



MOMENTS OF TIMELESS PLEASURE®

*Premium ingredients for exceptional
chocolate drinks and desserts*



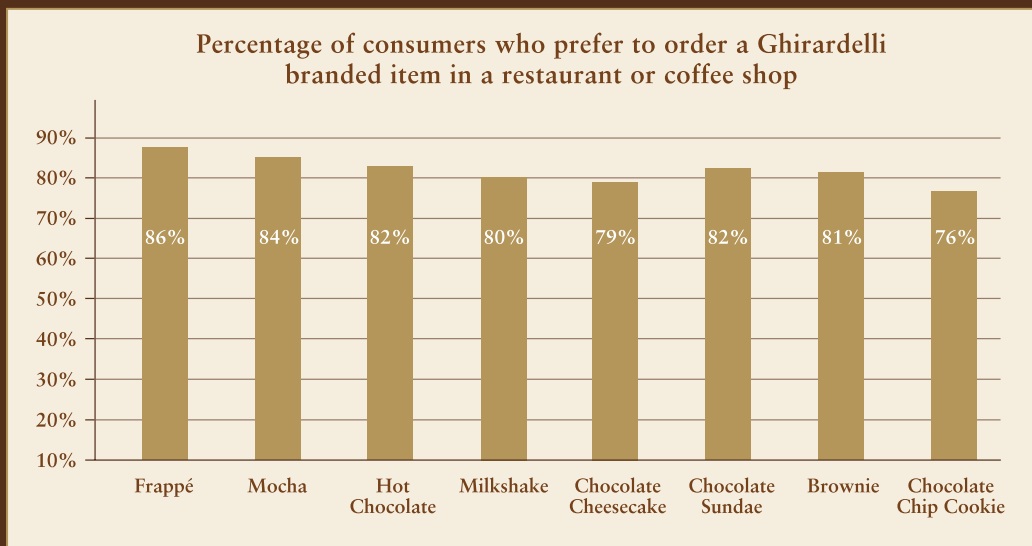


With over 150 years of experience crafting premium chocolate from bean to bar in Northern California, Ghirardelli® Chocolate is trusted by chefs and consumers to deliver quality and flavor.

A full line of sauces, powders and chocolate, combined with 93% national brand awareness*, makes Ghirardelli the perfect choice for creating exceptional desserts, coffee drinks, milkshakes, smoothies and hot cocoa.

A reputation for rich, intense flavors means consumers overwhelmingly prefer to order Ghirardelli branded products in restaurants and cafés across numerous categories.

Make products your customers will crave by using Ghirardelli ingredients. Qualifying products may proudly bear the Ghirardelli name with our “Made with Ghirardelli” program.



Source: Relevation Research, January 2011

*Ipsos Chocolate Consumer Monitor, 1001 Consumers, January 2010

NEW



INTRODUCING THE GHIRARDELLI® SAUCE SQUEEZE BOTTLE

Premium Ghirardelli chocolate and caramel sauces in a convenient squeeze bottle format.

Designed specifically for:

- Latte art and topping coffee drinks
- Topping desserts and ice cream
- Decorating the inside of milkshake, coffee and cocktail glasses
- Platescaping

New packaging offers:

- Re-closable lid to prevent spilling & spoilage
- Flat top cap allows for upside down storage for full evacuation of product
- Small footprint for crowded coffee shops, kitchens or bars
- Premium look and feel





SAUCES

An incredibly versatile product, Ghirardelli sauces add rich and intense flavors when used as an ingredient or topping. With a wide range of package sizes and flavors they are perfect for:

- Coffee Drinks
- Milkshakes
- Ice Cream/Yogurt Toppings
- Cocktails
- Dessert Toppings

An industry standard for specialty coffee, Ghirardelli's sauces are preferred over competitor brands when tasted in a mocha.

A higher cocoa content vs. competitor products, and the addition of Ghirardelli chocolate liquor, makes Ghirardelli's chocolate sauce thicker with a richer, true chocolate flavor. It's the perfect topping for desserts or beverages as well as the ideal product for decorating glassware and plates.

