

# FOODIE

AT THE HEART OF FOOD & SERVICE

## Holiday Cheer!

DISCOVER FESTIVE DISHES FROM AROUND THE WORLD

+  
IMPROVE  
YOUR PLATING  
PROWESS  
/P.20

PLUNGE  
INTO PLANT-  
BASED  
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DISCOVER  
EXCLUSIVE  
NEW  
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REDUCE  
TEAM  
TURNOVER  
/P.26

Tandoori Rack  
of Lamb With  
Japanese Eggplant  
Chef Raymond  
Yakelis, Sysco  
New Orleans



# Savor the Holidays

WE TAKE *Pride* IN OUR WORK, SO THAT YOU  
CAN TAKE *Pride* IN THE BEEF YOU SERVE.



BUCKHEAD  
*Pride*<sup>TM</sup>

NEWPORT  
*Pride*<sup>®</sup>

Please contact your Marketing Associate and ask us how we can help delight your guests this holiday season.



# Sysco FOODIE

AT THE HEART OF FOOD & SERVICE™

## Message from the Executive Editor

Dear Valued Sysco Customers,  
Currently, two of the biggest trends in foodservice are local and global—and at Sysco, we don't see those changing anytime soon. While consumers are more curious than ever about local products and where their food comes from, they are also exploring global flavors and ethnic cuisine types.



**Bill Goetz**

Senior Vice President,  
Sales and Marketing

The holidays, as steeped in tradition as they are, present a chance to explore some of the best ethnic food from around the world. We've asked seven of our Sysco chefs to share traditional dishes inspired by faraway places that resonate this time of year with

consumers in their local markets. From Portuguese Fish Stew in Boston to Spiced Potlatch Salmon in Seattle, seafood becomes a front-and-center celebratory protein. Check out the rest of the recipes on pages 28 to 31 for more inspiration for your menu.

We are excited to share the latest additions to the Cutting Edge Solutions family of products. Innovative items include plant-based protein Beyond Meat™ Beyond Sausage®, an on-trend waffle biscuit mash-up, environmentally friendly caterware products from Sysco Earth Plus and so much more. To see the full list of new and exclusive products, visit page 24.

Is there something you would like to see in *Foodie*? Email us at [Foodie@Corp.Sysco.com](mailto:Foodie@Corp.Sysco.com). Your feedback is very important to us.

I'd like to wish each and every one of you a happy, prosperous holiday season and a very happy New Year.

Enjoy the issue,

*Bill*

**Bill Goetz**

Senior Vice President, Sales and Marketing



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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](http://suppliesonthefly.com)



LIBBEY

ALL NATURAL  
ANTIBIOTIC FREE

ROASTED TILAPIA  
WITH MANGO

# NATURALLY BETTER SIMPLY TILAPIA

Consumers today are concerned with the impact of their food choices—on their families’ health, and on the environment. So bring Tilapia to the table. Responsibly raised in deep-water lakes, with no antibiotics or chemicals, this tender white fish is a versatile, on-trend addition to your menu.

SUPC	PACK/SIZE	BRAND	FILLET SIZE	DESCRIPTION
0804625	1/10#	PORTSIM	3 oz.	TILAPIA FILLET BLSL IQF
1002643	1/10#	PORTSIM	3-5 oz.	TILAPIA FILLET BLSL IPW
1002569	1/10#	PORTSIM	5-7 oz.	TILAPIA FILLET BLSL IPW
1002662	1/10#	PORTSIM	7-9 oz.	TILAPIA FILLET BLSL IPW



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ASSOCIATE OR BUSINESS REVIEW SPECIALIST





# DELIGHTFULLY SPICY.

SYSKO Imperial Buffalo Style  
Chicken Dip Stuffed Jalapeños



Create builds,  
combos and  
premium  
sides.



Satisfyingly familiar yet amped up with spice, Buffalo Style Chicken Dip Stuffed Jalapeños give patrons the exceptional flavor, crunch and heat they crave.



***Ask your Sysco Marketing Associate how you can motivate more sales with the bold, signature flavor of stuffed jalapeños.***





# When It Comes to Beef, We Focus on Freshness

At any time, there are 12.5 million to 13.5 million head of cattle on feed for the U.S. beef market. Americans love their beef, and whether you're ordering portions trimmed to perfection from our **Butcher's Block** brand or all-natural, hormone- and antibiotic-free cuts from our **Newport Pride** and **Buckhead Pride** brands, you can be sure you're getting not only the best value, but also the freshest and best-quality meats to suit your customers' taste.

