

FOODIE

AT THE HEART OF FOOD & SERVICE

+

**THE LATEST
INNOVATIONS
FOR YOUR
KITCHEN**
/P.16

**5 FUN
FACTS FOR
CINCO
DE MAYO**
/P.20

**READY-MADE
DESSERTS
TO SWEETEN
MOTHER'S DAY**
/P.22

**TIPS FOR
TACKLING
TAKEOUT AND
DELIVERY**
/P.27

THE POWER OF PRODUCE



Growing Our Sysco Brand Family

Meet our new brands and catch up with your favorites on Sysco.com





NEW LOOK
Same Great Taste.

ASK YOUR MARKETING ASSOCIATE ABOUT HOUSE RECIPE.




DEPARTMENTS

- 2 WORLD OF SYSCO**
We spotlight a top onion supplier, focus on the freshest produce and show how Sysco's specialty beef brand brings quality to every cut.
- 8 CULINARY TRENDS**
Craft iced teas take their place at the table, pizza livens up breakfast and we track what's trending in bar snacks across the country.
- 25 OPERATIONS**
See how Sysco cultivates diversity, get tips for top-notch service and learn how to take on the challenges of takeout and delivery.
- 28 RECIPES**
Everything you need to bring the vibrant dishes on our pages to life.
- 32 BACK OF OUR HOUSE**
Meet a veteran Sysco chef who loves to make an impact in all areas of his customers' businesses.

FEATURES

- 12 Spring Into Salads**
Spring is the perfect time to feature main-dish salads. Combine fresh greens with vibrant vegetables for a healthy dish to serve anytime.
- 16 Stay on the Cutting Edge**
Discover seven exciting new products from Sysco's innovation line, including versatile appetizers, sides, desserts and condiments.
- 20 5 Facts About Cinco de Mayo**
Cinco de Mayo offers a chance to serve Hispanic-inspired menu items to a growing customer base. Learn five fun facts about the holiday.
- 22 Make Her Day**
Get expert tips on how to prep for the Mother's Day rush; start by serving Sysco's mouthwatering premade cakes and desserts.

For more information on becoming a Sysco customer, we welcome your call at 888-984-9272.
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Tabletop items seen in *Foodie* are by Libbey and available for purchase at suppliesonthefly.com.



Produce at Its Peak

Whether you are serving mixed green lettuces, sliced heirloom tomatoes or sweet roasted beets, nothing is more important than freshness. Sysco partners with the most established and respected names in the produce industry—from small local farms to nationally known brands—to bring you the highest-quality, freshest and safest fruits and vegetables in the country. From avocados to zucchini, every item is carefully chosen, handled and stored at its proper temperature.

“Citrus is different from lettuce, which is different from apples” in terms of how they need to be handled and stored, says Nancy Johnston, Senior Manager of Produce Sales at Sysco. “We have the largest Quality Assurance [QA] staff in the foodservice industry, with individuals in the fields, in the coolers, checking each product every day before it gets loaded onto the [temperature-controlled] trucks.” The QA staff even goes into the fields and chooses which section will be harvested for our specialized, frequent-delivery **FreshPoint** brand or our **Sysco Imperial Fresh** brand.

As the largest procurer of produce in the foodservice industry, Sysco has the staff, resources and technology to deliver the best product to our customers, supplying both mom-and-pop operations and the multivenue chains that serve a multitude of salads every day. Whatever kind of operation you run, Sysco brings the best produce available right to your door.





ONIONS 52

LOCATION

Syracuse, Utah

CATEGORY

Produce

KNOWN FOR

Onions



Left to right: Owner Shawn Hartley, CFO Trevor Flint, Owner Trent B. Hartley, Owner Brad Dahl, Owner Bob Meek

SUPPLIER PROFILE**Onions 52**

In 2005, three partners with experience in the produce industry, cousins Shawn and Trent Hartley and their business partner Brad Dahl, purchased a family-run company called Utah Onions.

“The company was already doing really well,” says Shawn Hartley, now the VP of Sales and Marketing. “But we brought in new technology, improved the food safety processes, expanded the business and established more direct relationships with our customers, including Sysco.”

With growing territories in Washington, Oregon, Texas and New Mexico—in addition to Utah—the company rebranded in 2017 as Onions 52. “We couldn’t keep it locked into Utah per se,” says Hartley. “It caused too much confusion for customers.” The new name also reflects the fact that the company, serving widespread regions

through every season, can deliver fresh onions all 52 weeks of the year.

Growth and Sustainability

Each growing territory has its own distinct advantages, says Hartley. Washington is known for its excellent reds and whites. Idaho and Utah provide large Spanish-style onions, perfect for many foodservice uses. New Mexico and Mexico support the Northwest with a reliable 12-month growing season, allowing the company to supply Sysco with onions throughout the year, including in the summer.

Onions 52 doesn’t take its growth for granted. “As growers, we feel it is very important to be keepers of the land and stewards of the land,” says Hartley. “We have been working on sustainability for years, and it’s a continuing process. In certain locations, we try to keep wind erosion down; in others, we work to keep water evaporation down.” One environmental positive about growing onions: The crop is

good for soil. You never want to grow onions in the same field season after season, Hartley says, but whatever follows them, whether it’s corn, potatoes or hay, generally thrives from the nutrients left behind.

The Perfect Partnership

Since 2010, Onions 52 has been supplying onions directly to Sysco, and in 2018 the company earned a Bronze Medal as Top Produce Supplier. “We work great together,” says Hartley. “We enjoy supplying Sysco all over the U.S. and Canada.”

The partnership benefits both sides. Onions 52 has a transportation hub in Utah and the ability to ship from all over the country. “Because of that, we can help Sysco keep down the cost of goods and keep them as competitive as possible,” says Hartley. Selling to Sysco has also helped Onions 52 grow aggressively. “Once [Sysco] commits to us, we know we can plant more onions, because the buyer is going to be there. And that’s a great partnership.”

Quality in Every Cut

You could build your own mini artisanal butchery. Get a band saw. Spend years learning the wet- and dry-aging processes from world-class butchers. Or you could get all of that and forgo the extra work when you order every perfectly portioned cut, delivered straight to your kitchen, of Sysco's premium specialty meat brand: **Buckhead Pride/Newport Pride**.



BUCKHEAD
*Pride*TM

NEWPORT
Pride[®]

Hungry for a craftsman's approach

North America's appetite for meat continues to grow. Sales of meat are forecast to climb 0.9 percent annually and will exceed \$100 billion in sales by 2019. In the United States, we consume 79 pounds of beef per person per year, putting us fourth behind Uruguay, Argentina and Hong Kong. And it's not just a great steak we're after. Customers are looking to differentiate through specialty menu items, such as a 60-ounce tomahawk rib-eye. Buckhead Pride (on the Eastern part of the United States) and Newport Pride (on the Western side) offer those specialty meat items in a variety of levels to meet our customers' needs, from Select to Choice to Prime. USDA graders at every location inspect meat for marbling and other measures of quality to ensure our products line up with grading standards.

Artisanal-style meats delivered to your door

Just as artisan meat cutters have always done, Buckhead Pride/Newport Pride specializes in the craft of hand-trimming and hand-cutting steaks and chops. Buckhead/Newport delivers small boxes multiple times per week to restaurants both large and small, tailored to any specification and sourced from the best farms and packers.

We age all our meats 21 days prior to creating any customized steak offering.



Wet-aging creates a tenderness you can only get with careful attention to detail. Dry-aged steaks are first wet-aged for 21 days, and then placed in our dry-aging rooms for another 20, 60 or even 90 days, depending on the product. Dry aging magnifies the deep beefy flavor to create the ultimate meat-eating experience. And aging has to be done right, with the correct balance of moisture and air circulation. We age our beef in a dark room, a replica of the aging process used by butchers in the 19th century, but modernized for safety control. That attention to detail is the difference between an ordinary butcher and a skilled craftsman. With Buckhead Pride/Newport Pride, you can taste the difference.

Sourcing the best beef for your kitchen

Buckhead Pride/Newport Pride works with small farms all over the country to get the most sought-after cuts, such as Kobe-style beef, heirloom pork, wild game and custom blends in beef patties, such as a chuck, short rib and brisket blend.

With national distribution from Maine to California, Buckhead Pride/Newport Pride can service every kind of operation, from large restaurant groups to smaller independent operators. Our sourcing, aging and hand selection along with precise portion cutting ensure that our customers get the consistency and quality they desire in every delivery.



Sysco Brand QA Promise

Our Sysco Brand products meet the most exacting standards for safety, reliability and quality. All Sysco brands are backed by the largest Quality Assurance team in the industry.



FRESH new look, SAME great brands

You may notice that our brands look a little different. Driven by our companywide commitment to more sustainable operations, and new FDA regulations on clear and clean labeling, our products' packaging now features a fresh new look. Rest assured that no matter what changes on the outside, the quality and consistency you've come to rely on remain the same.



Local Lime Salsas



Heights Taco & Tamale
Pork 'Delta'-Style Tamales

CUSTOMER PROFILE

Yellow Rocket Concepts

Little Rock, Arkansas

Yellow Rocket is a juggernaut of five exceptionally popular restaurant concepts with nine locations in and around Little Rock, Arkansas. The group is run by four partners with different business, marketing and culinary strengths. We spoke with Executive Chef and Culinary Lead **Scott McGehee** to find out what's propelling Yellow Rocket's success.

