

2019

EXCITING PRODUCTS, LATEST TRENDS, EXPERT ADVICE

CONFECTIONERY

& CHOCOLATE BUYER

From the publishers of
SPECIALITY FOOD



MADE WITH LOVE SINCE 1806

CLASSICS

CRAIG BENTON,
THE LONDON
DELI
P. 6



FREE-FROM

MARCIA MOGELONSKY,
MINTEL
P. 18



TRENDS

ROB SLEDMORE,
PUMP STREET
CHOCOLATE
P. 14





Uniquely Jelly Belly

Make the most of the season with uncommonly irresistible gift ideas from Jelly Belly®. These unique, specially packaged items pop off the shelf and are ideally priced to be the perfect gift for fans of all ages. For all your Jelly Belly needs, contact Best Imports today!



Contact us today • 01727 829 010 • jellybelly.co.uk





 Kosher Certified

WELCOME TO CONFECTIONERY & CHOCOLATE BUYER

Welcome to *Chocolate & Confectionery Buyer*, brought to you by the publishers of *Speciality Food*.

It's always a pleasure to delve into the world of sweet treats for this annual publication, and as ever, the industry didn't disappoint. Brands are innovating in everything from formats to flavours, recipes to health and ethical credentials, and Britain's shoppers are happy to spend their hard-earned cash on a confection or two.

That's not to say that they'll simply take what's given – they're demanding better in almost every way. The ethical credentials of the products they're buying must ring true, ideally benefiting both people and the planet; those boasting some kind of health or functional element are welcomed with open arms; and an ingredients list full of poor quality, unpronounceable items is frowned upon – a far cry from even just a few years ago, when confectionery was simply a sweet indulgence with no questions asked. Even the sugar



content of confectionery and chocolate is in the spotlight, but consumers are still torn between real sugar and synthetic sweeteners – we look forward to exploring this topic more as it progresses.

Within *Confectionery Buyer* we take a look at some of the biggest topics in Britain's confectionery industry today: the power of Tradition (p. 6), the importance of Ethical credentials (p. 10), the ever-popular joy of Chocolate (p. 14), and the rise of Free-from (p. 18). You'll find recommendations of some of the best confectionery products in each category, as well as useful facts and figures to help you make smart stocking decisions.

The team has enjoyed learning more about some of the best brands in the UK's confectionery scene, including cover star Niederegger – a generation and century-spanning marzipan brand which has successfully brought a heritage brand into the modern age. Read more on page 12.

Holly



**PAPER
RECYCLABLE
PACKAGING**

FLOWER & WHITE

INTRODUCING...

Meringue Bites

NEW




Snacking never tasted so good!

- Under 100 calories per serving
- Natural flavours & colours
- Gluten free
- Suitable for vegetarians
- Free range eggs
- Baked by us, packed by us

www.flowerandwhite.co.uk






sales@flowerandwhite.co.uk

FEATURES

- 6 TRADITIONAL
- 10 ETHICAL
- 14 CHOCOLATE
- 18 FREE-FROM



PROFILES

- 5 JELLY BELLY
- 8 JOE & SEPH'S
- 9 GUILBERT'S
- 12 NIEDEREGGER
- 16 SUMMERDOWN
- 17 DIVINE
- 22 HARRY POTTER



Editor
Holly Shackleton 01206 505981
holly.shackleton@aceville.co.uk

Deputy Editor
Lucy Macdonald 01206 505971
lucy.macdonald@aceville.co.uk

Group Editor
Charlotte Smith
charlotte.smith@aceville.co.uk

Group Advertising Manager
Sam Reubin 01206 505936
sam.reubin@aceville.co.uk

Senior Account Manager
Jessica Stevenson 01206 505901
jessica.stevenson@aceville.co.uk

Account Manager
Lydia Allis 01206 505934
lydia.allis@aceville.co.uk

Art Director
Lee Whiteford
lwhiteford@btconnect.com

Accounts
Sue Carr 01206 505903

Subscriptions
01293 312188
specialityfood@subscriptionhelpline.co.uk

Publisher
Helen Tudor 01206 505970

Published by
Aceville Publications Ltd,
21-23 Phoenix Court,
Hawkins Road, Colchester, Essex,
CO2 8JY

Disclaimer: The views expressed in this publication are not necessarily those of the publishers. Every effort is made to ensure the veracity and integrity of the companies, persons, products and services mentioned in this publication, and details given are believed to be accurate at the time of going to press. However no responsibility or liability whatsoever can be accepted for any consequence or repercussion of responding to any information or advice given or inferred.

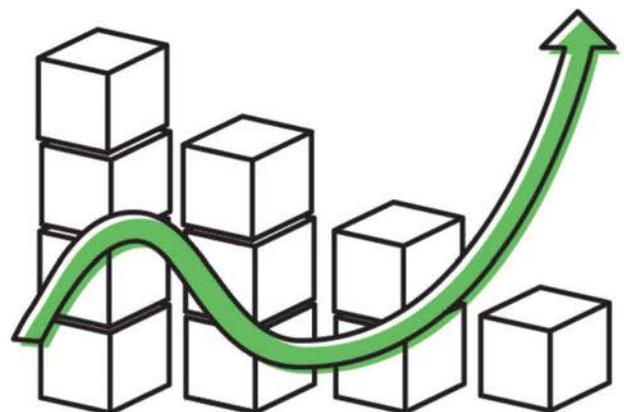


19-20 November
ExCeL, London
foodmatterslive.com

register now

**Reducing sugar
needn't be hard
to swallow.**

Join the industry's leading experts to find out why at Food Matters Live.