What sets our beef apart? We focus on quality and freshness every step of the way with our unrivaled quality assurance process. Sysco uses vacuum-packaging technology and a high-tech-controlled "cold chain" delivery system. Combined, these prevent contamination and keep your meat at the proper temperature through receiving, storage, processing, shipping and delivery. You can feel confident that every beef product, whether it's dry-aged prime steaks, Angus or ground beef, arrives at your door with the care and quality you'd expect.

Stacy Davies  
Marketing Director  
Country Natural Beef



## SUPPLIER PROFILE

# Country Natural Beef

When Oregon ranchers Doc and Connie Hatfield learned that a nearby gym owner was looking for local sources of lean beef (no antibiotics or growth hormone allowed), they had an idea. What if they formed a co-op with neighboring ranchers to supply the lean-meat market with sustainably raised beef? Quickly, Country Natural Beef was born in 1986 with 14 ranch families. Since then, the co-op has grown—it now includes 80 family-owned ranches, offering Sysco customers some of the finest beef under Sysco's Newport Pride Natural/Country Natural Beef brands.

Country Natural Beef's focus is on supplying meats of the highest quality and trim standards. True value, its ranchers believe, is based not on price but on yield, appearance and, most importantly, flavor. That makes Country Natural Beef—with its commitment to sustainability and high standards—a great partner with Sysco. All of the company's cattle are 100 percent vegetarian-fed and hormone- and antibiotic-free. The ranchers are committed to animal welfare, allowing cattle to graze in a healthy way and prioritizing natural living.

"We let cows be cows" is a guiding principle.

The result: beef that is not only high quality, but also lean and natural. The meat features good marbling, from animals that are 24 months and younger. And Country Natural Beef remains rancher-owned and -controlled (even the co-op's accounting and production folks are ranchers), so the

the ranchers—and even visit the ranches. That's exactly what Michael Johnson, Executive Chef for First & Goal Hospitality at Seattle's CenturyLink Field, did for a week. Touring Country Natural Beef's ranches in southeast Oregon, he was impressed by how they support sustainability. "I was amazed by the amount of attention they



\*No artificial ingredients, minimally processed.

**Country Natural's ranchers believe that true value is based not on price but on yield, appearance and, most importantly, flavor.**

co-op is nimble. "We can adjust to what the market needs," says Stacy Davies, Marketing Director at Country Natural Beef. "If customers want something, we'll increase supply to fill the need." And because the ranchers own the co-op, more money returns to them and to the small, rural communities where they live.

As a buyer, you can speak directly with

pay to the environment," says Johnson, "and that it's completely balanced between wildlife, livestock and grasslands."

For Johnson, who orders thousands of pounds of the beef each year to feed hungry fans at Seattle Seahawks games, "it's important for us to support sustainability, and to do business with a sustainability-minded company is to make an impact."





## BRAND SPOTLIGHT

A baked potato basted in butter. Carrot cake blanketed by cream-cheese frosting. Dairy is both an essential ingredient in favorite recipes and an important nutrient on its own. The best dairy has a creamy flavor and peerless quality. That's something Sysco's Wholesome Farms brand delivers—just like the milkman of yesteryear.

### Pure Ingredients

Consumers increasingly want to know where their food comes from. They want clean, simple ingredients, too—and fewer artificial or processed foods. Wholesome Farms products are sourced from a trusted community of farmers. Only products that are “honestly dairy”—with milk, cream or egg as the first ingredient—are offered by Wholesome Farms. That means you can be confident you're using products of exceptional quality. **Wholesome Farms Milk** goes from the cow to the carton in 72 hours.

### Fresh Deliveries

In decades past, many homes had no refrigeration, so a daily delivery from the milkman ensured the dairy could be used without spoilage. That's not just nostalgia—that's the standard of quality

Wholesome Farms upholds. Sysco's team of more than 100 quality assurance professionals (the largest in the industry) and its end-to-end refrigeration system mean you can be sure products are delivered fresh and in perfect condition. And with our delivery schedules, you know your products will arrive at your doorstep—via temperature-controlled truck—at the date and time you requested.

