

## HANDCRAFTED TO **PERFECTION**

Handcrafting super premium chocolates requires creativity, patience, and a passion for perfection. For over 35 years, this passion has been a guiding principle for our Vermont family-run company:

> **Sourcing** only the best organic and fair trade certified ingredients;

**Partnering** with Vermont farmers to support our local economy;

Becoming a certified B Corporation®, dedicated to using business as a force for good.

The results speak for themselves as Lake Champlain Chocolates is now the #3 brand in both the Natural and Specialty channels – driving growth across the category more than 10% in the last year!

Explore our innovative new products — including a new Almond Five Star Bar®, Snack Bites, Holiday Bars, and so much more. Let Lake Champlain Chocolates boost sales at your store this holiday and all year long. Call your sales rep today!



#### FIVE STAR CHOCOLATE BARS®

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.



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 / Dark An unexpected delight!

1Y304-024005-1



Hazelnut Five Star Bar® 1.8 oz / Milk

1Y304-024004-1



Peanut Five Star Bar® 1.8 oz / Milk

Half creamy, half crunchy, totally delicious 1Y304-024003-1





CARAMEL

**Chocolate Caramel** Five Star Bar® 2 oz / Dark

A triple-chocolate treat 1Y304-024006-1



Fruit & Nut Five Star Bar® 1.9 oz / Dark

Our twist on a classic combo

five start

Almond

Five Star Bar®

1Y304-024008-1

almond butter goodness

1.85 oz / Dark Creamy, crunchy,

1.85 OZ (52g)

dark chocolate, almond butter, roasted almonds

& crunchy quinoa





Caramel Five Star Bar® 2 oz / Milk The original – #1 seller!

1Y304-024001-1

the ultimate chocolate bar

CARAMEL

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

**V**=Vegan-friendly, **S**=No Soy Added



Milk Chocolate Bar 38% Cocoa / **S** 

A classic best-seller 1Y504-012103-1





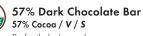
Bold Mexican coffee and crunchy cacao nibs 1Y504-012111-1



Milk Chocolate Almonds & Sea Salt Bar 43% Cocoa / S







Perfectly balanced





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

A match that stands the test of time 1Y504-012115-1



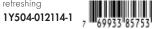




**Peppermint Crunch Bar** 57% Cocoa / Dark / V / S Cool, crisp, and

refreshing

PEPPERMIN





Spicy Aztec Bar 57% Cocoa / Dark / V / S

Bold cayenne pepper, pumpkin seeds, and cinnamon

1Y504-012104-1



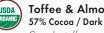


Raspberries & Dark Chocolate Bar 57% Cocoa / V / S

Bursting with tart red raspberries 1Y504-012110-1







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

Crunchy toffee and salted, roasted almonds 1Y504-012108-1



# BOOST YOUR BASKET SIZE

Millennials want better treats with clean labels. Make sure your chocolate bar display is filled with a wide range of gourmet, organic bars crafted from only the best fair trade chocolate. Then watch as your basket size increases an average of 40%!1



Cacao Nibs & Dark Chocolate Bar 80% Cocoa / Extra Dark / V / S

Intense flavor with roasted cacao nibs 1Y504-012113-1









and roasted cocoa 1Y504-012107-1





Dark Chocolate Almonds & Sea Salt Bar 72% Cocoa / Extra Dark/ V / S

An enticing combination 1Y504-012109-1





1Y504-012112-1



whsl. Lake Champlain Chocolates.comt 1-800-634-8105 f 1-802-864-1806 5

## **MERCHANDISING MATTERS**

Looking for a smart way to make more of your existing retail space? Place our attractive, compact, and freestanding displays where your customers will notice and boost your chocolate sales with impulse purchases!



