



PROFESSIONAL PRODUCTS PORTFOLIO

THE HISTORY OF GHIRARDELLI  
THE GHIRARDELLI DIFFERENCE  
SUSTAINABILITY  
QUALITY OF INGREDIENTS  
THE GHIRARDELLI-CIA PARTNERSHIP  
“MADE WITH GHIRARDELLI” PROGRAM

SAUCES  
HOT FUDGE  
FRAPPÉ MIXES  
HOT COCOA MIXES  
SWEET GROUND POWDERS  
COCOA POWDERS  
CHOCOLATE COLLECTION

- DARK CHOCOLATE
- SEMI-SWEET CHOCOLATE
- MILK CHOCOLATE

CONFECTIONARY COLLECTION

- CLASSIC WHITE CHIPS
- COATING WAFERS

PRODUCT APPLICATIONS  
PRODUCT LIST







\*IRI syndicated data Total US - Multi Outlet  
Latest 52 Weeks Ending 05-16-2021

## 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!*

### PROFESSIONAL



### CONFECTIONS



### BAKING



### SHOPS

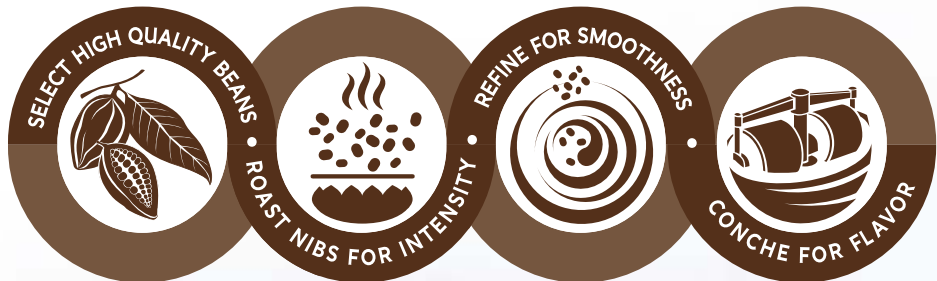




# DISCOVER THE GHIRARDELLI DIFFERENCE

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.

## DISCOVER THE GHIRARDELLI DIFFERENCE®



OUR COMMITMENT TO ULTIMATE QUALITY



### 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.



WATCH  
Ghirardelli  
Chocolate School



## 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.



2008

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

2012

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

2020

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

2021

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



Learn more about our sustainability program

## QUALITY OF INGREDIENTS

From sauces to powders to chips, we have reformulated Ghirardelli products with only non-GMO 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 exceptions: Sweet Ground Sauce, Hot Fudge





## HELPING TO TRAIN THE CHEFS OF TOMORROW

### 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.

**GHIRARDELLI**  
CHOCOLATE  
DISCOVERY CENTER

*Premium ingredients that inspire talented young chefs to create edible works of art*



GHIRARDELLI IS A PROUD PARTNER of THE CULINARY INSTITUTE OF AMERICA, sponsoring the **CHOCOLATE DISCOVERY CENTER** at the iconic CIA Greystone Campus in Napa Valley.