### Recipe Staple

With an abundance of essential vitamins and minerals, dairy's health benefits continue to make it a popular choice for patrons over trendy non-dairy alternatives. In fact, dairy consumption is projected to rise an average annual rate of 1.8 percent per person through 2022. Serve a scoop of **Wholesome Farms Ice Cream**, like French

Vanilla, with a slice of warm bread pudding, or blend **Wholesome Farms Greek Yogurt** into guacamole to give it a creamy twist—and an extra shot of protein to boot.

### Delicious Flavor

Wholesome Farms' products, known by customers for their taste and consistent quality, fit right into any recipe that calls for fresh-from-the-dairy goodness. Building on your patrons' hunger for back-to-basics ingredients, try serving a house-made condiment—one of this year's hottest food trends. One idea: a specialty mayonnaise using **Wholesome Farms Eggs**. Whether you're making ice cream the star of your dish or using sour cream in a sauce, Wholesome Farms offers the high-quality, pure and fresh dairy products to be used as essentials in your recipes.





### 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 department 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.

## CUSTOMER PROFILE

# The Wharf Bar & Grill

Harrisburg, Pennsylvania



Since 1976, **The Wharf Bar & Grill** has been a mainstay in Pennsylvania's capital. This summer, after more than four decades in business, the family-run spot changed hands. (Don't worry, the much-beloved Buffalo wings haven't gone anywhere.) We chatted with new owner **Mike VanGavree** to learn how he and his staff are balancing innovation with time-honored tradition.

#### How would you describe The Wharf?

The Wharf is a community staple in this part of South Central Pennsylvania. Part of what appealed to me and my partners—Wayne Pecht and Joe Perkins—is that the Sakelaris family had owned this place for 42 years. I'd been coming here for 30 years, and our staff has been here almost that long. That's continuity. We sat down with the team early on and said, "Look, it's pretty simple: If it ain't broke, don't fix it."

#### Do you have a personal favorite item on the menu?

It would probably be the wings, but I enjoy the steaks as well. My teenage son loves them, too, and always has.

#### Is there a trademark dish, or an item that you'd recommend everyone try?

We're known for our wings. I'm not exaggerating when I tell you that more than two dozen of my friends, when they learned we





Left: menu before redesign  
Right: menu after redesign



**"Sysco isn't just a source of product for us—they want to see us grow. They're true partners in our success."**

**— MIKE VANGAVREE, OWNER**

were purchasing The Wharf, inquired if the wing sauce was part of the transaction. And I said, "Absolutely."

**The Wharf recently redesigned and updated its menu based on a Sysco business review. Tell us what that process was like.**

When we took over The Wharf, people asked me how I would make this venture work when I have so little experience in the food and restaurant industry. But the community adores this place, and the staff is so experienced—that was the first part that made me feel confident that I could make this work.

The second part is the vendors and partners, including Sysco. The menu was redone before we came in, but I'm quite familiar with it. Michele Harkins, the Marketing Associate from Sysco, and Lauren Gnazzo, the Business Resource Consultant, did a menu analysis from top to bottom so we could look at costs, and

the price of what things could and should be. She helped us break everything down, organize the menu and call out items that needed to be highlighted so we could draw more attention to them.

They also helped us understand and implement online ordering. Sysco isn't just a source of product for us—they really want to see us grow. They're true partners in our success.

**What sort of items do you typically source from Sysco?**

You name it! Not only do we order the food and refreshment products, we also source everything from cutlery to plates to any restaurant implement you can think of.

**How do you see The Wharf growing in the future? Do you have anything new planned?**

We've always had a little bit of a sports theme, but we just refreshed the barroom

with 65-inch TVs all around. We're going to start college football tailgates on Saturday mornings. We'll offer a breakfast menu from 9 a.m. to noon, and then when the games start, we'll kick over from *ESPN College GameDay* to individual games. We've been working with a restaurant adviser named Gary Herman to develop more plans. We're going to overhaul the dining room. We also have a very nice outdoor patio, and we're going to expand that early next year.

**You've got a lot of stuff in the works!**

Yes, we do! We promised the staff that, from a server's standpoint, we were going to fill their aprons with activity and tips, and the same for the bartenders. We've got some great cooks here in the back, and they thrive on being busy. And I can tell you, we're holding up our end.

