



Lake Champlain  
CHOCOLATES®



BUYERS GUIDE  
Fall & Holiday  
2021



# QUALITY YOU CAN COUNT ON

By combining over 38 years of chocolate expertise with new market trends and only the best ingredients possible, Lake Champlain Chocolates delivers super premium chocolate bars, gift boxes, and hot chocolate that drive real results.

Boost sales at your stores with:

- **Quality chocolates** from a Level 2 SQF certified company
- **New** vegan-friendly products\* at a variety of price points
- **Clean, simple ingredients** (no GMOs, artificial colors, additives or preservatives)
- **Irresistibly delicious gifts** for every celebration
- **The only full service chocolate brand** in the Natural Products category
- **Customer service** that is here to help you succeed!

Call your sales rep to get started today!

\*Look for this symbol to find all of our vegan offerings.

**V = Vegan-friendly**

## PRE-ORDER TODAY for the best selection!

| Holiday  | Pre-order by         | Shipments available |
|--|----------------------|---------------------|
| <b>Halloween</b><br>Sunday<br>October 31, 2021       | Wednesday<br>June 30 | Monday<br>August 9  |
| <b>Thanksgiving</b><br>Thursday<br>November 25, 2021 | Wednesday<br>June 30 | Monday<br>August 9  |
| <b>Hanukkah</b><br>Sunday<br>November 28, 2021       | Sunday<br>August 15  | Friday<br>October 1 |
| <b>Christmas</b><br>Saturday<br>December 25, 2021    | Sunday<br>August 15  | Friday<br>October 1 |



### HALLOWEEN ORGANIC GIFT BAGS

12 per case



**Caramel Pumpkins**  
10 piece / 5 oz  
57% Cocoa / Dark

1F512-000011-1



**Halloween Coins**  
40 piece / 10 oz  
38% Cocoa / Milk

1F506-010010-1



### HALLOWEEN ORGANIC TREAT BAGS

12 piece / 4.8 oz / 16 per case



**Dark Chocolate Halloween Squares Bags**  
57% Cocoa / V

1F519-001001-1



**Milk Chocolate Halloween Squares Bags**  
38% Cocoa

1F519-001000-1



### HALLOWEEN ORGANIC SQUARES DISPENSERS

106 piece / .4 oz  
1 dispenser per case



**Dark Chocolate Halloween Squares**  
57% Cocoa / V

1F519-106002-1



**Milk Chocolate Halloween Squares**  
38% Cocoa

1F519-106001-1



### Top Sellers

### AUTUMN ORGANIC LEAF GIFT BAGS

12 per case



**Maple Caramel Leaf Bag**  
10 piece / 5 oz  
57% Cocoa / Dark

1F512-000016-1



**Caramel Leaf Bag**  
10 piece / 5 oz  
38% Cocoa / Milk

1F512-000014-1



**Peanut Butter Leaf Bag**  
10 piece / 5 oz  
38% Cocoa / Milk

1F512-000015-1



**Assorted Leaf Bag**  
15 piece / 7.5 oz  
Assorted

1F512-000017-1



## a bounty of FALL FAVORITES



### AUTUMN ORGANIC DISPENSERS 1 dispenser per case



**Maple Caramel Leaves**  
87 piece / .5 oz  
57% Cocoa / Dark

1F512-090004-1



**Caramel Leaves**  
87 piece / .5 oz  
38% Cocoa / Milk

1F512-090001-1



**Peanut Butter Leaves**  
87 piece / .5 oz  
38% Cocoa / Milk

1F512-090002-1



**Caramel Pumpkins**  
86 piece / .5 oz  
57% Cocoa / Dark

1F512-090003-1





taste why our chocolates call  
**VERMONT HOME**



**Autumn  
Chocolates of Vermont**  
16 piece / 7.6 oz  
8 per case / Assorted  
1F302-016001-1



**Autumn Truffles**  
5 piece / 4 oz  
12 per case / Assorted  
1F300-005001-1



**AUTUMN  
ORGANIC COIN  
GIFT BAGS**

40 piece / 10 oz / 12 per case



**Autumn Milk and Dark  
Chocolate Coins**  
Assorted

1F506-010001-1



**Dark Chocolate  
Holiday Coins**  
57% Cocoa / V

1Y506-010015-1



Shipments available  
August 9, 2021

**Thanksgiving**  
Thursday  
November 25, 2021

**THANKSGIVING**  
by the numbers

Don't pass up sales by going straight from Halloween to Christmas. Stock your shelves with the extraordinary hostess gifts, table favors and travel-friendly desserts your customers are looking for!

ready  
to  
display



**Top  
Sellers**

**ORGANIC  
PLACESETTING TURKEYS**

1 oz / 15 per case / 2.25"



**Milk Chocolate  
Placesetting Turkey**  
38% Cocoa

1F512-001003-1



**Dark Chocolate  
Placesetting Turkey**  
57% Cocoa / V

1F512-001002-1





# discover a TASTE SENSATION beyond compare

These handcrafted favorites, made one small batch at a time, are guaranteed to keep customers coming back for more.