# DRIVE BEVERAGE & DESSERT SUCCESS WITH GHIRARDELLI®

**DRIVE SALES GROWTH** by enhancing the taste and appeal of your desserts and drinks with premium Ghirardelli ingredients. A recent Technomic study found that consumers aren't just likelier to **spend more (65%)** for products that use Ghirardelli, they are likelier to **go to the restaurant more often (71%)**, to **recommend it (71%)** and to 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 BEVERAGE BRAND <i>Most preferred beverage brand to order</i>		GHIRARDELLI BRANDED BEVERAGES INCREASE POTENTIAL SALES <i>Purchase preference increases significantly vs equally priced unbranded item</i>		CONSUMERS WILL PAY MORE FOR BEVERAGES MADE WITH GHIRARDELLI <i>Increased percentage consumers would pay</i>	
■ Ghirardelli ■ Hershey's ■ Starbucks (syrup) ■ Guittard ■ DaVinci ■ Torani ■ Monin ■ Lyons		■ Unbranded Item ■ Made with Ghirardelli		■ No More ■ 5% More ■ 10% More ■ 15% More ■ 20% More ■ More than 20%	
Frappé	70%	12%	26%	More than double increase	10% 15% 26% 20% 17% 11% 12.5%
Mocha	66%	10%	25%	More than double increase	12% 14% 27% 19% 17% 11% 12.4%
Chocolate Milkshake	65%	27%	44%	+63% increase vs unbranded	10% 19% 26% 19% 17% 10% 12.3%
Hot Chocolate	62%	13%	28%	More than double increase	13% 20% 24% 19% 15% 10% 11.8%
Latte	62%	12%	26%	More than double increase	7% 17% 24% 19% 17% 15% 13.3%
Smoothies	61%	11%	21%	+91% increase vs unbranded	15% 20% 21% 17% 16% 11% 11.6%
				<b>BEVERAGE CATEGORY</b>	11% 17% 25% 19% 17% 11% 12.3%
				<b>89% OF CONSUMERS ARE WILLING TO PAY MORE</b>	

GHIRARDELLI IS YOUR CUSTOMERS' PREFERRED DESSERT BRAND <i>Most preferred dessert brand to order</i>		GHIRARDELLI BRANDED DESSERTS INCREASE POTENTIAL SALES <i>Purchase preference increases significantly vs equally priced unbranded item</i>		CONSUMERS WILL PAY MORE FOR DESSERTS MADE WITH GHIRARDELLI <i>Increased percentage consumers would pay</i>	
■ Ghirardelli ■ Hershey's ■ Nestle ■ Guittard ■ Valrhona ■ Callebaut		■ Unbranded Item ■ Made with Ghirardelli		■ No More ■ 5% More ■ 10% More ■ 15% More ■ 20% More ■ More than 20%	
Brownies	75%	15%	35%	More than double increase	9% 19% 21% 19% 19% 13% 13.0%
Chocolate Cake	72%	10%	35%	More than triple increase	11% 18% 22% 20% 15% 15% 12.9%
Chocolate Sundae	72%	14%	31%	More than double increase	8% 15% 32% 17% 16% 12% 12.7%
Chocolate Chip Cookies	64%	16%	26%	+62% increase vs unbranded	10% 21% 23% 20% 16% 11% 12.3%
Chocolate Cheesecake	75%	19%	36%	+89% increase vs unbranded	12% 15% 28% 16% 18% 11% 12.3%
Chocolate Chip Pancakes	64%	7%	20%	More than triple increase	12% 20% 22% 17% 16% 13% 12.2%
				<b>DESSERT CATEGORY</b>	10% 18% 25% 18% 17% 13% 12.6%
				<b>90% OF CONSUMERS ARE WILLING TO PAY MORE</b>	

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



## 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



MADE WITH **GHIRARDELLI**®



# 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)

NON-ALCOHOLIC BEVERAGES ARE ELEVATED WITH DESSERT-INSPIRED FLAVORS. **CHOCOLATE SAUCE HAS GROWN +130% ON BEVERAGE MENUS OVER 4 YEARS.**

Datassential MenuTrends, 2021

## PREMIUM SAUCES

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

### All Sauces:

- Non-GMO
- No artificial flavors or colors

### Ideal for:

- Mochas
- Lattes
- Espresso
- Milkshakes
- Smoothies
- Frappés
- Desserts



**SQUEEZE BOTTLES** are perfect for topping and decorating beverages and desserts



**BLACK LABEL CHOCOLATE**  
#61282



**CARAMEL**  
#41748



**WHITE CHOCOLATE FLAVORED**  
#41264



**SEA SALT CARAMEL**  
#41751



**VANILLA**  
#62206

**PUMP BOTTLES** provide convenience and accurate dosage for beverage preparations



**BLACK LABEL CHOCOLATE**  
#62057



**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 98% 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.**

- Milkshakes & Frappés
- Ice Cream
- Frozen Yogurt
- Desserts
- Platescaping
- Beverage Decorating
- Dipping Sauce