## Wire Countertop Display Fully assembled

Holds 10 chocolate 16.25"w x 8.25"d x 13.25"h

1Y316-000021-1



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

**V**=Vegan-friendly, **S**=No Soy Added





#### **Classic Caramel Bar** 38% Cocoa / Milk / S

Golden caramel slow-cooked to perfection







#### Milk Chocolate Peanut Butter Bar / 38% Cocoa

Forget what you once knew about this

timeless classic 1Y504-010001-1 7 69933 85492



Salted Caramel Latte Bar 43% Cocoa / Milk / S

A salty-sweet mocha treat

mocha treat 1Y504-010009-1 7 69933 85748



## **AWARD-WINNING** chocolate bars

chocolate brand category – helping to drive chocolate growth up 17.4% in the last year<sup>1</sup>. **Optimize your product mix** with these extraordinary bars to drive more dollar and unit sales at your stores. These award-winning, premium, organic chocolate bars are guaranteed to keep customers coming back for more!

## Lake Champlain Chocolates continues to be the leader in the

Source: IRI, Treating and Snacking, June 2018.

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



#### made with Bourbon Caramel Bar 43% Cocoa / Milk / S

A sultry, slightly smoky, boozy carame

Salted Caramel Bar

Rich, golden caramel with

57% Cocoa / Dark / S









## Creamy Coconut Bar 57% Cocoa / Dark

Bursting with smooth coconut 1Y504-010002-1





Maple Caramel Bar

Sweet dessert caramel

cradled in dark chocolate

57% Cocoa / Dark

1Y504-010011-1

57% Cocoa / Dark Vermont honey caramel with

a zing of habanero

1Y504-010006-1





Creamy caramelized bananas the ultimate dessert

1Y504-010008-1



**Passion Fruit Bar** 80% Cocoa / Extra Dark A tropical blend of

tart passion fruit cream 1Y504-010007-1





16"w x 15"d x 65"h 1Y316-000022-1







## **BIG SALES** come from small packages

### **ORGANIC CHOCOLATE SQUARES DISPENSERS**

V=Vegan-friendly, S=No Soy Added

106 piece /.4 oz / 1 dispenser per case

Placement is everything -

40% of chocolate in grocery is sold in the front end<sup>1</sup>. Merchandise these delicious, snack-sized treats by the register and watch your sales pile up.

UPC codes on each wrapper make it easy to track your social and environmental impact and sales.

<sup>†</sup>Source: IRI State of the Market, 2018.







Milk Chocolate Almonds & Sea Salt Squares / 43% Cocoa / S An enticing combination 1Y519-106005-1





43% Cocoa / Milk / S An on-the-go coffee treat 1Y519-106009-1







Total dark chocolate 1Y519-106002-1





Toffee & Almond **Crunch Squares** 57% Cocoa / Dark Crunchy, sweet,

1Y519-106008-1





57% Cocoa / V / S Fruity, bright, and ready to delight 1Y519-106010-1





Dark Chocolate Almonds & Sea Salt Squares 72% Cocoa / Extra Dark V/S Salty and nutty





80% Dark **Chocolate Squares** 80% Cocoa / Extra Dark Our darkest chocolate 1Y519-106011-1



## **EVERYDAY FOOD GIFTING**



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.









**Dark Chocolate Peppermint Crunch** Coins / 23 piece 1Y506-000006-1



**Dark Chocolate** Nonpareils Nothing better

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.



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.







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## a sweet way to **BOOST SALES**

There is something so deliciously satisfying about a warm mug of gourmet hot chocolate. Help your customers explore new ways to enjoy their favorite organic and Fair Trade Certified™ hot chocolate and watch your sales heat up! Explore our full collection of recipes at LakeChamplainChocolates.com/recipes.



