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A RICH HERITAGE

- Founded in 1852 by a master chocolatier from Italy, Domingo Ghirardelli
- Formerly located in San Francisco’s Ghirardelli Square, a national historical landmark and a major tourist destination for people around the world, global headquarters is located across the San Francisco Bay in San Leandro
- Recognized as America’s longest continuously operating chocolate manufacturer

AMERICA’S #1 PREMIUM CHOCOLATE COMPANY

- Uniquely positioned across all channels of business (Professional, Confections, Baking, Shops)

OUR VISION

Ghirardelli Makes Life a Bite Better!
DISCOVER THE GHIRARDELLI DIFFERENCE

Ghirardelli is America’s longest continuously operating chocolate manufacturer and controls the entire chocolate-making process from cocoa bean to finished product. This allows us to deliver the signature intense taste and smooth-melting chocolate you’ve come to know and love while giving us the opportunity to explore unique flavors and varieties that surprise and delight you.

SELECT HIGH QUALITY BEANS

For 170 years, we’ve treated every batch as an opportunity to bring you our signature intense, smooth-melting chocolate. That’s why we take care to select top-quality beans from around the world and subject them to rigorous proprietary testing.

After the beans have been selected and fermented, they’re left to dry in nature, starting the journey to become chocolate in the warm rays of the sun. It’s a bright start to ensuring the quality that people have known and loved for generations.

NIB ROASTING FOR INTENSITY

We only roast the heart of the cacao bean, called the nib, rather than the whole bean. By going straight to the pure heart of the bean, we’re able to produce a more consistent, intense chocolate flavor.

REFINE FOR SMOOTHNESS

We believe the delight is in the details. That’s why we refine the sweetened chocolate to a particle size of just 19 microns, ensuring a creamy texture and velvety melting sensation.

CONCHING FOR FLAVOR

In chocolate, we know it is all about the flavor, so we conch our refined chocolate for hours to reduce moisture and drive off any bitter notes. This process also allows for each particle of chocolate to be coated with a layer of cocoa butter, resulting in a smoother, more intense chocolate flavor.
SUSTAINABILITY

LINDT & SPRÜNGLI FARMING PROGRAM

As a subsidiary of Lindt & Sprüngli, Ghirardelli has been supporting cocoa bean sustainability and traceability in our supply chain through the Lindt & Sprüngli Farming Program since 2008.

The goal of the Farming Program:
- Create resilient livelihoods for today’s and future cocoa farmers and their families
- Increase productivity of farms
- Preserve biodiversity and natural ecosystems
- Improve infrastructure in communities

By the end of 2020, we achieved a major milestone: 100% of our chocolate’s cocoa beans are traceable back to the farmers and externally verified.

QUALITY OF INGREDIENTS

From sauces to powders to chips, we have reformulated Ghirardelli products with only quality ingredients. In addition to simpler labels, our products have:
- No artificial flavors or colors
- No preservatives*
- Same taste and functionality that customers love

We are proud of the tremendous work over the last five years to simplify our ingredients and are excited for customers to experience the premium quality of Ghirardelli products.

*Only exception: Sweet Ground Sauce

Start of the Farming Program in Ghana, with focus on traceability and community development

Extension of the Farming Program to cover four pillars: traceability, training, community support, and verification

Interim goal reached: 100% of our chocolate’s cocoa beans are traceable back to the farmers and externally verified

More than 91,000 farmers participate in the Farming Program and benefit from its services

Learn more about our sustainability program
THE GHIRARDELLI–CIA PARTNERSHIP
Ghirardelli is a proud partner of The Culinary Institute of America (CIA), and Ghirardelli products are used at CIA teaching campuses across the United States.

In 2014, Ghirardelli joined with The Culinary Institute of America to open the Ghirardelli Chocolate Discovery Center, located at the CIA’s Greystone campus in St. Helena, California. Here, CIA students learn the science of chocolate and explore how quality chocolate can be used in baking, pastry, beverages, and culinary settings. The center is home to the Chocolate and Confectionery Technology and Techniques course for Baking and Pastry Arts Degree students at the CIA. It also serves as a location for innovation sessions with customers, and it houses advanced education for professionals as well as basic pastry arts classes for food enthusiasts.