## PEANUT BUTTER CHOCOLATES

5 piece / 4.25 oz / 12 per case

**Dark Chocolate Peanut Butter Chocolates**

54% Cocoa

1Y310-005555-1



**Milk Chocolate Peanut Butter Chocolates**

34% Cocoa

1Y310-005001-1



**NEW**

**Top  
Seller**

## SEA SALT CARAMELS

7 piece / 2.45 oz / 12 per case

**Dark Chocolate Sea Salt Caramels**

54% Cocoa

1Y310-005005-1



**Milk Chocolate Sea Salt Caramels**

34% Cocoa

1Y310-005006-1



**Apple Cider Caramels**

34% Cocoa / Milk

1C310-005007-1



## VEGAN FRIENDLY holiday treats

Vegan treats, like these two new raspberry and dark chocolate vegan truffles, continue to rise in popularity. The plant-based category has grown 35% in the last year, drawing in more than 2 million new customers!

Source: SPINS, 2020

**NEW**

## Vegan Chocolate Truffles

6 piece / 2.2 oz / 12 per case

54% Cocoa / Dark / V

Bright, red raspberry and  
luscious, dark chocolate

1Y300-100006-1



**NEW**

## ORGANIC SNACK BITES

3.5oz / 12 per case

**Dark Chocolate Snack Bites**

57% Cocoa / V

1Y510-000101-1



**Peppermint Snack Bites**

57% Cocoa / Dark / V

1Y510-000104-1



made with  
organic  
chocolate

## Dark Chocolate Nonpareils

50 piece / 5.8 oz / 12 per case

57% Cocoa / V

1Y509-000001-1





**LIMITED-EDITION  
ORGANIC HOT CHOCOLATE**

Available September 1, 2021.

16 oz / 6 per case U V



## a sweet way to BOOST SALES

There is something so deliciously satisfying about a warm mug of gourmet hot chocolate. This vegan-friendly product is great as a stand-alone gift or bundled together with a mug and marshmallows.



**ORGANIC HOT CHOCOLATE** 6 per case U V



**HOLIDAY  
ORGANIC  
GIFT BAGS**

40 piece / 10 oz  
12 per case



## GIFTS for EVERY TRADITION

Shipments available  
October 1, 2021

**Hanukkah**  
begins Sunday  
November 28, 2021

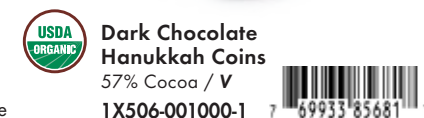


**KOSHER CERTIFIED**

All of our products are  
Star-D Kosher certified by the  
National Council of Young  
Israel in affiliation with  
Star-K Kosher Certification.

**HANUKKAH  
ORGANIC COINS  
GIFT BAGS**

23 piece / 5.8 oz / 12 per case







**Holiday Truffles**  
9 piece / 7.2 oz  
4 per case / Assorted  
1X300-000001-1



**Top  
Seller**

**Holiday Selection**  
15 piece / 9 oz  
8 per case / Assorted  
1X301-015001-1



## give the gift of JOY

It's the biggest shopping season of the year, and there's nothing better than the gift of gourmet chocolate to spread joy to friends, family, and coworkers. You can't go wrong with our eye-catching selection of irresistibly delicious, ready-to-go gifts!

**Holiday  
Chocolates of Vermont**  
16 piece / 7.6 oz / 8 per case  
Assorted

1X302-016001-1



Holiday shipments available  
October 1, 2021

Gift boxes containing  
truffles available  
October 15, 2021

**Christmas**  
Saturday  
December 25, 2021



**Top  
Seller**



**Holiday Selection**  
30 piece / 18.1 oz  
6 per case / Assorted  
1X301-030001-1



**Holiday Truffles**  
5 piece / 4 oz  
12 per case / Assorted  
1X300-005001-1







**ORGANIC JUBILEE GIFT BAGS** 10 piece / 5 oz / 12 per case  
Precious packages, filled with our most popular organic confections – perfect for gifting and enjoying!



**Peppermint Cream Jubilees**  
57% Cocoa / Dark  
1X512-001003-1



**Salted Caramel Jubilees**  
57% Cocoa / Dark  
1X512-001002-1



**Peanut Butter Jubilees**  
38% Cocoa / Milk  
1X512-001000-1



Shipments available  
October 1, 2021

**Christmas**  
Saturday  
December 25, 2021

## HOLIDAY GIFTING made easy



Complete your seasonal displays  
by cross-merchandising with  
all-occasion coin bags.



