

U.S. FOODLINK

The bi-monthly newsletter for importers of U.S. foods

Vol. 19 No. 4



PLANT-BASED DIMINISHES AMID Sustainable and Healthy Products

Grocers are carefully considering what products will attract shoppers' attention as they fight against rising prices, making on-trend items especially important. Health and sustainability remain at the forefront of consumer interest, and selections that can tap into these interests without breaking the bank are well-positioned to succeed.

The ESG (environmental, social, and governance) standards of product manufacturers are currently top of mind, and it's affecting what appears on shoppers' grocery lists. Mintel found that 27% of shoppers are reducing their meat consumption and 17% are lowering their dairy intake, leading to an increased interest in products that are both ethically sourced and healthier.

Grocery Doppio found that 71% of grocers cite sustainability as a key priority in 2023, with 43% saying a senior executive is leading the effort. More than a third (37%) of shoppers are willing to pay a premium of up to 17% for sustainable choices, which opens up opportunities for some higher-end versions. These shoppers also want to see product information related to sustainability efforts on shelf labels and digital channels, along with other information.

More than 63% of U.S. adults are interested in clean labels that have fewer, more recognizable ingredients, according to IFT. Consumers want to understand what they're eating, as well as the impact it has on the environment, and more people than ever are paying attention to the labels on the products they buy.

"Consumers are looking for CPG brands to be transparent about what their products are made of, as well as what the brand stands for," said Stephanie Hunter, Brand Manager at Egglife Foods. "Having clear nutrition statements, clear brand stories, and

(Continued on page 2)



Food
Export
Midwest USA™



Food
Export USA
Northeast™

www.foodexport.org

Sustainable and Healthy Products Continued

clear values will be a must to win with the modern shopper. CPG brands must remember that consumers have countless options every time they enter a grocery store, and they will be looking to purchase brands they can feel good about.”

Plant-based Withers (a Bit)

Plant-based superfoods could thrive in this environment. NielsenIQ found that superfood sales grew 22% to \$36 billion through late 2022, and the trend is likely to carry on through 2023. Sales of food and drinks made with ancient grains grew 29% to \$57.8 billion during the same period, and sales of those products containing sprouted ingredients were up 36% to \$588.7 million.

Plant-based substitutes may not be the answer, however, to this demand. A study by Datassential found that these products are being challenged by perceptions of processing, which undermines their healthy reputation, contributing to 31% of U.S. users stopping their purchases of meat alternatives, while another 35% have reduced their purchases.

Additionally, the technology behind these items may be impacting their popularity. Even though 57% of consumers say they're open to trying technology-driven products, 28% are extremely concerned about bioengineered foods; 25% feel that way about cultured meat; 23% about cellular



Products that avoid fears of being over-processed but tap into the meat-alternative interests of these shoppers have a chance to thrive.

Indulgence Endures

Health is not the only thing on shoppers' minds, and indulgent products have their place. Mintel found that 27% of consumers are eating more salty snacks in 2023 compared to the prior year. The biggest demographics for this trend are millennials (47%), parents (46%), and those who work from home at least some of the time (42%). An example of this trend can be seen in cheese grab-and-go snack kits, with sales up 3.6%.

Additionally, time-strapped consumers are looking for products that can provide a meal in a hurry. Currently, 17% of people purchase deli prepared foods at least once a week (up from 11% last year) according to FMI. Frozen items are also popular, with the largest categories being handheld, waffles, and breakfast entrées, according to IRI.

The number of shoppers regularly going to the deli for lunch rose to 21% from 13%, according to FMI. Products that can offer additional options for easy meals could stand out as an alternative to waiting for a sandwich to be made.

Tying this all together is a shift toward private label products in general. Oliver Wyman found that 83% of shoppers have adjusted their shopping behavior due to economic conditions, and about a third have shifted toward more private labels as a result. Naturally, this shift has come at the cost of interest in national brands. Retailers may be looking for brand partners who can tap into the above trends to help them offer their own alternatives.



63%
of U.S. adults
are interested in
clean labels

57%
of consumers
are open to trying
technology-driven
products

35%
of U.S. shoppers
have reduced
their meat
purchases

dairy; and 16% about plant-based proteins, according to a survey by The Hartman Group.

