



Lake Champlain  
CHOCOLATES®



BUYERS GUIDE  
July 2022- June 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. By combining almost 40 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:

- **New** environmentally conscious vegan products at a variety of price points
- **Sustainable chocolate** that restores waterways
- **Fair trade chocolate** that builds strong cacao-growing communities
- **Certified organic products** which reduce toxins in the environment
- **Clean, simple ingredients** (no GMOs, fillers, palm oil, or preservatives)
- The only **full service chocolate brand** in the Natural Products category
- **Customer service** that is here to help you succeed!

Make a world of difference with your chocolate category sales.

Call your sales rep to get started today!

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

**V = Vegan-friendly**



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



## the ULTIMATE chocolate bar

— Vogue



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.



### FIVE STAR CHOCOLATE BARS® 16 bars per dispenser



**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®**  
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  
Five Star Bar®**  
2 oz  
34% Cocoa / Milk  
1Y304-024001-1





2023

Lake Champlain Chocolates celebrates 40 years!

2021

Reduced carbon footprint by centralizing all manufacturing operations and fulfillment in one building

USDA ORGANIC

FAIR TRADE CERTIFIED

Increased transparency as over 150 products are now organic and fair trade certified

Certified

B

Corporation

Lake Champlain Chocolates becomes a certified B Corporation®, dedicated to using business as a force for good

2016

Lake Champlain Chocolates achieves SQF certification

2014

The best chocolates come from only the highest quality ingredients, so we said no to GMOs

2013

Lake Champlain Chocolates converts to fair trade-sourced milk and dark chocolate to ensure farmers are fairly compensated

2009

Eric Lampman's first trip to origin...and a passion for increased transparency is born

2006

Organic chocolate bars and squares are introduced

2003

Ellen Lampman joins the Lake Champlain Chocolates purchasing team

2000

Named "Best chocolate in the country" by the New York Times

1999

Our commitment to Kosher

1998

Five Star Bars® win the sofi™ Award for Outstanding Confection

1995

Truffles reintroduced with natural colors

1983

Jim Lampman's passion for excellence inspires the first Lake Champlain Chocolates truffle

2020

Clean water initiatives established with new Restorative Moments Collection®

2018

2016

Eric and Ellen assume senior leadership roles

2014

2006

2000

1998

ORGANIC FILLED CHOCOLATE BARS

3.25 oz / 10 per dispenser

USDA ORGANIC

Classic Caramel Bar

38% Cocoa / Milk

1Y504-010010-1

7 69933 85749 4

USDA ORGANIC

Milk Chocolate Peanut Butter Bar

38% Cocoa

1Y504-010001-1

7 69933 85492 9

made with organic chocolate

Bourbon Caramel Bar

57% Cocoa / Dark

1Y504-010005-1

7 69933 85703 6

USDA ORGANIC

Maple Caramel Bar

57% Cocoa / Dark

1Y504-010011-1

7 69933 85750 0

USDA ORGANIC

Salted Caramel Bar

57% Cocoa / Dark

1Y504-010003-1

7 69933 85494 3

USDA ORGANIC

Dark Chocolate Peanut Butter Bar

57% Cocoa

1Y504-010004-1

7 69933 85572 8

USDA ORGANIC

Creamy Coconut Bar

57% Cocoa / Dark

1Y504-010002-1

7 69933 85493 6

ON-TREND FLAVORS

Lake Champlain Chocolates continues to lead the chocolate brand category — driving chocolate growth up 17.8% last year.<sup>1</sup>

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

<sup>1</sup>Source: SPINs 52 weeks ending 12/26/21.

made with organic chocolate

Hazelnut Butter Bar

57% Cocoa / Dark / V

1Y504-010012-1

7 69933 85871 2

USDA ORGANIC

Almond Butter Bar

57% Cocoa / Dark

1Y504-010013-1

7 69933 85872 9

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

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t 1-800-634-8105 f 1-802-864-1806 5




ORGANIC CHOCOLATE BARS 3 oz / 12 per dispenser



 **Milk Chocolate Bar**  
38% Cocoa  
1Y504-012103-1




 **Milk Chocolate Almonds & Sea Salt Bar**  
43% Cocoa / Dark-Milk  
1Y504-012105-1



 **57% Dark Chocolate Bar**  
57% Cocoa / V  
1Y504-012102-1




 **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



 **80% Dark Chocolate Bar**  
80% Cocoa / Extra-Dark / V  
1Y504-012112-1



 **Toffee & Almond Crunch Bar**  
57% Cocoa / Dark / V  
1Y504-012108-1



 **Almonds & Dark Chocolate Bar**  
57% Cocoa / V  
1Y504-012115-1



## INSTANT COMFORT

good things come in small packages



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



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



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



 **Spicy Aztec Bar**  
57% Cocoa / Dark / V  
1Y504-012104-1



ORGANIC CHOCOLATE SQUARES DISPENSERS 106 piece / 0.4 oz / 1 dispenser per case



Top Seller

 **Milk Chocolate Squares**  
38% Cocoa  
1Y519-106003-1




Top Seller

 **Milk Chocolate Almonds & Sea Salt Squares**  
43% Cocoa / Dark-Milk  
1Y519-106005-1



Top Seller

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



 **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







## MERCHANDISING MATTERS

Placement is everything – **54% of consumers look for indulgent snacks at checkout<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, 2021.

### Bar Floor Display

Some assembly required  
18"w x 14"d x 65"h

1Y316-000022-1

Chocolate sold separately.



