

BUYERS GUIDE
July 2021- June 2022

### ORGANIC FILLED CHOCOLATE BARS 3.25 oz / 10 per dispenser



# 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)
- Sustainable chocolate that's helping to clean waterways
- 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





Milk Chocolate Peanut Butter Bar 38% Cocoa

1Y504-010001-1





38% Cocoa / Milk 1Y504-010010-1

made with organic chocolate

**Bourbon Caramel Bar** 43% Cocoa / Dark-Milk 1Y504-010005-1





**Dark Chocolate Peanut Butter Bar** 57% Cocoa

1Y504-010004-1







Creamy Coconut Bar 57% Cocoa / Dark











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

# **TRENDY NEW FLAVORS**

Lake Champlain Chocolates continues to be a leader in the chocolate brand category — helping to drive chocolate growth up 9.1% last year.1

Optimize your product mix with these award-winning, organic chocolate bars to drive more dollar and unit sales at your store.

<sup>1</sup>Source: SPINs 52 weeks ending 12/27/20.





Salted Caramel Bar 57% Cocoa / Dark 1Y504-010003-1







57% COCOA - DARK

Hazelnut Butter Bar 57% Cocoa / Dark / V 1Y504-010012-1







**Almond Butter Bar** 57% Cocoa / Dark



1Y504-010013-1

whsl.LakeChamplainChocolates.com

### ORGANIC CHOCOLATE BARS 3 oz / 12 per dispenser





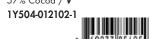




Milk Chocolate Almonds & Sea Salt Bar 43% Cocoa / Dark-Milk

1Y504-012105-1 7 69933 85498







**72% Dark Chocolate Bar** 72% Cocoa / Extra-Dark / V 1Y504-012107-1





**Dark Chocolate** Almonds & Sea Salt Bar 72% Cocoa / Extra-Dark / V 1Y504-012109-1







Toffee & Almond Crunch Bar 57% Cocoa / Dark / **V** 

1Y504-012108-1





Almonds & Dark Chocolate Bar 57% Cocoa / **V** 

1Y504-012115-1







come from small packages

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

### ORGANIC CHOCOLATE SQUARES DISPENSERS 106 piece /.4 oz / 1 dispenser per case



Milk Chocolate Squares 38% Cocoa





Milk Chocolate Almonds & Sea Salt Squares 43% Cocoa / Dark-Milk





57% Dark Chocolate Squares 57% Cocoa / **V** 1Y519-106002-1





Raspberries & Dark Chocolate Bar 57% Cocoa / **V** 1Y504-012110-1



**Peppermint Crunch Bar** 57% Cocoa / Dark / V 1Y504-012114-1







Toffee & Almond Crunch Squares 57% Cocoa / Dark / V 1Y519-106008-1



Raspberries & Dark Chocolate Squares 57% Cocoa / **V** 1Y519-106010-1



**Dark Chocolate Almonds** & Sea Salt Squares 72% Cocoa Extra-Dark / V 1Y519-106007-1



80% Dark **Chocolate Squares** 80% Cocoa Extra-Dark / V 1Y519-106011-1





whsl. Lake Champlain Chocolates.comt 1-800-634-8105 f 1-802-864-1806



### **MERCHANDISING MATTERS**

Placement is everything - 40% of chocolate in grocery is sold in the front end<sup>1</sup>. Place our attractive, compact, and freestanding displays near your registers and boost your chocolate sales with impulse purchases!

<sup>1</sup>Source: IRI State of the Market, 2020.



**Bar Floor Display** Some assembly required

18"w x 14"d x 65"h 1Y316-000022-1

Chocolate sold separately







All Five Star Bars® are packed in a 5"w x 6.25"d x 5.5"h dispenser box.

### Wire Countertop Display Fully assembled

Holds 6 Five Star Bar® dispensers 16.25"w x 8.25"d x 13.25"h 1Y316-000021-1









Granola Five Star Bar® 1.9 oz 54% Cocoa / Dark 1Y304-024005-1



Hazelnut Five Star Bar® 1.8 oz 34% Cocoa / Milk 1Y304-024004-1



Peanut Five Star Bar® FAIR TRADE CERTIFIED 1.8 OZ 34% Cocoa / Milk 1Y304-024003-1



**Chocolate Caramel** Five Star Bar® 2 oz 54% Cocoa / Dark 1Y304-024006-1





Almond Five Star Bar® 1.85 oz 54% Cocoa / Dark 1Y304-024008-1





Fruit & Nut Five Star Bar® 1.9 oz 54% Cocoa / Dark 1Y304-024002-1



Caramel 2 oz





The best-selling bars you've loved for decades still handcrafted in small batches, loaded with delicious inclusions, and packed with serious flavor! One bite and your customers will know why we wrap them in gold.













# INDULGE. RESTORE. REPEAT.









### **ENVIRONMENTAL SUSTAINABILITY**

There's something so restorative about a quiet moment in nature. Lake Champlain Chocolates believes in the importance of these essential moments in life.

That's why we are working to protect and preserve the spaces that cultivate these experiences – donating 10% of net profits from our Restorative Moments Collection™ to the Intervale Center's Conservation Nursery, which plants trees for environmental conservation projects.