HELPING TO TRAIN THE CHEFS OF TOMORROW

Premium ingredients that inspire talented young chefs to create edible works of art
DRIVE SALES GROWTH by enhancing the taste and appeal of your desserts and drinks with premium Ghirardelli ingredients. A recent Technomic study found that restaurants who use Ghirardelli have consumers that are more likely to go to the restaurant more often (71%), recommend it (71%) and think the restaurant has an excellent reputation (69%).

Higher-Quality Perception

Ghirardelli impact on operator brand image

81% of consumers strongly agree or agree that they would think a restaurant offers higher-quality products if it started offering items made with Ghirardelli chocolate.

Ghirardelli is your customers' preferred dessert brand to order

<table>
<thead>
<tr>
<th>Most preferred dessert brand to order</th>
<th>Brownies</th>
<th>Chocolate Cake</th>
<th>Chocolate Sundae</th>
<th>Chocolate Chip Cookies</th>
<th>Chocolate Cheesecake</th>
<th>Chocolate Chip Pancakes</th>
</tr>
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<tbody>
<tr>
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Ghirardelli is your customers' preferred beverage brand to order

<table>
<thead>
<tr>
<th>Most preferred beverage brand to order</th>
<th>Frappé</th>
<th>Mocha</th>
<th>Chocolate Milkshake</th>
<th>Hot Chocolate</th>
<th>Latte</th>
<th>Smoothies</th>
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</thead>
<tbody>
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<td>4%</td>
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Ghirardelli branded beverages increase potential sales

<table>
<thead>
<tr>
<th>Most preferred beverage to order</th>
<th>Made with Ghirardelli</th>
<th>Unbranded Item</th>
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</thead>
<tbody>
<tr>
<td>Frappé</td>
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<tr>
<td>Mocha</td>
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<tr>
<td>Chocolate Milkshake</td>
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<td>Latte</td>
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<tr>
<td>Smoothies</td>
<td>21%</td>
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Ghirardelli branded desserts increase potential sales

<table>
<thead>
<tr>
<th>Most preferred dessert to order</th>
<th>Made with Ghirardelli</th>
<th>Unbranded Item</th>
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<tbody>
<tr>
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<tr>
<td>Chocolate Sundae</td>
<td>31%</td>
<td>14%</td>
</tr>
<tr>
<td>Chocolate Chip Cookies</td>
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<td>16%</td>
</tr>
<tr>
<td>Chocolate Cheesecake</td>
<td>36%</td>
<td>19%</td>
</tr>
<tr>
<td>Chocolate Chip Pancakes</td>
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<td>7%</td>
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</tbody>
</table>

Consumers will pay more for beverages made with Ghirardelli

<table>
<thead>
<tr>
<th>Most preferred beverage to order</th>
<th>No More</th>
<th>5% More</th>
<th>10% More</th>
<th>15% More</th>
<th>20% More</th>
<th>More than 20%</th>
<th>Average increase in willingness to pay more</th>
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<tbody>
<tr>
<td>Frappé</td>
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<td>15%</td>
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<td>21%</td>
<td>17%</td>
<td>16%</td>
<td>11%</td>
<td>11.6%</td>
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</table>

Consumers will pay more for desserts made with Ghirardelli

<table>
<thead>
<tr>
<th>Most preferred dessert to order</th>
<th>No More</th>
<th>5% More</th>
<th>10% More</th>
<th>15% More</th>
<th>20% More</th>
<th>More than 20%</th>
<th>Average increase in willingness to pay more</th>
</tr>
</thead>
<tbody>
<tr>
<td>Brownies</td>
<td>9%</td>
<td>19%</td>
<td>21%</td>
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<td>22%</td>
<td>15%</td>
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<td>13%</td>
<td>12.9%</td>
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<td>16%</td>
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<td>12.7%</td>
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<td>23%</td>
<td>20%</td>
<td>16%</td>
<td>11%</td>
<td>12.3%</td>
</tr>
<tr>
<td>Chocolate Cheesecake</td>
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<td>28%</td>
<td>16%</td>
<td>11%</td>
<td>13%</td>
<td>12.3%</td>
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<tr>
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<td>22%</td>
<td>17%</td>
<td>16%</td>
<td>13%</td>
<td>12.2%</td>
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</table>