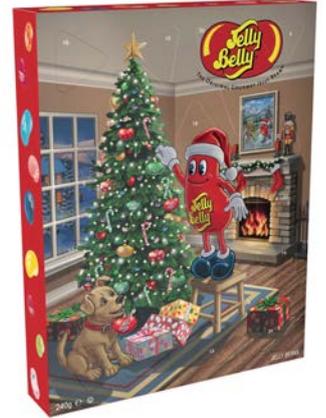
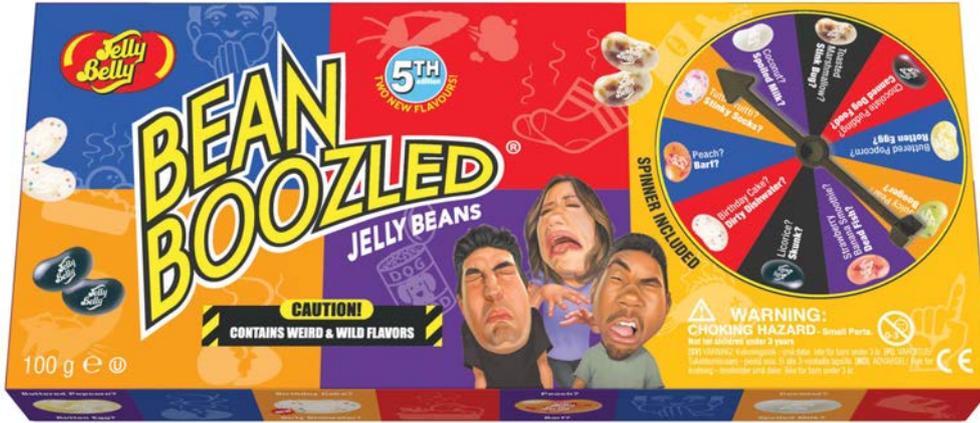


@foodmatterslive

foodmatterslive.com/linkedin

foodmatterslive.com/facebook

foodmatterslive.com/youtube



QUALITY AND COMMITMENT

Boasting over 100 flavour variations, as well as a myriad of fun formats, Jelly Belly will be a sure fire hit on your shelves



The success of Jelly Belly Candy Company is the result of quality and commitment to producing delicious and authentic confectionery. With a family heritage of candy making going back to the 19th century, the Jelly Belly brand stands for excellence, innovation, and variety. In the 1960s, it revolutionised the jelly bean by creating a bean with flavour in both the shell and the candy centre.

Great care goes into the creation of each individual bean – of which

there are 100-plus flavours! Every element of the manufacturing process is designed to enhance the flavour and texture of the jelly beans. In between each stage there is a resting period to allow the flavours to develop; it can take up to 14 days from start to finish!

Top-sellers

Two products that consistently sell out are the company's popular advent calendars. Each day leading up to Christmas Eve, a window reveals a fun Jelly Belly treat. One advent calendar is filled with the familiar, much loved Jelly Belly jelly bean flavours. The other is drawn from the Jelly Belly BeanBoozled line, which brings with it a sense of fun as the Russian roulette of jelly beans. There are some jokes of which people of all ages apparently never tire! Is it buttered popcorn or rotten egg? Liquorice or skunk spray? You won't know till you try. With 10 terrifying combinations, BeanBoozled is fabulous family entertainment. No Christmas Day is complete without the BeanBoozled challenge. Stock up!

Gifting options

New flavours, bold colours and fun licensed products are driving Jelly Belly jelly beans growing popularity in the UK as an everyday item. This is the perfect launch pad for Halloween and Christmas

when sales grow. There are many Jelly Belly SKUs to suit individual tastes and retailer's requirements. Gift boxes come in 10, 20 and 50 flavours and make wonderful presents. The luxurious gold tie top gift bags are ideal for sharing as are the wide range of boxed items which are also available in a variety of flavour combinations. Look out for the popular impulse purchases – single flavour novelties, small gift items, the DC Comics range and the Jelly Belly tins. They all make terrific stocking fillers.

Also, do not forget the iconic Jelly Belly bean machine. Fill it up with your favourite Jelly Belly jelly bean mix and enjoy the fun as the candy dispenses out. These make sensational presents and stand out as a top 10 choice at Christmas.



CHRISTMAS GIFTING

Don't forget to add the Jelly Belly range to your holiday offerings. In preparation for the Christmas season independents are well advised to place their orders early. Best Imports, importer and distributor for Jelly Belly jelly beans since 1986 can be ordered from Best Imports.





BEST OF BRITISH

Familiar favourites boasting an element of patriotism are great sellers – especially when it comes to gifting occasions – so stock up on classics with patriotic packaging. A great option for retailers based in holiday hotspots, as British-themed items are hits with travellers from overseas.

PRODUCER SPOTLIGHT

FLOWER & WHITE

Snacking never tasted so good! Flower & White Meringue Bites are bite-sized Swiss-baked meringue pieces covered in Belgian chocolate and textured toppings. With less than 100 calories per serving, these innovative bites are handcrafted using natural flavours and colours, are gluten-free and suitable for vegetarians. What's more, the paper pouch packaging is a confectionery market first using 100% paper recyclable, plastic-free & compostable materials. Baked and packed by Flower & White in Shropshire, the Meringue Bites are available in two flavours – Raspberry and Salted Caramel.

flowerandwhite.co.uk



CHARBONNEL ET WALKER UNION FLAG FINE CHOCOLATE SELECTION

This striking gift includes beautifully enrobed chocolates with an assortment of delicious centres. charbonnel.co.uk



MONTEZUMA'S BLACK FOREST GATEAU BAR

A chocolatey interpretation of this classic seventies dessert. montezumas.co.uk

FUDGE KITCHEN CREAM TEA SELECTION

A selection of classic cream tea flavours showcased in handmade fudge. fudgekitchen.co.uk



“ Shoppers associate traditional treats with good old fashioned cooking methods their grandparents used to make these treats at home. They appreciate the heritage of British confectionery, and we're seen overseas as a premium confectionery manufacturing country ”

CRAIG BENTON, THE LONDON DELI COMPANY



SALTED CARAMEL

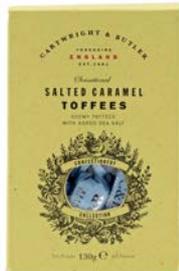
The classic toffee recipe – sugar heated with butter or cream – is all well and good, but by adding a pinch of salt to their confections brands have intensified its flavour (and consumer satisfaction, too). Salted caramel first came to the fore a few years ago in the UK, but it's been present in French cuisine for generations via the coastal region of Brittany. Innovations abound, we've all seen salted caramel vodkas, teas and snack bars on shelves across the UK, but it's in tradition-inspired confections that its flavour really shines.