Available sizes: Café pump bottles, #10 cans, squeeze bottles.

Flavors include: Black Label Chocolate, Sweet Ground Chocolate, Caramel and White Chocolate.





SWEET GROUND CHOCOLATE

For over 150 years consumers and chefs have used Ghirardelli Sweet Ground Chocolate to create decadent hot cocoa, coffee drinks and baked goods.

Sweet Ground Chocolate and Cocoa: The classic combination of premium cocoa powder, sugar, chocolate liquor and vanilla.

Sweet Ground White Chocolate: Recognized throughout the specialty coffee industry as the standard for the perfect rich and smooth white mocha.

Sweet Ground Chocolate and Cocoa with Peppermint: The rich, luxurious flavor of classic Sweet Ground Chocolate with peppermint flavor added. Ideal for peppermint hot chocolate, mochas or baked goods.

Suggested uses include:

- Specialty Coffee Drinks
- Hot Chocolate
- Pre-mix for sauces
- Ingredient base for baked goods





FRAPPÉ - ICED BLENDED BEVERAGE MIX

The rich flavor of Ghirardelli frappé is recognized by consumers and baristas as the premium choice for blended beverages. Perfect as a base for fruit smoothies or for more indulgent coffee drinks. A dairy base provides a rich, creamy flavor whether adding water, milk or coffee and is formulated to not separate after blending.

Double Chocolate Frappé: The intense chocolate flavor Ghirardelli is famous for.

Classic White Frappé: The perfect base flavor for adding espresso, fruit or other flavorings.

Customize Ghirardelli frappé mix with fruit juice, chocolate chips or other flavorings to create a signature drink.





DOUBLE CHOCOLATE HOT COCOA

This water soluble hot cocoa consistently beats competitors in taste tests because of its rich, real chocolate flavor. Available in single serve packets as well as two pound bags for use in hot cocoa or granita machines. Can be served hot or used as a base for decadent chocolate blended beverages.

An ideal product for:

- Coffee Shops
- Outdoor stadiums
- Ski Resorts/Ice Skating Rinks
- Hotels
- Restaurants & Bars
- Office Coffee Services
- Convenience Stores



Either hot or as a blended beverage base, Ghirardelli's Double Chocolate Hot Cocoa provides a decadent chocolate experience from a brand that consumers trust and value.



BARISTA DARK CHOCOLATE MINI CHIPS

Created especially for baristas looking to offer an intense chocolate experience, Ghirardelli Barista Dark Chocolate Mini Chips are the perfect way to differentiate your mocha from the crowd. Taste the difference real chocolate makes when you steam these chips with milk for an intense, velvety chocolate experience.

With their small size and smooth texture these chips are perfect for:

- Mochas
- Drinking Chocolate/Hot Cocoa
- Milkshake mix-ins
- Sundae toppings
- Beverage toppings
- Bakery decorating



Use Ghirardelli Barista Dark Chocolate Mini Chips to develop your own signature beverage or topping.



CHOCOLATE CHIPS

For 150 years consumers and chefs have trusted the quality and flavor of America's oldest premium chocolate manufacturer.

Made from select cocoa beans that meet Ghirardelli's strict quality criteria, Ghirardelli chocolate chips are available in a wide variety of sizes, cacao percentages, blends and flavor profiles to meet all your chocolate needs. Specifically blended to melt beautifully for ease of use, Ghirardelli chocolate chips are ideal for:

- Cookies
- Cakes
- Frosting
- Ganache
- Toppings



COCOA POWDER

With a variety of fat contents, colors and flavors Ghirardelli cocoa powder is the perfect way to give your baked goods or chocolate products the classic intense chocolate flavor of Ghirardelli.