ORGANIC HOT CHOCOLATE 6 per case (1)



**Traditional Hot Chocolate** 16 oz



#1 customer

































Sampler 4 piece / 1.9 oz 12 per case / Assorted A taste of all four flavors 1Y302-004001-1 60077 02007

Assorted Gift Baa 12 piece / 5.7 oz 12 per case / Assorted Pure Vermont 1Y302-012001-1

Gift Box Assortment 8 piece / 3.8 oz 12 per case / Assorted Share an experience 1Y302-008001-1





Chocolates

Chocolates of Verment

of Vermont

#### **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



Honey Caramel /.5 oz / Dark local honey, covered in

1Y302-085001-1





## Evergreen Mint /.5 oz / Dark

peppermint crunch and organic dark chocolate

1Y302-085002-1





## Maple Crunch /.45 oz / Dark

Vermont maple syrup, covered

1Y302-085003-1





discover the legendary

Green Mountain /.45 oz / Milk

A robust mix of almonds, currants, and

1Y302-085004-1



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## **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
A gift with something
for everyone
1Y301-015001-1



## **SNACKING PERFECTION**

You've finally found the perfect snack! Satisfy those cravings with bite-sized pieces of irresistibly delicious chocolate packed with a crunch of toasted quinoa.

Go ahead and take your moment from ho-hum to oh-so-extraordinary!













Milk Chocolate Snack Bites A child favorite, all grown up 1Y510-000100-1





Crispy, crunchy, satisfying 1Y510-000101-1

**Dark Chocolate Snack Bites** 



**PUMPKIN** SPICE IS HERE!

**NEW** 

Nothing says fall quite like the arrival of pumpkin spice. This trendy flavor continues to see double-digit growth, year-over-year.1

This season, give your customers something extraordinary – the soul-soothing, Instagram-worthy, melt-in-your-mouth Pumpkin Spice Snack Bites!

Source: SPINS, 2018.

Available August 5, 2019.



Organic and fair trade certified

**Pumpkin Spice Snack Bites** 3.5oz / 12 per case / White

1F510-000001-1





Little pops of

- 91% of Americans snack, with the average consumer snacking 2-3 times per day<sup>1</sup>.
- Snack Bites provide socially-responsible snacking, with clean, simple ingredients and great taste.
- Oh, and these delectable little treats are packaged in a re-sealable pouch for added convenience!

## NOW THAT'S A WHOLE LOT OF SNACKING!

<sup>1</sup>Source: IRI State of the Market, 2018.

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## frightfully **DELICIOUS** Halloween chocolates





#### **HALLOWEEN ORGANIC GIFT BAGS**

12 per case



Halloween Coins 40 piece / 10 oz / Milk Surprise and delight 1F506-010010-1



**Dark Chocolate** Halloween Squares So delicious, it's scary! 1F519-106002-1



HALLOWEEN ORGANIC SQUARES DISPENSERS

Milk Chocolate Halloween Squares A trick-or-treat favorite 1F519-106001-1

## 106 piece /.4 oz / 1 dispenser per case



#### **AUTUMN ORGANIC COIN GIFT BAGS**

40 piece / 10 oz / 12 per case Autumn Milk and Dark **Chocolate Coins** 

Always a favorite 1F506-010001-1

69933 85671



**Dark Chocolate Holiday Coins** 

Enough for dark chocolate lovers to share

1Y506-010015-1



## **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! After all, yearly spending on Thanksgiving continues to grow – with the average American spending over \$175.1

<sup>1</sup>Source: LendEDU, 2018.



1F512-001002-1



1F512-001003-1

chocolates

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Leaves Vermont twist

USDA Maple Carame 87 piece /.5 oz / Dark A classic with a

AUTUMN ORGANIC DISPENSERS 1 dispenser per case

1F512-000015-1

1F512-090004-1





1F512-000017-1





1F512-000014-1

1F512-000016-1

a bounty of **FALL** 

**FAVORITES** 

Delight your customers with the irresistible

flavors of fall – made with organic and

fair trade certified chocolate.



87 piece /.5 oz / Milk A best-seller 1F512-090002-1







**Pumpkins** 86 piece /.5 oz / Dark Rich caramel center 1F512-090003-1



# **GIVE** the gift of

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 gifts, guaranteed to delight.