That's not to say these products will go away altogether. Globally, two-thirds of consumers are still extremely or very interested in plant-based protein, according to HealthFocus. Additionally, 25% say plant protein is more important to their diet than it was a year ago. Some people may be shying away, but there is still some interest.

Manufacturers shouldn't forget that many consumers looking to cut out meat are focused on specific eating habits. According to Datassentials, 29% of consumers belong to one of four "meat limiter" segments:

- Flexitarians, who occasionally eat animal-based products
- Pescatarians, who consume fish but not meat or poultry
- Vegetarians, who do not eat meat, poultry, fish, or seafood
- Vegans, who do not eat any animal products, including dairy and eggs

Spices and Seeds Rise to the Top as Healthy Ingredients



Health has been top-of-mind for years now, but over time some ingredients fade out of the spotlight while others rise to take their place.

Cinnamon is already a common ingredient in many settings, but it can potentially enhance the health halo of foods to which it is added. The spice is rich in antioxidants and has anti-inflammatory, anti-cancer, and antimicrobial properties. Additionally, studies have suggested that cinnamon can help promote healthy blood sugar levels, particularly when eaten in conjunction with other strategies that help control blood sugar.

The spice also has another benefit when used in deserts in that it can make foods taste sweeter than they actually are. The inclusion of cinnamon can help create products with lower sugar content than they might normally require, further improving health claims.

Garlic, including garlic powder, is another mainstay ingredient with some health claims. Garlic supplements have been shown to help reduce blood pressure and cholesterol levels and stimulate the immune system, and at least one review found that compounds in garlic have immunomodulating, anti-inflammatory, antioxidant, and antiviral properties. Garlic won't make an item healthy on its own, but it can add flavor to other healthy snacks while providing its own benefits.



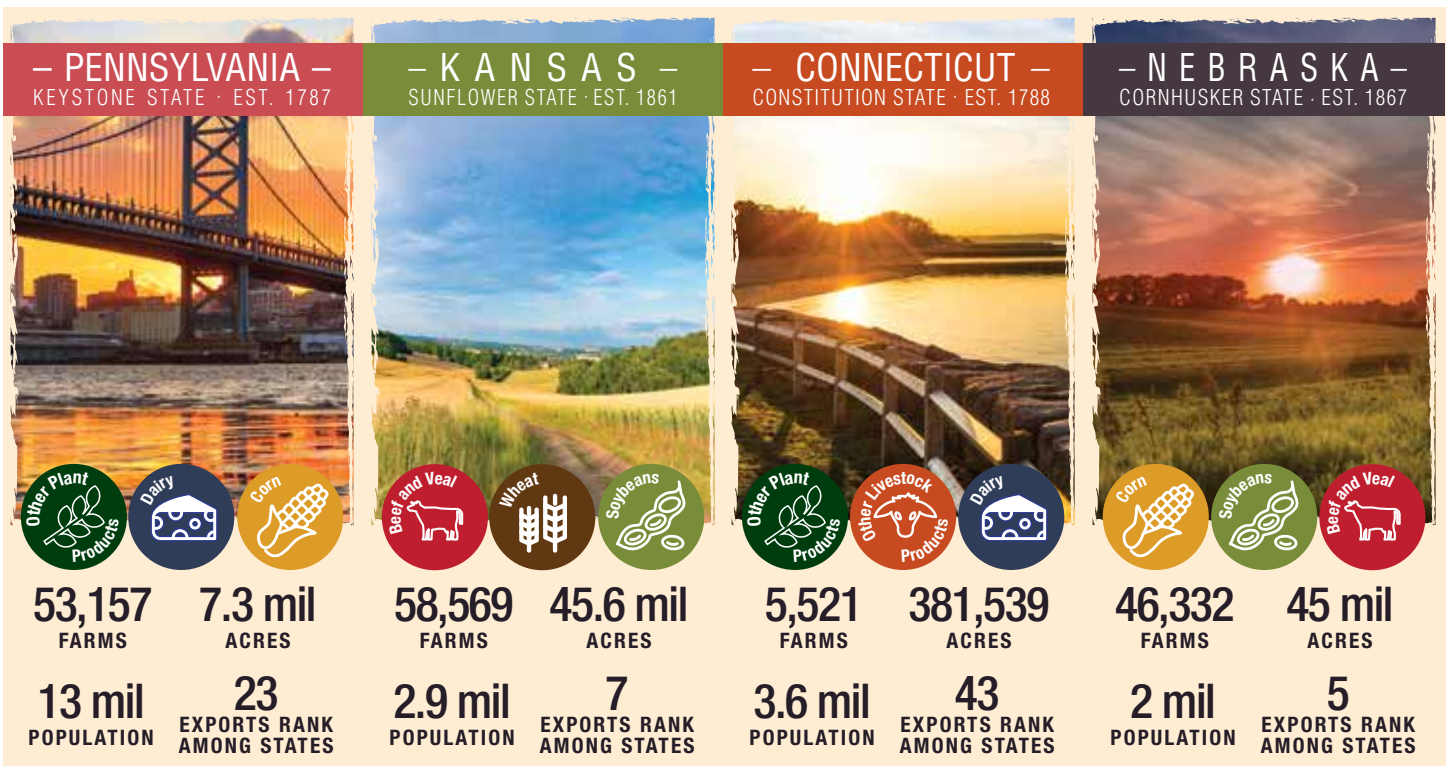
A less common but still potentially interesting healthy ingredient is seeds. Hemp, chia, and flaxseed in particular have gained some interest as potential health foods, and they can make natural complements to savory snacks.