Technomic Ghirardelli Brand Equity Research, 2020; Base: 2,000 consumers

85% of consumers are willing to pay more

90% of consumers are willing to pay more
PUT THE POWER OF THE GHIRARDELLI BRAND TO WORK WITH THE MADE WITH GHIRARDELLI PROGRAM

- Drive sales growth by enhancing the appeal and taste of your menu offerings with premium Ghirardelli ingredients
- Use the “Made With Ghirardelli” logo on menu, signage, packaging, and ads to promote Ghirardelli-approved items

PROGRAM SUMMARY

- Signed agreement is required
- Competitive ingredients not permitted
- Bakery creations should contain a minimum of 20%+ Ghirardelli ingredients by weight, 25% for most brownies and cookies
- Ghirardelli must approve all items and marketing materials
- Items can be promoted as “Made With Ghirardelli” using an approved logo
- The trademark registration symbol ® must follow the word “Ghirardelli” in any written or visual representation
- Contact your Ghirardelli sales representative for more details
PRODUCTS

16

BLACK LABEL MOCHA

• 3 pumps GHIRARDELLI BLACK LABEL CHOCOLATE SAUCE
• 1–2 shots ESPRESSO
• 8 fl. oz. STEAMED MILK
• 1 dollop WHIPPED CREAM (optional)
• 1/2 tsp. drizzle GHIRARDELLI BLACK LABEL CHOCOLATE SAUCE

VANILLA COLD BREW

• 1 fl. oz. GHIRARDELLI VANILLA SAUCE
• 5 fl. oz. MILK
• 6 fl. oz. COLD BREW
• COLD BREW ICE CUBES (make ahead)

88% OF CONSUMERS ARE WILLING TO PAY MORE FOR A MOCHA MADE WITH GHIRARDELLI VS UNBRANDED.

Technomic Brand Equity Research, 2020

PREMIUM SAUCES

Rich and decadent sauces made with premium ingredients such as chocolate, caramel, cocoa and cocoa butter

All Sauces:
- Non-RE
- No artificial flavors or colors

Ideal for:
- Mochas
- Lattes
- Espressos
- Milkshakes
- Smoothies
- Frappés
- Desserts

SQUEEZE BOTTLES are perfect for topping and decorating beverages and desserts

BLACK LABEL CHOCOLATE #61262
CARAMEL #41748
WHITE CHOCOLATE FLAVORED #41264
SEA SALT CARAMEL #41751

PUMP BOTTLES provide convenience and accurate dosage for beverage preparations

BLACK LABEL CHOCOLATE #61267
CARAMEL #41749
WHITE CHOCOLATE FLAVORED #41265
SWEET GROUND CHOCOLATE & COCOA #41267
SEA SALT CARAMEL #41752
VANILLA #62207
POUCHES are suitable for use with Maximo dispensers

BLACK LABEL CHOCOLATE #62096
CARAMEL #41750
WHITE CHOCOLATE FLAVORED #41266
SWEET GROUND CHOCOLATE & COCOA #41268

MAXIMO PROGRAM

Our lowest cost-per-ounce sauce format
Easy to empty completely
Convenient and simple to use
Compact design saves valuable storage space

LESS WASTE

REUSABLE PUMPS AND BOTTLES PAIR WITH OUR SAUCE POUCHES

MORE PROFIT

PRECISE PORTION CONTROL 96% PRODUCT EVACUATION

POUCHES LEAVE 97% LESS PACKAGING WASTE THAN BOTTLES

Contact your Ghirardelli sales representative to learn more about how you can implement the Maximo program in your operation.

Luxuriously Luscious

SEA SALT CARAMEL SAUCE

This gorgeously rich and complex sauce is sure to elevate any sweet creation. The perfect combination of an intense buttery caramel enhanced by a touch of savory sea salt creates an experience that’s INDULGENT AND BALANCED.

