York and London) and his brother Jeremy. The Kaye Brothers combine their genetic love of food with their deep experience of sustainable culinary innovation to prove we have what we need to feed a growing population healthy food using what the world already grows and produces.

Their most recent product introduction, Spare Burger®, is the new "it" food on college campuses and in corporate cafeterias, healthcare facilities and quick-serve locations. Spare Burger is a blended beef burger that replaces 30% of the beef with surplus vegetables purchased from farms across the US. It's made with just beef and vegetables, no fillers or additives. It truly is a better beef burger, with all the great beefy taste but 30% fewer calories, less saturated fat and significantly lower cholesterol. It also has a significantly lower carbon footprint than 100% beef, which is key to helping food service operators and their clients achieve their sustainability and plant-forward menu goals.

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**A. 7335708 Grass-Fed Beef
Burger Patties (4oz) 10/1 lb.**

**B. 7335710 Grass-Fed Beef
Bulk Blend 2/5 lb.**

Spare Burger® is available in two formats. Pre-formed patties make this a simple switch for any grill station burger, while the bulk blend provides a one-for-one recipe replacement for all your guest favorites, like meatballs, chili, meatloaf and spaghetti bolognese. For the majority of us who still love our beef but want to feel better about what we eat, Spare Burger® is the better beef option.

Spotlight

Tessa Brueckner *Grocery*

Tessa Brueckner

 **CARANDINI**
MODENA ITALIA 1641

A Modenese Tale of Taste

Since 1641, Carandini has perfected its production of authentic Balsamic Vinegar of Modena. As a historical company with techniques that have been passed down from generation to generation, Carandini combines centuries of expertise with cutting-edge technology to bring the finest Balsamic Vinegar of Modena and condiments to tables around the world. From selecting the best ingredients to closely overseeing the ripening and aging cycles, each phase of production is strictly monitored to guarantee a product of the very highest quality. They are also deeply committed to producing sustainably; below are a few examples of their efforts.

- 100% of the electricity consumed comes from a renewable source and it is certified through Guarantees of Origin (GOs) issued by the GSE. Plus, in December 2023, the photovoltaic panels installed in their Scandiano facility were tested and became operational.
- Since 2015, Carandini has been running a state-of-the-art biological purification system designed to treat residual water generated from in-house processing.
- Since 2022, all of their 250 ml Bottles for Glazes and Dressing, including the Italian Cheese Dressing, are made with 100% recycled Plastic.



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7354601
Italian Cheese Dressing with White
Vinegar & Parmigiano Reggiano
6/8.45oz



The Italian Cheese Dressing with Sweet White Vinegar & Parmigiano Reggiano PDO is one of Carandini's innovative products that pairs two of Italy's most noted ingredients – Parmigiano Reggiano PDO and sweet white vinegar – to make the ultimate flavor profile and reinvent the rules within the kitchen. Endorsed by the prestigious Parmigiano Reggiano Consortium, this dressing is a Carandini-patented recipe that celebrates the excellence of the Emilia-Romagna region. It pairs well with salad, french fries, risotto, fish, and more.



7354598
Italian Cheese Dressing with
Balsamic & Parmigiano Reggiano
6/8.45oz

The Italian Cheese Dressing with Balsamic Vinegar of Modena & Parmigiano Reggiano is one of Carandini's innovative products that combines two of Northern Italy's holy grail agri-foods – Parmigiano Reggiano PDO and Balsamic Vinegar of Modena PGI. Endorsed by the prestigious Parmigiano Reggiano Consortium, this dressing celebrates the excellence of the Emilia-Romagna region. It pairs well with salad and vegetables, risotto and pasta, meat, and much more.



Spotlight

Andrea Coté *pastry*

PONTHIER

Purely Pureés

Ponthier sources and transforms fruits into purees, crushed fruits, compotes, and delicious coulis, with precise traceability and flawless food safety. In its Corrèze workshops, since 1946, Ponthier has been committed to preserving the original taste of carefully selected raw materials. It offers ready-to-use refrigerated fruit purees with a short and natural ingredient list: a minimum of 90% fruit and a maximum of 10% French beet sugar. These products are available to all gastronomy professionals for creating sweet and savory dishes, as well as beverages.

Today, the Ponthier teams believe that their mission goes beyond this initial activity. The company embraces new ambitions and asserts them through strong markers, including B Corp certification in June 2023 (105.9 points). They are also a Mission-Led Company, and they publicly state their corporate purpose and social and environmental objectives: to contribute to the development of expertise and knowledge of fruit in order to preserve its original taste and enhance its benefits; to contribute to social progress within their organization and with their stakeholders; and to contribute to reducing the environmental impact of the value chain in their business sector.