Ideal for:

- Baking
- Smoothie bases
- Yogurt/Ice Cream bases
- Beverages

To guarantee quality all Ghirardelli Dutch processed cocoa is nib alkalized for better flavor and greater control over the manufacturing process. Available in:

- Dutch Processed 10-12%
- Dutch Processed 15-17%



MADE WITH GHIRARDELLI®

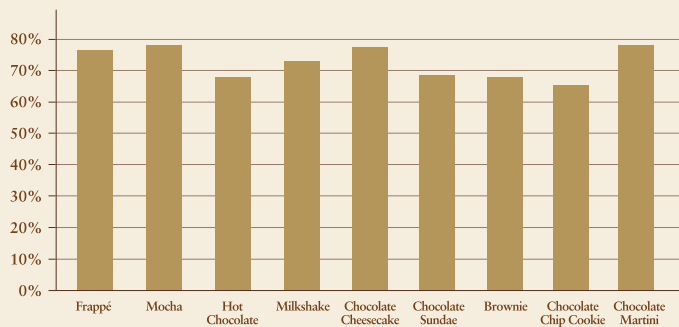
Put the power of the Ghirardelli brand to work for your restaurant, bakery or coffee shop with the “Made with Ghirardelli” program.

Consumers trust Ghirardelli Chocolate to deliver flavor and quality and will pay an average of 9.5% more for products made with Ghirardelli ingredients.

This contractual program is free of charge and allows you to place the Ghirardelli logo on your menu, packaging or POS alongside approved items that use Ghirardelli as an ingredient. Contact a regional or national account manager for more information.

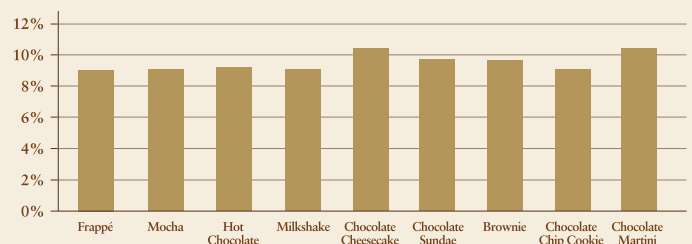


Percentage of consumers willing to pay more for Ghirardelli branded items.



Source: Relevation Research, January 2011

Percentage dollar increase consumers will pay for Ghirardelli branded items.



Source: Relevation Research, January 2011

GHIRARDELLI® RECIPES

SIGNATURE DRINK RECIPES

Classic Chocolate or White Chocolate Mocha

4 Tbsp. Ghirardelli Sweet Ground Chocolate and Cocoa (or Sweet Ground White Chocolate)
12 oz. Steamed Milk
1-2 shots Espresso

Directions: Pour espresso in a 16 oz. mug. Combine powder and milk in steam pitcher and steam thoroughly until the powder is fully dissolved. Pour the steamed milk mixture over the espresso.

Black & White Mocha (Hot & Iced)

½ oz. Ghirardelli Black Label Chocolate Sauce
1 oz. Ghirardelli White Chocolate Sauce
2 shots Espresso
8 oz. Steamed milk

Directions: Combine sauce and espresso in 12 oz. mug. Stir until well combined. Pour steamed milk into mug; stir to combine. Top with additional steamed milk. Drizzle with Ghirardelli Chocolate Sauce and/or White Chocolate Sauce.

For Iced Black and White Mocha: Use cold milk in place of steamed milk. Combine all ingredients and pour over ice into a 16 oz. glass. Garnish with whipped cream and drizzle with Ghirardelli Chocolate Sauce and/or White Chocolate Sauce.

Dark Chocolate Premium Mocha

4 Tbsp. Ghirardelli Barista Dark Chocolate Mini Chips
1-2 shots Espresso
6 oz. Milk

Directions: Place 4 tablespoons Ghirardelli Barista Dark Chocolate Mini Chips and 6 oz. milk in a metal pitcher and steam gently to 135° to 140°; add 1 to 2 shots of espresso. Top with whipped cream and sprinkle with Ghirardelli Barista Dark Chocolate Mini Chips.

Java Chip Frappe Recipe

6 Tbsp. Ghirardelli Frappé – Double Chocolate or Classic White
4 oz. Chilled Coffee
9 oz. Ice
2 Tbsp. Ghirardelli Barista Dark Chocolate Mini Chips

Directions: Pour ice and coffee into blender. Add Frappé beverage mix into blender; blend for 10 seconds; add Ghirardelli Barista Dark Chocolate Mini Chips and pulse for 1 to 5 seconds. Pour into a 12 oz. cup.