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



SWEET AND SAVORY COMBINATIONS GIVE DESSERTS AND FROZEN BEVERAGES A SOPHISTICATED TWIST. **SEA SALT CARAMEL IS UP 88% IN 4 YEARS, CONTINUING IT'S TREND ON MENUS.**



# Exquisite Elegance

## VANILLA SAUCE

An exceptional product harnessing the beauty and essence of one of nature's most sophisticated flavors — Ghirardelli's Vanilla Sauce creates the **ULTIMATE VANILLA LATTE.**

Delivers a richer mouth feel than vanilla syrup  
Decadent vanilla flavor and aroma  
No high fructose corn syrup

### ULTIMATE VANILLA LATTE

- 1 fl. oz. GHIRARDELLI VANILLA SAUCE
- DOUBLE SHOT ESPRESSO
- 8 fl. oz. STEAMED MILK



### VANILLA MATCHA LATTE

- 1 1/2 fl. oz. GHIRARDELLI VANILLA SAUCE
- 1 tsp. MATCHA POWDER
- 10 fl. oz. STEAMED MILK



**VANILLA IS THE #1 CONSUMER-PREFERRED FLAVOR FOR HOT COFFEE BEVERAGES.**

— Datassential Buzz Coffee/Tea Tracker, 2021 —



### HOT FUDGE SUNDAE

- 3 fl. oz. GHIRARDELLI HOT FUDGE
- 2 scoops (8 oz.) VANILLA ICE CREAM
- 1 oz. FRESHLY WHIPPED CREAM
- 1 tsp. CHOPPED TOASTED ALMONDS
- 1 MARASCHINO CHERRY
- 1 WAFER COOKIE
- 8 fl. oz. STEAMED MILK

1. Scoop ice cream into a goblet or waffle bowl.
2. Top with hot fudge (110°-130°F).
3. Pipe a rosette of whipped cream on top and garnish with chopped toasted nuts, a cherry, and a wafer cookie.

### HOT FUDGE FRAPPÉ

- 3 fl. oz. GHIRARDELLI HOT FUDGE
- 1/2 cup GHIRARDELLI VANILLA FRAPPÉ MIX
- 4 fl. oz. 2% MILK
- SINGLE SHOT ESPRESSO
- 12 oz. ICE

Decorate glass with 1 oz. hot fudge. Add milk, espresso, ice, remaining hot fudge, and vanilla base to a blender and blend until smooth. Pour into a tall glass, top with whipped cream, and decorate with hot fudge.

**GHIRARDELLI BRANDING MORE THAN DOUBLES PURCHASE PREFERENCE** AMONG CONSUMERS WHEN COMPARED TO AN UNBRANDED CHOCOLATE SUNDAE.

— Technomic Ghirardelli Brand Equity Research, 2020 —

## HOT FUDGE TOPPING

Add world-famous Ghirardelli magic to your operation with our perfectly premium, rich and decadent hot fudge topping.

### MADE WITH REAL GHIRARDELLI MILK CHOCOLATE:

- Non-GMO
- No artificial flavors or colors

### Ideal for:

- Delectable sundaes
- Frozen yogurts
- Hot beverages
- Hand-spun shakes and other unforgettable dessert experiences



**CAN**  
6/8LB. CAN  
#62318



**SQUEEZE BOTTLE**  
12/23OZ. BOTTLE  
#62204



# Indulgent & Bold

## DARK CHOCOLATE CHIP FRAPPÉ MIX

Crafted with rich Dutched cocoa and real milk powder, our **Dark Chocolate Chip Frappé Mix** features premium chocolate chips perfected by Ghirardelli for an extra bold chocolate experience. Simply add your signature ingredients, **BLEND AND IMPRESS.**