How did Yellow Rocket Concepts come about?

My partners [Russ McDonough, John Beachboard and Amber Brewer] and I had five different restaurant concepts going, and Yellow Rocket was a way to put them all into one basket. But the name is very meaningful for me. I was raised in Little Rock; in the early '80s, there was a video arcade called Yellow Rocket that I practically lived in. For me, the name conjures up a feeling of joy—a magical experience that is everything a restaurant should be.

Tell me about the five restaurant concepts under the Yellow Rocket umbrella.

Zaza is a salad-and-pizza concept with 10 salads on the menu and a build-your-own salad component. We serve great gelato, and it's the perfect place to go for lunch and a glass of wine.



Big Orange
Spicy Pimento
Cheese Burger



Zaza Arkansas
Heirloom Salad

When we opened the first **Big Orange Burger**, there were lots of burger places, but none that offered a thick patty and fresh-baked bun. It's an indulgent burger restaurant that also has a lot of healthy options. Several patties are veggie or vegan, and we bake gluten-free buns. We serve great cocktails and milkshakes, too.

I always wanted to do a Mexican concept, and **Local Lime** has really taken off. My father owned a Mexican restaurant. I love that type of cuisine. When we opened, there were no authentic Cali-style fresh Mexican joints in Central Arkansas. It was all mom-and-pop or Tex-Mex. We saw that there was a need and we filled it.

Heights Taco & Tamale is in a historic building in the spot of an old restaurant called Browning's. It was the kind of place that served Tex-Mex but also spaghetti and blue-plate specials. When we got the

space, we wanted to honor that spirit, so we invented a new style we call "Ark-Mex." In addition to tacos and tamales, we serve things like fried chicken and fried catfish tacos with green-tomato pickle and remoulade sauce—it's like Delta South meets Tex-Mex.

Then we opened **Lost 40 Brewing**, which was the brainchild of my partner John Beachboard and his wife, Amber Brewer. We found one of the best brewers in the region, who is creating a range of award-winning beers for us. The food is Southern-meets-German beer hall, with some amazing sausages, barbecue and charcuterie in the mix.

What items do you source from Sysco?

Sysco is our primary supplier by a long shot. They can get anything on planet Earth, like *pecorino fresco* cheese from Italy or the *tipo*

oo flour, which we use for our pasta. I might call Lance [Toler, Yellow Rocket's Marketing Associate] five or six times a day just to brainstorm about new ingredients. We do blind tastings all the time. Almost all of our meats are antibiotic-free and all-natural, and we care about the ethical treatment of animals. Sysco is able to supply meat that matches those criteria and that wins in blind tastings, too. Sysco even encourages us to patronize local farmers. They get that it's a big part of our success, and that if we are successful, they are successful.

Tell me about the Yellow Rocket creed.

Everything begins and ends with treating people—guests and our work family—with dignity, respect and kindness. That is fundamental.

To read more Customer Profiles, click here.

A Healthy Way to Start Your Day

The daypart that took us by storm this past year was, without a doubt, breakfast. Entire fast-casual chains focus on breakfast-all-day. We've seen a turn toward ethnic flavors, as well as a blurring of dayparts. The Shakshuka Breakfast Pizza here mixes Middle Eastern and Italian flavors and can be served at any time of day.

Meat-free, vegan and flexitarian options are also big on breakfast menus; our new Sysco Simply line of products is ready to meet that demand. The **Sysco Simply Cauliflower Pizza Crust** used to make the Shakshuka Pizza is "100 percent vegan and gluten-free," says Evan Nave, Senior Manager of Brand Development. "But if you were to do a blind taste test and serve this with a wheat-based pizza crust, you'd have a difficult time trying to tell the difference."

To go with your morning cup of coffee or tea, Sysco Simply offers a choice of almond, coconut and soy alternative beverages. "So many consumers now prefer nondairy beverages, for reasons ranging from health to allergies to taste, that [these beverages] are no longer considered a trend. They are simply part of a lifestyle," says Caitlin Armstrong, Brand Development Manager for Sysco Simply. Topping off the new line is the **Sysco Simply Plant-Based Barista Blend** (pictured on the coffee above), a thicker nondairy beverage that comes in almond, coconut and oat and allows operators to create that foamy cappuccino consumers crave.

For operators who believe in elevating menu choices, our health and wellness marketing platform and brand, Sysco Simply, satisfies dietary and lifestyle preferences with trusted quality and versatile products. Ask your Marketing Associate about how Sysco Simply can help you.

Shakshuka Breakfast Pizza; recipe page 28.



CHOICE

At Sysco, we strive to offer our customers the widest range of dietary options for your patrons' lifestyle choices.

INTEGRITY

Sysco strives to offer the widest range of dietary options for customers to choose from while meeting specific standards with regard to ingredient statements and nutritional labeling.

PURPOSE

Whether the purpose is elevating your menu using versatile products or staying on trend, we make the choice simple with Sysco Simply.

1 in 4
consumers drink
iced tea daily.
— Datassential



Spicy Mango Shaker Tea (left), Sweet Peachberry Shaker Tea (right); recipes page 28.

Iced Tea With a Twist

From fast casual to fine dining restaurants, tea has surged on menus over the past decade. Consumers are opting for alternatives to carbonated beverages and seeing iced tea, herbal and craft tea in a new light. Many menus highlight tea's versatility and diverse flavor options.

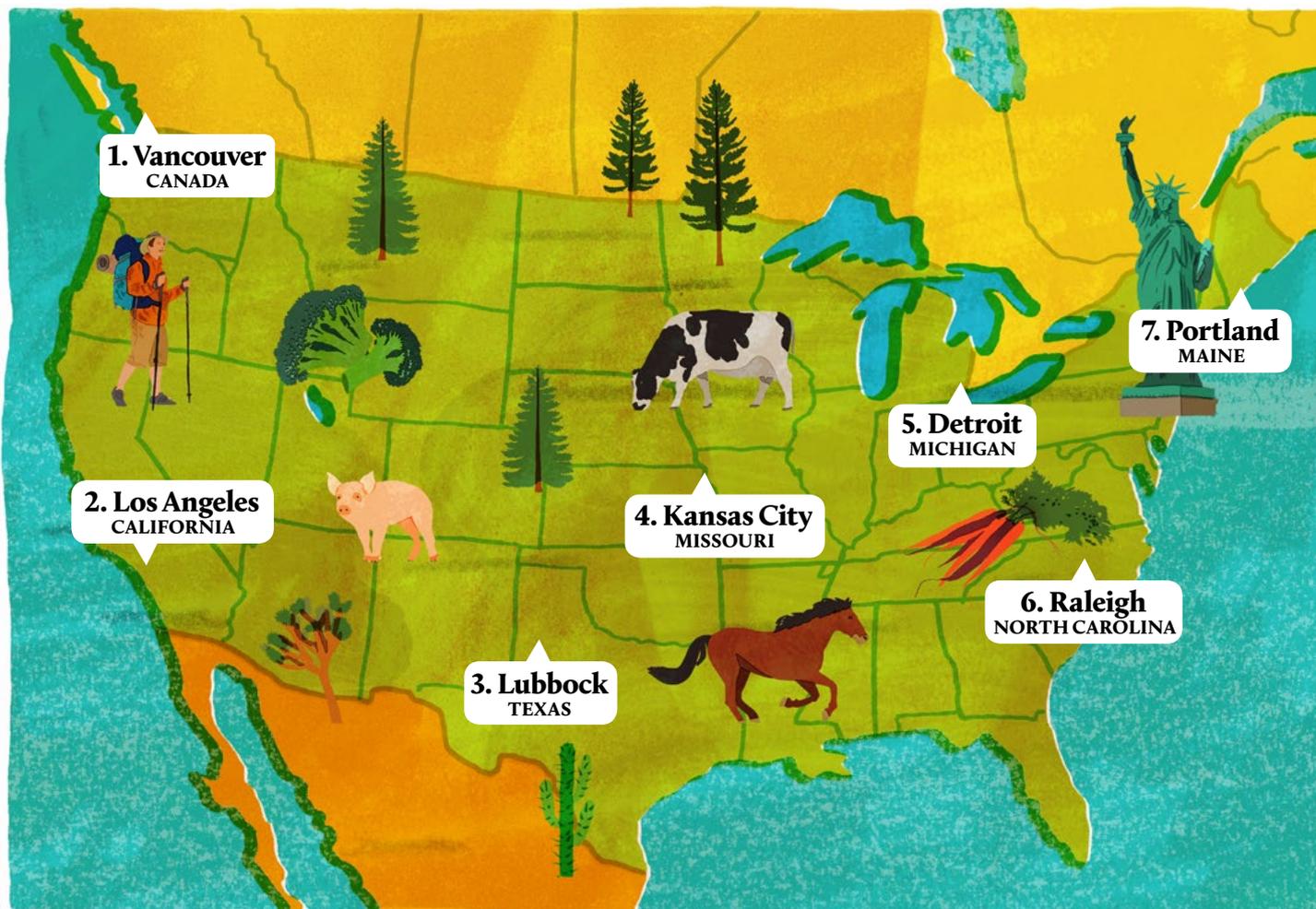
According to a report from Benchmark, tea is a trend to watch in 2019 and beyond, with concepts such as craft tea blending, nitro tea on tap and tea cocktails gaining steam. But you don't necessarily need a posh "tea bar" in your restaurant to get consumers' attention. There are simple and attainable ways to incorporate enticing tea options onto your menus.