LOVE COCOA SALTED CARAMEL TRUFFLES
Rich caramel with a kiss of sea salt, encased in luxurious milk chocolate.
lovecocoa.com

FLOWER & WHITE SALTED CARAMEL MERINGUE BITES

Salted caramel meringue pieces coated in Belgian milk chocolate and salted caramel crunch.
flowerandwhite.co.uk



CARTWRIGHT & BUTLER SALTED CARAMEL TOFFEEES
Chewy toffees with added sea salt.
cartwrightandbutler.co.uk

CELEBRATING **125 Years** OF TOFFEE MAKING

ENGLAND'S FINEST Est. 1894 **WALKER'S** NONSUCH®

Brazil Nut TOFFEE
just good ingredients
Whack THEN unwrap and enjoy x

Original TOFFEE
just good ingredients
Whack THEN unwrap and enjoy x

GLUTEN FREE

Smashing it since 1894
100g Bars available in 7 varieties complete with a metal tray
See our full range at www.walkers-nonsuch.co.uk

Hider THE FINE FOOD FAMILY
Stand No 912
Speciality & Fine Food Fair
1st - 3rd Sept

'BRITISHNESS' SELLS

"British confectionery is always appealing," says Emma Walker from Walkers Nonsuch. "It represents good quality products along with innovative packaging to create that impulse purchase, and speaking from experience it gives me great joy to see people from all over the world appreciating our lovely toffee!"

By stocking a good range of traditional British confections – think fudge, toffee and a selection of classic boiled sweets like rhubarb and custards – you'll welcome sweet-toothed shoppers from all generations into your establishment.

We're not suggesting that you transform your space into an old fashioned sweet shop, but a few jars behind the counter will look great and add nostalgia value, too.

“A DELICIOUSLY DECADENT EXPERIENCE”

Joe & Seph's have entered the confectionery category with their Chocolate Popcorn Bites

Joe & Seph's, renowned for their innovative flavour combinations and quality sourced ingredients, are proud to announce the latest addition to the Joe & Seph's family – Chocolate Popcorn Bites! Chocolate Popcorn Bites are the first of their kind, created by co-founder Joseph after many late nights in the kitchen experimenting.

Joseph says, "We are really excited about this product. Our

Chocolate Popcorn Bites are truly tantalising, expect to bring your taste buds a new and deliciously decadent experience: starting with silky, melt-in-your-mouth chocolate, followed by sweet caramel, a hint of sea salt and lastly a satisfying popcorn crunch!"

Handmade using only the finest natural ingredients, each bite features their indulgent Salted Caramel Popcorn. "Extra-large"



mushroom popcorn kernels are lovingly air-popped before being coated by hand in Joe & Seph's unique salted caramel sauce. Finally, each piece of popcorn is individually placed in a cup of luxurious chocolate!

Since founding Joe & Seph's back in 2010 with his wife, Jackie and son, Adam, Joseph has wanted to create something even more

indulgent than the popcorn they're known and loved for, "We've wanted to create a more decadent sweet treat that's different to our range of gourmet popcorn for a while. Our Chocolate Popcorn Bites are something for people to properly treat themselves to and I can't wait for everyone to try them, though I must hazard a warning: they're extremely moreish!"

“ Our Chocolate Popcorn Bites are truly tantalising. Expect to bring your taste buds a new and deliciously decadent experience: starting with silky, melt-in-your-mouth chocolate, followed by sweet caramel, a hint of sea salt and lastly a satisfying popcorn crunch! ”

JOSEPH SOPHER, CO-FOUNDER OF JOE & SEPH'S



JOE & SEPH'S
GOURMET POPCORN CHEF & CONNOISSEUR



40+
GREAT TASTE
AWARDS

OFFICIALLY
THE BEST-TASTING
POPCORN BRAND!

Contact us on: +44 (0) 203 697 0203 or email: joe@joeandsephs.com
Discover more: www.joeandsephs.co.uk
Follow us: [@joeandseph](#)   



MIXING OLD WITH NEW

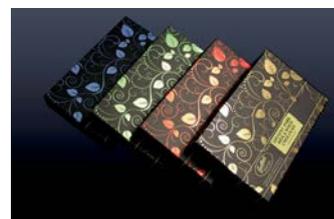
Alan White, director at Bristol-based Guilbert's Chocolates, explains how traditional techniques are still being used today

Established in 1910, Bristol-based Guilbert's Chocolates have been hand-making chocolates using traditional methods for over 100 years. While now an electric mixer is used instead of hand-mixing, everything else is done by hand, just as Piers Guilbert did a century ago.

Guilbert's catches the eye in the quest for original and exquisite flavours. Catering to everyone, the company offers the optimum selection of luxury handmade chocolates that are available today. When buying chocolates with Guilbert's, you are buying

cocoa-inspired works of art in place of the ordinary mass-produced chocolates.

Guilbert's provide a variety of luxury handmade chocolates to choose from, whether they are being purchased for an occasion, or as a treat to oneself. The company's chocolates are available in a large variety of fillings such as fruit fondant creams, gingers and truffles. They provide endless possibilities of combinations of flavours, whether it be through the pre-packed selections in fantastically designed tins or boxes, or in smaller boxes that are



hand-selected by their customers. The most popular products are the delectable Rose and Violet creams, a recipe that has been popular with customers for years.

Other age-old recipes, such as the crystallised peppermint creams and crystallised fondants, are still just as popular today as they were back in 1910. In addition to keeping those old traditional recipes alive, Guilbert's also enjoys

experimenting with new flavours that are popular with customers of today – such as the Blackberry, Absinthe and Salted Caramel Truffles varieties.

Hopefully the future of Guilbert's future is to continue on with its proven popular recipes staying true to its heritage, whilst at the same time creating new and exciting flavours to complement these.

“ In addition to keeping those old traditional recipes alive, we also enjoy experimenting with new flavours that are popular with customers today ”



Established in Bristol in 1910

We have been hand making chocolates for over 100 years.

Guilberts branded chocolates are available for retailers nationwide.

We supply some of the top names under their brands, so although you may not be familiar with the Guilberts name or brand, you could quite possibly be familiar with our product.



Contact sales@guilbertschocolates.co.uk or call 0117 9268102



FAIRTRADE

Fairtrade ensures fairer prices, terms of trade and working conditions for the farmers growing produce in the developing world, as well as protection of the environment. Shoppers can be assured that the products they are buying meet the Fairtrade standards when the Fairtrade Mark appears on packaging.