**S'MORES FRAPPÉ**

- 3 fl. oz. COLD BREW
  - 3 fl. oz. MILK
  - 1/2 cup GHIRARDELLI DARK CHOCOLATE CHIP FRAPPÉ MIX
  - 7 oz. ICE
- Garnishes
- GHIRARDELLI CHOCOLATE SAUCE
  - MARSHMALLOWS
  - CRUSHED GRAHAM CRACKERS
  - GHIRARDELLI DARK CHOCOLATE BARISTA MINI CHIPS



**CHOCOLATE/MOCHA** IS THE #1 CONSUMER PREFERRED FLAVOR FOR FROZEN COFFEE BEVERAGES

—Datassential Buzz Coffee/Tea Tracker, 2021—

## 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

*New!*

**DARK CHOCOLATE CHIP FRAPPÉ MIX**  
 6/3.12LB. CAN #41696  
 An extra bold chocolate experience — rich Dutched cocoa base with Ghirardelli premium chocolate chips



### CHOCOLATE FLAVORED FRAPPÉ MIX

6/3.12LB. CAN #66200 • 10LB. BOX #66202  
 30LB. BOX #41898

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 #41902

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

6/3LB. CAN #62105

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 with real Colombian coffee



### WHITE MOCHA FRAPPÉ MIX

6/3.12LB. CAN #66209

A creamy, indulgent Ghirardelli flavor blended with real Colombian coffee



# Delight IN THE DARK.

Create intensely indulgent drinks and rich, dark chocolate baked goods with **Ghirardelli DARK CHOCOLATE & COCOA Sweet Ground Powder.**

### ULTIMATE DARK MOCHA

- 3 Tbsp. GHIRARDELLI DARK CHOCOLATE & COCOA SWEET GROUND POWDER
- SINGLE or DOUBLE SHOT ESPRESSO
- 8 fl. oz. STEAMED MILK
- 1 dollop WHIPPED CREAM (optional)



**DOUBLE YOUR POTENTIAL MOCHA SALES WITH A "MADE WITH GHIRARDELLI" MOCHA.**

Technomic Ghirardelli Brand Equity Research, 2020

## SWEET GROUND POWDERS

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

**MILLENNIAL CONSUMERS**  
REPORT THE MOST FREQUENT DESSERT CONSUMPTION.  
**25% SAY THEY HAVE DESSERT EVERY DAY — 42% SEVERAL TIMES A WEEK.**  
Datassential Desserts Keynote, 2021



**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 #62030  
30LB. BOX #62028  
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:**

- 100% cacao
- Non-GMO
- No artificial flavors, colors or preservatives

**Ideal for:**



- Pastries
- Hot Beverages
- Desserts
- Gelato
- Frozen Beverages
- Cakes & Muffins
- Ice Cream Bases



**MIDNIGHT**    
**Dutch Process, 10–12% Cocoa Butter**  
 50LB. BAG #41729



Exceptionally dark alkalized cocoa powder with robust dark cocoa notes and mild bitter finish. Excellent for intensifying dark visual impact in baking and dessert applications.



**MAJESTIC**    
**Dutch Process, 20–22% Cocoa Butter**  
 6/2LB. CAN #62100 • 25LB. BOX #69096  
 50LB. BAG #69097



Delivers a balanced but bold chocolate taste as well as a beautifully deep, dark hue to baked goods, beverages and confections. Smoother, more fat and less alkalized taste.



**SUNRISE**    
**Dutch Process, 15–17% Cocoa Butter**  
 25LB. BOX #69069

This Dutched cocoa powder brings a rich European, bittersweet flavor and a lovely reddish hue to deep, dark baked goods and desserts with rich cocoa notes.



**SUPERIOR**    
**Dutch Process, 10–12% Cocoa Butter**  
 25LB. BOX #69072

Dutched, rich, full-bodied and well-rounded, this cocoa powder is ideal for indulgent gelato, frozen yogurt, ice cream bases, and fluffy cakes and muffins.