One in four consumers drinks iced tea daily, and while black tea still takes the lead, diners are looking for more choices. Teas are an easy way to experiment with new flavors, such as adding mashed fruit or herbs (basil and lavender are currently trending) to your beverage offerings. As you look ahead to summer, consider ways to pair fresh Sysco produce with your tea selection. According to *Restaurant Business News*, the number one flavored tea is raspberry, though peach and mint—and even exotic flavors such as coconut, passion fruit and kiwi—are piquing consumers' interest.

Currently, about 31 percent of foodservice operators customize their beverages

in-house, with iced tea being one of the most popular for personalization. And while tea beverages are a lower-cost wholesale item, many diners are more willing to pay a premium when that tea is enhanced with interesting, fresh flavor combinations such as those pictured, above.

Sysco offers a variety of tea flavors in formats such as ready-to-brew and liquid concentrate. Your customers will love our **Citavo Imperial Unsweetened Fresh Brewed Black Iced Tea** and **Citavo Imperial Green Tea**, which deliver superior taste at a great value. Citavo offers a robust assortment of brewed beverages, regardless of the season.



What's Cooking Across the Country

We spoke to seven Sysco chefs to find out what's trending in sports bars, pubs and stadiums from coast to coast. Start frying up the egg rolls, grilling the tacos and piling on the chicharrones to attract basketball, baseball and hockey fans this spring.



1 Chinese Flavors

CHEF ANDREW MOTT
SYSCO VANCOUVER

"Vancouver Canucks hockey fans may be long-suffering, but they can't complain about the

bar food. On the outskirts of town, you find more traditional sports bars that serve wings, nachos and poutine. But in downtown Vancouver, you'll find Asian influence in dishes like mini bao buns stuffed with pork belly and roasted nuts mixed with Chinese five spice. I'm also seeing a lot of popcorn dressed up with toppings like Parmesan cheese and truffle oil, as well as chicharrones served with seasoned salt, which gets people drinking more beer."



2 Street-Style Tacos

CHEF BENJAMIN UDAVE
SYSCO PACIFIC MARKET

"In Los Angeles, tacos rule the snack game, whether you're in a sports bar or grabbing a

few street tacos from a truck after a football game. Now you even see street-style tacos like tacos *al pastor* at Dodger Stadium, which makes sense because they're quick and easy to execute, and they taste great. And at the LA Coliseum, where the Rams and USC play football, food trucks are able to roll right up and serve fans during the games. So you can also get great tacos there."



3 Chicharrones Everywhere

CHEF JENNIFER KIMBERLY
SYSCO LUBBOCK

"Inspired by the keto diet, West Texans have gone hog wild for chicharrones. I've seen them everywhere: on top of a taco salad and even on a hamburger with green chile queso. While cheering on Texas Tech basketball at local bars and restaurants, customers are ordering them instead of french fries and tortilla chips because they're carb-free. There's a certain twisted logic to that."



4 Stuffed Burgers

CHEF ANDREW LANGDON
SYSCO KANSAS CITY

"While fans watch University of Kansas basketball, bars serve up mac and cheese with burnt ends and stuffed burgers. In Minneapolis, they call the burgers 'Juicy Lucys.' At Sysco Kansas City, we make the 'Juicy Lucifer,' with **Sysco Imperial Monterrey Jack Cheese With Ghost Peppers** stuffed between two 4-ounce patties of **Sysco Fire River Farms Classic Fresh Steakburger** for a spicy kick."



5 Unusual Egg Rolls

CHEF JAMES WOOLSEY
SYSCO DETROIT

"In Detroit's sports pubs and bars, and even in the Comerica Park stadium where the Tigers

play baseball, we've been seeing an uptick in interesting egg rolls. First, we had the Reuben egg roll, filled with corned beef and sauerkraut, deep-fried and served with Thousand Island dressing. Then came crunchy rolls, filled with pot roast and mashed potatoes and served with horseradish sour cream—a full dinner in a roll. Now we're seeing a slew of decadent dessert versions, too, like apple fritter, Nutella and even cheesecake rolls. The philosophy seems to be: If you can eat it, you can put it in an egg roll."



6 Foods on a Stick

CHEF BRYAN HUDSON
SYSCO RALEIGH

"Whether you're watching the Durham Bulls play Minor League baseball or trying to squeeze into a sports bar during March Madness, when locals choose sides and cheer avidly for Duke or University of North Carolina, some snack foods never go out of style. Specifically: chicken and waffles and barbecue, which around here [Raleigh-Durham] means pulled pork. The best snacks

I've seen lately are handheld and easy to eat, such as foods on a stick. For Chicken and Waffles on a Stick, dip chicken in waffle batter, deep-fry it and put it on a stick for a fun, mobile snack with regional flair."



7 Kewpie Mayonnaise

CHEF ANDREW RIVERA-MYERS
SYSCO NORTHERN NEW ENGLAND

"I'm seeing Japanese Kewpie Mayonnaise everywhere. It's mayonnaise that's made with rice vinegar and rich egg yolk. Plus the secret ingredient: MSG. It just makes things taste a little better. You can use it in egg salad, coleslaw, sandwich spreads, in a lobster roll or mix it with different sauces. At Sysco Northern New England, we make chile-dusted french fries served with Kewpie mayo. Sysco customers can order it through SuppliesOnTheFly.com or from your Marketing Associate."

**FUTURE
WATCH**

Stadium Food Goes Upscale

"All over the country, stadiums are bringing the local flavors and cuisines of the city inside. In Houston, in addition to burgers and fries, you can eat slow-smoked barbecue or get a high-end sandwich, like a BLT with artisanal bacon and fried green tomatoes. At Seattle's

Safeco Field, where the Mariners play, you can enjoy a muffaletta sandwich with pesto, followed by a small-batch whiskey or wine by the glass. Times have changed from the old peanuts and Crackerjacks."
—Chef Ojan Bagher, Sysco Houston

Spring Into Salads

We've combined tender greens with bright seasonal vegetables, fresh cheeses and crunchy toppings to create hearty, irresistible main-dish salads.



Asian
Chicken
Salad
With Peanut
Sauce



Celebrate the Season

Sysco, along with our specialty produce company FreshPoint, is the largest procurer of produce in the foodservice industry. With our reach and peerless quality assurance staff, you can get farm-fresh fruit and vegetables of unparalleled quality all year long. Whether it's peaches in summer or apples in fall, kale in the cold months or carrots anytime, Sysco delivers the best. But what better time than spring to celebrate and showcase the finest nature has to offer? It's the time when baby radishes and peas

mix on the plate with bright-green beans and sweet tender lettuces—our wonderful salad days.

