



Lake Champlain
CHOCOLATES®



BUYERS GUIDE
Fall & Holiday
2020

MAKE YOUR SALES



Your fourth quarter is your time to turn your sales around for the year. As an omni-channel retailer we know the struggles all too well – with instability in the marketplace, the need to meet ever-changing consumer trends, and the struggles of stocking the right quantity and selection of products.

Let our experienced sales team help make your chocolate sales sparkle with:

- ★ **New** lower sugar, keto, and vegan-friendly products
- ★ **Award-winning flavors** that continually outrank competitors
- ★ **Fair trade certified chocolate** in every product
- ★ **Clean, simple ingredients** (no GMOs, artificial colors, additives or preservatives)
- ★ **Perfectly packaged gifts** for every occasion and price point

Together, we can make it extraordinary. Call your sales rep today!

PRE-ORDER TODAY for the best selection!

Holiday	Pre-order by	Shipments available
Halloween Saturday October 31, 2020	Wednesday July 15	Wednesday August 5
Thanksgiving Thursday November 26, 2020	Wednesday July 15	Wednesday August 5
Hanukkah Thursday December 10, 2020	Friday August 14	Thursday October 1
Christmas Friday December 25, 2020	Friday August 14	Thursday October 1

HALLOWEEN by the numbers

• DID YOU KNOW? •

69%
of households
plan to pass out
candy for
HALLOWEEN

\$2.9 billion
spent on Halloween candy
every year

59%
of consumers say that chocolate is
their **FAVORITE HALLOWEEN TREAT**

Sources: National Confections Association and National Retail Federation, 2019.



ready
to
display



Dark Chocolate
Halloween Squares
57% Cocoa
1F519-106002-1

Milk Chocolate
Halloween Squares
38% Cocoa
1F519-106001-1

HALLOWEEN ORGANIC GIFT BAGS

12 per case

Caramel Pumpkins
10 piece / 5 oz
57% Cocoa / Dark
1F512-000011-1

Halloween Coins
40 piece / 10 oz
38% Cocoa / Milk
1F506-010010-1

TRICK-OR-TREAT HALLOWEEN ORGANIC SQUARES BAGS

12 piece / 4.8 oz / 16 per case

Dark Chocolate
Halloween Squares Bags
57% Cocoa
1F519-001001-1

Milk Chocolate
Halloween Squares Bags
38% Cocoa
1F519-001000-1



A SWEET SIGN of the fall season!

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

With an enticing lower price point, customers won't be able to resist this soul-soothing, melt-in-your-mouth snack!

¹Source: SPINS, 2019.



Cross-merchandise
with year-round
Snack Bites!

Pumpkin Spice
Snack Bites
3.5oz / 12 per case / White
1F510-000001-1

experience
A TASTE SENSATION
beyond compare

12 per case

**Peanut Butter
Chocolates**

5 piece / 4.25 oz
34% Cocoa / Milk
1Y310-005001-1



**Dark Chocolate
Sea Salt Caramels**

7 piece / 2.45 oz
54% Cocoa
1Y310-005005-1



**Milk Chocolate
Sea Salt Caramels**

7 piece / 2.45 oz
34% Cocoa
1Y310-005006-1



**Apple Cider
Caramels**

7 piece / 2.45 oz
34% Cocoa / Milk
1C310-005007-1



AUTUMN ORGANIC LEAF GIFT BAGS

12 per case



**Maple Caramel
Leaf Bag**

10 piece / 5 oz
57% Cocoa / Dark
1F512-000016-1



**Caramel
Leaf Bag**

10 piece / 5 oz
38% Cocoa / Milk
1F512-000014-1



**Peanut Butter
Leaf Bag**

10 piece / 5 oz
38% Cocoa / Milk
1F512-000015-1



**Assorted
Leaf Bag**

15 piece / 7.5 oz
Assorted
1F512-000017-1



a bounty of **FALL FAVORITES**



AUTUMN ORGANIC DISPENSERS 1 dispenser per case



**Maple Caramel
Leaves**

87 piece / .5 oz
57% Cocoa / Dark
1F512-090004-1



**Caramel
Leaves**

87 piece / .5 oz
38% Cocoa / Milk
1F512-090001-1



**Peanut Butter
Leaves**

87 piece / .5 oz
38% Cocoa / Milk
1F512-090002-1



**Caramel
Pumpkins**

86 piece / .5 oz
57% Cocoa / Dark
1F512-090003-1



taste why our chocolates call
VERMONT HOME



**Autumn
Chocolates of Vermont**
16 piece / 7.6 oz
8 per case / Assorted
1F302-016001-1



Autumn Truffles
5 piece / 4 oz
12 per case / Assorted
1F300-005001-1



**AUTUMN
ORGANIC COIN
GIFT BAGS**

40 piece / 10 oz / 12 per case



**Autumn Milk and Dark
Chocolate Coins**
Assorted

1F506-010001-1



**Dark Chocolate
Holiday Coins**
57% Cocoa

1Y506-010015-1



Shipments available
August 5, 2020

Thanksgiving
Thursday
November 26, 2020

THANKSGIVING by the numbers

Yearly spending on Thanksgiving continues to grow – with the average American spending over \$186.¹ Don't miss out on sales by going straight from Halloween to Christmas. Stock your shelves with extraordinary hostess gifts, table favors, and travel-friendly desserts.