## MIDNIGHT AND DAY

### *Difference.*

Exceptionally robust. Extraordinarily smooth. **Ghirardelli Midnight Dutch Process Cocoa Powder** adds beautiful decadence to ultra-dark baked goods and desserts. Our signature Dutch process delivers intense color with pleasantly robust flavor and aroma unlike most black cocoa powders. From creamy cheesecakes to melt-in-your-mouth cookies — serve up the **MAGIC OF MIDNIGHT.**



**ULTRA-DARK CHOCOLATE CHEESECAKE WITH DARK CHOCOLATE GANACHE TOPPING AND DARK CHOCOLATE CRÉMEUX**



IN CAKE APPLICATIONS,  
**CHOCOLATE GANACHE**  
**HAS GROWN 21%**  
 IN 4 YEARS



# 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.



*New!*  
**PREMIUM CHOCOLATE 5LB. BAGS**

### DARK CHOCOLATE chips and wafers



#### NEW! 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.



#### NEW! 52% CACAO CHOCOLATE CHIPS



500 COUNT • 2/5LB. BAG #42071  
35LB. BOX #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 #42321  
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 #42317  
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.



### DARK CHOCOLATE PEANUT BUTTER BLACKBERRY TART

Exclusively developed by the Culinary Institute of America



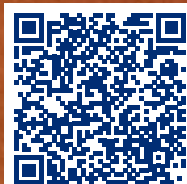
**75% OF CONSUMERS CLAIM THEY TYPICALLY HAVE A DESSERT AT LEAST ONCE PER WEEK.**

— Datassential Desserts Keynote, 2021 —





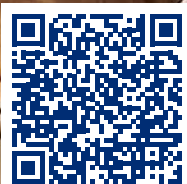
TRIPLE CHOCOLATE  
HAZELNUT BAR



MOLTEN CHOCOLATE  
RASPBERRY MERLOT TART

# PREMIUM CHOCOLATE DESSERT RECIPES

*Developed exclusively for Ghirardelli by the Culinary Institute of America*



S'MORES TART



## SEMI-SWEET CHOCOLATE chips



### SEMI-SWEET CHOCOLATE CHIPS

1,000 COUNT • 2/5LB. BAG #42059  
35LB. BOX #42246

Our best-selling chocolate chips with rich flavor and hints of brownie and vanilla notes. Excellent as an inclusion and great for ganache.



### SEMI-SWEET CHOCOLATE CHIPS

2,000 COUNT • 35LB. BOX #42322

Half the size of the 1,000 Count, the 2,000 Count Chips provide better dispersion in smaller cookies and desserts, so there's chocolate in every bite.



### SEMI-SWEET CHOCOLATE CHIPS

4,000 COUNT • 35LB. BOX #42245

Our smallest Semi-Sweet Chocolate Chips are perfect for toppings or inclusions in dessert and beverage applications.

## MILK CHOCOLATE chips and wafers



### MILK CHOCOLATE CHIPS

800 COUNT • 2/5LB. BAG #42058  
35LB. BOX #42244

A rich milk chocolate that brings sweet caramel notes to baked goods, especially as an inclusion in cookies and blondies.



### STANFORD MILK CHOCOLATE WAFERS

120 COUNT • 2/5LB. BAG #42057  
35LB. BOX #42318

A versatile couverture milk chocolate with hints of butter and caramel notes. Great for a variety of chocolate applications.

EVER  
POPULAR  
WITH CONSUMERS,  
CHOCOLATE CHIPS  
CONTINUE TO  
GROW ON MENUS, +16%  
IN 4 YEARS.