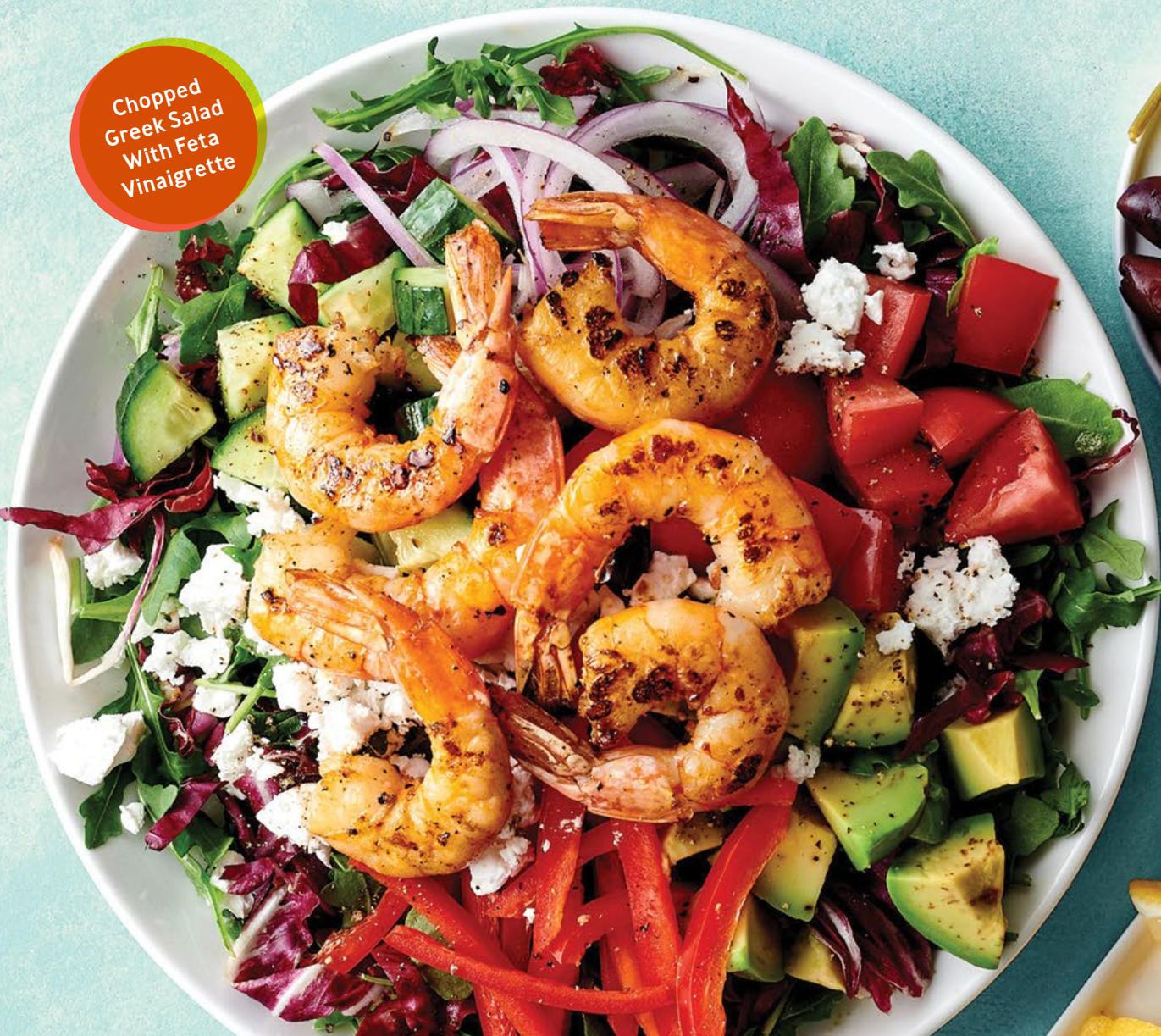
When creating a main dish salad, layer together a variety of flavors and textures. Choose a mix of seasonal lettuces, and if you want to save time and labor, start with one of Sysco's popular chef's blends, such as the **Tuscan** or **Arcadian Blend**. These mixes of hearty shredded vegetables make life a whole lot easier in the kitchen. Top them with crunchy wonton strips or croutons, fresh or aged cheeses and sliced colorful vegetables. Then drizzle over Sysco Classic salad dressings. To make the salad heartier, combine it with a protein such as thin-sliced **Buckhead Pride Certified Angus Beef®**, **Sysco Classic Chicken Breast**

or grilled **Portico Premium Shrimp**, either directly on top or on the side. Add sliced bread or a sourdough roll and you have the perfect light meal.

Fresh to Your Door

Sysco acquired FreshPoint in 2000, but the company still maintains 23 separate warehouses throughout the U.S., Canada and Puerto Rico.

"Produce is all we do," says Ted Beall, Vice President of Sales and Marketing at FreshPoint. "We carry an enormous number of fruit and vegetable varieties, including local, organic and specialty products, and every one of our employees is 100 percent focused only on fresh, high-quality produce."



Chopped
Greek Salad
With Feta
Vinaigrette



Find recipes
for these dishes
on page 29.

FreshPoint distributes to every segment of foodservice, from casual dining and quick service to cruise ships and schools, and they are able to deliver up to four to six times per week.

“Because of our smaller trucks, we have a more nimble and flexible delivery schedule. We get products in and ship out more frequently,” says Beall. For certain clients, such as large operations that serve a lot of fresh produce, FreshPoint offers special deliveries, including second runs also known as “hot shot” deliveries, all while maintaining Sysco’s rigorous quality assurance and cold-chain standards.

Fresh and Local

At Sysco, we know operators want to serve fresh local produce to customers as well as tout local farms and products on their menus. We are always looking to improve and increase our outreach, beginning with the more than 1,000 local farms and suppliers already in our system, from central California to northern New England. Now, we have come up with an easy tool that puts information about local producers in the hands of the customer. Go to **Local.Sysco.com**, then enter your location and a range of proximity (in miles) and you will find all the local farmers in that radius. FreshPoint

operates a website with the same functionality at **Local.FreshPoint.com**. (At press time, not all markets are live yet on the Local.Sysco.com site.)

“As this project gains ground, we want to make it easier for our customers to access local product,” says John Kaler, Product Manager for Sysco Produce. “Customers and farmers will recommend other farmers, and we will develop more relationships when someone says: ‘I see you don’t have Bob’s Lettuce on your site.’ We can see it growing dramatically. The website will be constantly updated when we have new local suppliers to share with our customers.”



Steak and Arugula Salad With Blackberry Peppercorn Vinaigrette

SPECIALTY PRODUCE ON DEMAND

frieda's
specialty produce

Now our customers have even more options when buying fresh produce from Sysco. We are proud to announce our partnership with **Frieda's Specialty Produce**, offering up to 150 specialty, exotic and hard-to-find fruits and vegetables to Sysco customers. It is available online and delivered overnight through **SuppliesOnTheFly.com**. This program is a convenient offering to our customers, enabling more flexibility on their menu and helping as a solution with last-minute events. Frieda's is a women-owned company that has been providing restaurants with exotic ingredients such as jackfruit, mango-steen and Indian eggplant since 1962. As always, Sysco's quality assurance and safety promise are never compromised.

UNUSUAL BUT USABLE

Why should good vegetables go to waste?

Talk about a win-win situation: **FreshPoint** has partnered with many of its growers in a produce program called **Unusual but Usable (UBU)**, which reduces both food waste and food costs to customers by focusing on #2 product. The program takes misshapen vegetables such as peppers, carrots, onions and tomatoes that can be chopped and processed (instead of wasted) and sells them at a lower price point. Go to **UnusualbutUsable.com** for more information.

Spa Salad
With
Blood Orange
Shallot
Vinaigrette

Add
Rosemary
Chicken

Find recipes for these dishes on pages 28-29.

Stay on the **CUTTING EDGE**

With exceptional, innovative products from Sysco's Cutting Edge Solutions line, your kitchen will be ready for anything.

Through Cutting Edge Solutions (CES), Sysco has been introducing versatile products to our customers on an exclusive basis since 2015.

"CES is Sysco's platform to launch new, innovative products in foodservice," says Angela Flenoy, Director of Innovation and Strategy. Flenoy and the cross-functional CES team assess hundreds of potential products, using five essential criteria to determine whether an item makes the grade.

/Better for You: Do the ingredients add up in terms of health and wellness? Patrons are increasingly interested in wholesome, clean-label menu items, and we want to provide that. Our **Path of Life Vegetable Confetti**, for example, is a great plant-based alternative to a starch side dish.

/Labor-Saving: Does it save time and labor in the kitchen? With the current labor shortage in the restaurant industry, this is absolutely critical. CES's thaw-and-bake pizza crusts, as well as many of our other products, are prime examples of labor-savers.

/On-Trend: Is it new and different—something consumers are actively seeking? Is the flavor trending, such as with our new **Sysco Classic Brown Butter Cakes**? Or perhaps the concept is blowing up, like the new vegan pizza crust. There must be something new and exciting about each product.

/Versatile: Can it be used for more than one menu application? The **Path of Life Vegetable Confetti** can be used as a foundation for a main-dish protein, as a side dish or even as a garnish. The **Tyson® Chicken Twists** make a great shareable snack or main dish.

/Profitable: Is the margin attractive, and will it add to the operator's bottom line? In a competitive market, it is crucial to find ways to save money while maintaining quality, and these items do just that.

After gauging the strengths of each product against the criteria, Flenoy and her team choose 6–10 items to showcase twice a year, in spring and fall. When selecting the products, the team makes sure to assemble the right mix, as each item is stocked in all 72 operating companies in the U.S. and sold only through Sysco for one year.

"With each launch, we strive to be our customers' most valued and trusted business partner by bringing them leading on-trend solutions that they won't find anywhere else," says Flenoy.



Beyond Sausage®
Pizza With Pesto Cream
and Cauliflower Crust;
recipe page 30.

/Next-Level Pizza

When CES panel members sampled the new Sysco Simply Cauliflower Pizza Crust, they knew it was something different.

There are several cauliflower crusts on the market, according to Flenoy, but “the amazing taste and genuine rise of the crust made this one unique.” It browns extremely well, too, whether in a pizza oven or a traditional restaurant oven, making it difficult to distinguish from a wheat-based crust.

Here (on the previous page), it is topped with fresh broccolini, slices of **Beyond Meat® Beyond Sausage®** and vibrant pesto cream. The bright-green cream can be easily prepared by mixing **Arrezzio Basil Pesto** with another new CES standout: **Anchor Shelf Stable Cooking Cream**. The

cream saves time in the kitchen because it won't break and is already reduced.

/Fish Tacos With a Twist

As the cost of tilapia and cod has increased, operators are looking for other whitefish options. With the new CES product **Portico Classic Wild Alaska Pollock Bites**, you get a delicious whitefish taste with thaw-and-serve ease and practicality. We've put the beer-battered flavor of fish bites in a taco, topped with a spicy mango dressing. Then we've used **Frank's RedHot® Dry Seasoning** to spice up our french fries. Frank's is the number one hot sauce in the country; now you can get that same taste in a powder consistency to use for dry rubs and flavorings of all kinds.



Wild Alaska Pollock Tacos With Frank's RedHot Fries; recipe page 30.