In 2021, Ponthier created the PURE TRACE® label to meet the growing expectations of consumers seeking transparency and healthy products.

- PURE guarantees healthy products, free from pesticide residues, thanks to responsible farming practices. (In 2024, 60% of the purees and crushed fruit range were PURE certified)
- TRACE ensures traceability down to the producer-collector and their locality, in addition to the country, growing region, and variety already indicated on the packaging (In 2024, 58.3% of the purees and crushes range were TRACE certified.)



Coming Soon!

- A. **7363064** Pureé Calamansi 6/1kg
- B. **7362963** Pureé Lemon 6/1kg
- C. **7363065** Pureé Red Rhubarb 6/1kg
- D. **7316507** Pureé Pineapple 6/1kg
- E. **7160681** Pureé Passionfruit 6/1kg
- F. **7160574** Pureé Coconut 6/1kg

- G. **7160568** Pureé Mango 6/1kg
- H. **7193828** Pureé White Peach 6/1kg
- I. **7227379** Pureé Strawberry 6/1kg
- J. **7227381** Pureé Blackberry 6/1kg
- K. **7160681** Pureé Blood Orange 6/1kg
- L. **7160574** Pureé Raspberry 6/1kg

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Retail & Foodservice Industry Trends

Closing the Gap: Perspectives on Sustainable Dining, Continued

What we learned: a snapshot

Although there are many delicious ways to eat sustainably, there are key knowledge gaps. While the vast majority of eaters and operators know at least one way to eat sustainably—like choosing locally grown or in-season foods—most lack a broader understanding of other, more impactful, climate-smart food choices, leaving untapped opportunities on the table.

Enthusiasm is (mostly) high, but there is misalignment. Eaters are motivated to eat sustainably—and young people, especially, are leading the way. Foodservice operators, though motivated, have some reservations about whether diners will embrace sustainable offerings.

The table is set to close these gaps. Eaters are eager to eat more sustainable foods. And operators are largely willing to offer more—even those who never have before. But many operators could use more tools in their toolkit to do so.



79% of consumers plan to eat more sustainably in the next year. That includes 33% who say they never eat sustainable foods but plan to start.

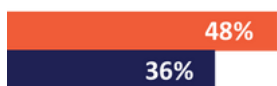


While eating in-season fruits and veggies is the top way consumers plan to eat sustainably, **nearly 1 in 4** plan on eating meals with plants as the main protein—which is much more impactful.

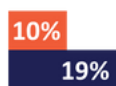


While **72% of foodservice operators** say they are likely to offer more sustainable menu options, they could better match eaters' enthusiasm.

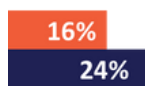
These are the biggest gaps between what eaters want and what operators plan to menu:



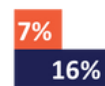
Locally sourced ingredients



Clams, oysters, mussels, and/or scallops



Meals with less meat and animal proteins



Meals without any animal proteins/products

● OPERATORS ● EATERS

Source: Datassential

A closer look at some exceptional sustainable products

While operators are at the helm, we're here to provide sustainable solutions. As you read on **Page 2**, there are many different ways to eat sustainably; here are some of the standout lines we offer.

All parts of the plant—and in this case, all plants: **Uglies**

Uglies Kettle Chips are crafted from upcycled potatoes with slight imperfections – potatoes that are the wrong size or shape, have varied colors or the wrong sugar content. As Uglies likes to say: *Some chips in the bag may have cosmetic challenges, but they're all delicious, and beauty is in the eye of the chip holder!*

Meals with less meat and animal proteins: Spare Burger

Spare Food has created a juicy, delicious blend of 70% responsibly-raised beef and 30% surplus vegetables resulting in a better burger – for chefs, for diners, and for the planet. If you haven't already, see **Page 7** to learn more about what makes Spare Burgers simply better.

Plant-based or vegan alternatives to dairy: Dairy Free Boursin

Plant-based cheese is hard to come by, and *great tasting* plant-based cheese is even harder! Boursin's plant based cheese alternative combines flavorful garlic, fragrant parsley and chives, and a dairy-free base made from high-quality coconut oil. Spread on your favorite cracker or bread, or use in a recipe.