Datassential MenuTrends, 2022



# 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

		BEVERAGES			FROZEN YOGURT & ICE CREAM		BAKERY			PLATED DESSERTS		CONFECTIONARY	
		Mochas Lattes Hot Chocolate Bases (steamed with milk)	Iced & Frozen Drinks (base & inclusions)	Beverage Decorations (toppings)	Ice Cream (base & inclusions)	Decorations Mix-ins	Cakes Cookies Brownies (blended into base)	Cookies Cakes Muffins (inclusions)	Decorations (toppings)	Fondue Ganache Sauce (topping/dipping)	Mousse Ganache Souffle (blended into base)	Bonbons Bark Truffles (tempered, melted)	Coated Nuts Fruits Pretzels (enrobing, topping)
PRODUCT CATEGORY	SELECTION												
Sauces	Chocolate Sweet Ground Chocolate & Cocoa White Chocolate Flavored Caramel Sea Salt Caramel Vanilla	●	●	●	●	●			●	●	●		
Hot Fudge	Milk Chocolate	●	●	●	●	●			●	●			
Frappé Mixes	Chocolate Flavored Classic White Frozen Hot Cocoa Vanilla Mocha White Mocha <b>NEW</b> Dark Chocolate Chip	●	●	●									
Hot Cocoa Mixes	Premium Hot Cocoa Double Chocolate Hot Chocolate Peppermint Flavored Hot Cocoa	●	●	●									
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) <b>NEW</b> Midnight (10–12% cocoa butter)	●	●	●	●		●		●		●	●	
Chocolate Liquor	100% Cacao Unsweetened Chocolate Wafers				⦿		⦿			⦿	⦿	⦿	⦿
Chocolate Chips	Dark Chocolate Barista 10,000 count	●	●	●	●	●		●	●	●	●	●	●
	<b>NEW</b> 72% Dark Chocolate 650 count	●		●	●		●	●	●	●	●	●	●
	60% Cacao Dark Chocolate 500 count			●	●		●	●	●	●	●	●	●
	<b>NEW</b> 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							●	●		●	●	





# PROFESSIONAL PRODUCT LIST

PRODUCT CODE	OUTER CASE CODE	SHELF LIFE months	PACK SIZE (qty.) weight	ITEM NAME & DESCRIPTION	GROSS WEIGHT lbs.	CASES / PALLET
<b>SAUCES</b>						
<b>CHOCOLATE SAUCES</b>						
61282	10747599612821	12	12/16oz.	Black Label Chocolate Sauce Squeeze Bottle	13.6	115
62057	10747599620574	12	6/87.3oz.	Black Label Chocolate Sauce Pump Bottle	35.3	40
62096	10747599620963	12	6/87.3oz.	Black Label Chocolate Sauce Pouch	34.8	54
41267	10747599412674	12	6/85.9oz.	Sweet Ground Chocolate & Cocoa Sauce Pump Bottle	34.7	40
41268	10747599412681	12	6/85.9oz.	Sweet Ground Chocolate & Cocoa Sauce Pouch	34.3	54
<b>WHITE CHOCOLATE SAUCES</b>						
41264	10747599412643	12	12/16oz.	White Chocolate Flavored Sauce Squeeze Bottle	13.6	115
41265	10747599412650	12	6/87.3oz.	White Chocolate Flavored Sauce Pump Bottle	35.3	40