Sysco Classic Brown Butter Cake

The trending flavor of brown butter meets rich cream cheese in this indulgent solo-size dessert.



Seven Products to Boost Profits



Portico Classic Wild Alaska Pollock Bites

These fish bites come in three flavors: Nashville Hot, Herb Butter and Beer Battered.



Sysco Simply Cauliflower Pizza Crust

Thaw and bake this vegan, gluten-free crust for crisp, browned and flavorful pizzas.



Path of Life Vegetable Rice Confetti Blend

Use this mix of riced broccoli, cauliflower, carrots and zucchini as a side or garnish.



Tyson® Chicken Twists

These tender, marinated and lightly breaded strips make perfect shareable snacks.



Frank's RedHot® Dry Seasoning

An aged cayenne pepper seasoning, perfect for dry rubs or spicing up proteins, beverages, dips and salads.



Anchor™ Shelf Stable Cooking Cream

Add thickness and flavor to soups and sauces with this chef-endorsed, shelf stable cream.

5 FACTS ABOUT CINCO DE MAYO

CINCO DE MAYO CELEBRATIONS ARE A GREAT TIME FOR RESTAURANTS OF ALL TYPES TO OFFER MEXICAN-INSPIRED DISHES AND DRINKS TO ENTHUSIASTIC PATRONS. WHETHER YOU ARE MAKING TEX-MEX AND SOUTHWESTERN CUISINE OR LOOKING FOR MORE AUTHENTIC HISPANIC INGREDIENTS, YOU CAN FIND JUST WHAT YOU NEED FROM OUR **CASA SOLANA** AND **SYSCO PICA Y SALPICA** BRANDS.

THE HOLIDAY IS an important time for restaurants to attract culturally diverse consumers. Ethnic populations in America are growing tremendously, and with that comes a rise in purchasing power. By trying your hand at some easy-yet-delicious Hispanic-style foods, such as tacos and salsas, you can begin to tap into this burgeoning market. First, let's get some facts straight about the big day.

1. A WINNING BATTLE

Many people mistakenly believe that Cinco de Mayo is a celebration of Mexico's Independence Day, much like our 4th of July. But in fact, it commemorates the Mexican army's victory over French forces in the Battle of Puebla, which occurred on May 5, 1862.

2. A NORTHERN TRADITION

Though it's an important date in Mexican history, the fiesta/street party aspect of Cinco de Mayo is almost entirely an American creation, with the biggest blowout

taking place in Los Angeles. Other U.S. cities that have a tradition for celebrating Mexican culture and food on May 5 include Denver, New York, Phoenix and Houston.

3. CELEBRATING MEXICAN HERITAGE

Cinco de Mayo has been promoted at several points throughout history for a variety of reasons. It was first given life in the U.S. under Franklin Roosevelt's "Good Neighbor" policy, which was intended to improve relations with Latin America. In the 1950s and '60s, it was picked up by Chicano and Hispanic activists as a way to spread cultural understanding. And in the 1980s, beer companies promoted it heavily, weaving it into their advertising campaigns.

4. HOLY GUACAMOLE

Americans love to eat avocados. Each year, more than 80 million pounds of them are mashed to make guacamole on Cinco de Mayo. Use **Casa Solana Pre-Mashed**

Avocados to save time and labor when making your favorite version of the dip. Then pair with **Casa Solana Tortilla Chips**. To make the simplest guacamole, combine fresh avocados, fresh lime juice, finely diced white onion, minced jalapeno chile and sea salt. If you like, add salsa, chopped fresh tomato or chopped fresh cilantro according to your taste.

5. MARGARITAS IN THE MIX

Tequila sales double in the week leading up to Cinco de Mayo, and margaritas account for nearly 50 percent of cocktails sold on the holiday. Combine **Sysco Classic Margarita Mix** with your favorite tequila or mezcal and a splash of lime for a refreshing and festive drink. Or whip up something a little more glamorous, such as the Paloma Margarita (pictured). Made with grapefruit soda, it's the perfect pick-me-up to serve patrons on a warm spring evening. Pair it with chips and an assortment of vibrant and spicy salsas.

PINEAPPLE
PICO DE GALLO



TOMATILLO SALSA



PALOMA
MARGARITA



VERDE SAUCE



NOPALITOS TACOS



SALSA ROJA



BEEF FAJITA TACOS



SPICY TABLE
SALSA



FIND RECIPES
FOR THESE
DISHERS ON
PAGES 30-31

Make Her Day

Sweeten your Mother's Day menu with easy and elegant premade desserts.

Mother's Day: It's the busiest day of the year for dining out, according to the National Restaurant Association. But if you are not meticulous in your planning, you could wind up "in the weeds." We asked Andrew Rivera-Myers, Culinary Consultant at Sysco Northern New England, for his best Mother's Day prep tips.

FOUR WEEKS OUT

First, he says, start marketing your event about a month ahead. Put up signs in the restaurant to get the word out and publicize it on social media. Getting those advance reservations locked down is key.

THREE WEEKS OUT

Next, two to three weeks out, talk to your staff to make sure they will be fully prepped and in attendance.

TWO WEEKS OUT

About two weeks out, start creating your menus. Plan a limited menu that you can execute easily. Rivera-Myers suggests focusing on dishes you can prep ahead. You can even put together kits, so when a diner

orders the seafood pasta or a stuffed artichoke, everything is chopped, portioned and ready to go. Rivera-Myers also suggests relying on labor-saving and speed-scratch items such as **Sysco Imperial Sous-Vide Precooked Beets** or **Sysco's bottled salad dressings** to remove part of the burden from the Mother's Day rush.

ONE WEEK OUT

The week of Mother's Day, do some prep every day leading up to Sunday so you're not scrambling at the last minute.

DAY OF

What about a special Mother's Day treat that doesn't require hours in the kitchen? Sysco has you covered with a selection of tempting thaw-and-serve cakes and cookies, including the **Sysco Classic Brown Butter Cake**, which can be customized with homemade caramel sauce, fruit coulis or whipped cream for that festive touch.

Ask your Marketing Associate how Sysco's Menu Services can help you prepare and market your Mother's Day events.



Sysco Imperial Lemon-Berry Mascarpone Cake

A delicious lemon cream cake accented with tart fresh berries and luscious mascarpone.



Heart-Shaped Macarons



Sysco Classic Brown Butter Cake



**Sweet Street
Strawberry Float
Cake**

A moist strawberry-and-vanilla cake layered with cream cheese frosting and topped with yogurt crumbles.

Sysco Imperial
Éclairs

**European
Imports Macaron
Assortment**

This stunning medley of classic French almond macarons comes in an array of pastel colors.

Sysco Imperial
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*Foodservice Equipment Reports Magazine, 2018 Tabletop Competition Winner



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Employing Diversity and Emphasizing Inclusion

Through recruiting, mentoring and other strategies, Sysco is building a more representative workforce for the 21st century.



At Sysco, we believe elevating diversity and inclusion as core values makes us a better company to work for and work with. Diverse associates and suppliers and the valuable perspectives they bring help us continue to innovate and evolve.

Our 2025 Corporate Social Responsibility Goals include two ambitious objectives: To expand our relationships with minority- and women-owned suppliers and increase the gender and ethnic diversity of our associates.

“Our diverse network of suppliers is a great source of

original ideas,” says Angela Flenoy, Sysco’s Director of Innovation and Strategy.

Building a More Inclusive Organization

In 2018, Sysco had ongoing partnerships with nearly 500 minority- and women-owned suppliers, and by 2025, we aim to increase our current spend with women and minority suppliers by 25 percent. We’re also engaging with nonprofits like the Houston-based Minority Supplier Development Council, which connects

minority-owned businesses with major corporations.

We have taken steps to reduce obstacles that have made it difficult for companies to partner with us in the past by simplifying the processes for becoming a supplier and creating a program that enables smaller producers to access suitable liability insurance.

“We are committed to creating an inclusive culture that reflects the customers and communities we serve,” says Paul Moskowitz, Executive Vice President of Human Resources. “Workforce diversity is a business imperative. It helps us to compete in a rapidly changing environment by providing a variety of perspectives, and to create an environment where all associates can flourish.”

A Day for Women

Sysco is proud to announce our inaugural celebration of International Women’s Day (IWD) on Friday, March 8th. International Women’s Day, a global celebration of the social, economic, cultural and political achievements of women, also marks a call to action for accelerating gender parity. Planned activities include a video that highlights female associates from the many countries in which Sysco operates, a panel event and an enterprise-wide “Wear Purple” campaign (the official color of IWD) to spread awareness about the day.



5 Essentials for Fantastic Service

Good food. A comfortable atmosphere. The perfect location. Your restaurant may have everything going for it, but if the service is poor, your customers won't be back. "All great dining experiences are tied to service—and decent isn't good enough," says Scott Harper, Business Consultant at Sysco Syracuse. Fortunately, you can train your staff to deliver great service. Here are five essential practices to teach your servers.

1. "Own" your section

One key to good service is to train and empower servers to think of their section as their own business. That means they should arrive a few minutes early, check and make sure that everything is there, from cutlery to condiments, and that it is clean and orderly. And remind them that every table is a sales opportunity, and not just a chance to take orders.