# Corporate Social Responsibility Goals Set a Clear Path for a Better Tomorrow



At Sysco, we like to say that doing good is in our DNA. We have embraced corporate social responsibility (CSR) for decades, beginning with food safety, responsible supply chain practices and energy efficiency. As the company has grown, so has our emphasis on corporate stewardship. This summer, we are excited to launch our most strategic and comprehensive program to date. Our newly defined 2025 CSR Goals set a clear path for the future and demonstrate the company's continued commitment to care for people, supply products responsibly and protect the planet.

**I**N SETTING our ambitious CSR Goals, “we gave tremendous thought to those areas where we could have the greatest impact and create the most good across our footprint and the communities where we live and work,” says Catherine Kayser, Vice President of CSR at Sysco. The CSR team, Kayser says, conducted extensive research with experts in and outside the company to set these measurable, achievable goals, which are themed “Delivering a Better Tomorrow.” The three focus areas are: People, Products and Planet.

## People

Sysco promises to care for people by giving

back, doing good and changing lives in our communities. We are also committed to creating a diverse and inclusive work environment and empowering our associates, customers and the next generation to make healthy choices about lifestyles and diet.

For a food company, donating food to feed the hungry makes perfect sense. By 2025, we will donate 200 million meals and contribute \$50 million to our local communities. Within our own Sysco family, we are committed to increasing the diversity of our associates. We know that diversity spurs innovation, creativity and growth, and we want a workplace that reflects the customers and communities we

serve. We also want our associates to lead healthy lives and will increase our program offerings to meet individual needs, including financial planning and mental health support.

## Products

Our commitment to supply products responsibly starts with improving animal welfare in the foodservice industry, and minimizing negative environmental, social or ethical impacts when sourcing products. We also want to ensure that human rights are respected in our global supply chain.

When it comes to responsible sourcing, we have a longstanding partnership with





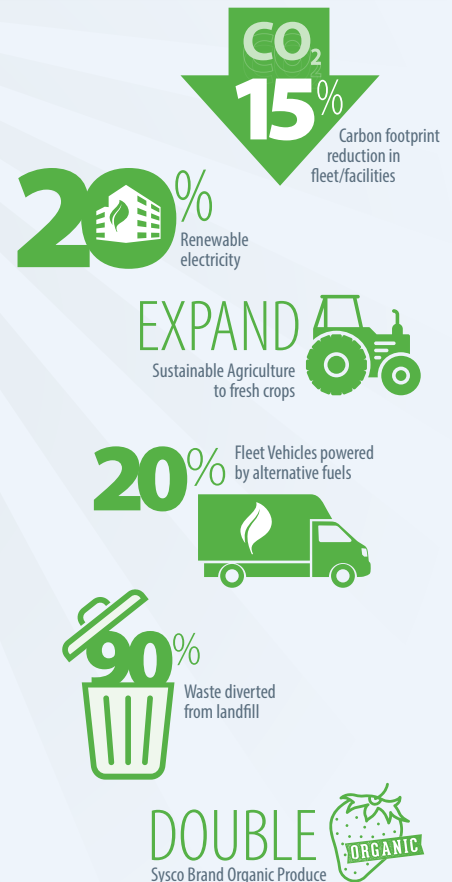
## DELIVERING A BETTER TOMORROW

### PEOPLE

### PRODUCTS

### PLANET

## 2025 GOALS



Learn more at [Sysco.com/2025Goals](https://www.Sysco.com/2025Goals)

World Wildlife Fund to source seafood sustainably and have made additional commitments for cage-free eggs and crate-free pork. “But we want to do more,” Kayser says. “We are moving toward having all Sysco Brand suppliers adhere to a new animal welfare policy. We purchase millions of pounds of protein annually and have a responsibility to ensure the humane treatment of animals in our supply chain.”

### Planet

Taking care of customers is critical to our business. So is protecting the planet. We will advance sustainable agriculture practices, reduce our carbon footprint

and divert waste from landfills in order to preserve the environment for future generations.

We are doubling our offering of organic produce and extending sustainable agriculture practices to fresh crops. We have pledged that by 2025, 20 percent of our delivery fleet will be powered by alternative fuels and 20 percent of our warehouses with alternative energy sources. We have already made great progress with our recent agreement to provide a majority of our Texas facilities with solar power starting in 2019.