Hemp seeds are known for their high protein content, at 10 grams per three tablespoons. They also contain high amounts of omega-3 fatty acids and magnesium, a mineral that helps regulate heart rhythm, blood sugar, blood pressure, sleep cycles, and stress response.

Chia seeds pack lots of fiber and calcium as well as several other vitamins, minerals, and ALA omega-3 fats. They also have the unusual attribute of holding 12 times their weight in water, which has led to people eating significantly less in studies where they consumed a chia-enhanced snack.

Flaxseed can contribute to heart health. One analysis of 15 studies found that the ingredient can help lower blood pressure and offer fiber and omega-3s to help lower inflammation and bolster the body's defenses against heart disease and other chronic health conditions. This ingredient should be used ground, rather than whole, to make absorption easier and draw out its health benefits.

Featured U.S. Midwest & Northeast State Profiles



news briefs

Americans consumed 20.5 lbs. of seafood per capita in 2021, rising 1.5 lbs. when compared to 2020. According to the National Fisheries Institute, the increase followed a slight drop in 2020, when Americans decreased their seafood intake by 0.3 lb., reported *Seafood Source*.

It's the summer of the popsicle, with wild flavors popping up across the U.S. And according to *Bloomberg*, dairy-free popsicles rule the realm of frozen desserts, whether fruit-based treats or vegan pops made with nondairy milks.

Private label is beginning to win food and beverage brand wars. Studies show that more consumers are willing to change brand affinity as prices increase even as brands report robust profits. It's a big shift in consumer behavior, as inflation leaves its imprint on F&B, reported *Forbes*.



Candy and snack food thrive during difficult financial times.

"Indulgence is winning," said Sally Lyons Wyatt, vice president and practice leader at Circana (formerly IRI).

Supermarket News reported that about half of consumers snack at least three times per day and that consumers don't think negatively about indulgent snacks.

Plant-based meat is predicted to rebound as it gets cheaper and tastier. PlantPlus Foods CEO John Pinto said his company, a joint venture between Marfrig Global Foods and Archer-Daniels-Midland Co., sees global sales of plant-based food surging to \$30 billion in a decade, reported *Bloomberg*.

The plant-based seafood category could see a CAGR of 28.5% through 2029. A report from Data Bridge Market Research noted growth may be driven by the rising popularity of veganism alongside growing interest in environmental, health, and animal welfare issues, reported *Vegonomist*.

Alternative milks remain the darling of plant-based growth. These products are leading the category in both sales and household penetration. Record high dairy inflation and a steady stream of new alternatives, however, are slowing product movement.

Olive oil prices are at a quarter-century high, and they're expected to stay there. *CNBC* reported that the drought in Spain has ravaged olive farmers in an extremely dry growing season that has produced an olive crop 50% less than the usual output.