• 2 fl. oz. GHIRARDELLI SEA SALT CARAMEL SAUCE
• 1/2 cup GHIRARDELLI VANILLA FRAPPE MIX
• DOUBLE SHOT ESPRESSO
• 5 fl. oz. MILK
• 12 oz. cup ICE
• WHIPPED CREAM

SEA SALT CARAMEL FRAPPE

82% OF CONSUMERS PREFER A FRAPPE FROZEN DRINK MADE WITH GHIRARDELLI OVER UNBRANDED.

Technomic Brand Equity Research, 2020
FRAPPÉ MIXES

Make delicious FRAPPÉS, SMOOTHIES, AND MILKSHAKES with Ghirardelli Frappé Mixes. The choice of market leaders.

All Frappé Mixes:
- Non-GMO
- No artificial flavors, colors or preservatives
- Deliver rich and creamy flavor
- Maintain their integrity after blending
- Easy to make with water, milk, juice or coffee

DRESS UP YOUR FRAPPE WITH GHIRARDELLI CHIPS AND SAUCES

CHOCOLATE FLAVORED FRAPPÉ MIX
6/3.12LB. CAN #66200 • 10LB. BOX #66202
30LB. BOX #41888
A rich, chocolate-flavored base perfect as is or mixed with espresso or coffee

CLASSIC WHITE FRAPPÉ MIX
6/3.12LB. CAN #66201, 10LB. BOX #66203
30LB. BOX #41882
A velvety base that pairs perfectly with espresso, fruit, or other flavorings

FROZEN HOT COCOA FRAPPÉ MIX
6/3.12LB. CAN #66213
The creamy, classic taste of hot cocoa made specially for cold drinks

VANILLA FLAVORED FRAPPÉ MIX
6/3.12LB. CAN #66205
A rich base crafted with real Madagascar bourbon vanilla to create indulgent beverages with smooth, even consistency

MOCHA FRAPPÉ MIX
6/3.12LB. CAN #66211
A well-balanced chocolate flavor with real Colombian coffee

WHITE MOCHA FRAPPÉ MIX
6/3.12LB. CAN #66209
A creamy, indulgent Ghirardelli flavor blended with real Colombian coffee

60% OF CONSUMERS STRONGLY AGREE THAT A FRAPPE OR MILKSHAKE MADE WITH GHIRARDELLI IS PREMIUM.

Technomic Brand Equity Research, 2020
Flavorful MADE PERSONAL.

Serve an exquisitely intimate experience with the full-bodied flavor and rich aroma of Ghirardelli Premium Hot Cocoa — the perfect way to MIX UP THE HOLIDAYS.

HOT COCOA MIXES

Crafted with select ingredients, premium Dutched cocoa, and real milk powder for unmatched quality, flavor and aroma.

All Hot Cocoa Mixes:
- Non-GMO
- No artificial flavors, colors or preservatives
- Easy to make

Ideal for:
- Airlines & Cruise Ships
- Hotels
- Convenience Stores
- Restaurants
- Coffee Shops
- Office Coffee Services
- Gift Packers

PREMIUM HOT COCOA MIXES
Crafted with select ingredients, premium Dutched cocoa, and real milk powder for unmatched quality, flavor and aroma.

All Hot Cocoa Mixes:
- Non-GMO
- No artificial flavors, colors or preservatives
- Easy to make

Ideal for:
- Airlines & Cruise Ships
- Hotels
- Convenience Stores
- Restaurants
- Coffee Shops
- Office Coffee Services
- Gift Packers

GHIRARDELLI IS THE #1 CONSUMER PREFERRED HOT CHOCOLATE BRAND.

Technomic Brand Equity Research, 2020

Mochas made easy. Replace water with hot coffee or add a shot of espresso to mixed hot chocolate.
DOUBLE YOUR POTENTIAL MOCHA SALES WITH A “MADE WITH GHIRARDELLI” MOCHA.

Technomic Ghirardelli Brand Equity Research, 2020

ULTIMATE DARK MOCHA

CREATE INTENSELY INDULGENT DRINKS AND RICH, DARK CHOCOLATE BAKED GOODS WITH GHIRARDELLI DARK CHOCOLATE & COCOA Sweet Ground Powder.

Ghirardelli Sweet Ground Powders are the gold standard for making exceptional mochas and baked goods.

