



**Lake Champlain**  
CHOCOLATES®

**BUYERS GUIDE**  
**Valentine & Easter**  
**2023**







## LET CHOCOLATE CHANGE YOUR WORLD™

As a certified B Corporation® and second-generation Vermont company, Lake Champlain Chocolates uses business as a force for good; delivering super premium chocolate gift boxes, gift bags, and Easter bunnies that drive real results. Boost sales at your stores with:

- **#1 natural chocolate brand** for Valentine's Day and Easter
- **Eco-friendly** vegan products at a variety of price points
- **Environmentally sustainable treats** free from cheap palm oil fillers
- **Fair trade chocolate** that builds strong cacao-growing communities
- **Certified organic products** which reduce toxins in the environment

Make a world of difference with your chocolate category sales. Call your Lake Champlain Chocolates sales rep today!

Source: Natural Northeast Category, SPINS we 04/17/2022.

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

Holiday	Pre-order by	Shipments available
Valentine's Day Tuesday February 14, 2023	Tuesday November 1, 2022	Monday December 12, 2022
Easter Sunday April 9, 2023	Monday January 2, 2023	Monday February 6, 2023
Mother's Day Sunday May 14, 2023	Monday January 2, 2023	Monday February 6, 2023

Look for this symbol to find all of our vegan offerings.  
V = **Vegan-friendly**



## SALES RESULTS you'll love

True love requires all the right ingredients. That's why we craft every heart with love and fill them with only the best — fresh, local ingredients, organic goodness, and fair trade certified chocolate.

Shipments available  
December 12, 2022

Valentine's  
Day  
Tuesday  
February 14, 2023

Top  
Seller



### FILLED HEART GIFT BAGS

15 piece / 6 oz / 12 per case



**Salted Caramel  
Latte Hearts**  
43% Cocoa / Dark-Milk  
1V508-000007-1



**Caramel  
Hearts**  
38% Cocoa / Milk  
1V508-000006-1



NEW



**Raspberry Truffle  
Hearts**  
57% Cocoa / Dark  
1V508-000008-1



Top  
Sellers



### HEART GIFT BAGS

12 per case



**Dark Chocolate  
Hearts**  
21 piece / 5.9 oz  
57% Cocoa / V  
1V508-000003-1



**Milk Chocolate  
Hearts**  
21 piece / 5.9 oz  
38% Cocoa  
1V508-000002-1



**Assorted  
Hearts**  
36 piece  
10.1 oz  
1V508-000100-1





Shipments available  
December 12, 2022

**Valentine's Day**

Tuesday  
February 14, 2023



**Hearts Aflutter  
Chocolate  
Collection**  
9 piece / 3.2 oz  
4 per case / Assorted  
1V501-001001-1



**Top  
Seller**



**Celebration Heart**  
6 piece / 2.3 oz / 12 per case  
Assorted  
1V501-006002-1



#### HEART DISPENSERS

103 piece / 0.4 oz / 1 dispenser per case



**Caramel  
Hearts**  
38% Cocoa  
Milk  
1V508-110002-1



**Salted  
Caramel  
Latte Hearts**  
43% Cocoa / Dark-Milk  
1V508-110003-1



**Raspberry  
Truffle  
Hearts**  
57% Cocoa / Dark  
1V508-110004-1



**NEW**

**Top  
Seller**



**Straight from the Heart Gift Box**  
8 piece / 3.2 oz / 12 per case  
Assorted / Milk  
1V508-000013-1



gifts to warm the  
**HEART**

**Legendary Love  
Truffle Collection**  
9 piece / 7.2 oz  
4 per case / Assorted  
1V300-009001-1



**Grand Heart**  
21 piece / 11.3 oz  
4 per case / Assorted  
1V301-021001-1



#### 4 easy steps for a **SUCCESSFUL VALENTINE'S DAY**

**BUILD A  
BIG DISPLAY**

**49%**  
of Americans buy a  
box of **CHOCOLATES**  
for **THEMSELVES**  
on Valentine's Day

**STAY  
WELL-STOCKED**

**78%**  
of shoppers  
**WAIT UNTIL THE  
WEEK OF** to  
purchase their gifts

**OFFER A WIDE RANGE  
OF PRICE POINTS**

**\$175.41**  
is how much the  
**AVERAGE INDIVIDUAL**  
**SPENDS** for the  
holiday

**FEATURE  
THE BEST**

**76%**  
of Americans believe  
in **QUALITY OVER**  
**QUANTITY** when buying  
a box of chocolate

Source: National Confectioner's Association, 2021 and National Retail Federation, 2022.