Meanwhile, more than 80% of industry executives say they plan to increase private brand investments moderately or significantly in the next two years. At the same time, only 10% of executives said their organizations are "very far along" with innovation, indicating opportunities for growth, according to a new report from FMI.

A recent survey found that, amid inflation, 62% of Americans view healthy food as "a luxury." As a result, most of those health-conscious shoppers are on the hunt for discounts.



U.S. FOODLINK

FOOD EXPORT – MIDWEST &
FOOD EXPORT – NORTHEAST STAFF

Brendan Wilson
Executive Director/CEO

Food Export Association of the Midwest
309 W. Washington, Suite 600
Chicago, IL 60606 USA
312.334.9200

Michelle Rogowski
Deputy Director

Teresa Miller
Strategic Partnerships Manager

Molly Burns
Branded Program Manager

Food Export USA – Northeast
One Penn Center 1617 J.F.K. Boulevard,
Suite 420
Philadelphia, PA 19103 USA
215.829.9111

Laura England
Deputy Director

Howard Gordon
Branded Program Manager

www.foodexport.org
Comments, Questions,
email: info@foodexport.org

SUBSCRIPTIONS

The U.S. Foodlink newsletter is available every other month, in many countries around the world. Find out how to access the newsletter in your country by sending an e-mail to info@foodexport.org.

 Food Export - Midwest & Food Export - Northeast

 Food Export - Midwest & Food Export - Northeast

 Food Export - Midwest & Food Export - Northeast

 [foodexportsusa](https://www.instagram.com/foodexportsusa)

MISSION STATEMENT

The U.S. Foodlink newsletter and e-mail bulletin are brought to you by the Food Export Association of the Midwest USA and Food Export USA–Northeast, two state regional trade groups located in the U.S. that promote exports of U.S. food and agriculture. Food Export–Midwest and Food Export–Northeast administer many services through Market Access Program (MAP) funding from the Foreign Agricultural Service (FAS) of the USDA. U.S. Foodlink was created to provide readers credible data and information in an easy-to-read format.

Food Export–Midwest and Food Export–Northeast administer many services through Market Access Program (MAP) funding from the Foreign Agricultural Service (FAS) of the USDA. Persons with disabilities who require reasonable accommodations or alternate means of communication of program information should contact us. Additionally, program information may be made available in languages other than English. Food Export–Midwest and Food Export–Northeast prohibit discrimination in all their programs and activities on the basis of race, color, national origin, religion, sex, gender identity (including gender expression), sexual orientation, disability, age, marital status, familial/parental status, income derived from a public assistance program, political beliefs, reprisal or retaliation for prior civil rights activity. To file a program discrimination complaint, go to <https://www.ascr.usda.gov/filing-program-discrimination-complaint-usda-customer>. Food Export–Midwest and Food Export–Northeast are equal opportunity employers and providers. Food Export–Midwest and Food Export–Northeast do not tolerate fraud and are vigilant in preventing fraud in any of their programs. Food Export–Midwest and Food Export–Northeast reserve the sole right to accept or deny companies into their programs. For complete participation policies and our code of ethics, visit: www.foodexport.org/termsandconditions.



Orange Cheese Company

Woodbridge, Connecticut

Oralife is a brand created by Orange Cheese Company, which offers various retail-sized products for kids and adults at any time of the day! At Oralife, we believe life is great, and cheese makes it better! Oralife offers a variety of natural, fresh, and delicious cheeses that are consciously selected and crafted for their quality and great taste. We invite you to join the journey of exploring what great cheese can bring to our life. orangecheeseusa.com



The Town Dock

Narragansett, Rhode Island

For more than 40 years, The Town Dock has been a vertically integrated, family-owned seafood company on the docks in southern Rhode Island. We're committed to offering the highest quality, most consistent calamari on the market today. And more than that: we're committed to professionalism, honesty, and integrity. We not only bring decades of squid expertise – we bring our core value of "Doing the Right Thing" every day.