The organisation's annual report from this year showed that Britain remains the biggest Fairtrade market and that there are now around 5,000 Fairtrade-certified products on sale in the UK.

DIRECT TRADE

For a chocolate business to have 'direct trade' credentials, it has to have a direct relationship with the farmers who grow and provide its cocoa beans. Working without a middle man means that the business is pricing and buying with the farmers and growers directly, with the aim being to cultivate longer-term relationships and fairer working conditions. This is an approach that plenty of smaller-scale producers are taking.



CHOCOLATE AND LOVE PANAMA 80% SINGLE ORIGIN DARK CHOCOLATE

A high-percentage and full-bodied chocolate that is also decadent and smooth, with hints of nuts.
chocolateandlove.com

DIVINE 70% LEMON & JUNIPER BAR

A gin and tonic-inspired bar which combines smooth dark chocolate with zesty lemon and tasty juniper.
divinechocolate.co.uk



SEED AND BEAN LAVENDER SINGLE ORIGIN DARK CHOCOLATE

A chocolate that aims to aid de-stressing and unwinding, it's infused with aromatic French lavender oil.
seedandbean.co.uk

“ Millions around the world now benefit from fairer trading terms and better working conditions than would ever have been possible before ”

MICHAEL GIDNEY, CHIEF EXECUTIVE OF THE FAIRTRADE FOUNDATION

SUSTAINABILITY

A topic which is causing waves of change throughout food and drink, sustainability is particularly relevant to chocolate production. According to an investigation by *The Guardian* back in 2017, deforestation in the Ivory Coast was being driven by big chocolate companies. With a focus on sustainability across the industry, including chocolate, being highlighted in the media in recent times, businesses have started to take clear action to improve throughout the supply chain. Packaging is an important part of the puzzle, and manufacturers are making moves towards more eco-friendly designs. Flower & White has said that it is the first confectioner in the sector to break into plastic-free packaging, and has the seal of approval from the FSC and the UK Recycling Association.



“ We have created a design-led product which has 100% recyclable packaging, including the stickers and home compostable film. From start to finish we take care of everything so that our brand doesn't affect the environment ”

MAYA SIMLER, FOUNDER OF PLAYIN CHOC



PLAYIN CHOC SMOOTH + CREAMY CHOCOLATES

Five individually wrapped creamy organic dairy-free chocolates. Vegan and free from soy, gluten and refined sugar. playinchoc.com

JUST WHOLEFOODS VEGAN & ORGANIC VEGETABLES SLIGHTLY SOUR!
These sour fruit jellies are made without artificial colours, flavours or sweeteners as well as being gluten and palm oil-free. justwholefoods.co.uk

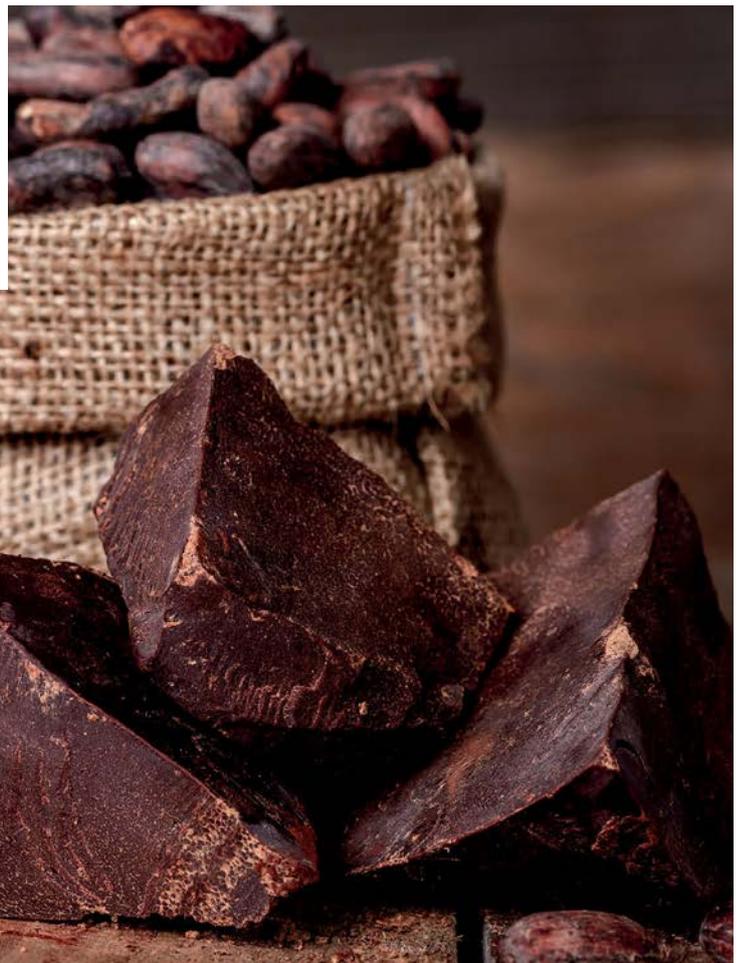


KENT DARK CHOCOLATE COMPANY EXTRA DARK

Made with the finest cocoa beans from the Dominican Republic which deliver a wonderfully smooth taste. kentdarkchocolate.co.uk

ORGANIC

Products with an Organic label adhere to strict guidelines that ensure that lower levels of pesticides and no artificial fertilizers are used when growing produce. The Soil Association Certification Limited is the most recognised symbol for this in the UK and, according to the organisation's website, licenses over 70% of all organic products.