Shipments available  
December 12, 2022



## share the LOVE

There's nothing sweeter than getting a box of chocolates. That's why 90% of Americans buy Valentine's Day gifts, not just for their special someone, but to share with friends and family as well. Our gourmet chocolate assortments are the perfect crowd-pleaser for any family or Galentine's Day celebration!

### Galentine's Day Assortment

15 piece / 9 oz  
4 per case / Assorted  
1V301-015001-1



Top  
Seller

Valentine Truffles  
5 piece / 4 oz  
6 per case / Assorted  
1V300-005001-1



## DECADENT VEGAN TREATS for Valentine's Day & Spring

Plant-based truffles are helping to drive double-digit growth as consumers seek "better-for-me" options.

Source: SPINS, 2021.



Made Tree-Free™  
by Emerald Ecovations

This innovative vegan caramel flower packaging is made from **sustainably-sourced bagasse**, the pulpy by-product of the sugar making process, and other renewable materials. Plus, it's printed with **eco-friendly vegetable inks!**



**Vegan Salted Caramel Flowers**  
13 piece / 5.2 oz / 12 per case

57% Cocoa / Dark / V

Crafted from clean  
simple ingredients

1M512-000150-1



**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



Cross-merchandise  
with vegan  
Nonpareils



### BETTER FOR THE ENVIRONMENT

Vegan-friendly confections made with dairy-free substitutes, like coconut milk, use less land and water and produce less carbon and methane emissions than traditional milk!





Eggs are packed in an easy to display 5" w x 6.25" d x 2.1" h dispenser box.

Top Seller



**Crunchy Peanut Butter Egg**  
1.3 oz / 8 per case / 34% Cocoa / Milk

Priced to move by the dozens

1E312-000100-1



**CHOCOLATE CARROTS**

6.25" / 2 oz / 12 per case



**Cosmic Purple Dark Chocolate Carrot (Purple)**  
57% Cocoa / V  
1E512-001011-1



**Tendersweet Milk Chocolate Carrot (Orange)**  
38% Cocoa  
1E512-001010-1



**INCREASE SALES**  
with an eye-catching seasonal display!



**The Goodtime Bunny**  
16.5" / 3.25 lbs / 1 per case  
38% Cocoa / Milk  
1E512-001014-1



**Bunny Hop Basket**  
7" / 7.3 oz / 8 per case  
Assorted

1E515-001001-1



Top Seller



## EASTER ESSENTIALS

Boost sales at your store with better-for-you Easter treats, crafted from clean, simple ingredients.

As the only full-service chocolate brand in the Natural Products category, Lake Champlain Chocolates continues to drive double-digit growth across the chocolate category for Easter.

Source: SPINS, we 04/17/2022.

Shipments available  
February 6, 2023

Easter  
Sunday  
April 9, 2023



**Hoppy Easter Bar**  
3 oz / 12 per case  
57% Cocoa / Dark / V  
Bursting with raspberry & cherry fruit gummies

1E504-012010-1



Bars are packed in an easy to display 5.8" w x 2.4" d x 5.8" h dispenser box.



**Good Egg Gift Box**  
6 piece / 2.7 oz  
12 per case / Assorted  
1E507-000050-1







**Top Sellers**

**BABY BUNNIES**

Price in multiples and watch these adorable, organic bunnies hop to the register!

3.25" / 1 oz / 18 per case



**Dark Chocolate Baby Bunny**  
57% Cocoa / V

1E512-001016-1



**Milk Chocolate Baby Bunny**  
38% Cocoa

1E512-001017-1



easy to display



**EASTER**

ORGANIC • FRESH • FAIR



**ORGANIC CERTIFIED**  
the best choice to avoid GMOs



**100% FAIR TRADE CERTIFIED CHOCOLATE**



good practices and good products go hand in hand



one stop shopping for organic Easter products



**Solid Dark Chocolate Hopp'n Bunny**

5.5" / 3.75 oz / 12 per case  
57% Cocoa / V

1E512-001002-1



**Sea Salt 'n' Almonds Bunny**

5" / 5 oz / 12 per case  
43% Cocoa / Dark-Milk

1E512-001003-1



Shipments available  
February 6, 2023

**Easter**  
Sunday  
April 9, 2023



**Top Sellers**



**SOLID CLASSIC BUNNIES**

There's nothing more exciting than knowing that your favorite bunny will be waiting for you on Easter morning!