41266	10747599412667	12	6/87.3oz.	White Chocolate Flavored Sauce Pouch	34.8	54
<b>CARAMEL SAUCES</b>						
41748	10747599417488	12	12/16oz.	Caramel Sauce Squeeze Bottle	13.6	115
41749	10747599417495	12	6/87.3oz.	Caramel Sauce Pump Bottle	35.3	40
41750	10747599417501	12	6/87.3oz.	Caramel Sauce Pouch	34.8	54
41751	10747599417518	12	12/16oz.	Sea Salt Caramel Sauce Squeeze Bottle	13.6	115
41752	10747599417525	12	6/87.3oz.	Sea Salt Caramel Sauce Pump Bottle	35.3	40
<b>VANILLA SAUCES</b>						
62206	10747599622066	12	12/16oz.	Vanilla Sauce Squeeze Bottle	13.6	115
62207	10747599622073	12	6/87.3oz.	Vanilla Sauce Pump Bottle	35.3	40
<b>SAUCE PUMP BOTTLE ACCESSORIES</b>						
99212	10747599992121	-	6/pk.	Blue/White Pump Bottle Pumps - 6ct. Bulk Individually Wrapped	2.0	99
99296	10747599992961	-	1 ea.	2-Tier Pump Bottle Sauce Rack	4.6	144
99184	10747599991841	-	1 ea.	3-Tier Pump Bottle Sauce Rack	4.6	50
<b>HOT FUDGE</b>						
62204	10747599622042	12	12/23oz.	Hot Fudge Squeeze Bottle	19.4	92
62318	10747599623186	12	6/8lb.	Hot Fudge Can	52.8	35
<b>FRAPPÉ MIXES</b>						
<b>NO COFFEE-ADDED FRAPPÉ MIXES</b>						
41696	10747599416962	18	6/3.12lb. Can	NEW Dark Chocolate Chip Frappé Mix	20.1	50
66200	10747599662000	18	6/3.12lb. Can	Chocolate Flavored Frappé Mix	20.1	50
66202	747599662027	18	10lb. Box	Chocolate Flavored Frappé Mix	10.6	140
41898	747599418983	18	30lb. Box	Chocolate Flavored Frappé Mix	32.0	44
66213	10747599662130	18	6/3.12lb. Can	Frozen Hot Cocoa Frappé Mix	20.1	50
66201	10747599662017	18	6/3.12lb. Can	Classic White Frappé Mix	20.1	50
66203	747599662034	18	10lb. Box	Classic White Frappé Mix	10.6	140
41902	747599419027	18	30lb. Box	Classic White Frappé Mix	32.0	44
62105	10747599621052	18	6/3lb. Can	Vanilla Frappé Mix	19.3	50
<b>COFFEE-ADDED FRAPPÉ MIXES</b>						
66211	10747599662116	18	6/3.12lb. Can	Mocha Frappé Mix	20.1	50
66209	10747599662093	18	6/3.12lb. Can	White Mocha Frappé Mix	20.1	50
<b>PREMIUM HOT COCOAS</b>						
62083	10747599620833	18	6/15ct./1.5oz. Packet	Premium Hot Cocoa (Water - Soluble)	10.7	63
62012	10747599620123	18	4/2lb. Pouch	Premium Hot Cocoa (Water - Soluble)	8.7	135
41562	10747599415620	18	250/0.95oz. Packet	Premium Hot Cocoa (Water - Soluble)	18.5	54
41233	10747599412339	18	4/2lb. Pouch	Peppermint Flavored Hot Cocoa (Water - Soluble)	8.7	135
62081	10747599620819	24	250/0.85oz. Packet	Double Chocolate Hot Cocoa (Milk - Soluble)	20.0	54