THROUGH THE YEARS

1806 – Johann Georg Niederegger takes over Maret confectioners in Lubeck

1822 – Johann acquires a building positioned opposite the town hall in Lubeck, which was developed to become a marzipan factory and cafe

1856 – 50 years of Niederegger. The business's founder, Johann Georg Niederegger, dies and is succeeded by his son-in-law, Karl Georg Barth

1864 – the business is now led by Wilhelm Kopff, who revolutionises the business through mechanical manufacturing methods

1871 – the iconic cafe in Lubeck is rebuilt, and the neighbouring building purchased to create a cafe with cake shop and reading room

1873 – Niederegger's Lubecker Marzipan is awarded at the Vienna World Fair

1895 – Wilhelm Kopff's son, Johann Georg Leonard becomes the new leader of Niederegger and goes on to extend the cafe to its current size and continues the company's award-winning success

1908 – Niederegger begins to supply its confectionery to the German Emperor

1927 – Carl Arthur Strait, son-in-law, takes over the company, and Professor Mahlau establishes its red, white and gold corporate design

1930 – a new marzipan factory is built in Zietenstrasse, making it easier to produce and shape Niederegger's products

1942 – Niederegger's cafe and archive are destroyed by fire

1947 – Strait's sons, Jurgen and Henning become co-owners of Niederegger



MADE WITH LOVE SINCE 1806

Revered around the world for its quality, heritage and second-to-none taste, Niederegger has been delighting consumers for centuries

In the current era of busy lifestyles, eating on the go and convenience as king, it can be hard to take a moment to appreciate the businesses which have been producing classic confectionery for centuries – but it is important to do so; to appreciate the heritage and skill in what they do, and recognise that which sets it apart from the mass market and makes it an ideal option for Britain's independent retailers.

Made with love since 1806, Niederegger has since gone on to become one of Germany's most recognisable exports around the world, but it all began in the picturesque German town of Lubeck, where Johann George Niederegger opened his first eponymous store to showcase his Orientally-inspired sweet delicacy. He had scoured the world to source the finest almonds and sugar in order to create the now-famous Niederegger marzipan paste, recognisable for its high quality and high almond to sugar ratio – and the recipe has not changed since its inception in 1806. Johann George Niederegger's signature philosophy has been adopted by multiple generations



of the Niederegger family since its first conception, and it is this consistent passion for quality and culinary flair which has seen the brand's reputation as an iconic luxury brand stretch into the twenty-first century.

A favourite of discerning shoppers with a sweet tooth for generations, Niederegger's marzipan is a uniquely balanced blend of almonds and sugar of the finest quality. The fragrant almonds showcased in the confection are sourced from the white and rose-shimmering groves of Sicily, Calabria and Apulia in



WHAT'S IN THE RANGE

110G BARS

- Classic Dark
- Milk Chocolate
- Orange Dark
- Ginger Dark

LOAVES

- Classic Dark
- Strawberry Cheesecake
- Double Chocolate
- Chocolate Orange
- Whole Milk

MINI LOAVES

- Black & White 2019 classic
- Classic Dark
- Whole Milk
- Nine additional flavours

Italy, and Valencia, Majorca and Calderon in Spain, where the scent draws visitors to the area and celebratory festivals. Delivered to Niederegger's skilled workers still in their shells, the nuts are ground into a paste with sugar and a secret ingredient – said to be similar to rosewater – to form the family business's famed marzipan. This fragrant paste is then moulded into a myriad of shapes, infused with a range of delicious natural flavours and packaged in the business's iconic livery in order to delight lovers of the best quality marzipan around the world.

“ Johann George Niederegger's signature philosophy has been adopted by multiple generations of the Niederegger family since its first conception, and it is this consistent passion for quality and culinary flair which has seen the brand's reputation as an iconic luxury brand stretch into the twenty-first century ”



Café Niederegger: the heart of the Marzipan Capital

Since it was first opened in 1806 by Johann George Niederegger, Lubeck's original Niederegger cafe – positioned opposite the city's town hall – has been a popular landmark within the city. The building has functioned as a marzipan factory and cafe in its

time, and although it has been destroyed, reconstructed and expanded a number of times, it still stands today.

The cafe is considered an indulgent icon by the residents of Lubeck and beyond. Famed for its plush interiors and glittering displays of confections and baked goods – particularly at Christmas – it is visited by marzipan fans of all ages from across the world.

A European classic

In 13th century Italy – specifically the cities of Venice, Naples and Sicily – confectionery and spices were generally traded in small boxes. The word for these boxes, 'mataban', influenced the name of its contents: 'marzipan' in German, 'massepain' in French and mazapane in Italian.

Marzipan was initially created for Europe's royalty and upper classes in the 16th century, and was sometimes topped with edible gold leaf to add an indulgent touch of luxury. England's Queen Elizabeth I was reportedly addicted to them, and Tsar Alexander II was a frequent customer of Niederegger's marzipan in the late 1850s – hence the term 'regal enjoyment'.

THROUGH THE YEARS

1948 – the Niederegger cafe is rebuilt on its original site

1958 – another factory is built, strengthening sales and export opportunities

1962 – a third Niederegger factory is built

1986 – Holger Strait and his wife Angelika join Niederegger after the departure of his uncle. They invest in new technology to assist the progression of the business

1999 – the Marzipan Salon is added to the original cafe

2003 – a factory outlet is opened in the Zeissstrasse site

2006 – Niederegger celebrates its 200th anniversary

2008 – an arcade cafe is opened opposite the Niederegger main site

2016 – Antonie Strait and Theresa Mehrens-Strait, who joined Niederegger in 2011, become managing partners

GIFT OPTIONS

- Advent Calendars: 25 windows packed with an assortment of marzipan, truffles and pralines
- Gift boxes up to a 1075g presentation box
- Marzipanerie: a selection of chocolate-coated marzipan hearts, mini loaves and fruit-flavoured marzipan. Available in five sizes from 100g to 500g



For Confectionery At It's Finest ...

Email us for your FREE sample of Niederegger Marzipan



Email: info@fineconfectionery.co.uk

Tel: 01992 551075 www.fineconfectionery.co.uk





WHITE

No longer purely the preserve of sweet-toothed children, the world of white chocolate has come along way since the Milky Bar Kid stormed onto televisions in 1961. Traditionally a blend of cocoa butter, milk solids and sugar, it has long been dismissed by chocolate connoisseurs – who believed that it wasn't actually chocolate as it contains no cocoa solids – but times and opinions are changing. Conventional white chocolate, especially when mass-produced and cheaply-made, too often contained fillers such as soy lecithin (which makes the chocolate easier to work with) and palm oil, as well as too-high quantities of sugar.