5" / 3.5 oz / 12 per case



**White Chocolate Bunny**

1E512-001012-1



**Milk Chocolate Bunny**

38% Cocoa

1E512-001004-1



**Dark Chocolate Bunny**

57% Cocoa / V

1E512-001008-1



Every bunny is made by hand



Hand-pouring the dark chocolate.



Preparing the chocolate to set up.



Ready for hand-wrapping.



**Vegan Oat-Milk Bunny**

5" / 12 per case  
43% Cocoa / V

1E312-000200-1





## EGG DISPENSERS

96 piece / 0.45 oz / 1 dispenser per case



**Coconut Cream Eggs**

57% Cocoa / Dark  
1E507-090003-1



**Vanilla Cream Eggs**

57% Cocoa / Dark  
1E507-090005-1



**Dark Chocolate Truffle Eggs**

57% Cocoa  
1E507-090004-1



**Milk Chocolate Truffle Eggs**

38% Cocoa  
1E507-090006-1



**Top Seller**



**Peanut Butter Eggs**

38% Cocoa / Milk  
1E507-090002-1



**Top Seller**



**Caramel Eggs**

38% Cocoa / Milk  
1E507-090001-1



# make your Easter EXTRAORDINARY

No one can resist these delicious, filled chocolate eggs — made from the best ingredients, like fresh cream and fair trade certified chocolate.

These are the Easter treats your customers will ask for by name and purchase by the dozens!



Shipments available  
February 6, 2023

**Easter**

Sunday  
April 9, 2023



## EGG GIFT BAGS 12 per case



**Coconut Cream Eggs**

12 piece / 5.5 oz  
57% Cocoa / Dark  
1E507-000003-1



**Vanilla Cream Eggs**

12 piece / 5.5 oz  
57% Cocoa / Dark  
1E507-000005-1



**Dark Chocolate Truffle Eggs**

12 piece / 5.5 oz  
57% Cocoa  
1E507-000004-1



**Top Seller**



**Assorted Eggs**

26 piece / 12 oz  
1E507-000100-1



**Top Seller**



**Peanut Butter Eggs**

12 piece / 5.5 oz  
38% Cocoa / Milk  
1E507-000002-1



**Top Seller**



**Caramel Eggs**

12 piece / 5.5 oz  
38% Cocoa / Milk  
1E507-000001-1



**Top Seller**



**Milk Chocolate Truffle Eggs**

12 piece / 5.5 oz  
38% Cocoa  
1E507-000006-1





guaranteed  
to  
**DELIGHT**

Shipments available  
February 6, 2023

**Mother's Day**  
Sunday  
May 14, 2023

**Spring Chocolate Assortment**  
15 piece / 9 oz  
4 per case / Assorted  
1M301-015001-1



**Spring Truffles**  
5 piece / 4 oz  
6 per case / Assorted  
1M300-005001-1



## gifts for every **SPRING CELEBRATION**

Cross-merchandise these spring gift boxes alongside everyday gifting favorites to help your customers make every Easter, Mother's Day, graduation, and bridal shower celebration even more extraordinary!



**Vegan Salted Caramel Flowers**

13 piece / 5.2 oz / 12 per case  
57% Cocoa / Dark / V  
1M512-000150-1



**Vegan Chocolate Truffles**

6 piece / 2.2 oz / 12 per case  
54% Cocoa / Dark / V  
1Y300-100006-1



build out your display with  
**YEAR ROUND  
FAVORITES**

**Truffles**  
9 piece / 7.2 oz  
4 per case / Assorted  
1Y300-009001-1



**Top  
Seller**



**Dark Chocolate Sea Salt Caramels**  
7 piece / 2.45 oz  
12 per case  
54% Cocoa  
1Y310-005005-1



**Milk Chocolate Peanut Butter Chocolates**  
5 piece / 4.25 oz  
12 per case  
34% Cocoa  
1Y310-005001-1







Lake Champlain  
CHOCOLATES®

290 Boyer Circle, Williston, VT 05495

Presorted Standard  
U.S. Postage  
**PAID**  
Permit No. 399  
Burlington, Vermont  
05401

fill your basket with  
**THE BEST**  
Easter chocolates

Boost sales at your store with everyone's favorite gourmet Easter chocolates — made the Vermont way: sustainably sourced, passionately handcrafted, and truly extraordinary.

*Shop the full Easter collection, pages 8-15.*

**Easter**

Sunday  
April 9, 2023



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

whsl.LakeChamplainChocolates.com | sales@LakeChamplainChocolates.com | 1-802-864-1808 or 1-800-634-8105