Our waste reduction goal includes diverting food waste from landfills, a

growing concern as more than 40 percent of the food produced in the U.S. goes uneaten, according to the Natural Resources Defense Council.

### The Future Starts Now

Although 2025 is a long way off, the journey begins now. “We wanted to set long-term, stretch goals as a best practice,” Kayser says. “But we’ll call out key milestones along the way. We have a lot of work that we’ll be tracking and our plan is to report against the goals every year. While this summer’s big announcement may be wrapped up, we’re not done. This is just the beginning as we plot our course to a better tomorrow.”



# KEEP OUR PLANET HEALTHY WITH EARTH PLUS



**EVERYDAY  
ESSENTIALS**



**ENVIRONMENTALLY  
FRIENDLY**



**RELIABLY  
DURABLE**

Sysco Earth Plus offers planet-friendly disposable caterware items for operators looking for products that are both reliable and environmentally responsible.

Rooted in the four R's — Reduce, Reuse, Recycle, and Renew — Sysco Earth Plus delivers affordable, planet-friendly, everyday essentials that are good for your business while reducing your environmental footprint.

[LEARN MORE AT SYSCO.COM](https://www.sysco.com)



# Heat Up Your Menu With Cold Brew Coffee



The hottest trend in coffee is ice cold—cold brew, that is. This year, the chilled beverage appeared on nearly 4 percent of U.S. menus, according to a recent food trends study, which represents a 44 percent increase from the previous year.

Once the best-kept secret of hard-core coffee nerds, cold brew, with its smooth taste and high-octane kick, has clearly made it to the mainstream. While traditional iced coffee is made using the standard drip method, the cold brew process requires steeping ground beans in cold or room-temperature water for an extended period. This time-consuming process makes cold brew more concentrated, giving it a less acidic taste and higher caffeine content.

Cold brew has made its way from craft coffeehouses to national restaurant chains, where the drink is quickly becoming a

staple. Chefs and restaurateurs are drawn to its versatility, as it can be served black, mixed with milk and sweeteners, enhanced with flavored syrups, or infused with spices.

Cold brew coffee is now widely available in shelf-stable, prepackaged units such as bottles and cans. This also offers an easy way for restaurant operators to incorporate cold brew into their menus.

Whip up your own beverage concoctions using **Citavo Cold Brew Coffee Concentrate**, Sysco's new cold brew coffee. Conveniently packaged in compact cartons, it comes ready to serve with no special equipment or preparation involved, aside from mixing with cold water. Citavo concentrate provides a simpler and faster alternative for operators looking to get into the cold brew game without the time-consuming process of brewing it from scratch.

## MEXICAN SPICED ICED COFFEE

CHEF ERIC NAKATA, V.P. CULINARY AND INNOVATION, SYSCO CITAVO COFFEE

SERVES 1

1 cup mixed **Citavo Cold Brew Coffee** (from concentrate), 1 cup **whole milk**, 1 Tbsp. **cold water**, 1 tsp. **simple syrup**, ½ tsp. **vanilla extract**, ¼ tsp. **ground cinnamon**, ⅛ tsp. **chipotle chili powder**

*Shake all ingredients together in a chilled cocktail shaker and serve over ice.*



Greens With Warm Pork Belly Salad; recipe page 28. To see more, visit [syscofoodie.com](http://syscofoodie.com).



# Embrace Winter Greens Like You Mean It

Diners have fallen in love with delectable, deeply healthy and inexpensive dark leafy greens. From maple-glazed Brussels sprouts to kale and quinoa salad, these greens are staying on the menu. Here are a few new ideas for cooking up green leafies from root to stem.

## Make a salad for the season.

During fall and winter, reach for darker, slightly more bitter greens like chard, kohlrabi and dandelion greens, or chicories such as frisée and endive. Enliven the salad with flavors such as dried fruit, candied nuts and fragrant crumbled aged cheese. Then add a little more sustenance and fat to the whole thing and replace the olive oil in your dressing with bacon fat. Adding chopped bacon brings another flavor and texture to the dish.