While that kind of white chocolate is undoubtedly still out there, chocolate makers are fighting against this reputation by producing options which are satisfyingly creamy without being overly sweet. Willie's Cacao, for example, sells El Blanco which is made using just cocoa butter, milk powder and raw cane sugar – and resolutely no vanilla or soy lecithin. Pump Street Chocolate have played with convention when creating their white chocolate offering, too – which includes a 44% white chocolate sourced from Madagascar and Brown Bread 40%, a 40% white chocolate blended with pieces of bread from Pump Street's much-loved bakery. Also Suffolk-based are Harris & James, who have played with the taste notes of white chocolate to produce a deeper, toffee-ish flavour with their Caramelised White Chocolate.

BARs

Almost nothing beats the simple pleasure of a chocolate bar; fine and snappable or satisfyingly chunky, it's all out there. We've moved on from simply white, milk and dark options to see an array of tasty new flavour combinations hitting the shelves – even some boasting superfood and 'functional' credentials, such as Benefit Chocolate's Vitamins, Protein and Energy bars.



TONY CHOCOLONELY MILK CHOCOLATE PRETZEL TOFFEE

A crunchy combination of 42% milk chocolate, pretzel pieces and toffee pieces.
tonyschocolonely.com/uk

LOVE COCOA HONEYCOMB & HONEY MILK CHOCOLATE BAR
Honeycomb pieces infused with London honey and combined with organic milk chocolate.
lovecocoa.com



PUMP STREET CHOCOLATE BROWN BREAD 40%

A chunky, malty amalgamation of bread pieces and sweet toffee-ish white chocolate.
pumpstreetchocolate.com

“ Consumers' preference for 'less but better' chocolate puts manufacturers in a difficult situation when it comes to making these treats healthier. The market is under pressure from the government, which is calling on treat categories to reduce sugar and calories. At the same time, most consumers are saying they do not want reduced sugar varieties. However, this mindset also opens up opportunities for premiumisation ”

LOOSE CHOCOLATES

Whether they're attractively lined up in a glass counter display or stacked in luxurious-looking boxes, truffles and other loose chocolates are a classic – with good reason. Available in a kaleidoscope of options, from classics like salted caramel, Champagne and chocolate to innovative flavours like Chococo's recent launch, Blueberry & Lavender, there's a whole, indulgent world to be discovered when it comes to individual truffles.



“ Not only are consumers looking for great tasting bars, they are looking for unique flavour profiles that reflect the provenance of the bean – they're paying huge attention to the traceability of each unique bar ”

ROB SLEDMERE, MANAGING DIRECTOR, PUMP STREET CHOCOLATE



CARTWRIGHT & BUTLER DARK CHOCOLATE MINT THINS

A thin disc of dark chocolate that has been infused with the oil of mint, then tempered to a glossy shine.
cartwrightandbutler.co.uk



BULLION CHOCOLATE 70% BOLIVIA, ALTO BENI

A malty 70% dark chocolate with notes of green olive and soft fruit.
bullionchocolate.com



GUITTARD EXTRA DARK CHOCOLATE BAKING CHIPS

Extra dark, extra intense, with subtle notes of vanilla.
guittard.com

DARK

Dark chocolate is having a moment. Applauded for its intense flavours as well as apparent health benefits, shoppers are looking for more than a bar of Bournville these days – especially from their speciality food retailer. When looking into what to stock in your chocolate selection, don't forget about the versatility of dark chocolate; its high cocoa content means it's great for cooking and baking as well as sweet snacking.





THE TASTE OF PURE ENGLISH PEPPERMINT

Summerdown grows and harvests the rare but very traditional Black Mitcham peppermint. The pure single estate peppermint oil they produce is used in all of their well-known peppermint products

English mint

At the beginning of the 20th century, England was renowned for producing the best mint in the world

– the French still call peppermint menthe anglaise, or English mint. A shift to intensive food production over the years, especially during

the last war, meant that cultivation died out.

Summerdown

It took more than a decade to bring traditional Black Mitcham peppermint home to the UK, and revive the clean fresh taste of English peppermint for the 21st century. Summerdown learnt lost mint farming skills from America and combined them with the latest production technology at its farm in the foothills of the Hampshire Downs.

A different taste

Pure peppermint oil is distilled in the business's purpose-built refinery from leaves grown in its own mint fields. The result is a rare, single estate peppermint oil with a soft, lingering taste. It has a cooler, more intense flavour than other varieties and is very different from the harsher, blended, imported peppermint of recent years.

Summerdown uses this cool, fresh aromatic oil in all its confectionery products. It manufactures a full range of all the classics – Chocolate Peppermint Creams, Chocolate

Peppermint Thins, Peppermint Truffles, Peppermint Crisps and a Heritage range made with a darker 70% chocolate – as well as a range of peppermint teas.

THE MINT CHOCOLATE COLLECTION

Summerdown's products have won many awards, including over 20 Great Taste Awards in the last few years. This has kept the team inspired, resulting in its latest product, The Mint Chocolate Collection: a fine selection of Peppermint Fondants and Mint Crisps, plus Dark and Milk Chocolate Mint Neapolitans – perfect with coffee after dinner, with Summerdown peppermint tea or to indulge in on their own.



Chocolate Peppermint Crisps



Chocolate Peppermint Cream Dominoes



Chocolate Peppermint Creams

Summerdown mint



Contact sales@summerdownmint.com or call 01256 780252

A FAIRER FUTURE

Divine Chocolate has paved the way with Fairtrade initiatives that benefit cocoa farmers

Fairtrade, ethically-aware and makers of seriously good chocolate, Divine Chocolate does things differently. They are the UK's only Fairtrade chocolate company which is owned by cocoa farmers, as the brand is 44% owned by Kuapa Kokoo, a company and co-op in Ghana that prioritises investing in women. Divine Chocolate is leading the way in raising awareness of the farmers behind one

of the world's favourite treats and ensuring they get to share more of the wealth it creates.



The B-Corp brand has some exciting new additions to its collection this year. To celebrate its 20th birthday, Divine has launched a 'Gin & Tonic' inspired bar which combines smooth dark chocolate with the delicious flavours of zesty lemon and tangy juniper. This limited edition, 70% cocoa premium bar is yet another example of Divine Chocolate innovating and

surprising chocolate lovers all over the world.

Divine also launched a new organic range this year. These are super-dark, premium quality bars that are vegan friendly, and, like all the Divine's range – Fairtrade. This new organic line-up includes a plain 95% cocoa bar, complemented by four new flavours with 85% cocoa: Blueberry & Popped Quinoa, Lemon, Cocoa nibs and Turmeric & Ginger.