Foods made with regeneratively farmed ingredients: Point Reyes Farmstead Cheese

In their own words: *"Because the happiness of our cows depends on healthy diets and land stewardship, sustainability is placed above all else."* They do this by harvesting methane-powered renewable energy; conserving water through innovative reuse and recycling programs; reducing greenhouse gas emissions by using farming practices that maximize carbon sequestration; and ensuring cow comfort by installing state-of-the-art robotic technology in their dairy parlors. *"The farm has sustained our family for going on four generations. So, we feel honored, and obliged, to respect it in every way possible."*

Foods grown or processed by workers who are treated humanely and paid a fair wage:

TCHO Chocolate

TCHO was born out of an obsession to reimagine the world of chocolate from the ground up. When they discovered that most cacao farmers have never even tasted chocolate made from their beans, they built ten TCHO Flavor Labs around the world where they work alongside local farmers and agronomists to improve every aspect from seed-to-bean-to-bar while helping communities and the environment along the way. They are not only a certified B Corp, but also 100% Plant-Based, Organic, Fair Trade, and Earth Kosher certified! Their innovative chocolate is not only good for the world – it's delicious, too!

Clams, oysters, mussels and/or scallops: Fishwife

Fishwife is a woman-owned and led company with a cult brand following aiming to make ethically-sourced, premium, and delicious tinned seafood. They source from healthy fisheries and certified sustainable aquaculture farms to bring the vibrancy of conservas culture to the North American table. Plus, their packaging isn't just eye catching, it's recyclable, too!



The Flavor Forecast

Hungry for something new? Check out the most recent products we've proudly added to our specialty food offerings.



7280095
Terrapin Ridge
Roasted Garlic Avoc Aioli
4/32oz



7364642
Terrapin Ridge
Roasted Garlic Avo Aioli
6/7.75oz



7365153
Yakami
Passionfruit Marmalade
6/20.45oz



7364879
Pidy Gourmet Pastry Shells
7inches Straight Sided Puff
Pastry Quiche Shell
1/10ct



7364891
Chef Inspired - Pidy
4inches Coated Trendy
Shell Round Sweet
1/40ct



7364893
Pidy Gourmet Pastry Shells
2in Mini Eclair Butter
1/250ct



7364895
Pidy Gourmet Pastry Shells
2in Vegan Chocolate Tart
1/96ct



7364897
Pidy Gourmet Pastry Shells
2in Vegan Shell Sweet
1/96ct



7354760
Pretzilla
Bites Filled with Buffalo
Cream Cheese
4/2lbs



7364752
Le Chic Patisserie
Butter Blinis Mini
10/16ct



7360998
Tcho Ventures
Chocolate Batons, 60%
1/3.5lbs



7361013
Maestri D'Italia
Dry Cured Salame &
Parmesan Crisps Snack Tray
10/1.5oz

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7361012
Maestri D'Italia
Prosciutto Italiano and
Parmesan Crisps Snack Tray
10/1.5oz



7360564
Artikaas
Youngsters Red Wax
Gouda Wedge
12/6oz



7360568
Savannah Bee Company
Hot Honey 3oz
12/3oz



7359765
Tcho Ventures
Dark & Salty - 70g Bars
10/2.5oz



7359442
Fratelli Pinna
Aged Truffle Pecorino
1/8.8lbs



9018797
Tiptree
Strawberry Preserve -
Single Serve
72/1oz



7358785
Tiptree
Black Currant Preserve -
Single Serve
72/1oz



7358712
Abel 1898
US Avocado Oil Tin
6/500ml



7356286
Tiptree
Raspberry Preserve -
Single Serve
72/1oz



7356285
Tiptree
Orange Marmalade -
Single Serve
72/1oz



7356284
Tiptree
Lemon Curd - Single Serve
72/1oz



7356273
Tiptree
Apricot Preserve - Single
Serve
72/1oz

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7356271
Tiptree
Pure Clear Honey - Single Serve
72/1oz



7356301
Marin French Cheese Co.
Triple Creme Truffle Brie Prospector
6/8oz



7346467
Something & Nothing
Ginger & Key Lime Premium Soda
12/12oz



7359807
Tcho Ventures
Hazelnuts! - 70g Bars
10/2.5oz



7364762
Pretzilla
Jalapeno Pretzel Burger Bun
1/72ct



7362930
Perla
Assorted Fruit Mini Puff Pastries
1/140CT



7362441
Clawson
Red Leicester with Caramelized Onion
2/2.5lbs



7362444
Pons
Cava Rose Bittersweet Wine Vinegar
6/16.9oz



7362976
Pons
Moscatel Bittersweet Wine Vinegar
6/16.9oz



7362970
Pons
Olive Cocktail with EVOO
4/141.1oz



7362996
Pons
Vermouth Bittersweet Wine Vinegar
6/16.9oz



4782680
Snake River Farms
Domestic Wagyu Beef Tallow
2/4lbs

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