

(CE)A

BUYERS GUIDE Fall & Holiday 2022



## LET CHOCOLATE CHANGE YOUR WORLD<sup>\*\*</sup>

As a certified B Corporation® and second-generation Vermont company, Lake Champlain Chocolates delivers super premium chocolate bars, gift boxes, and hot chocolate that drive real results. Boost sales this Autumn and Holiday season with:

- The **#1 organic** natural brand for Christmas
- **New** 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

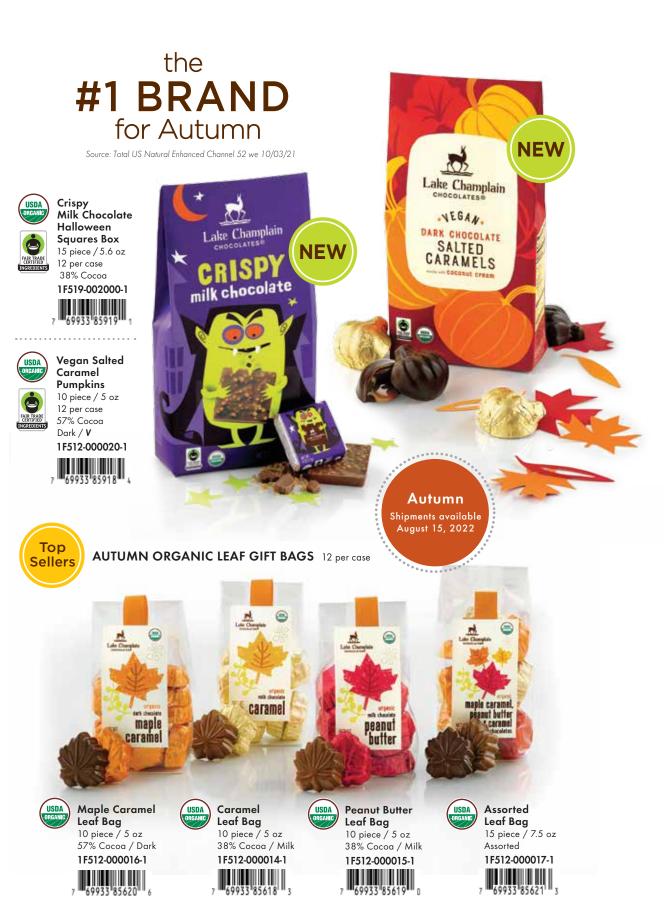
Make a world of difference with your chocolate category sales. Call your Lake Champlain Chocolates sale rep today! Source: Total US Natural Enhanced Channel 52 we 10/03/21

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

<b>PRE-ORDER TODAY</b> for the best selection!		
Holiday	Pre-order by	Shipments available
Halloween	Thursday	Monday
October 31, 2022	<b>June 30</b>	<b>August 15</b>
<b>Thanksgiving</b>	Thursday	Monday
November 24, 2022	<b>June 30</b>	<b>August 15</b>
<b>Hanukkah</b>	Monday	Monday
December 18, 2022	<b>August 15</b>	<b>October 3</b>
<b>Christmas</b>	Monday	Monday
December 25, 2022	<b>August 15</b>	<b>October 3</b>







### Top NEV Sellers PLACESETTING TURKEYS 1 oz / 15 per case / 2.25" Dark Chocolate Placesetting Turkey Vegan Chocolate **Milk Chocolate** USDA Placesetting Turkey **Placesetting Turkey** 57% Cocoa / V 43% Cocoa / Oat Milk / V 38% Cocoa 1F312-000000-1 1F512-001003-1 1F512-001002-1 easy FAIR TRADE 69933"8591 to display

milk&dark chocolates

## **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!

Shipments available August 15, 2022

Thanksgiving

Thursday

November 24, 2022



## 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



1Y310-005001-1

milk chocolate

SEA SALT CARAMELS

milk chocolate SEA SALT

CARAMELS

NUT

Top Seller

milk chocolate APPLE CIDER CARAMELS

dark chocolate

PEANUT BUTTER

Milk Chocolate Peanut Butter Chocolates 34% Cocoa





\*\*\*\*\*\*\*\*

Holiday shipments available

October 3, 2022

Holiday boxes containing

**VEGAN** HOLIDAY **TREATS** 

Dairy-free treats, like these new salted caramel poinsettias and vegan chocolate truffles, continue to grow in popularity. The plant-based category has grown 29.6% in the last year!

Source: SPINS, 52 we 01/20/21



**Vegan Salted Caramel** Poinsettias 13 piece / 5.2 oz / 12 per case 57% Cocoa / Dark / V A treasured holiday tradition 1X512-000500-1

69933 85917

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

69933"85868

made with

organic chocolate **Dark Chocolate** Nonpareils 50 piece / 5.8 oz / 12 per case 57% Cocoa / V

1Y509-000001-1 69933 85686

Lake Champlain

.VEGAN.