The team at Divine Chocolate is also celebrating after they have won yet another Academy of Chocolate award for their lemon and juniper bar, and they are also finalists in *The Grocer* awards. Chris Noel, Divine Chocolate's sales director, explains, "We are proud to provide independent retailers with a point of difference from the rest of the market, and we will continue

to help trade customers up from standard to premium, ethical chocolate."

More can be discovered about the chocolate Divine creates and the incredible work they do with farmers at this year's Speciality & Fine Food Fair, at stand 1638.

“ We are proud to provide independent retailers with a point of difference from the rest of the market, and we will continue to help trade customers up from standard to premium, ethical chocolate ”



90g sharing bars
in a wide range of
delicious flavours



- ♥ Fairtrade cocoa grown by family farmers in Ghana
- ♥ 100% pure cocoa butter
- ♥ No artificial flavours
- ♥ Natural ingredients
- ♥ No palm oil or soya



www.divinechocolate.com



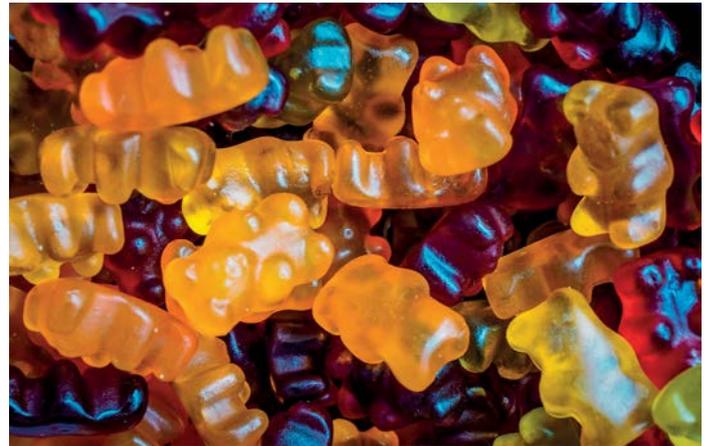
Divine Chocolate was established in 1998 by a group of cocoa farmers in Ghana who own 44% of the company and share in its profits

SUGAR-FREE

The use of sugar across the food and drink industry is a topic that has made headlines over the last couple of years, with the 'no added sugar' label becoming increasingly important to consumers. For example, according to Mintel, low sugar content is the single most important factor British consumers look for when seeking out healthy foods (source: Mintel April 2018). When it comes to confectionery, consumers are aware that sweets and chocolate are not 'healthy' foods but are more aware than ever of the ingredients that are being used within products, and many are conscious about making healthier choices.

There are plenty of brands in the chocolate category that have taken this into consideration and are releasing products that have no added sugar, including:

- Montezuma's Absolute Black 100% Cocoa chocolate bar
- Plamil Espresso Dark chocolate bar



GELATINE-FREE CONFECTIONERY

A high proportion of gummy sweets contain gelatine, rendering them unsuitable for those following a vegan or vegetarian diet. This is set to change, with manufacturers responding to consumer demand for sweets that are free from gelatine, with plenty of products making their way onto the shelves.

Marks & Spencer hit the press earlier this year for making its renowned Percy Pigs suitable for vegetarians and 100% free from gelatine, making them accessible to a wider audience. Other options include:

- Biona Organic Berry Burst
- Pimlico Vegetarian Fruit Jellies
- Free From Fellows Cola Bottles



KING MONTY SUNNY ORANGE BAR

The zesty Sunny Orange flavour derives its flavour from 10% candied orange peel contained within smooth plant-based dark chocolate.
kingmonty.com

PRODIGY SNACKS CHUNKY ORANGE CHOCOLATE WITH BAOBAB BAR

Made with natural, raw and organic ingredients and packed with antioxidants from raw cacao butter and cacao nibs.

prodigysnacks.com



BENEFIT PROTEIN BAR

The Protein Bar is enriched with almond butter, coconut and pea protein, said to contribute to the maintenance of normal bones and muscle mass.
benefitchocolate.co.uk

VEGAN

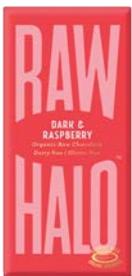
With increasing numbers of people in the UK adopting vegetarian, vegan and flexitarian diets, chocolate makers have been forced to start creating products that can cater to these needs. Marcia Mogelonsky, director of insight at Mintel Food and Drink, says, "There's currently a focus on plant-based eating in the chocolate sector. Manufacturers have responded to the growing interest in plant-based diets by replacing dairy milk with nut- or grain-derived milks in milk chocolate products. In some markets, this may be responding to a potential, but not yet articulated, need." Source: Mintel March 2018





RAW

Chocolate that is branded 'raw' goes through a different process to other chocolate, with the cocoa beans being processed at much lower temperatures – such as being dried naturally rather than being roasted. This approach means that more of the nutrients, including zinc and magnesium as well as antioxidants, from the bean are preserved, which is why raw chocolate has been described as a 'superfood'. Chocolate processed in this way also boasts a naturally rich flavour.



RAW HALO DARK & RASPBERRY
Dark raw chocolate infused with a raspberry flavour and freeze dried raspberry pieces, available in 70g and 35g.
rawhalo.com

OMBAR CENTRES COCONUT & VANILLA
Made with raw Ecuadorian chocolate and high in minerals such as iron, magnesium and manganese.
ombar.co.uk



THE RAW CHOCOLATE CO CHOCOLATE GOJI BERRIES
A mixture of sweet and sour goji berries paired with pure, raw chocolate. Also palm oil-free.
therawchocolatecompany.com

“ We believe in everyday luxuries that benefit mind, body and spirit. That's why our chocolate is designed to be better in every sense, for you and the planet ”

MEG HAGGAR, FOUNDER OF RAW HALO

PRODUCER SPOTLIGHT

NU+CAO

Nu+cao is made from raw cacao, hemp seeds and coconut blossom nectar, and every vegan chocolate bar is packed full of antioxidants, meaning it's a feel good, healthy, low carb treat!