Every bar helps to restore the quality and integrity of our waterways, creating a more sustainable environment we can all benefit from!

#### Restorative Moments Collection **Countertop Display** Fully assembled

Holds 6 Restorative Moments Collection™ bar dispensers

1Y316-000000-1

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







### **RESTORATIVE MOMENTS COLLECTION™**

12 per dispenser / 70% Cocoa / Extra-Dark / V



**Golden Spice** Bar / 3 oz





Extra Dark **Bar /** 3 oz 1Y504-022105-1

EXTRA DARK

70% COCOA





HAZELNUT CRUNCH

70% COCOA



Top Seller





LIGHTLY SALTED



0



CRUNCHY

OUINOA

Crunchy Quinoa **Bar** / 2.8 oz 1Y504-022104-1



made with Raspberry Jam

RASPBERRY JAM

70% COCOA



Bar / 3 oz 1Y504-022102-1

Top Seller

whsl.LakeChamplainChocolates.com

0

# **ENJOY HOT SALES** all year long!



### ORGANIC HOT CHOCOLATE 6 per case U V





























# **SNACKING PERFECTION**

Customers are always looking for better snacking options. Give them just what they want with Snack Bites — bite-sized pieces of irresistibly delicious chocolate packed with crunchy, toasted quinoa. Crafted from clean, simple ingredients these organic and Fair Trade Certified™ chocolates take snack time from ho-hum to oh-so-extraordinary!













**Extra-Dark Chocolate Snack Bites** 80% Cocoa / **V** 1Y510-000102-1





COL CONCES, SATISFYING









Peanut Butter Snack Bites 57% Cocoa / Dark / V 1Y510-000103-1



### discover the legendary **CHOCOLATES OF VERMONT**



#### **CHOCOLATES OF VERMONT** 12 per case

Sampler 4 piece / 1.9 oz Assorted

1Y302-004001-1

Assorted Gift Baa 12 piece / 5.7 oz

Assorted 1Y302-012001-1 **Gift Box Assortment** 8 piece / 3.8 oz

Assorted

1Y302-008001-1



1 display per case Holds approximately

50 pieces of each flavor 15.375 "w x 8"d x 10.5"h

Chocolates of **Vermont Dispenser** 

Fully assembled

Chocolate sold separately.

1Y316-000014-1



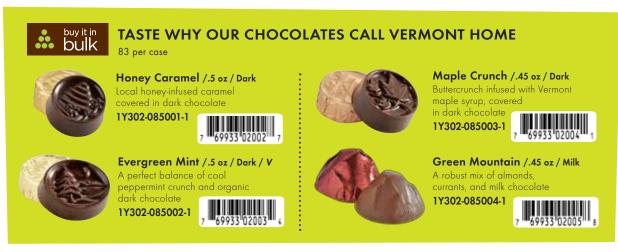
# **TIMELESS CLASSICS** for every occasion

When your customers need gifts that impress, these delicious gourmet chocolate assortments — crafted from only the freshest, local ingredients and fair trade certified chocolate — are guaranteed to delight. Every occasion is meant to be this extraordinary.





Selection 15 piece / 9 oz / 8 per case Assorted 1Y301-015001-1



whsl.LakeChamplainChocolates.com

### **EVERYDAY FOOD GIFTING**

continues to trend up



ORGANIC CHOCOLATE GIFT BAGS 5.8oz / 12 per case

These convenient bite-size treats, made with organic and fair trade certified chocolate, are perfect for all-occasion gifting, or for customers who simply want to keep their candy dish filled.



**SOCIAL &** 

**FAIR TRADE** 

**PRINCIPLES** 

Being a locally owned Vermont

from all around the globe, Lake

on continuous improvement and

recognizes that the choices we

and our planet.

make affect people, our products,

We are committed to making a

global communities by:

positive impact on our local and

company that sources ingredients

Champlain Chocolates is focused









Dark Chocolate Peppermint Crunch Coins / 23 piece 57% Cocoa / **V** 

1Y506-000006-1



Dark Chocolate Nonpareils 50 piece 57% Cocoa / **V** 

1Y509-000001-1





#### **Sourcing non-GMO** ingredients and striving to use organic ingredients as often as possible.



### Respecting the labor rights of employees,

Seeking out the **best and freshest** 

farmers and producers.

listening to employee feedback, providing good working conditions, and paying fair wages and benefits.



#### Fostering long-term partnerships

and socially responsible trading practices with suppliers and purveyors



#### Acting as good citizens, enhancing opportunities within communities, and practicing environmental responsibility.



### Third party certifications

help customers identify products that meet these social and fair trade principles. Look for products with these icons







5 piece / 4.25 oz / 12 per case



**NEW** 

Milk Chocolate **Peanut Butter Chocolates** 34% Cocoa 1Y310-005001-1

### Top Seller

### **SEA SALT CARAMELS**

7 piece / 2.45 oz /12 per case

Dark Chocolate **Sea Salt Caramels** 

1Y310-005005-1



34% Cocoa 1Y310-005006-





750 Pine Street Burlington, Vermont 05401 Presorted Standard U.S. Postage

PAID

Permit No. 527 Burlington, Vermont 05401





Proud to be using business as a force for good.





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