Our Rhode Island Calamari® line is Doryteuthis Pealeii, the Longfin Inshore Squid (still sometimes called loligo) that made Rhode Island's calamari the most sought-after squid on the market. Marine Stewardship Council (MSC) certified sustainable, available either fully cleaned or whole, and always delicious, it's easy to see why this is a foodie favorite around the globe. Contact us today to learn more or place an order. towndock.com



LorAnn Oils, Inc

Lansing, Michigan

LorAnn Oils has more than 60 years of experience as a leader in supplying professional flavors and specialty ingredients for the baking and candy industries and the home consumer. LorAnn has launched a new Vanilla Powder: a rich, ethically sourced, and highly concentrated alternative to vanilla extract or paste. Conveniently packaged in a shaker bottle, the Vanilla Powder is available for both foodservice and home consumers. Vanilla Powder is ideal for high-heat baking applications that require little to no liquid, color sensitive recipes, or for adding a bold and delectable vanilla flavor to your baking applications naturally and without the addition of alcohol.

No artificial flavors, alcohols, sugars, or other additives | Non-GMO | Kosher certified | Halal-friendly | Gluten-free | Vegan-friendly | Keto-friendly lorannoils.com



Golden Malted Waffles

South Bend, Indiana

For over 85 years Golden Malted® has been the World's Favorite Waffle. We are the world's largest supplier of waffle irons and waffle mix for the best hotels, restaurants, universities, and theme parks in over 60 countries. Our rapidly growing brand is seeking experienced distribution partners for our highly demanded waffle program. For distributors, our efficient program features high profit margins and a low entry fee. goldenmalted.com

For more information about these or other Featured Products please email: FoodLink@foodexport.org.



Bunge Protein Ingredients

Chesterfield, Missouri

At Bunge our purpose is to connect farmers to consumers to deliver essential food, feed, and fuel to the world. With more than two centuries of experience, unmatched global scale, and deeply rooted relationships, we work to put quality food on the table, increase sustainability where we operate, strengthen global food security, and help communities prosper.

PurePro® Soy Protein Concentrate – deliver exceptional texture and taste in meat and plant-based foods. Our textured and powdered proteins offer 69% minimum protein on a dry basis and provide key sensory and efficiency benefits in burgers, nuggets, ground meats, pizza toppings and more. bunge.com



Anderson International Foods

Jersey City, New Jersey

Sincerely Brigitte made its name with expertly crafted blends of premium cheese and fresh, flavorful ingredients. Now, Sincerely Brigitte adds a shred of adventure to the dairy market. Home chefs everywhere will be able to whip up elevated culinary experiences right in their own kitchens with a little help from Sincerely Brigitte's unique line of shredded gourmet cheeses. The line will kick off with a selection of four top-selling varieties: Garlic Basil, Tomato Olive, Jalapeno Cilantro, and Black Truffle. Each 6oz pouch is stylish enough to be displayed alongside specialty items in the deli but versatile enough to be sold among the dairy aisle essentials. sincerelybrigitte.com

For more information about these or other Featured Products please email: FoodLink@foodexport.org.



Nurish Brands, Inc.

Royal Oak, Michigan

FEEL® natural energy tastes good and gives you clean, sustained energy all day with a light, sparkling wave of natural energy to get you through the day. It will give you the most satisfying energy boost you've ever had with no sugar, and no chemicals.

Made in the U.S. | Zero sugar | Plant-powered | Non-GMO Project verified | Vegan | Gluten free | Free from anything artificial spreadgoodenergy.com



The Karma Sauce Company

Rochester, New York

Karma Sauce is an internationally recognized condiment producer touting a robust catalog of delicious, innovative hot sauces. The company was founded in 2010 when optical engineer Gene Olczak was challenged to make a hot sauce using only local Finger Lakes ingredients. The resulting sauce, made with ingredients like butternut squash, sweet potato, and NY honey, was so delicious and unique that it quickly expanded into a business. In 2019, Karma Sauce began working with Heatonist, a Brooklyn hot sauce shop, to supply sauces for the hit YouTube show Hot Ones. Multiple Karma Sauce products have been featured on the show, including Extreme Karma, Burn After Eating, Scorpion Disco, and Cosmic Disco. The Karma Sauce catalog also includes frequent award-show favorites like the sour cherry and habanero-infused Cherry Bomb and the West Indies curry-inspired Ghost Island. In 2022, the company took home its first Gold SOFI award for Cosmic Dumpling, its Asian cooking sauce. Karma Sauces are made with natural ingredients (most of which are grown on the company farm) and without the use of preservatives. 5% of the company's profits go to charities. karmasauce.com



Evanger's Dog and Cat Food Co, Inc.