### ORGANIC SNACK BITES 3.5 oz / 12 per case



### PLANT-BASED TRUFFLE BARS 1.2 oz / 12 per dispenser



## ELEVATE YOUR STANDARDS

Say goodbye to inferior snacks with cheap palm oil and artificial ingredients. Your customers want better, and this is it—chocolate indulgences that hold themselves to a higher standard. Crafted from clean, simple ingredients, it's no wonder that **vegan-friendly** treats continue to drive double-digit growth as consumers seek “better-for-me” options.

Source: SPINS 2021.

### PLANT-BASED TRUFFLE BARS 1.2 oz / 12 per dispenser





# 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 is helping to restore the quality and integrity of our waterways, creating a more sustainable environment from which we can all benefit!

### Restorative Moments Collection® Countertop Display

Fully assembled  
Holds 6 Restorative Moments  
Collection® bar dispensers  
9.5" w x 12.75" d x 15" h  
1Y316-000000-1  
Chocolate sold separately.

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



Higher  
Cocoa Content =  
**LESS  
SUGAR**

### RESTORATIVE MOMENTS COLLECTION®

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



**Golden Spice**  
Bar / 3 oz

1Y504-022103-1



**Extra Dark**  
Bar / 3 oz

1Y504-022105-1



made with  
organic  
chocolate



**Top  
Seller**

**Hazelnut Crunch**  
Bar / 3 oz

1Y504-022101-1



**Lightly Salted**  
Bar / 3 oz

1Y504-022100-1



**Crunchy Quinoa**  
Bar / 2.8 oz

1Y504-022104-1



made with  
organic  
chocolate



**Top  
Seller**

**Raspberry Jam**  
Bar / 3 oz

1Y504-022102-1





# discover the legendary CHOCOLATES OF VERMONT



**Sampler Dispenser**  
6.75" w x 5.125" d x 7.625" h

Vermont isn't just a state; it's a way of doing things. It's a place where creativity and craftsmanship combine with fresh, local ingredients and fair trade chocolate to create extraordinary confections that evoke the rich, pure tastes and memorable moods of Vermont.

## CHOCOLATES OF VERMONT 12 per case

Sampler	Assorted Gift Bag	Gift Box Assortment
4 piece / 1.9 oz Assorted	12 piece / 5.7 oz Assorted	8 piece / 3.8 oz Assorted
1Y302-004001-1	1Y302-012001-1	1Y302-008001-1



**Chocolates of Vermont Dispenser**  
Fully assembled  
1 display per case  
Holds approximately  
50 pieces of each flavor  
15.375" w x 8" d x 10.5" h  
1Y316-000014-1

Chocolate sold separately.



## TASTE WHY OUR CHOCOLATES CALL VERMONT HOME

83 per case



**Honey Caramel / 0.5 oz / Dark**  
Local honey-infused caramel  
covered in dark chocolate  
1Y302-085001-1



**Evergreen Mint / 0.5 oz / Dark / V**  
A perfect balance of cool  
peppermint crunch and organic  
dark chocolate  
1Y302-085002-1



**Maple Crunch / 0.45 oz / Dark**  
Buttercrunch infused with Vermont  
maple syrup, covered  
in dark chocolate  
1Y302-085003-1



**Green Mountain / 0.45 oz / Milk**  
A robust mix of almonds,  
currants, and milk chocolate  
1Y302-085004-1



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



## 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





# EVERYDAY FOOD GIFTING

continues to trend up



## ORGANIC CHOCOLATE GIFT BAGS 5.8 oz / 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.



**Milk Chocolate Coins**  
23 piece / 38% Cocoa  
1Y506-000004-1



**Dark Chocolate Coins**  
23 piece  
57% Cocoa / V  
1Y506-000005-1



**Dark Chocolate Peppermint Crunch Coins / 23 piece**  
57% Cocoa / V  
1Y506-000006-1



made with organic chocolate

**Dark Chocolate Nonpareils**  
50 piece  
57% Cocoa / V  
1Y509-000001-1



## SOCIAL & FAIR TRADE PRINCIPLES

Being a locally owned Vermont company that sources ingredients from all around the globe, Lake Champlain Chocolates is focused on continuous improvement and recognizes that the choices we make affect people, our products, and our planet.

**We are committed to making a positive impact on our local and global communities by:**



Seeking out the **best and freshest ingredients** from local farmers and producers.



**Respecting the labor rights of employees**, listening to employee feedback, providing good working conditions, and paying fair wages and benefits.



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



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



**Fostering long-term partnerships** and socially responsible trading practices with suppliers and purveyors.



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



# 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



## 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



**Top Seller**





290 Boyer Circle, Williston, VT 05495

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



Proud to be using  
business as a force  
for good.



## the FASTEST GROWING BRAND OF COCOA in the category!

Enjoy hot sales all year long with this  
soul-soothing collection of **vegan-friendly**  
hot chocolate.

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



### ORGANIC HOT CHOCOLATE 6 per case U V



**Spicy Aztec  
Hot Chocolate**  
16 oz  
1Y517-000005-1



**Traditional  
Hot Chocolate**  
16 oz  
1Y517-000001-1



**Mocha  
Hot Chocolate**  
16 oz  
1Y517-000002-1



**Marshmallow  
Hot Chocolate**  
16 oz  
1Y517-000003-1



**Unsweetened  
Organic Cocoa**  
10 oz  
1Y517-000004-1



**Dark  
Hot Chocolate**  
13 oz  
1Y517-000006-1



## ORDER TODAY!

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