2. Be (subtle) salespeople

Customers are savvy and can see through a blatant upselling pitch. Servers need to get the customer's attention, know the menu items inside and out and be able to make creative and appropriate suggestions and recommendations.

3. Don't make assumptions

It may seem like a well-dressed and seemingly well-off customer might order more and be a better tipper than someone in jeans and a T-shirt. But this assumption is often wrong and can lead to poor service. Instead, *all* customers should be treated with respect. Andrea De La Piedra, Hispanic Segment Manager of Sysco Riverside, recommends servers she trains put themselves in the shoes of prospective customers and think through how they've been treated and how it made them feel.

4. Watch for "prairie dogs"

You've probably seen images of prairie dogs poking their heads out of their burrows and looking around. "Customers do the same thing when they need something," says Bill Elliott, Director of Business Resources for Sysco Virginia. It may just be a glass of water, or there might be an issue with their meal. Training staff to spot and help these patrons quickly can mean the difference between a good and bad dining experience.

5. Radiate positivity

Service with a smile may be a cliché, but for good reason. Approaching customers with a friendly attitude can make a huge impact. This goes beyond just the servers: Owners, managers and the whole staff should strive to create a positive and respectful environment where customers can't wait to return again and again.



Tips for Tackling Takeout and Delivery

The rise of off-premise dining has turned the tables on the restaurant industry. These days, diners want to enjoy great restaurant food in the comfort of their own homes, and they've grown accustomed to dialing it up at a moment's notice. In fact, 38 percent of today's restaurant traffic is off-premise, according to *Restaurant Business News*.

Takeout is not right for every restaurant. It can disrupt the flow of in-house dining, and third-party delivery companies take up to 30 percent of the meal price in commission. We spoke with Sysco experts about how operators can grow their takeout and delivery business without losing control over quality and revenue. Here's what they had to say.

Be mindful about the menu

"Dishes on your takeout menu should be quick and easy and should travel well," says Mike Sniffen, Director of Business Resources at Sysco Baltimore. Sniffen advises developing a limited menu just for off-premise. Most french fries don't travel well, although **Sysco Imperial Ultimate Crisp Heavy Battered French Fries** have a special coating that allows them to stay crispy on the ride home.

Perfect the packaging

"The most important thing an operator can do is invest in good-quality packaging," says Steven Goll, Director of Business Resources at Sysco Western Minnesota. Both Goll and Sniffen recommend black containers with see-through lids like those made by **Earth Plus**. The containers look great, hold temperature and have compartments for hot and cold foods. The products you choose should also be strong and leak-resistant.

Market your services

Goll suggests promoting your to-go menu on colorful cards that you can include with the bill or keep by the register. Sniffen recommends that every takeout business set up online ordering. Once you do that, he says, don't forget to update your menu, whether it's on your own site, UberEats, Yelp or Google.

Create a combo

With takeout orders, desserts and appetizers tend to fall by the wayside. Sniffen advises operators to create combo specials. "Three courses for \$20. That's soup or salad, plus a main course, and don't forget dessert." You can't go wrong with a **Sysco Imperial Chocolate Chunk Cookie**.

Ask your Marketing Associate about Sysco products and solutions for your takeout and delivery business.



Shakshuka Breakfast Pizza

CHEF NEIL DOHERTY
SYSCO CORPORATE
SERVES 2-4

SHAKSHUKA SAUCE

- 3 Tbsp. Arrezzo Imperial extra-virgin olive oil
- 1 Imperial Fresh medium onion, cut into ½-inch dice
- 1 Imperial Fresh red bell pepper, cut into ½-inch dice
- 1 Imperial Fresh yellow bell pepper, cut into ½-inch dice
- 3 Imperial Fresh jalapeno chiles, minced (seeds removed)
- 3 Imperial Fresh cloves garlic, thinly sliced
- 1½ Tbsp. Sysco Imperial McCormick paprika
- 2 tsp. Sysco Imperial McCormick ground cumin
- 30 oz. Sysco Imperial canned whole peeled tomatoes, crushed by hand
- Salt and freshly ground black pepper to taste

PIZZA

- 1 Sysco Simply Cauliflower Pizza Crust
- 6 oz. Shakshuka Sauce (above)
- 4 Wholesome Farms Classic eggs
- Salt and freshly ground black pepper
- 2 Tbsp. Sysco Imperial feta cheese
- 1½ Tbsp. olive oil, divided
- 2 cups Imperial Fresh arugula
- Juice of 1 lemon

FOR THE SHAKSHUKA SAUCE

Heat the olive oil in a sauté pan over medium heat. Add the onion, bell peppers and jalapeno chiles. Sweat the vegetables until very soft but not browned, about 10 minutes. Increase heat to medium-high, add the garlic and cook until garlic is softened but

not burned, about 1 minute longer. Add paprika and cumin and cook for 30 seconds to toast the spices. Add the tomatoes and stir to combine. Reduce the heat to a simmer and cook for 12 minutes; then season with salt and pepper to taste.

FOR THE PIZZA

Thaw the cauliflower crust and put it on a sheet pan or pizza screen. Evenly spread 6 ounces of the prepared Shakshuka Sauce over the crust, leaving a half-inch border around the outside. Using a spoon, make 4 wells for eggs around the pizza. Break the eggs directly into the wells, being careful to keep yolks intact. Season the eggs with salt and pepper.

Sprinkle the feta cheese evenly around the pizza. Brush 1 tablespoon of the olive oil around the edge of the crust to promote browning. Place the pizza into a 450-degree convection oven and cook until the egg whites are set but the yolks are still runny, about 15 minutes.

While the pizza is cooking, toss the arugula with the remaining ½ tablespoon of olive oil and the lemon juice and salt and pepper to taste. When the pizza is ready, pile arugula salad in the center and serve.



Spicy Mango Shaker Tea

SYSCO SIGNATURE RECIPE
SERVES 1

- 2 oz. fresh or frozen mango, diced
- 2 habanero chiles, thinly sliced
- 1 oz. simple syrup
- 8 oz. Citavo Fresh Brewed Iced Tea
- 1 shot spiced rum, optional

In a cocktail shaker, combine mango, habanero chiles and simple syrup and muddle. Add tea and ice. Shake and pour over fresh ice. To transform this into an adult cocktail, add rum before serving.



Sweet Peachberry Shaker Tea

SYSCO SIGNATURE RECIPE
SERVES 1

- 1 oz. frozen or 2 oz. fresh strawberries
- 1 oz. frozen or 2 oz. fresh peach slices
- 4 fresh mint leaves
- 1 oz. vanilla-infused simple syrup
- 8 oz. Citavo Fresh Brewed Iced Tea
- 1 shot vodka, optional
- 2 fresh strawberries, sliced, for garnish

In a cocktail shaker, combine strawberries, peach, mint leaves and syrup and muddle together. Add tea and ice and shake. Pour the combination over fresh ice and garnish with fresh strawberries to serve. To make this into a delicious adult cocktail, add your favorite vodka before pouring over the ice.



Steak and Arugula Salad

CHEF SHANNON NEWMAN
SYSCO CORPORATE
SERVES 1

CANDIED PECANS

- 1 large Wholesome Farms egg, separated
- 2 Tbsp. water
- ½ tsp. Sysco Imperial McCormick vanilla extract
- 1 cup Sysco Classic brown sugar
- ½ tsp. Sysco Imperial McCormick cinnamon
- ¼ tsp. Sysco Imperial McCormick cayenne
- ½ tsp. Sysco Classic salt
- 1 lb. pecan halves
- 1 4-oz. Certified Angus Beef filet mignon of beef tenderloin
- Salt and freshly ground black pepper to taste
- Sysco Classic Grill and Griddle cooking spray
- 1 cup Imperial Fresh spring mix
- 1 cup Imperial Fresh arugula
- ¼ cup thinly sliced Imperial Fresh red onion, rinsed under warm water to remove acid
- ¼ cup dried cherries
- ¼ cup Sysco Imperial crumbled blue cheese
- 1 Casa Solana Imperial avocado, thinly sliced
- 2 oz. Sysco Imperial blackberry peppercorn vinaigrette

FOR THE CANDIED PECANS

Preheat the oven to 250 degrees. In a large mixing bowl, vigorously whisk the egg white with the water and vanilla extract until very frothy. In a separate small mixing bowl, whisk together the sugar, cinnamon, cayenne and salt. Add pecans to egg white mixture and toss until evenly coated.

Pour half the sugar mixture over the pecans and toss several times. Then add the remaining sugar mixture and toss until evenly coated. Pour coated pecans over a baking sheet lined with parchment paper and spread into an even layer. Bake in the

preheated oven for 1 hour, stirring every 15 minutes. Allow to cool, then store in an airtight container.

FOR THE FILET

Season the meat on both sides with salt and pepper. Place on a charbroiler that has been sprayed with oil and grill until medium-rare and internal temperature reaches about 125 degrees. Remove from grill and let rest.

While the steak is resting, combine the spring mix, arugula, onion, cherries and blue cheese in a large bowl. Gently fold in the avocado as to not break the slices.

Slice the steak into strips and arrange on top of the salad. Sprinkle with pecans, drizzle with blackberry peppercorn vinaigrette and serve.