Markham, Illinois

Family-owned and woman-led, Evanger's has been independently owned for over 75 years, dedicated to increasing the quality and enjoyment of life of our companion pets through superior nutrition. To this day, Evanger's remains just as committed to quality and innovation as ever, developing new products that fit our philosophy.

Fully complete and balanced meals, our Super Premium line of dog and cat food dinners are slow cooked in small batches using U.S., farm-grown ingredients with super foods spinach and kale for superior taste and nutritional value.

Perfect for dogs and cats of any life stage, Super Premium comes in a plethora of delectable, limited-ingredient flavors such as Beef, Chicken, Lamb & Rice, Holistic Quail and more. Easily digestible, these limited-ingredient diets are perfect for rotational pet diets. evangersdogfood.com



Drizzilicious

Piscataway, New Jersey

Drizzilicious rice crisps are crunchy mini rice cakes reimagined! Drizzilicious is the irresistibly addictive better-for-you crunchy bite sized snack that's made with rice, whole grains, quinoa, chia, and flax. It's the ultimate combination of some of the most powerful plant superfoods on earth, and a delectable premium chocolaty drizzle. Available in 5 delicious flavors; S'mores, Birthday Cake, Cinnamon Swirl, Cookies & Cream, Salted Caramel, and Pumpkin Spice, at just 90 calories per 21 pieces Drizzilicious will satisfy your sweet-tooth without all the guilt! We offer this better for you masterpiece in single serve 21g bags, or in shareable 113g bags.

100% plant-based | Allergen free | Low in fat | Sustainably sourced
drizzilicious.com

For more information about these or other Featured Products please email: FoodLink@foodexport.org.



YZ Enterprises dba Almondina

Maumee, Ohio

YZ Enterprises, Inc is family-owned and operated in Ohio. We have been baking our delicious and healthful Almondina Brand cookies and snacks since 1989. Almondina Brand products are thin and crunchy twice-baked almond cookies, crackers, and snacks, and are perfect for any occasion. Every recipe is full of almonds and has only natural ingredients with no chemicals or preservatives. Available in three delightful versions that are sure to please: Almondina Biscuits, Toastees and non-GMO Almond Bites.

Kosher | Dairy free | Cholesterol free | No added fat or salt | No trans-fat
almondina.com



Three Little Pigs, Inc.

New York, New York

Three Little Pigs is on a mission to create more enjoyable, everyday moments through casual, well-made charcuterie that is as approachable as it is high-quality and delicious. Since 1975 it has become one of the most awarded specialty food companies in North America, winning critical acclaim and more than 21 national food awards.

With a commitment to making all-natural products using high-quality ingredients in time-honored recipes, free from artificial ingredients or preservatives, Three Little Pigs offers a wide range of French charcuterie and snacks that are as gourmet as they are accessible. Some of Three Little Pigs' most well-known products include their Mousse de Foie de Canard au Porto, Petit Toasts, Bread & Butter Cornichons, Prosciutto & Gruyère Sous-vide Egg Bites, as well as their Rillettes de Canard and Jambon de Paris. Bon Appétit! 3pigs.com



SCD Probiotics

Kansas City, Missouri

Just like us, our pets have a microbiome that can benefit from probiotic care formulated specifically for them. Help your pets build balanced microbiomes with healthy populations of beneficial microbes – in their guts, on their skin and coats and in their environment – with our probiotic care products made just for them.

As pioneers in microbiome science, SCD Probiotics has been researching and developing probiotics for over 22 years. We combine traditional fermentation methods with scientific precision to design probiotics that are as close to nature as possible.

All Natural | Microbiologist Formulated | Plant and Probiotic Based | No Fillers and Colors | Nothing Artificial | No Preservatives | Made in U.S.

scdprobiotics.com



Acme Smoked Fish Corporation

Brooklyn, New York

For over one hundred years, Acme Smoked Fish and our family of brands, have been singularly focused on great smoked fish. Purveyors of indulgent cold smoked, hot smoked, salads, and herring lines – our cold Smoked Nova Salmon stands out.