All Sweet Ground Powders:
- Non-GMO
- No artificial flavors, colors or preservatives

Ideal for:
- Specialty coffee drinks
- Hot Chocolate
- Baked Goods

GIVEN A CHOICE BETWEEN GHIRARDELLI OR COMPETITORS, OVER HALF OF CONSUMERS CHOOSE DESSERTS MADE WITH GHIRARDELLI.

Technomic Brand Equity Research, 2020

SWEET GROUND POWDERS

DARK CHOCOLATE & COCOA SWEET GROUND POWDER
6/3LB. CAN #40975 • 25LB. BOX #40974
Delivers indulgent flavor and deep color for amazing dark mochas, hot chocolate, and creative desserts

CHOCOLATE & COCOA SWEET GROUND POWDER
6/3LB. CAN #62023 • 10LB. BOX #62020
30LB. BOX #62030
The classic ingredient for an incredible mocha or batch of brownies

WHITE CHOCOLATE FLavored SWEET GROUND POWDER
6/3.12LB. CAN #62038 • 10LB. BOX #62029
25LB. BOX #62031
Recognized throughout the specialty coffee industry as the standard for creating the perfect white mocha
COCOA POWDERS

Choose the perfect Ghirardelli Cocoa Powder for your chocolate application from an array of colors and flavors. Boost cocoa visual and flavor profiles and create anything from light and fluffy to decadent and rich desserts.

All Cocoa Powders:
- Non-GMO
- 100% cacao
- No artificial flavors, colors or preservatives

Ideal for:
- Pastries
- Hot Beverages
- Desserts
- Gelato
- Cakes & Muffins
- Ice Cream Bases

EXPERIENCE THE Difference.

Exceptionally robust. Extraordinarily smooth. Ghirardelli Majestic Dutch Process Cocoa Powder adds beautiful decadence to ultra-dark baked goods and desserts. Our signature cocoa powder delivers intense color and flavor. From creamy cheesecakes and melt-in-your-mouth cookies to mochas and beverages -- serve up the MAGIC OF MAJESTIC.
CHOCOLATE COLLECTION

Consumers and chefs have trusted the quality and flavor of America’s longest continuously operating chocolate manufacturer. Many large bakery operations around the country use Ghirardelli Chips to elevate their creations. All our chocolate chips and wafers are made from select cocoa beans that meet Ghirardelli’s strict quality criteria.

All Chocolate Chips and Wafers:
- Non-GMO
- No artificial flavors, colors or preservatives

Convenient: Smaller bags are easy to pour and store.
Accessible: Flexible offerings let you mix and match different chocolate varieties.
Versatile: Couverture chocolate formats are perfect for flavoring, coating, molding and glazing; non-couverture chips hold up well when baked.

DARK CHOCOLATE chips and wafers

72% CACAO
CHOCOLATE CHIPS
650 COUNT • 2/5LB. BAG #41723
A dark couverture chocolate for intense dark chocolate applications including baked goods, confections, and desserts. Perfect for non-dairy recipes.

60% CACAO
CHOCOLATE CHIPS
500 COUNT • 2/5LB. BAG #41722
35LB. BOX #42319
A versatile couverture chocolate with a creamy, smooth melt. Excellent for molding, enrobing, and panning.

52% CACAO
CHOCOLATE CHIPS
500 COUNT • 2/5LB. BAG #42247
A versatile dark chocolate that brings a balanced chocolate flavor to a range of desserts. Perfect for non-dairy applications.

DARK CHOCOLATE BARISTA MINI CHIPS
10,000 COUNT • 2/5LB. BAG #41721
35LB. BOX #42323
Miniature chocolate chips that bring powerful chocolate flavor to dessert and beverage applications. Excellent topping for ice cream and beverages.

QUEEN DARK
CHOCOLATE WAFERS
120 COUNT • 2/5LB. BAG #41963
35LB. BOX #42319
A versatile dark chocolate great for baking, pastry, and confectionary applications. Excellent for ganache, as well as molding and enrobing.