Asian Chicken Salad With Peanut Sauce

CHEF NEIL DOHERTY
SYSCO CORPORATE
SERVES 1

PEANUT SAUCE

- 2 ½ Tbsp. Sysco House Recipe peanut butter
- 1 Tbsp. Sysco House Recipe honey
- 1-1½ Tbsp. Sysco Natural lime juice
- 1 Tbsp. + 2 tsp. rice wine vinegar
- 1 Tbsp. Sysco Classic canola oil
- 2 tsp. toasted sesame oil
- 2 tsp. Jade Mountain soy sauce
- 2 tsp. Sriracha
- 1 clove Imperial Fresh garlic, minced
- ½ tsp. grated Sysco Classic ginger

ASIAN CHICKEN SALAD

- 1 cup Imperial Fresh Napa cabbage, finely shredded
- ½ cup Imperial Fresh red cabbage, finely shredded
- ½ cup Imperial Fresh spring mix
- ½ cup shredded Imperial Fresh carrots
- 1 small Imperial Fresh red onion, julienned
- ½ cup Imperial Fresh red bell pepper, julienned
- 1½ cups cooked shredded Sysco Classic chicken breast
- ¼ cup Sysco Classic peanuts, roughly chopped
- ¼ cup rice wine vinegar
- ¼ cup lime juice
- Salt and freshly ground black pepper
- ¼-½ cup crunchy fried wonton strips
- 2 Tbsp. Sysco Imperial McCormick toasted sesame seeds
- 2 Tbsp. cilantro leaves

FOR THE PEANUT SAUCE

In a small bowl, mix all the ingredients until thoroughly combined. (The sauce should be thin enough to drizzle with a spoon.) Set aside.

FOR THE CHICKEN SALAD

In a large bowl, combine the cabbages, spring mix, carrots, onion, pepper, chicken and peanuts. Toss the salad with the vinegar and lime juice and season with salt and pepper to taste. Plate the salad, drizzle with a few teaspoons of peanut sauce, top with crunchy wontons, sesame seeds and cilantro leaves as garnish.



Chopped Greek Salad

CHEF SHANNON NEWMAN
SYSCO CORPORATE
SERVES 1

- 5 21/31P&D Premier Gold Natural Wild Caught Shrimp, heads removed
- Salt and freshly ground black pepper
- 2 cups Imperial Fresh arugula
- 1 cup Imperial Fresh radicchio
- ½ cup Imperial Fresh English cucumber, halved lengthwise and cut into ½-inch moons
- ½ cup diced Imperial Fresh tomato
- ¼ cup thinly sliced Imperial Fresh red onion
- ¼ cup julienned Imperial Fresh red bell pepper
- 3 oz. Sysco Imperial Yasouf feta vinaigrette, divided
- 2 oz. Sysco Imperial feta cheese
- ½ Casa Solana Imperial avocado, cut into ¼-inch slices
- 1 lemon, sliced (optional, for garnish)

Soak an 8-inch wooden skewer for 1 hour in water. Skewer the shrimp and season with salt and pepper. Preheat a charbroiler to medium-high, place shrimp skewers on the charbroiler and cook for 3 minutes per side.

While the shrimp is grilling, in a large bowl combine arugula, radicchio, cucumber, tomato, onion and bell pepper with 1 ounce of the feta vinaigrette. Sprinkle the feta cheese over the salad and top with shrimp and avocado slices. Serve with lemon slices, if using. Serve with the remaining 2 ounces of the vinaigrette on the side.



Spa Salad

CHEF JASON KNAPP
SYSCO CORPORATE
SERVES 1

- ½ cup Path of Life 5-Grain Blend
- ¼ cup Sysco Classic canned chickpeas, drained and rinsed
- 4 Sysco Natural asparagus spears, trimmed of woody ends
- 2 Tbsp. Arrezzo Imperial olive oil
- Kosher salt and freshly ground black pepper to taste
- 1 cup Imperial Fresh spring mix
- 1 cup Imperial Fresh kale
- 3 oz. Sysco Imperial blackberries
- 3 oz. Imperial Fresh strawberries, quartered
- ¼ cup Casa Solana Imperial diced avocado
- 2 oz. Sysco Imperial Blood Orange Shallot Vinaigrette

Bring a pot of salted water to a boil. Blanch the 5-Grain Blend in the boiling water for 2 minutes; then shock in ice water.

Spread the chickpeas on a sheet pan in the refrigerator to dry out. Once dry, deep-fry them at 350 degrees until browned and crunchy, about 3 minutes. Drain them on paper towels and season with salt to taste.

Preheat a charbroiler. Blanch and shock the asparagus using the same technique. Once shocked and dried, brush with oil, season with salt and pepper and place on the charbroiler. Grill for 2 minutes, turn the asparagus and grill for 1 minute longer. Remove and slice into pieces.

In a large bowl, combine the spring mix and kale. Arrange the berries, asparagus pieces, cooked grains and diced avocado on top of the salad greens. Drizzle with the vinaigrette and serve.



Beyond Sausage® Pizza With Pesto Cream and Cauliflower Crust

CHEF SHANNON NEWMAN
SYSCO CORPORATE
SERVES 2-4

PESTO CREAM

- 1 cup Anchor Shelf Stable Cooking Cream
- 4 Tbsp. Arrezzio basil pesto
- Salt and freshly ground black pepper to taste

BEYOND SAUSAGE PIZZA

- 1 Sysco Simply Cauliflower Pizza Crust
- ¼ lb. Arrezzio Imperial fresh mozzarella, sliced into ¼-inch rounds
- 1 Beyond Meat® Beyond Sausage®, cooked and sliced into 1/8-inch rounds
- 6 broccolini stalks, trimmed to 2-3 inches, blanched and shocked
- 3 oz. Peppadew red peppers
- 1 Tbsp. Arrezzio Imperial olive oil

FOR PESTO CREAM

In a small sauté pan over medium heat, thicken the Anchor cream by half. Once thickened, whisk in the basil pesto. Season with salt and pepper and set aside to chill.

FOR THE PIZZA

Place the cauliflower crust on a sheet pan or pizza screen. Spread the pesto cream evenly over the crust, leaving a half-inch border around the outside. Arrange the mozzarella, sausage, broccolini

and peppers evenly around the crust. Brush the outer edge of the crust with the olive oil. Bake at 450 degrees in a convection oven until the cheese has melted and the crust is browned.



Wild Alaska Pollock Tacos With Frank's RedHot® Fries

CHEF NEIL DOHERTY
SYSCO CORPORATE
SERVES 1-2

SPICY MANGO DRESSING

- ½ cup diced mango
- 2 Imperial Fresh jalapeno chiles, seeded and chopped
- 2 Tbsp. white wine vinegar
- 2 Tbsp. sugar
- 1 Tbsp. water
- 1 small shallot, minced
- 1 cup Sysco Imperial mayonnaise
- ½ cup chopped cilantro
- 2 cloves garlic, finely chopped
- 1 Tbsp. lime juice
- Salt and freshly ground black pepper

FISH TACOS

- 6 Portico Classic Wild Alaska Pollock Bites
- 1 tsp. Sysco Imperial mayonnaise
- 1 tsp. rice wine vinegar
- 4 oz. Power Slaw
- 1 Tbsp. finely diced red bell pepper
- 2 tsp. thinly sliced green onion
- Salt and freshly ground black pepper to taste
- 2 6-in. Casa Solana flour tortillas, warmed
- 4 cilantro leaves, for garnish
- 2 lime slices, for garnish

FRENCH FRIES

- 6 oz. Sysco Imperial skin-on ¼-inch french fries
- ½ tsp. Frank's RedHot® Dry Seasoning

FOR THE MANGO DRESSING

In a saucepan over low heat, combine the mango, jalapenos, vinegar, sugar, water and shallot. Cover and let simmer until the mango is tender, about 10 minutes. Pour the mango mixture into a food processor and purée. Add the mayonnaise, cilantro, garlic and lime juice and season with salt and pepper. Stir until combined.

FOR THE TACOS AND FRENCH FRIES

Fry the pollock bites according to the package directions. Fry the french fries according to the package directions. Season with the salt and pepper.

While the fish and fries are cooking, in a small bowl combine the mayonnaise and vinegar and whisk until smooth. In a larger bowl, combine the slaw mix, red bell pepper and sliced green onion. Fold the mayonnaise mixture into the slaw until fully incorporated. Season with salt and pepper.

Drain the fish and fries on paper towels. Season the fries with the RedHot seasoning.

Build the tacos by placing the pollock pieces at the bottom of each flour tortilla, topped with the slaw mixture. Garnish with cilantro leaves and lime slices.



Paloma Margarita

SYSCO SIGNATURE RECIPE
SERVES 1

- 2 oz. mezcal or tequila
- 3 oz. fresh grapefruit juice
- 1 oz. Sysco Classic margarita mix
- 1 oz. club soda

GARNISH

- Sysco Imperial McCormick chipotle cinnamon rub
- 1 grapefruit slice, cut into quarters
- 1 fresh cilantro sprig
- 1 jalapeño chile slice

Rim a glass with the spice rub. In a cocktail shaker, combine mezcal or tequila, grapefruit juice, margarita mix and ice, and shake. Strain into the prepared glass over fresh ice. Top up with the club soda. Garnish with a grapefruit quarter slice, cilantro sprig and jalapeno round.