GHIRARDELLI® RECIPES

CREATIVE BEVERAGE IDEAS

Salted Caramel White Chocolate Mocha

- 2 shots Espresso
- 1 cup Steamed Milk
- 1 Tbsp. Ghirardelli White Chocolate Sauce
- 2 Tbsp. Ghirardelli Caramel Sauce
- 2 Tbsp. Whipped lightly sweetened cream
- 1 pinch Sea Salt

Directions: Stir White Chocolate Sauce and one tablespoon of Caramel Sauce into the steamed milk. Pour espresso into a tall latte cup and pour in the steamed milk. Top with whipped cream. Drizzle the remaining caramel over the whipped cream and sprinkle with sea salt.

Dark Chocolate Milkshake

- 2 cups Vanilla Ice Cream
- 1/3 - 1/2 cup Milk (depending on shake thickness preference)
- 1 oz. Ghirardelli Chocolate Sauce
- 2 Tbsp. Ghirardelli Barista Dark Chocolate Mini Chips

Directions: Combine all ingredients in a blender and serve.

Frappé Kahlua Caramel

- 1 cup Ice
- 1/2 cup Milk (fat-free)
- 1/4 cup Ghirardelli Frappé - Classic White
- 2 oz. Kahlua
- 1 Tbsp. Ghirardelli Caramel Sauce

Directions: Place all ingredients except for Ghirardelli Caramel sauce in a blender and blend until mixed. Top with a drizzle of Caramel Sauce.

For additional recipes please visit www.ghirardelli.com/foodservice

*For additional recipes or product development assistance contact
a Regional or National Accounts Manager by calling 800-877-9338.*

GHIRARDELLI® RECIPES

BAKING AND CONFECTIONS

Award Winning Brownies

Yield: 16-20 brownies

2	Eggs	2/3 cup	Flour
3/4 cup	Sugar	1/4 tsp.	Baking Powder
1 tsp.	Vanilla Extract	1/4 tsp.	Salt
1/2 cup	Butter, melted	1/2 cup	Walnuts, Chopped
3/4 cup	Ghirardelli Sweet Ground Chocolate and Cocoa	1 cup	Ghirardelli Semi-Sweet Chocolate Chips

Directions: Preheat oven to 350° F. Combine eggs with sugar and vanilla; add butter. Sift Ghirardelli Sweet Ground Chocolate with flour, baking powder and salt. Combine with egg mixture; add nuts and Ghirardelli Semi-Sweet Chips. Spread into greased 8 or 9 inch square pan. Bake 20 to 30 minutes. For peppermint brownies use Ghirardelli Sweet Ground Chocolate and Cocoa with Peppermint.

Ultimate Double Chocolate Cookies

Yield: 24 cookies

2 cups	Ghirardelli Semi-Sweet Chocolate Chips	1 cup	Sugar
2 cups	Ghirardelli 60% Cacao Bittersweet Chocolate Chips	1/3 cup	Flour
6 Tbsp.	Unsalted Butter	1/2 tsp.	Baking Powder
3	Eggs	1 cup	Chopped Walnuts

Directions: Melt bittersweet chocolate chips and butter. With an electric mixer or whisk, beat eggs and sugar until thick; stir into chocolate mixture. In small bowl, stir together flour and baking powder; stir into chocolate mixture. Gently mix in semi-sweet chocolate chips and walnuts. Using a sheet of plastic wrap, form dough into two logs, each 2 inches in diameter and about 12 inches long. Wrap tightly; refrigerate at least 1 hour or until firm. (Dough may be frozen; thaw in refrigerator before proceeding with recipe.) Heat oven to 375°F. Unwrap dough; with sharp knife, cut into 3/4 inch slices. Place slices 1 1/2 inches apart on greased or parchment-lined cookie sheet.

Bake 12 to 14 minutes or until shiny crust forms on top but interior is still soft. Cool on baking sheet; store in airtight tin up to 1 week.