Each nu+cao is extremely low in sugar – 50% lower than other healthier alternatives. The nutritious hemp seeds mean that each bar is packed with protein, higher than the average at 14% per bar, making it an ideal pre or post gym snack. On top of all that, nu+cao contains no artificial additives such as preservatives; a naturally delicious snack that can be enjoyed at any time of the day.

nucao.de/english



**MONTES
LARA**

PARTY TIME FOR IMPORTERS



Cakes and cake slices including traditional Spanish cakes

Produced by INPANASA – the large volume industrial cake producers

Inpanasa is a family owned industrial bakery specialised in high quality cakes and cakes slices. Inpanasa has BRC, IFC Hallal and Kosher accreditations and is renowned for the highest quality ingredients and creative packaging – meeting buyers most stringent standards of quality and performance. Inpanasa, for a great tasting product with 4 months shelf life.

OUR RANGE INCLUDES:

CAKES

CHOCOLATE CHIP, COCONUT, CARROT, MARBLE, CUSTARD, ORANGE/CHOCOLATE, CANDIED FRUITS, BROWNIES

MUFFINS

CHOCOLATE CHIP, DOUBLE CHOC, LEMON, VANILLA, APPLE AND TOFFEE

FAIRY CAKES

CHOCOLATE CHIP, YOGHURT, CUSTARD, MARBLE, VIRGIN OLIVE OIL, PINE NUTS, SUPREMES, BOLENAS


inpanasa
since 1976

UK Sales: Wright Associates • 54 Fitzjohn's Avenue • London • NW3 5LT

Tel: (+44) 207 433 1073 • Mob: (+44) 7801 662 481

Email: johnsueke@wright-associates.org • Skype: [wright.associates.international](https://www.skype.com/name/wright.associates.international)

Spain: Industrial Pastelera San Narciso, S.A.U. C. Barcelona 5-9 Urbanización Mas Aliu 17181 Aiguaviva (Girona)

www.inpanasa.com

HAVE YOU TRIED PRODUCT FINDER YET?

WWW.SPECIALITYFOODFINDER.COM



Suppliers register your products for free at
www.specialityfoodmagazine.com/myproducts
or call us on 01206 505936 for more information



“Harry Potter fans can enjoy a unique adventure inspired by the Wizarding World,” says Tony Alfano of Best Imports. “Judging by early orders, there is no question that the Harry Potter range will be one of the biggest sellers this festive season. The Harry Potter-inspired items made by Jelly Belly Candy Company are very special indeed. Everyone wants a piece of it.”

There is something for every Harry Potter fan in this popular collection. One of the most well-known and iconic sweets in this collection is Harry Potter Bertie Bott's Every Flavour Beans. This product comes in a signature assortment of classic flavours including – cherry, watermelon, lemon and unexpected flavours like booger, dirt and earwax!

Spellbinding chocolates

The Harry Potter inspired chocolate confections are truly delicious. The most popular chocolate confections are designed to reflect the wands of Harry Potter, Albus Dumbledore, Hermione Granger, and Ron

Weasley. Now, Lord Voldemort's wand will join the collection. Each wand is made out of solid milk chocolate and contains a sheet of spells for practice. The blockbuster set of chocolate wands are top sellers year-round and at Christmastime too.

The mysterious Harry Potter chocolate creatures are each sold individually, the identity within revealed only when the pack is opened. Each pack also contains a collectible sticker. The fully recognisable and madly popular chocolate frog also comes with a collectible lenticular character

card. The chocolate house crests come in a set of four. One crest for each house, Slytherin, Gryffindor, Ravenclaw, and Hufflepuff. Finally, there is the new Hogwarts Express Ticket chocolate bar. Inside each package is a moulded piece of milk chocolate with crisped rice embossed to look like the Platform 9¾ ticket.

Iconic sweet treats

Also new to the lineup, Harry Potter house crest tins. These tins pay homage to fan-favorite houses filled with delicious jelly beans in a corresponding shade.

MAGICAL CONFECTIONS

Jelly Belly Candy Company expands its line of Harry Potter-inspired confections just in time for the holidays

Choose from Gryffindor with cherry, Slytherin with green apple, Ravenclaw with blueberry, and Hufflepuff with lemon.

Harry Potter inspired gummi confections are also popular. The gummi creatures and jelly slugs are the perfect balance between scary and fun; every prankster's dream! The new range of Harry Potter Magical Sweets bag and irresistible Knight Bus tin (the ultimate fan keepsake and money box), complements the range.

Relevant to many generations, this line is a year-round best seller. The new candy items will begin appearing on store shelves this autumn.



“Judging by early orders, there is no question that the Harry Potter range will be one of the biggest sellers this festive season”

Harry Potter

WIZARDING
WORLD



LOOK WHAT WE CONJURED UP

Announcing delicious new treats to expand your Harry Potter™ offerings – a solid chocolate replica of the wand of Voldemort™, a Ticket to Hogwarts™ milk chocolate bar with crisped rice, and Magical Sweets Chewy Candy in a collectible Knights Bus™ tin! Also available are Harry Potter™ Crest tins packed with jelly beans! Don't wait another day to bring the Wizarding World excitement into your store.



Contact Best Imports today • 01727 829 010 • jellybelly.co.uk

    Kosher Certified



HARRY POTTER characters, names and related indicla are © & ™ Warner Bros. Entertainment Inc. WB SHIELD: © & ™ WBEL. WIZARDING WORLD trademark and logo © & ™ Warner Bros. Entertainment Inc. Publishing Rights © JKR. (s19)

©2019 Jelly Belly Candy Company



An Aladdin's cave of discovery!



“

This show represents the best selection of artisan products in the UK every year, and as well as meeting many new customers, we also find several new brands for our portfolio.

– Paul Hargreaves, SFFF19 Ambassador

”

“

I'm excited to see all the new flavours and trends coming to life at the Fair from our producers. Some fabulous products that might tickle your taste buds are CBD infused, matcha and free-from chocolates.

– Clare Palmer, SFFF19 Senior Marketing Executive

”

“

Speciality & Fine Food Fair is one of our favourite shows to do – we can't wait to share our seriously good chocolate with everyone and to see what exciting new launches are out there.

– Divine Chocolate, SFFF19 Partner

”



#SFFF19 @SPECIALITYFAIR

**VISIT THE WEBSITE FOR MORE INFO:
SPECIALITYANDFINEFOODFAIRS.CO.UK**