100% CACAO UNSWEETENED
CHOCOLATE WAFERS
250 COUNT • 2/5LB. BAG #41724
35LB. BOX #42320
Rich chocolate liquor that boosts cacao impact in baking, pastry, confectionary, and ice cream applications.

MORE THAN TRIPLE POTENTIAL SALES INCREASE BY USING GHIRARDELLI CHOCOLATE CHIPS IN YOUR DESSERT.

Technomic Brand Equity Research, 2020
PREMIUM CHOCOLATE DESSERT RECIPES
Developed exclusively for Ghirardelli by the Culinary Institute of America
91% of consumers are willing to pay more for chocolate chip cookies made with Ghirardelli vs unbranded.

Technomic Brand Equity Research, 2020

CONFECTIONARY COLLECTION

The versatility of delicious Ghirardelli Premium Coating Wafers lets you dip, drizzle, mold and enrobe, or even variegate ice cream. Easy to apply without the extra labor and prep of tempering. Our Classic White Chips are the perfect inclusion or topping for drinks and desserts.

All chips and wafers:
- Non-GMO
- No artificial flavors, colors or preservatives

CLASSIC WHITE chips

CLASSIC WHITE BARISTA MINI CHIPS
10,000 COUNT • 10LB. BOX #40005
Miniature chips that bring a creamy texture and sweet flavor as a topping for dessert and beverage applications.

CLASSIC WHITE CHIPS
1,000 COUNT • 10LB. BOX #64104
25LB. BOX #63076
Sweet, creamy, subtle, vanilla-flavored confectionery chips. Perfect when paired with fruit.

Ideal for:
- Cookies
- Blondies
- Toppings
- Frozen Beverage Inclusions

COATING WAFERS

WHITE COATING WAFERS
200 COUNT • 25LB. BOX #62403
Well-balanced, creamy, and sweet with a classic ivory hue.

DARK COATING WAFERS
200 COUNT • 25LB. BOX #62404
Mellow cocoa flavor with notes of fudge and a rich, medium-brown hue.

Ideal for Melted Applications:
- Fruit and pretzel dips
- Dessert and beverage decorations
- Nut coatings
### APPLICATION GUIDE

Recommended applications to support premium foodservice and specialty coffee establishments

- Product suited for application
- Liquor addition, great for increasing cacao percentage and chocolate intensity

#### PRODUCT CATEGORY SELECTION

**BEVERAGES**

- Mochas
- Cappuccino
- Hot Chocolate Bases (blended with milk)

**FROZEN YOGURT & ICE CREAM**

- Ice Cream (base + inclusions)
- Cookies (base + inclusions)
- Decorations (toppings)

**BAKERY**

- Cakes
- Cookies
- Decorations (toppings)

**PLATED DESSERTS**

- Fondue
- Mousse
- Coated Nuts/Fruits

**CONFECTIONARY**

- Decorations (toppings)
- Mix-ins
- Cakes
- Cookies
- Brownies
- Cookies (inclusions)
- Cakes (inclusions)
- Muffins
- Decorations (toppings)
- Fondue
- Mousse
- Coated Nuts/Fruits

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**Sauces**

- Chocolate
- Sweet Ground Chocolate & Cocoa
- White Chocolate Flavored
- Caramel
- Sea Salt Caramel
- Vanilla

**Frappé Mixes**

- Chocolate Flavored
- Classic White
- Frozen Hot Cocoa
- Vanilla
- Mocha
- White Mocha

**Hot Cocoa Mixes**

- Premium Hot Cocoa
- Double Chocolate Hot Chocolate

**Sweet Ground Powders**

- Dark Chocolate & Cocoa
- Chocolate & Cocoa
- White Chocolate Flavored

**Cocoa Powders**

- Majestic (20–22% cocoa butter)
- Sunrise (15–17% cocoa butter)
- Superior (10–12% cocoa butter)
- Merritas (10–12% cocoa butter)

**Chocolate Liquor**

- 100% Cacao Unsweetened Chocolate Wafers

**Chocolate Chips**

- Dark Chocolate Barista 10,000 count
- 72% Dark Chocolate 650 count
- 60% Cacao Dark Chocolate 500 count
- 52% Dark Chocolate 500 count
- Semi-Sweet Chocolate 1,000 count
- Semi-Sweet Chocolate 2,000 count
- Semi-Sweet Chocolate 4,000 count
- Milk Chocolate 800 count