Our Smoked Nova Salmon Trimmings boast all the savory, silky splendor of the iconic Smoked Nova Salmon in snackable, craveable bite-sized bits. Carefully seasoned and smoked over hardwood, these Omega-3-rich Atlantic salmon pieces bring subtle complexity and undeniable luxury to the table. Our trimmings can be utilized in various applications across industries, including restaurants, delis, catering services, and food manufacturing. Offering a convenient and cost-effective way to enhance your options, Smoked Salmon Trimmings deliver exceptional taste and quality to your customers.

Offered in retail and foodservice packs under Acme Smoked Fish, Spence & Co., and Ruby Bay brands. acmesmokedfish.com



American Food Services, Inc.

Long Beach, New York

Wholesalers of American foods and drinks, branded as Taste of USA in many European countries and with a warehouse open to both the trade and public American Food Services also offers one-of-a-kind manufacturing under one roof, producing quality snacks including: Tesi Bon Cheese Curlz, Cheese Ballz, Hot Spicy Cheese Curlz. We can also produce your own brand. tasteofusa.nl



American Instants, Inc.

Flanders, New Jersey

Quality manufacturers of instant dry mixes for coffeehouse, convenience store and foodservice markets since 1961, American Instants prioritizes food safety, employees and customers. In-house R & D capabilities allow American Instants to efficiently create and formulate custom dry blends for many applications, such as bakery and specialty drink mixes. Products packaged at American Instants include tea and coffee, instant non-dairy creamers, milk powders, cappuccino, hot chocolate, soft serve ice cream, granita and frappe mixes, both in our brands and private label. Pack sizes range from single serve to 2,000 lb. bulk blends.

Factory is 100% Gluten and Nut Free | ISO 9001:2015 and SQF Certified | Certified to blend and package organic mixes | Very low MOQs.
cappuccinosupreme.com

For more information about these or other Featured Products please email: FoodLink@foodexport.org.



Niagara Food Specialties USA

Lyndonville, New York

We are local artisan producers inspired by the Italian tradition of la salumeria; the long-honored endeavor of preserving meat. We value time-tested natural processing methods while employing hand-crafted butchery techniques at our facility which operates under the USDA Grant of Inspection and is HACCP certified.

The process for making our salami and whole-muscle meat products uses only sea salt to preserve the meat – no nitrates and no nitrites, including as they appear in celery, beet, cherry, carrot or swiss chard, juice, salt, powder or extracts, and no sodium erythorbate or phosphates. Our product will not have any chemical preservatives “naturally occurring” or otherwise, just sea salt and natural spices. When products are sufficiently aged to optimize flavor and healthy diet, are they packaged for your enjoyment.

Gluten and lactose free | Keto friendly niagarafoodspecialties.com



Meal Mantra

Newton Highlands, Massachusetts

Meal Mantra is a line of SOFI award-winning all-natural dips, chutneys and curry simmer sauces. Meal Mantra sauces are crafted in small batches with century-old, heirloom family recipes from the creators of Tandoori Cuisine and simmered to perfection. Our mission is to offer easy-to-do, clean label, all-natural sauces that take the tedium out of intricate cuisines, yet allow a wonderful culinary exploration of global flavors. Enjoy these uniquely authentic and globally acclaimed recipes with each jar of Meal Mantra. Quick, easy to do, flavorful sauces – takes the guesswork out of a complex cuisine!

All-natural ingredients | Clean label | Gluten Free | Vegan options available |
No fillers, stabilizers or gums | Delectable taste | Proudly crafted in the U.S.
mealmantra.com



Gourmet Food Holdings LLC DBA Teta Foods

Clinton Township, Michigan

From my great grandmother’s kitchen we acquired the passion of cooking and enjoying food with friends and family. And now, we would like to pass on the joy of cooking gourmet foods for you to share with your friends and loved ones. Use our mouth-watering and low-calorie Fattoush salad dressing to pour over a fresh-cut salad. Just add chicken, beef, or lamb to our savory Shawarma or Tawook marinades to experience a meal to remember. Teta Foods gives you the ability to enhance your everyday food with delicious flavors from around the world. We create each recipe with care and attention to authenticity, bringing beloved, worldwide flavors conveniently to your kitchen. tetafoods.com



Giovanni's Appetizing Food Products Inc.