PRODUCT CODE	OUTER CASE CODE	SHELF LIFE months	PACK SIZE (qty.) weight	ITEM NAME & DESCRIPTION	GROSS WEIGHT lbs.	CASES / PALLET
<b>SWEET GROUND POWDERS</b>						
40975	10747599409759	24	6/3lb. Can	Dark Chocolate & Cocoa - Sweet Ground Powder	20.1	50
40974	747599409745	24	25lb. Box	Dark Chocolate & Cocoa - Sweet Ground Powder	26.3	48
62023	10747599620239	24	6/3lb. Can	Chocolate & Cocoa - Sweet Ground Powder	20.2	50
62030	747599620300	24	10lb. Box	Chocolate & Cocoa - Sweet Ground Powder	10.7	140
62028	747599620287	24	30lb. Box	Chocolate & Cocoa - Sweet Ground Powder	32.0	48
62038	10747599620383	18	6/3.12lb. Can	White Chocolate Flavored - Sweet Ground Powder	20.1	50
62029	747599620294	18	10lb. Box	White Chocolate Flavored - Sweet Ground Powder	10.7	140
62031	747599620317	18	25lb. Box	White Chocolate Flavored - Sweet Ground Powder	26.3	60
<b>COCOA POWDERS</b>						
41729	747599417290	36	50lb. Bag	NEW Midnight Dutch Processed Cocoa Powder, 10-12% Cocoa Butter Content, pH 8.5	50.7	30
62100	10747599621007	36	6/2lb. Can	Majestic Dutch Processed Cocoa Powder, 20-22% Cocoa Butter Content, pH 8.5	13.3	50
69096	747599690969	36	25lb. Box	Majestic Dutch Processed Cocoa Powder, 20-22% Cocoa Butter Content, pH 8.5	26.5	33
69097	747599690976	36	50lb. Bag	NEW Majestic Dutch Processed Cocoa Powder, 20-22% Cocoa Butter Content, pH 8.5	50.7	30
69069	747599690693	36	25lb. Box	Sunrise Dutch Processed Cocoa Powder, 15-17% Cocoa Butter Content, pH 7.5	26.5	33
69072	747599690723	36	25lb. Box	Superior Dutch Processed Cocoa Powder, 10-12% Cocoa Butter Content, pH 6.8	26.5	33
<b>CHOCOLATE COLLECTION</b>						
<b>DARK CHOCOLATE</b>						
41721	10747599417211	24	2/5lb. Bag	NEW Dark Chocolate Barista Mini Chips 10,000 per lb.	10.7	105
42321	10747599423212	24	35lb. Box	NEW Dark Chocolate Barista Mini Chips 10,000 per lb.	36.5	40
41963	10747599419635	24	2/5lb. Bag	NEW Queen Dark Chocolate Wafers	10.7	105
42317	10747599423175	24	35lb. Box	NEW Queen Dark Chocolate Wafers	36.5	40
42071	10747599420716	24	2/5lb. Bag	NEW 52% Cacao Non-Dairy Chocolate Chips 500 per lb	10.7	105
42247	10747599422475	24	35lb. Box	NEW 52% Cacao Non-Dairy Chocolate Chips 500 per lb	36.5	40
41722	10747599417228	24	2/5lb. Bag	NEW 60% Cacao Chocolate Chips 500 per lb.	10.7	105
42319	10747599423199	24	35lb. Box	NEW 60% Cacao Chocolate Chips 500 per lb.	36.5	40
41723	10747599417235	24	2/5lb. Bag	NEW 72% Cacao Chocolate Chips 650 per lb.	10.7	105
41724	10747599417242	24	2/5lb. Bag	NEW 100% Unsweetened Chocolate Wafers	10.7	105
42320	10747599423205	24	35lb. Box	NEW 100% Unsweetened Chocolate Wafers	36.5	40
<b>SEMI-SWEET CHOCOLATE</b>						
42059	10747599420594	24	2/5lb. Bag	NEW Semi-Sweet Chips 1,000 per lb.	10.7	105
42246	10747599422468	24	35lb. Box	NEW Semi-Sweet Chips 1,000 per lb.	36.5	40
42322	10747599423229	24	35lb. Box	NEW Semi-Sweet Chips 2,000 per lb.	36.5	40
42245	10747599422451	24	35lb. Box	NEW Semi-Sweet Chips 4,000 per lb.	36.5	40
<b>MILK CHOCOLATE</b>						
42058	10747599420587	14	2/5lb. Bag	NEW Milk Chocolate Chips 800 per lb.	10.7	105
42244	10747599422444	14	35lb. Box	NEW Milk Chocolate Chips 800 per lb.	36.5	40
42057	10747599420570	12	2/5lb. Bag	NEW Stanford Milk Chocolate Wafers	10.7	105
42318	10747599423182	12	35lb. Box	NEW Stanford Milk Chocolate Wafers	36.5	40
<b>CONFECTIONARY COLLECTION</b>						
<b>CLASSIC WHITE</b>						
40005	747599400056	12	10lb. Box	Classic White Barista Mini Chips 10,000 per lb.	10.7	128
64104	747599641046	12	10lb. Box	Classic White Chips 1,000 per lb.	10.7	128
63076	747599630767	12	25lb. Box	Classic White Chips 1,000 per lb.	26.1	45
<b>COATING WAFERS</b>						
62404	747599624049	12	25lb. Box	Dark Coating Wafers	26.1	40
62403	747599624032	12	25lb. Box	White Coating Wafers	26.1	40





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