Devil's Food Cake

Yield: 12 servings

2 cups	Flour	1/2 tsp.	Salt
1 1/2 cups	Ghirardelli Sweet Ground Chocolate and Cocoa	1 1/2 cups	Buttermilk
1 cup	Granulated Sugar	1 cup	Butter, softened
1 tsp.	Baking Soda	4	Eggs
1/2 tsp.	Cream of Tartar	1 tsp.	Vanilla Extract

Directions: Preheat oven to 350 degrees. Grease the bottom of two 8 or 9 inch round cake pans. In a large mixing bowl, combine the flour, ground chocolate, sugar, baking soda, cream of tartar and salt. Add 1 cup of buttermilk and the butter and beat with a mixer for 2 minutes. Add the remaining 1/2 cup of buttermilk, the eggs and the vanilla extract and mix until well blended. Divide the batter evenly between two cake pans. Bake 30 to 45 minutes or until a tester comes out clean.

GHIRARDELLI® CHOCOLATE COMPANY

POWDERS, SAUCES, CHOCOLATE & COCOA

LEAD DIGIT & MFG. NO.	UPC CODE	KOSHER DAIRY OR PARVE	SHELF LIFE IN MONTHS	PACK SIZE	ITEM NAME & DESCRIPTION	CASE WEIGHT (LBS.)	CASE CUBE	CASES PER PALLET	CASE PATTERN	CASE DIMENSIONS LxWxH (INCHES)
SAUCE SQUEEZE BOTTLES										
7 47599	61282	Dairy	12	12/16 oz.	Chocolate Flavored Sauce	13.6	12	115	23 x 5	7.8 x 10.1 x 7.6
7 47599	61283	Dairy	12	12/17 oz.	Caramel Flavored Sauce	14.3	12.75	115	23 x 5	7.8 x 10.1 x 7.6
7 47599	61284	Dairy	12	12/17 oz.	White Chocolate Flavored Sauce	14.3	12.75	115	23 x 5	7.8 x 10.1 x 7.6
SWEET GROUND CHOCOLATE										
7 47599	62028	Parve	24	30 lb.	Sweet Ground Chocolate & Cocoa	32	0.8539	48	12 x 4	14 x 11.88 x 8.88
7 47599	62030	Parve	24	10 lb.	Sweet Ground Chocolate & Cocoa	10.7	0.2891	140	20 x 7	10.38 x 8.38 x 5.75
7 47599	62023	Parve	24	6/3 lb.	Sweet Ground Chocolate & Cocoa	25.5	0.7216	50	10 x 5	16 x 10.75 x 7.25
7 47599	62090	Parve	24	10 lb. box	Sweet Ground Chocolate and Cocoa with Peppermint	10.6	0.2640	140	20 x 7	10.38 x 8.38 x 5.25
7 47599	62031	Dairy	18	25 lb.	Sweet Ground White Chocolate	26.3	0.6739	48	12 x 4	11.38 x 11.38 x 9
7 47599	62029	Dairy	18	10 lb.	Sweet Ground White Chocolate	10.7	0.2460	140	20 x 7	10.38 x 8.38 x 5.25
7 47599	62038	Dairy	18	6/3.12 lb.	Sweet Ground White Chocolate	25.5	0.7216	50	10 x 5	16 x 10.75 x 7.25
WATER-SOLUBLE DOUBLE CHOCOLATE HOT COCOA										
7 47599	62012	Dairy	18	4/2 lb. pch.	Double Chocolate Premium Hot Cocoa	8.7	0.2909	135	15 x 9	11.94 x 9.63 x 4.38
7 47599	62083	Dairy	18	6/15ct/1.5 oz. pkt.	Double Chocolate Premium Hot Cocoa	10.7	.7637	63	9 x 7	16.13 x 13.50 x 6.06
CHOCOLATE AND CARAMEL SAUCES										
7 47599	62051	Dairy	12	6/64 oz.	White Chocolate Sauce	35.4	1.0088	40	10 x 4	15.81 x 10.44 x 10.56
7 47599	62052	Dairy	9	6/64 oz.	Sweet Ground Chocolate Sauce	35.5	1.0088	40	10 x 4	15.81 x 10.44 x 10.56
7 47599	62053	Dairy	12	6/64 oz.	Caramel Sauce	37	1.0088	40	10 x 4	15.81 x 10.44 x 10.56