¹Source: LendEDU, 2019.



**ORGANIC
PLACESSETTING TURKEYS**

1 oz / 15 per case / 2.25"



**Milk Chocolate
Placessetting Turkey**
38% Cocoa

1F512-001003-1



**Dark Chocolate
Placessetting Turkey**
57% Cocoa

1F512-001002-1



NEW



Holiday Truffles
9 piece / 7.2 oz
4 per case / Assorted
1X300-000001-1



**Top
Seller**

Holiday Selection
15 piece / 9 oz
8 per case / Assorted
1X301-015001-1



COMFORT and 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



Shipments available
October 1, 2020

Holiday boxes containing
truffles available
October 15, 2020

Christmas
Friday
December 25, 2020



**Top
Seller**



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



Holiday Truffles
5 piece / 4 oz
12 per case / Assorted
1X300-005001-1



**LIMITED-EDITION
ORGANIC HOT CHOCOLATE**

Available September 1, 2020.

16 oz / 6 per case U



Top
Sellers

a sweet way to BOOST SALES

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.

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



Top
Seller

**HOLIDAY
ORGANIC
GIFT BAGS**

40 piece / 10 oz
12 per case



GIFTS for EVERY TRADITION

Shipments available
October 1, 2020

Hanukkah
begins Thursday
December 10, 2020



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.

**HANUKKAH
ORGANIC COINS
GIFT BAGS**

23 piece / 5.8 oz / 12 per case



ORGANIC HOT CHOCOLATE 6 per case U



Top
Seller

Top
Seller



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



Peppermint Cream Jubilees
57% Cocoa / Dark
1X512-001003-1



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



Peanut Butter Jubilees
38% Cocoa / Milk
1X512-001000-1



Shipments available
October 1, 2020

Christmas
Friday
December 25, 2020

the best way to
CELEBRATE
the **SEASON**



Cross-merchandise
with Nonpareils –
a classic holiday
treat!



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



Assorted Jubilee Gift Box
6 piece / 3 oz / 12 per case
1X512-002001-1



Cross-merchandise
with year-round Snack Bites!



**Peppermint
Snack Bites**
3.5 oz / 12 per case
White
1X510-000010-1



Snowman
4" / 4 oz / 12 per case
57% Cocoa / Dark
1X512-001008-1



Jolly Santa
5" / 3.9 oz / 12 per case
38% Cocoa / Milk
1X512-001009-1



Shipments available
October 1, 2020

Christmas
Friday
December 25, 2020

STOCKING STUFFERS under \$10

96% of Americans think that sharing seasonal treats is a great holiday tradition.¹ Make the most of the season by filling your shelves with festively packaged chocolates that are guaranteed to delight.

¹Source: National Confectioner's Association, 2019.

**Top
Seller**



**ready
to
display**



**Stocking Stuffer
Milk and Dark Chocolate
Squares**

7 piece / 2.8 oz / 12 per case
Assorted

1X519-007003-1



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

ORGANIC PLACESSETTING SNOWMEN

1 oz / 20 per case / 2.75"



**Milk Chocolate
Placesetting Snowman**

38% Cocoa

1X512-001006-1



**Dark Chocolate
Placesetting Snowman**

57% Cocoa

1X512-001007-1



**ready
to
display**



**Top
Sellers**



'Tis the season for chocolate!

93%

of Americans
plan to give
CHOCOLATES
AS A GIFT
to friends and family
during the holidays

**FOIL
WRAPPED**
chocolates are
Americans'
**#1 FAVORITE
STOCKING
STUFFER**

\$1,048
— how much the
**AVERAGE CONSUMER
SPENDS**
on decorations,
candy, and gifts for
the holidays

39%
of consumers
begin their
**HOLIDAY
SHOPPING
BEFORE
NOVEMBER**

Sources: National Confectioner's Association, 2019 and National Retail Federation, 2019.

HOLIDAY ORGANIC SQUARES DISPENSERS

106 piece / .4 oz / 1 dispenser per case



**Milk Chocolate
Holiday Squares**

38% Cocoa

1X519-106002-1



**Dark Chocolate
Holiday Squares**

57% Cocoa

1X519-106003-1



ORGANIC JUBILEE DISPENSERS

94 piece / .5 oz / 1 dispenser per case



**Peppermint Cream
Jubilees**

57% Cocoa / Dark

1X512-100003-1



**Salted Caramel
Jubilees**

57% Cocoa / Dark

1X512-100002-1





Lake Champlain
CHOCOLATES®

750 Pine Street
Burlington, Vermont 05401

Presorted Standard
U.S. Postage
PAID
Permit No. 527
Burlington, Vermont
05401

Certified



Corporation

Proud to be using business
as a force for good.



PRE-ORDER TODAY for the best selection!

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

BOOST BAR SALES

Wrapped and ready to gift, these holiday bars are perfect for stuffing in a stocking, tucking in a gift basket, or sharing with friends.



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

HOLIDAY ORGANIC CHOCOLATE BARS

3 oz / 12 per dispenser



**Candy Cane Crunch
Holiday Bar**

57% Cocoa / Dark

1X504-012006-1



**Dark Chocolate
Holiday Bar**

57% Cocoa

1X504-012005-1



**Milk Chocolate
Holiday Bar**

38% Cocoa

1X504-012004-1



Christmas

Friday

December 25, 2020

Shipments available
October 1, 2020