

# NEWSLETTER

THE FALL ISSUE

## THE NEW HARVEST FROM SPAIN



The best Spanish saffron  
**SAFINTER**



**OYSTER STEW**  
recipe of the month



EDITOR'S NOTE STEVE KAUFMAN, EVP DE MEDICI IMPORTS

## This is not about Balsamic...

I had intended to write a piece about our incredible collection in the "BALSAMIC" Category for this edition since we have one of the most diverse collections in this category: ACETO BALSAMICO TRADIZIONALE di REGGIO EMILIA & MODENA PDO, BALSAMIC SEASONING/CONDIMENT, ACETO BALSAMICO di MODENA PGI and BALSAMIC CREAMS / DRESSING, all from the top producers of Europe; Cavalli, DeMedici Gastronomia, Del Cristo, Lorenza de Medici by Badia a Coltibuono, Toschi and Villa Manodori.

There is so much information in the above to share, and as many of us have been lately, I am more concerned with our supply chain challenges, so I digress into this subject.

I have been with De Medici for over 14 years since Atalanta bought this fine company. I am very proud of our team, especially how we have maintained the quality and brands of our products and our customer service. From the beginning, we have been obsessed with preserving the De Medici culture and service to customers large and small.

Today, however, we are struggling to maintain the services that we are so proud of. It is not just disappointing to our customers but to our team as well. We are dealing with the outcome of the pandemic with shipping delays, container shortages, and ships skipping ports in Europe,

leaving products waiting for the next container. When they do arrive, there are delays in transporting them to our warehouse, shortages of lumpers to unload, lack of adequate warehouse staff to receive, slot in the warehouse, and ultimately to pick new orders. Services we rely on like Fed Ex and UPS also have their problems.

Yet as I visit customers and have this frank discussion, most say that it is far worse from other suppliers than from us. Some have even told me of situations where food service customers are being dropped and told to go elsewhere. Some have increased prices significantly while we have not.

Are we slower to deliver—yes. Are we short some inventory—definitely so. Are there trucking problems—absolutely. Will it continue—another definite yes for the foreseeable future. We care and are trying our hardest to make things better. We do not take our relationships with our customers in vain. Please know we are trying our best to improve our service, but it will take time.

In the meantime, we appreciate your support in these difficult times and appreciate your sticking with us. We do believe we are still the most viable option.

We appreciate your patience.



Executive Vice President,  
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## INTRODUCING OUR NEW GIFTING INSPIRATION GUIDE!

We created this guide to help you take advantage of all the holiday seasons. Get inspired by our merchandising suggestions, simple pairings, and decadent over-the-top gifts. **For more information, contact: Steve Kaufman at [skaufman@demedici.com](mailto:skaufman@demedici.com) or Maria Roemer at [mroemer@demedici.com](mailto:mroemer@demedici.com)**

Click here to view  
The Gifting Guide



# THE NEW HARVEST

Featuring from Spain, Marqués de Griñón & Veá





All the olives harvested in a day are milled that same day. The time from harvest to milling does not exceed two hours.



TOLEDO, CASTILE-LA MANCHA

## MARQUÉS de GRIÑÓN

The pago of Carlos Falcó has been his family patrimony since 1292. Carlos decided to grow the Marqués de Griñón label into a symbol of global excellence. Olive oil is one of his great passions and he has invested time and resources; planting groves and building a modern almazara to process and bottle the highest quality extra virgin olive oil.

### | THE NEW HARVEST

#### 2021 Harvest Update

We foresee a great harvest in terms of quality. Unfortunately, the yield of the harvest may be affected by the extreme cold snap of January. The olives are ripening as expected, so weather permitting, we will start the Picual harvest at the beginning of November. After that, we'll harvest the Arbequinas, and finish up at the beginning of December with Cornicabras.

#### What harvesting method do you use?

A foldable umbrella is mounted on a movable structure to collect the fruit using shaker rakes. The quality of the picked fruit is significantly better than the traditional method of letting it fall into nets spread on the ground.