7 47599	62057	Dairy	12	6/64 oz.	Black Label Chocolate Sauce	35.5	1.0088	40	10 x 4	15.81 x 10.44 x 10.56
7 47599	62065	Dairy	12	6/96 oz.	White Chocolate Sauce	53.8	0.9932	48	8 x 6	18.75 x 12.63 x 7.25
7 47599	62041	Dairy	12	6/96 oz.	Caramel Sauce	56.1	0.9932	48	8 x 6	18.75 x 12.63 x 7.25
7 47599	62040	Dairy	12	6/96 oz.	Black Label Chocolate Sauce	54.3	0.9932	48	8 x 6	18.75 x 12.63 x 7.25
7 47599	99202	N/A	N/A	18/pk. case	Blue/Gold Sauce Pumps - 18ct. Bulk Individually Wrapped	5.54	1.2294	45	9 x 5	15.125 x 12.625 x 11.125
7 47599	99204	N/A	N/A	18/pk. case	96 oz. Blue/Gold Sauce Pumps - 18ct. Bulk Individually Wrapped	7.0	1.2950	40	8 x 5	17.50 x 11.63 x 11.00
FRAPPÉ										
7 47599	66200	Dairy	18	6/3.12 lb.	Double Chocolate Frappé	25.5	0.7216	50	10 x 5	16 x 10.75 x 7.25
7 47599	66201	Dairy	18	6/3.12 lb.	Classic White Frappé	25.5	0.7216	50	10 x 5	16 x 10.75 x 7.25
7 47599	66202	Dairy	18	10 lb.	Double Chocolate Frappé	10.6	0.2640	140	20 x 7	10.38 x 8.38 x 5.25
7 47599	66203	Dairy	18	10 lb.	Classic White Frappé	10.6	0.2640	140	20 x 7	10.38 x 8.38 x 5.25
CHOCOLATE CHIPS										
7 47599	63116	Dairy	24	25 lb. box	Semi-Sweet Chips, 1000 per lb.	25.3	0.7917	45	9 x 5	17.56 x 10.56 x 7.38
7 47599	64250	Dairy	24	25 lb. box	Semi-Sweet Chips, 4000 per lb.	25.3	0.7917	45	9 x 5	17.56 x 10.56 x 7.38
DARK CHOCOLATE MINI-CHIPS										
7 47599	64102	Dairy	24	10 lb. box	Barista Dark Chocolate Mini Chips 10,000 ct.	10.5	0.3049	136	17 x 8	11.38 x 9.5 x 4.88
COCOA POWDERS — DUTCH PROCESS										
7 47599	69069	Parve	36	25 lb. box	Sunrise; 15-17% Fat; Ph — 7.5	26.7	1.180	33	11 x 3	13.88 x 12 x 12.25
7 47599	69072	Parve	36	25 lb. box	Superior; 10-12% Fat; Ph — 6.8	26.7	1.180	33	11 x 3	13.88 x 12 x 12.25

THE GHIRARDELLI® DIFFERENCE™



Proudly Manufactured in California, USA

SUPREME BEAN

We select only the finest cocoa beans, rejecting around 40% of the beans we sample because they do not meet our rigorous flavor standards.

NIB ROASTING

We roast the heart of the cacao bean, called the nib, rather than the whole bean, resulting in a more consistent flavor compared to other brands.

REFINING

We refine many of our chocolates to a particle size of about 18 microns, which insures a creamy texture and velvety melting sensation. Other brands have particle sizes up to 50 microns, which produce a grainy or gritty texture.

CONCHING

Conching is a flavor development process during which the chocolate is put under constant agitation. The duration of conching and the state-of-the-art machinery we use make critical contributions to a rich, perfectly balanced flavor.



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For more information on our products or to receive samples call us at 800-877-9338.