Richmond, Michigan

Giovanni’s has been American-family-owned and devoted to producing quality food for more than 83 years. Located in Southeast Michigan, we are the only U.S. packer of food in tubes. Our USDA Organic Tomato Paste is the perfect way to add rich, savory tomato flavor to your favorite dishes. Made only from ripe, California-grown organic tomatoes that are carefully selected and processed, our tomato paste is a versatile ingredient that can be used in a variety of recipes, from classic Italian dishes to hearty stews and soups. Packaged in convenient tubes, our tomato paste is easy to use and store, with no waste or mess. Plus, it’s certified organic by the USDA, ensuring that it’s free from harmful chemicals and additives. All Giovanni’s products are processed in the U.S. and are shelf stable for 730 days.

USDA Organic | Gluten free | American made | Recyclable tube gioapp.com

For more information about these or other Featured Products please email: FoodLink@foodexport.org.



Select Soy, LLC
Love Your Health Foods, LLC

Grand Rapids, Michigan

As the U.S. market leader in dry roasting soynuts for over three decades, we process premium-quality, organic and non-GMO soynuts. The American diet has changed permanently to one that focuses on the health benefits and/or hazards of the foods we eat. Delivering 12 grams of nearly pristine soy protein per ounce, there is no food source on this planet with more definitive and profound health benefits than soy. Processed in high-temperature ovens, we create a true roasted nut that most genuinely parallels the quality of other nuts – crunchy, nutty and full of flavor! With a long shelf life, our soynuts are targeted to mainstream, vegetarian, and vegan consumers who search out protein food alternatives. As a great nut-free snack, salad topper, trail mix addition, nutritional, power bar or baking component, they are the gold standard by which Soynuts are measured! loveyourhealthsnacks.com



Dairy Products Inc.

Eden Prairie, Minnesota

At Dairy Products Incorporated, we take nothing for granted – not our 22-year position as the industry's unrivaled leader and not your desire to get the very best and most for your investment. From dairy ingredients of the highest quality to innovative specialty services to peace-of-mind risk management programs, DPI keeps you far ahead of the herd. At DPI, it's our job to diminish the risk, lessen the stress and maximize your profits. Our Risk Management and Specialty Programs offer our partners the opportunity to forecast and flourish.

The dairy ingredients we offer are fresh, functional, and naturally healthy for human consumption, all made in the U.S. Featured items: Lactose, Whey Protein Concentrate 35 and Dairy Products Solids/Whey Permeate. dairyproductsinc.com



Plenus Group

Lowell, Massachusetts

A family-owned business, Plenus Group, Inc. has been making a wide variety of stellar soups and sauces for more than 20 years. Our product portfolio includes such nationally recognized brands as Boston Chowda Co and Herban Fresh. The award-winning Boston Chowda line includes such best sellers as New England Clam Chowda and Rockport Lobster Bisque, which are available as frozen retail cups and bulk 8 lb. pouches.

Our expanded bulk soup line features more than 40 ready-to-serve soups in convenient 8 lb. frozen pouches, including decadent seafood soups, homestyle classics like chicken noodle and broccoli cheddar, plus hearty chilis, vegan options and savory soups with slow-cooked meats. Our sauces and gravies are available in 4 lb pouches. From classic Italian sauces to spicy Asian sauces, and American standbys like cheese sauce and buffalo sauce, our sauces are an easy way to create great entrees. pgifoods.com



ODR Foods Corporation

Geneva, New York

ODR Foods Corporation is a New York-based food and beverage company with a product line that is globally recognized for quality, great taste, innovation and convenience. ODR products support busy lifestyles without making compromises on quality. Our ready mix and sauce range includes: Cheese Sauce Mix (Original), Jalapeno Cheese Sauce Mix, Vegan Cheese Sauce Mix, Hummus Ready Mix with Tahini and Falafel Ready Mix. odrfoods.com

For more information about these or other Featured Products please email: FoodLink@foodexport.org.