DARK CHOCOLATE

SALTED CARAMELS coconut cream

**NEW** 

NEGAN. CHOCOLATE TRUFFLES

> FAIR TRADE CERTIFIED USDA ORGANIC Peppermint Organic Snack Bites 3.5 oz / 12 per case 57% Cocoa / Dark / V 1Y510-000104-1 69933"85865



### SEA SALT CARAMELS 7 piece / 2.45 oz / 12 per case

Dark Chocolate Sea Salt Caramels 54% Cocoa

1Y310-005005-1



1Y310-005006-1

**Milk Chocolate** 

34% Cocoa

Sea Salt Caramels



1C310-005007-1 69933 85568

Apple Cider Caramels

34% Cocoa / Milk



7 t 1-800-634-8105 f 1-802-864-1806

LIMITED-EDITION **ORGANIC HOT CHOCOLATE** Available September 1, 2022. 16 oz / 6 per case 🕕 V

NEW

USDA URGANI



dark

**Dark Hot Chocolate** 

13 oz / 6 per case / V

Top

Selle

traditional

ORGANIC HOT CHOCOLATE 6 per case UV

Traditional

16 oz

Hot Chocolate

1Y517-000001-1

1Y517-000006-1

69933 85915

aztec



## THE FASTEST GROWING brand of cocoa in the category!

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.

Top

Sellei

Unsweetened

10 oz

Organic Cocoa

1Y517-000004-1

69933'00404

Insweetened

cocoa

bohing & drit

Source: SPINS Total US Natural Enhanced channel 52 we 9/5/2021

marshmallow

Marshmallow

Hot Chocolate

1Y517-000003-1

69933"85711

16 oz

mocha

Mocha

16 oz

Hot Chocolate

1Y517-000002-1



hocolate

### Winter Coins 57% Сосоа Assorted / V 1X506-001002-1

Dark Chocolate USDA **Holiday Coins** 57% Cocoa / V 1Y506-010015-1 69933 85676

hocolate

Christmas Milk and Dark **Chocolate Coins** Assorted 1X506-001001-1 

chocolates

Top

Seller

USDA

# **GIFTS** for **EVERY TRADITION**



69933 85681

1X506-001000-1

23 piece / 5.8 oz / 12 per case



Spicy Aztec

16 oz

Hot Chocolate

1Y517-000005-1

1X506-001004-1



# 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 3, 2022 Holiday boxes containing truffles available October 17, 2022 . . . . . . . . . Christmas Sunday December 25, 2022

\*\*\*\*\*\*\*\*





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

60033-0/ 405

69933 04605

12 per case / Assorted 1X300-005001-1 

Holiday Truffles

5 piece / 4 oz

10



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



USDA Salted Caramel Jubilees 57% Cocoa / Dark 1X512-001002-1 69933 85607





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

9933 85613

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



USDA



### ORGANIC PLACESETTING SNOWMEN 1 oz / 20 per case / 2.75"



# **STUFF THOSE STOCKINGS**

78% 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, 2021



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

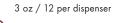
90



### HOLIDAY ORGANIC CHOCOLATE BARS

easy

to display



USDA

**Stocking Stuffer** Milk and Dark

7 piece / 2.8 oz

1X519-007003-1

69933 02326

**Chocolate Squares** 

12 per case / Assorted



Milk Chocolate

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



DARK

00

0000 MILK HOCOLATE

THEY COCON

0

Top

Seller







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

69933 85798



Dark Chocolate **Holiday Squares** 57% Cocoa / V 1X519-106003-1 69933 8579

**ORGANIC JUBILEE DISPENSERS** 94 piece / 0.5 oz / 1 dispenser per case



Jubilees

57% Cocoa / Dark

1X512-100003-1

USDA



Salted Caramel USDA Jubilees 57% Cocoa / Dark





14 whsl.LakeChamplainChocolates.com

69933 85796



NEW



290 Boyer Circle, Williston, VT 05495

# GIFTS THAT GIVE BACK

Help your customers spread joy this holiday season with this gourmet chocolate collection inspired by the Vermont farmer, Wilson "Snowflake" Bentley. His pioneering work in photographing snowflakes led to the discovery that no two snowflakes are alike.

Inside this gift box are 12 organic and fair trade certified milk and dark chocolate squares and twelve suggested kindness activities.



Proud to be using business as a force for good.



**12 Days of Giving Chocolate Squares** 12 piece / 4.8 oz 15 per case / Assorted **1X519-012001-1** 7 69933 65878

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hamplain

CHOCOLATE EDITION)

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

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