#### Do you filter your oil?

We filter our olive oil. Removing impurities and water helps deter oxidation and increase the shelf life. Filtering helps preserve the organoleptic characteristics, taste, and aroma over time.

#### How do you store your oil?

Olive oil is stored at a controlled temperature in stainless-steel tanks flushed with inert gas to prevent oxidation.





# VEÁ

LLEIDA, CATALONIA

Several factors determine the quality and characteristics of good olive oil -the olive variety, the land, the climate, the care is taken for harvesting and collection, the milling, and the art of blending the olive oils. Above all is the dedication of the Veá Family and their persistent commitment to adhere to their own principles.



L' Estornell EVOO is named for a migratory bird that passes through at harvest time and likes to "help" with the work by eating the best olives.

## | THE NEW HARVEST



### VEÀ Early Harvest

By now, we already harvested and made the extraction of the VEÀ Early Harvest. That was from September 24th to the 30th. This year we changed the trees we harvested; older ones with less production and the soil type is more stone or gravel than clay. The result has been a much more intense oil with more character. By now, all is filtered, and we already started to bottle.

### L'Estornell Harvest Update

For the rest of the oils, our prevision is to start by October 25th. We think it is going to be a good harvest in terms of quantity. The biggest problem we have in our region is the slight rain during the summer period, and this year we have had some. The weather can affect the production of the olive trees with no irrigation and the size of the olives. The olives are too small with no rains or support irrigation, and the oil might have a woody taste. All the farmers around us are installing the support irrigation, so this will give us much more consistency.





LA MANCHA, SPAIN



## Safinter Saffron is the most exquisite in the world.

Since 1912 three generations of the Gonzalez family have dealt in top grade saffron, harvested exclusively in Albacete, La Mancha. The quality of the soil and the bulbs, the experience of the farmers, knowing how to sort, select, and the preservation systems make Safinter Saffron the most exquisite in the world. Safinter supports local farmers and promotes the economic and cultural traditions of the region.



**AT HARVEST TIME THOUSANDS OF PEOPLE FROM ALBACETE IN CENTRAL SPAIN, STOP THEIR DAILY LIVES AND HEAD FOR THE FIELDS TO HARVEST SAFFRON.**

All the children in the region participate. The saffron is harvested entirely by hand. After picking the flowers, they are placed in a traditional basket and taken to the farmer's home to be processed.

**"MONDA" IS THE SPANISH NAME FOR REMOVAL OF THE STIGMAS (SAFFRON) FROM THE REST OF FLOWER.**

It is handwork done mostly by women who carefully extract the 3 stigmas from every flower with their fingers. The stigmas are toasted, which ensures the saffron retains its freshness. This process must take place all in one day and is repeated every day until the last day of the harvest period.



**THE HAND-HARVESTING METHOD IS UNIQUE TO SAFINTER.**

It is a thousand-year method that has remained almost the same until now. **It is 100% artisan.** Mechanized equipment is used only to plant and remove the bulbs every 3-4 years.





# A GUSSIED UP OYSTER STEW

The harvesting and processing of saffron must be completed in a single day for every day of the harvest.

## Ingredients

- 1 or 2 good pinches Saffinter Saffron**
- 6 tablespoons butter**
- 1 leek, white part only, thinly sliced,**
- 2 celery ribs, strings removed and finely chopped**
- Pinch of sea salt**
- ½ teaspoon white pepper, ground**
- Pinch of Cayenne pepper, ground**
- 1 bay leaf**
- 1 sprig of thyme**
- 4 tablespoons all-purpose flour**
- 4 cups milk**
- 2 cups heavy cream**
- 1½ pints oysters and their liquor**

Heat a small skillet. Remove it from fire. Toss the saffron threads in the hot pan until fragrant. Remove from the pan and crush them coarsely.

Melt 2 tablespoons butter over medium heat in a Dutch oven or saucepan. When the foam subsides, add the leek and celery. Add the salt, white pepper and Cayenne. Sweat them until soft. Do not let them color.