Salsas

CHEF NEIL DOHERTY
SYSCO CORPORATE

VERDE SAUCE

- 6 cloves Imperial Fresh garlic, peeled
- 2½ cups Imperial Fresh cilantro
- ½ Casa Solana Imperial avocado
- 2 Imperial Fresh jalapeno chiles, deep fried
- ½ cup Imperial Fresh spinach
- ¼ cup Sysco Classic salad oil
- 1 cup water
- Salt and freshly ground black pepper to taste

In a food processor, combine all the ingredients and blend until smooth.

SPICY TABLE SALSA

- 3 Imperial Fresh tomatoes (5x6), quartered
- 5 dried chiles de árbol
- 4 dried cascabel chiles
- 1 clove Imperial Fresh garlic, peeled
- ⅓ cup roughly chopped Imperial Fresh white onion
- ¼ cup Imperial Fresh cilantro, chopped
- Salt to taste

In a medium saucepan over medium-high heat, combine the tomatoes, chiles and garlic. Add cold water to cover and bring to a boil until the dried chiles are softened. Strain and reserve cooking liquid.

Place the solid ingredients into a blender along with 2 cups of the cooking liquid, adding more until the desired consistency is reached. Remove from the blender, pour into a bowl and fold in white onion and chopped cilantro. Season with salt.

SALSA ROJA

- 6 Imperial Fresh Roma tomatoes, quartered
- 1 dried chile de árbol, quartered
- 1 clove Imperial Fresh garlic
- 1 Imperial Fresh jalapeno chile, seeded
- ½ cup roughly chopped Imperial Fresh white onion
- 1 cup Sysco Classic chicken broth, heated
- ¼ cup chopped Imperial Fresh cilantro, stems included
- Salt and freshly ground black pepper to taste

Place the tomatoes, chile de árbol, garlic, jalapeno and onion on a sheet pan and roast in a 350-degree oven until the tomatoes start to blister and are heated all the way through. Put the roasted ingredients into a blender along with the hot chicken broth and pulse, being careful not to overprocess. The salsa should remain slightly chunky. Pulse in the cilantro and season with salt and pepper.

PINEAPPLE PICO DE GALLO

- 3 cups finely diced Imperial fresh pineapple
- 2 Tbsp. diced Imperial Fresh serrano chiles
- ¼ cup finely diced Imperial Fresh red onion, rinsed in warm water to remove acid
- ¼ cup packed Imperial Fresh cilantro
- ¼ cup Sysco Classic salad oil
- Juice of 2 Sysco Natural limes
- ½ cup finely diced red bell pepper
- Salt and Imperial Fresh ground black pepper

In a medium bowl, combine all the ingredients and season with the salt and pepper to taste. The salsa will stay good for up to 3 days when refrigerated.

TOMATILLO SALSA

- 24 Casa Solana Classic tomatillos or green tomatoes
- 5 cloves Imperial Fresh garlic
- 15 chiles de árbol (can use Imperial Fresh serrano or jalapeno as alternatives)
- 1 cup warm water
- 1 tsp. Sysco Imperial McCormick dried oregano
- 1 Tbsp. Sysco Imperial chicken base
- 1 Tbsp. kosher salt
- ½ cup finely chopped Imperial Fresh cilantro
- ¾ cup finely diced Imperial Fresh white onion
- Juice of 1 lime

Roast tomatillos and garlic on a well-oiled grill or by placing on a sheet pan in a 500-degree oven until cooked through. If they begin to char, lower the heat. If using a chile de árbol, roast in the oven. If using jalapeno or serrano, cook on a grill. Combine roasted tomatillos and peppers with the water, oregano and chicken base in a blender and process. Season with salt, remove from the blender and fold in cilantro and diced onion. Finish with fresh lime juice.



Beef Fajita Tacos

CHEF JASON KNAPP
SYSCO CORPORATE
SERVES 2

- 8 oz. Casa Solana Certified Angus Beef fajita meat
- 1 tsp. Arrezio Imperial olive oil
- ¼ Imperial Fresh red bell pepper, julienned
- ¼ Imperial Fresh yellow bell pepper, julienned
- ¼ Imperial Fresh yellow onion, julienned

- 2 6-in. Casa Solana flour tortillas
- 1 tsp. Spicy Table Salsa (see recipe)
- ¼ Casa Solana Imperial avocado, sliced in half
- 2 oz. pickled red onion
- 4 Imperial Fresh cilantro leaves
- 2 Tbsp. Pica y Salpica crema, in a squeeze bottle
- 1 Tbsp. Casa Solana Imperial Cotija cheese

Preheat a charbroiler to high heat and oil it well. Grill the fajita meat on the charbroiler until it reaches desired doneness. Remove the meat and let it rest for 5 minutes. Slice the meat against the grain into ¼-inch slices.

In a sauté pan, heat the olive oil over medium-high heat and sauté the peppers and onion until they are al dente.

To build the tacos, take two tortillas and heat them on a flat-top grill or pan, about 30 seconds per side. Divide the Spicy Table Salsa between the tortillas, followed by the sautéed peppers and onion and fajita beef. Top with sliced avocado, pickled red onion and cilantro leaves. Squeeze some crema over each taco and top with the Cotija cheese.



Nopalitos Tacos

CHEF JASON KNAPP
SYSCO CORPORATE
SERVES 1

- 1 roughly 8-oz. nopal paddle (cactus leaf)
- 1 Tbsp. plus 1 tsp. Arrezio Imperial olive oil, divided
- Salt and freshly ground black pepper to taste
- ¼ Imperial Fresh red bell pepper, julienned

- ¼ Imperial Fresh yellow bell pepper, julienned
- ¼ Imperial Fresh yellow onion, julienned
- 4 Casa Solana Classic corn tortillas
- 2 Tbsp. Tomatillo Salsa (see recipe)
- 4 Tbsp. Pineapple Pico de Gallo (see recipe)
- 2 Tbsp. Sysco Classic chickpeas, fried
- 2 Tbsp. radish alfalfa sprouts or microgreens
- 1 Imperial Fresh jalapeno chile, thinly sliced

Using a paring knife, remove any remaining thorns from the nopal paddle. Once it's fully cleaned of thorns, rub the paddle with 1 tablespoon of the olive oil and salt and pepper. Preheat a charbroiler to high heat. Place the cactus paddle on the grill and cook, turning every 2 minutes, for 4 minutes total per side, to achieve a crosshatch design. Slice into ½-inch-by-2-inch slices. In a sauté pan, heat the remaining teaspoon of oil over medium-high heat and sauté the pepper and the onion until they become al dente. Heat the corn tortillas on a flattop or pan.

To build the tacos, layer two corn tortillas together and spread 1 tablespoon of Tomatillo Salsa on the bottom. Next, divide the peppers and onion and place on top of the salsa. Place 4 ounces of grilled cactus next, followed by the pineapple salsa. Garnish with the fried chickpeas, sprouts and jalapeno slices.



Chef Patrick Britten, CEC, AAC
Market Chef, Northern New England

Culinary Expertise by the Sea

Chef Patrick Britten has spent most of his life in and around Portland, Maine, known for its sea air, great fishing and flourishing restaurant scene. “I’ve always enjoyed being on the water here,” says Britten. “I’m an avid offshore fisherman; I’ve caught just about everything I’ve cooked.”

Britten came up during the 1980s and '90s, when New American Cooking was on the rise. “At that time, we began to see more fresh and local product instead of processed foods,” says Britten. “The cuisine became healthier and lighter.”

Customer Service

Since arriving at Sysco Northern New England 13 years ago, Britten has come to appreciate the comprehensive way in which he can influence his customers’ businesses.

“When I was an operator and my guests enjoyed the food, that was terrific,” he says. “But here [working at Sysco], we get to impact our customers’ business, their profitability, and build a true partnership. For example, I use my experience to bring our customers insight on how to create or optimize a specific menu item that will attract new patrons and increase profit.”

The satisfaction is even greater when Britten sees a restaurant menu and

“When someone says, ‘You prepared this dish for me, and now it’s our house special,’ that’s an amazing feeling.”

recognizes a dish he created for the owners months earlier at a Business Review. “When someone says, ‘You prepared this dish for me, and now it’s our house special,’ that’s an amazing feeling.”

House Calls

Business Reviews are tailored to each client. “I will give the customer a call to talk about what they’re looking for,” Britten says.

“What are your points of pain? What keeps you up at night?” He and his team then create a presentation based on that data.

Sometimes a team will go out on-site to a restaurant to observe and report. This includes analyzing the service, logistics, ergonomics—anything that could improve the operation. “I will go and observe a meal period in action,” says Britten. “Then I write up my notes and make suggestions for improving their systems.”

Locally Grown

Northern New England is known for its fresh seafood, but the area is also home to small farms growing a wide variety of produce, including organic mushrooms and lettuces. Every week, according to Britten, the operation company publishes a list of all available local products.

This part of New England has also become a destination where chefs come to open small, sophisticated restaurants. Britten’s team has made a connection with many chefs in the area. “I think we’ve proven that the quality is here, the fresh and local products are here, and that we have all these services to offer,” says Britten. “We’ve developed some great partnerships.”



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