**Assorted Jubilee Gift Bag**  
15 piece / 7.5 oz / 12 per case  
1X512-001050-1



**Assorted Jubilee Gift Box**  
6 piece / 3 oz / 12 per case  
1X512-002001-1



**Snowman**  
4" / 4 oz / 12 per case  
57% Cocoa / Dark  
1X512-001008-1



**'TIS THE  
SEASON**  
for chocolate!



**Jolly Santa**  
5" / 3.9 oz  
12 per case  
38% Cocoa / Milk  
1X512-001009-1



**91%**

of Americans  
plan to give  
**CHOCOLATES**  
AS A GIFT  
to friends and family  
during the holidays

**FOIL  
WRAPPED**  
chocolates are  
Americans'  
**#1 FAVORITE  
STOCKING  
STUFFER**

**\$996**

how much the  
**AVERAGE CONSUMER  
SPENDS**  
on decorations,  
candy, and gifts for  
the holidays

**59%**

of consumers have  
already started their  
**HOLIDAY  
SHOPPING  
BY EARLY  
NOVEMBER**

Sources: National Confectioner's Association, 2020 and National Retail Federation, 2020.

### ORGANIC PLACESSETTING SNOWMEN

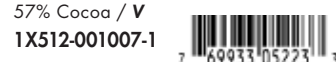
1 oz / 20 per case / 2.75"



**Milk Chocolate  
Placessetting Snowman**  
38% Cocoa  
1X512-001006-1



**Dark Chocolate  
Placessetting Snowman**  
57% Cocoa / V  
1X512-001007-1



ready  
to  
display



**Top  
Sellers**







**Stocking Stuffer  
Milk and Dark  
Chocolate Squares**  
7 piece / 2.8 oz  
12 per case / Assorted  
1X519-007003-1



**Top  
Seller**

## STUFF THOSE STOCKINGS

96% of Americans think that sharing seasonal treats is a great holiday tradition.<sup>1</sup> Make the most of the season by filling your shelves with festively packaged chocolates that are guaranteed to delight.

<sup>1</sup>Source: National Confectioner's Association, 2020.



9 out of 10 people believe  
that chocolate makes celebrations  
more fun!

**ready  
to  
display**

### HOLIDAY ORGANIC CHOCOLATE BARS

3 oz / 12 per dispenser



**Dark Chocolate  
Holiday Bar**  
57% Cocoa / V  
1X504-012005-1



**Milk Chocolate  
Holiday Bar**  
38% Cocoa  
1X504-012004-1



**Candy Cane Crunch  
Holiday Bar**  
57% Cocoa / Dark / V  
1X504-012006-1



All bars are packed in a  
2.9" w x 4.6" d x 5.9" h  
dispenser box.

Shipments available  
October 1, 2021

**Christmas**  
Saturday  
December 25, 2021

this one  
**SPARKS  
JOY**



**Crunchy  
Peanut Butter  
Tree**  
.9 oz / 8 per case  
34% Cocoa / Milk  
1X312-002000-1



**NEW**



### HOLIDAY ORGANIC SQUARES DISPENSERS

106 piece / .4 oz / 1 dispenser per case



**Milk Chocolate  
Holiday Squares**  
38% Cocoa  
1X519-106002-1



**Dark Chocolate  
Holiday Squares**  
57% Cocoa / V  
1X519-106003-1



**Peppermint Cream  
Jubilees**  
57% Cocoa / Dark  
1X512-100003-1



**Salted Caramel  
Jubilees**  
57% Cocoa / Dark  
1X512-100002-1







Lake Champlain  
CHOCOLATES®

750 Pine Street  
Burlington, Vermont 05401

Presorted Standard  
U.S. Postage  
**PAID**  
Permit No. 527  
Burlington, Vermont  
05401

Certified



Corporation

Proud to be using business  
as a force for good.



**PRE-ORDER TODAY for the best selection!**

[whsl.LakeChamplainChocolates.com](http://whsl.LakeChamplainChocolates.com) | [sales@LakeChamplainChocolates.com](mailto:sales@LakeChamplainChocolates.com) | 1-802-864-1808 or 1-800-634-8105

## comforting, classic CHRISTMAS TREATS!

Behold the ultimate holiday treat – half creamy, half crunchy, and totally delicious. This peanut butter confection is handcrafted with clean, simple ingredients and destined to be a huge seller!

**Christmas**

Saturday

December 25, 2021

Shipments available  
October 1, 2021

**NEW**

See page 15