While the vegetables soften, heat the milk and cream on medium-low with the bay leaf, thyme and celery leaf if using. Bring it just to a simmer. Lower the heat so that it does not scorch.

Add the remaining 4 tablespoons of butter to the vegetables. After the butter foams, dust the flour over. Cook the roux gently for about 5 minutes, stirring constantly, so that the flour absorbs the fat.

Fish the aromatics out of the warm milk / cream. Pour the liquid into the Dutch oven and whisk until the liquid thickens up and smooths out. Bring it to a simmer while you whisk away.

Add the oysters and their liquor and simmer for three minutes more, just until their edges curl. Ladle into pre-warmed tureen or serving bowl. Sprinkle the saffron over and give the soup a swirl. The saffron will leave trails of red and gold. Serve immediately.



## THE PERFECT WEATHER

La Mancha has the perfect weather to produce **fine, quality saffron**. It is warm and dry during the summer and cold during the winter.





## A QUICK WEEK DAY RISOTTO

Cockles Risotto with Asparagus

Prepare the asparagus

Snap the tough ends off **1 lb of asparagus** and peel the bottom 1/3. Blanch for 3-4 minutes in the boiling water until their color deepens. Use tongs to remove them. Refresh in cold water. Drain. Cut into 1-inch lengths and set aside. Lower the temperature of the blanching water to a simmer.

Make the risotto

In a 3 quart sauté pan or flame-proof casserole, heat **2 tablespoons of evoo** over medium-low. Add **1 chopped onion** and sauté for 2-3 minutes until translucent. Stir in **1 minced garlic clove**. Add the **1 cup of rice** to the pan and stir quickly with a wooden spoon to coat all the grains with oil. Toast for 1 minute longer until the grains are opaque. Add a **½ cup of white wine**. Keep stirring until the wine is absorbed.

Add **1 cup of the blanching water** and stir vigorously until all liquid is absorbed. Once all the liquid is absorbed, add another cup of stock. Repeat this process until the rice is creamy on the outside but al dente in the center, about 20 minutes. Do not worry if you do not use all the liquid. When the rice is al dente, stir in the asparagus and the cockles. Blend in the **2 tablespoons of butter** and the **Parmigiano Reggiano**. Let the risotto rest for 3-4 minutes before plating.



### CAMPANINI VIALONE NANO

The traditional rice of Verona and Mantua. It absorbs twice its weight in liquid. Maintains its shape and texture. Its high starch content makes it ideal for making creamy risotto.

**ITEM #H1730B**  
**1LB**

**PORTOMAR IS IN VILAGARCÍA, A PRIVILEGED PLACE IN GALICIA FOR HARVESTING AND PRESERVING THE MOST EXQUISITE SEAFOOD AND WHOSE PEOPLE HAVE BEEN RAISED BY THE SEA.**

All products are prepared with 100% natural ingredients, without additives, colorants, or preservatives.



Cockles are collected by hand on the beaches of the Galician coast at low tide. Because of the richness of the waters, their flavor is unbeatable. Seasoned only with sea salt. Stir them into spaghettini sauced with oil, garlic, parsley and a pinch of lemon zest just before serving. Fold into an omelet.

**ITEM #POR100**      **3.3 OZ / 111 GR**



### ASK ABOUT OUR Q4 PORTOMAR PROMOTION!

Contact Steve Kaufman at  
[skaufman@demedici.com](mailto:skaufman@demedici.com)



# SAN IGNACIO

DULCE DE LECHE

Argentina

## DULCE DE LECHE

Dulce de Leche is a creamy Argentinian spread made by slowly cooking down just sugar, milk, and vanilla. This recipe is perfect for large holiday gatherings since you can easily double or triple it. Let your guests enjoy the dreamy caramelized flavor of Dulce de Leche, paired with the tanginess of the creamy cheesecake, all season long.

**GET the RECIPE at [www.demedici.com](http://www.demedici.com)**







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