Shipments available October 1, 2019. Holiday boxes containing truffles available October 15, 2019.



**Holiday Truffles** 5 piece / 4 oz 12 per case / Assorted

Local ingredients handcrafted to perfection

1X300-005001-1

Top

Seller



Holiday Selection 15 piece / 9 oz 8 per case / Assorted



Takes the guesswork out of giving 1X301-015001-1

#### LIMITED-EDITION ORGANIC HOT CHOCOLATE

Great as a stand-alone gift or bundled together with a mug and marshmallows.

Available September 3, 2019.

16 oz / 6 per case





#### Peppermint Hot Chocolate

A refreshing take on a holiday favorite

1X517-000002-1





#### Winter Hot Chocolate

Rich, classic flavor made from only the best

1X517-000001-1





with our full line of hot chocolates. See page 10.

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

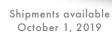
However you celebrate the season, Lake Champlain Chocolates is there with the most extraordinary organic chocolates, crafted fresh in Vermont.

chocolate

coins











## **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



23 piece / 5.8 oz / 12 per case





Gourmet gelt 1X506-001000-1





Milk Chocolate Hanukkah Coins Tradition done right 1X506-001004-1





#### **HOLIDAY ORGANIC GIFT BAGS**

40 piece / 10 oz / 12 per case



**Winter Coins** Assorted

The perfect winter treat 1X506-001002-1





1Y506-010015-1



Christmas Milk and Dark **Chocolate Coins** 

milk & dark

chocolates

1X506-001001-1

Top

Seller







4" / 4 oz / 12 per case Decorated by hand 1X512-001008-1



USDA Jolly Santa

5" / 3.9 oz / 12 per case Add a touch of holiday magic 1X512-001009-1



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## celebrate the season with a FRESH NEW LOOK

# butter jubilee jubilee

#### ORGANIC JUBILEE GIFT BAGS 10 piece / 5 oz / 12 per case

Precious packages, with a fresh new look, filled with our most popular organic confections! Perfect for gifting or enjoying.



## **Peppermint Cream Jubilees**

A delight-filled holiday treat 1X512-001003-1





## **Salted Caramel Jubilees**

Our popular organic bar dressed up for the holidays 1X512-001002-1





## **Peanut Butter Jubilees**

1X512-001000-1





## **HOLIDAY TREATS** to share

87% of people like to buy seasonal chocolate and candy to share with others! These tasty seasonal Snack Bites are the perfect holiday treat for snacking or sharing.

Source: National Confectioner's Association, 2018.



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**Dark Chocolate Placesetting Snowman** 

Tuck in a stocking 1X512-001007-1





Stocking Stuffer Milk and Dark Chocolate Squares 7 piece / 2.8 oz / 12 per case



## **ORGANIC JUBILEE DISPENSERS**

94 piece / .5 oz / 1 dispenser per case



106 piece / .4 oz / 1 dispenser per case



**HOLIDAY ORGANIC SQUARES DISPENSERS** 















## **HOLIDAY ORGANIC CHOCOLATE BARS**

**STUFF THOSE** 

**STOCKINGS** 

9 out of 10 people believe that chocolate and candy make celebrations more fun!1 Make the most of the season by filling your shelves with festively packaged chocolates

that are guaranteed to delight.

Boost holiday sales with these festive favorites. Wrapped and ready to gift, these holiday bars are perfect for stuffing in a stocking, tucking in a basket, or sharing with a coworker.

3 oz / 12 per dispenser

1X504-012006-1



**Candy Cane Crunch** Holiday Bar 57% Cocoa / Dark A taste of the season



**Dark Chocolate** Holiday Bar 57% Cocoa Merry and bright



38% Cocoa

**NEW** 





Holiday Bar For kids from 1 to 92 MILK

CHOCOLATE 38% COCOA





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

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Proud to be using business as a force for good.





Simple. Fast. Convenient.
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