**Chocolate Wafers**

- Queen Dark Chocolate 120 count
- Stanford Milk Chocolate 120 count

**Confectionary Chips**

- Classic White Barista 10,000 count
- Classic White 1,000 count

**Coating Wafers**

- Dark 200 count
- White 200 count
### Cocoa Powders

<table>
<thead>
<tr>
<th>Item Name &amp; Description</th>
<th>Pack Size</th>
<th>Pack Weight</th>
<th>Gross Case/</th>
<th>Cases/Pallet</th>
</tr>
</thead>
<tbody>
<tr>
<td>Majestic Dutch Processed Cocoa Powder, 20-22% Cocoa Butter Content, pH 8.5</td>
<td>6/2lb. Can</td>
<td>13.3 lb</td>
<td>135</td>
<td>20.1</td>
</tr>
<tr>
<td>Classic White Barista Mini Chips, 10,000 per lb.</td>
<td>250 ct. Packet</td>
<td>10 lb</td>
<td>125</td>
<td>20.8</td>
</tr>
</tbody>
</table>

### Frappé Mixes

<table>
<thead>
<tr>
<th>Item Name &amp; Description</th>
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</tr>
</thead>
<tbody>
<tr>
<td>Chocolate Flavored Squeeze Bottle</td>
<td>12/16oz. Bottle</td>
<td>13.6 lb</td>
<td>115</td>
<td>22.6</td>
</tr>
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</tr>
</thead>
<tbody>
<tr>
<td>White Chocolate - Sweet Ground Powder</td>
<td>6/3lb. Can</td>
<td>20.1 lb</td>
<td>50</td>
<td>10.7</td>
</tr>
<tr>
<td>Milk Chocolate - Sweet Ground Powder</td>
<td>6/3lb. Can</td>
<td>20.1 lb</td>
<td>50</td>
<td>10.7</td>
</tr>
<tr>
<td>Sea Salt Caramel Sauce</td>
<td>6/87.3oz. Pump Bottle</td>
<td>35.3 lb</td>
<td>40</td>
<td>10.7</td>
</tr>
</tbody>
</table>

### Coffee-Added Frappé Mixes

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<thead>
<tr>
<th>Item Name &amp; Description</th>
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### Premium Hot Coffees

<table>
<thead>
<tr>
<th>Item Name &amp; Description</th>
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</tr>
</thead>
<tbody>
<tr>
<td>Premium Hot Cocoa (Water - Soluble)</td>
<td>6/3.12oz. Packet</td>
<td>10.7 lb</td>
<td>105</td>
<td>20.0</td>
</tr>
</tbody>
</table>

### Professional Product List

<table>
<thead>
<tr>
<th>Item Name &amp; Description</th>
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<th>Pack Weight</th>
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</tr>
</thead>
<tbody>
<tr>
<td>Queen Dark Chocolate Wafers</td>
<td>35lb. Box</td>
<td>36.5 lb</td>
<td>40</td>
<td>10.7</td>
</tr>
<tr>
<td>Dark Chocolate &amp; Cocoa - Sweet Ground Powder</td>
<td>10lb. Box</td>
<td>10.7 lb</td>
<td>128</td>
<td>26.3</td>
</tr>
</tbody>
</table>

### Sauce Pump Bottle Accessories

<table>
<thead>
<tr>
<th>Item Name &amp; Description</th>
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</thead>
<tbody>
<tr>
<td>Pump Bottle Rack</td>
<td>1 ea. Pump Bottle Rack</td>
<td>4.6 lb</td>
<td>50</td>
<td>144</td>
</tr>
<tr>
<td>Pump Bottle Rack</td>
<td>2-Tier Pump Bottle Rack</td>
<td>4.6 lb</td>
<td>50</td>
<td>144</td>
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### Chocolate Collection

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<thead>
<tr>
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<tr>
<td>Sea Salt Caramel Sauce</td>
<td>6/87.3oz. Pouch</td>
<td>34.8 lb</td>
<td>54</td>
<td>10.7</td>
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