## Balance out the bitterness.

Some winter greens, such as mustard, collard and dandelion, have a pronounced bitterness that tastes best when balanced in

some way, suggests Chef Meegan Roberts, Culinary Consultant at Sysco Phoenix. With dandelion greens, marinate them or toss them with an acidic vinaigrette, such as one that uses anchovies and lemon. You can also mix them in a salad with a more neutral green such as butter lettuce or curly endive. When using collard greens, “I would use plenty of fat and flavorful braising liquid to cook them down,” says Roberts. “And it can also be turned into a soup.”

## Save the stems.

“I think Swiss chard is going to be the next kale,” Roberts says. If there’s one thing she has learned about greens as a chef, it’s that you always remove the stem to get that nice

consistency of texture—but don’t throw that stem away. “You can take the tender leaves and chop them up in a salad, and then pickle the stalk,” says Roberts.

“Leafy greens are so versatile, because you do have two vegetables in one,” she adds. “I make a lot of beets, and I love to cook the beet greens, too. I sauté them with a little lemon and olive oil. Instead of throwing away the stem and greens, which most people do, you are making another delicious dish out of it.”

*Ask your Marketing Associate about Sysco FreshPoint’s assortment of winter greens and frequent delivery schedule for getting the freshest produce directly to your kitchen.*



# Going Green Just Got More Delicious

Not long ago, if you wanted to eat more veggies but still craved a juicy hamburger, you could suffer through a dry puck consisting of flavorless seeds, or settle for a grilled portobello mushroom squeezed in a bun. Thankfully, options have greatly expanded. The watchword of the moment: plant-based proteins.

Thanks to culinary innovations, you can now enjoy plant-based burgers, sausages and more with the savory smell and seductive mouthfeel of the real thing. Though still in their infancy, these products are taking off in restaurants across the country. An increasing interest in health and wellness, as well as vegetarian and flexitarian diets, is helping to drive the movement.

How can you add alternative proteins—and increased profitability—to your own menu? Sysco has everything you need to get ahead of the

trend. We distribute the best name brands in the alternative protein business, including the **Beyond Burger®** family of gourmet substitute meat products, such as **Beyond Sausage**, **Sweet Italian®**, now available through Cutting Edge Solutions. We also distribute Gardein's vegan specialties, as well as Morningstar's popular veggie burgers.

*For operators who believe in elevating menu choices, Sysco Simply satisfies dietary and lifestyle preferences with trusted, quality and versatile products.*

Beyond Burger® With Cranberry Aioli; recipe page 28. To see more, visit [syscofoodie.com](https://syscofoodie.com).



## CHOICE

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

## INTEGRITY

When you buy from Sysco, you know each product has been through the most comprehensive quality assurance process in the industry.

## PURPOSE

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





Herb-Crusted Cod Fillet and Lemon-Olive Oil Poached Soft Cod

# *A Global Feast*

**This season, enliven your holiday menu  
with international flavors and ingredients,  
from festive, colorful Latin American mole  
to fragrant Portuguese fish stew.**

This year, when seeking inspiration for your holiday menu, be bold. Start by looking around at on-trend international flavors such as Middle-Eastern and Latin-American to add panache to the celebrations. Festive should never mean flavorless. American chefs are fortunate—we don't need to travel far to experience a variety of flavors and cultures. Both the United States and Canada have become delicious melting pots of global cuisines brought here by immigrants

over the course of decades, from the Italian influence on the East Coast to the vast Chinatown offerings of Vancouver. In the festive dishes featured here, we look to other cultures to shake up the holiday menu and bring a cast of fresh ingredients into the mix. In Italian, Austrian and Portuguese dishes, seafood takes center stage, while in Latin America, mole is standard for celebrations. And in Seattle, a feast isn't complete without salmon and local vegetables.





## Fish Gets Festive

"Here in southeastern Massachusetts, we are in the middle of a true melting pot of cuisine and ethnicity," says Chef Anthony McCauley, Culinary Consultant at Sysco Boston. "This area is highly influenced by Portuguese cuisine. The best scallops in the country are fished right here, the same scallops we sell daily under Sysco's Portico label." During the holidays, families here serve beautiful seafood stews, such as the Portuguese Fish Stew, sometimes with linguica sausage, saffron broth and fresh herbs and garlic.

"Because Austrians are mostly Catholic, we eat a lot of seafood during the holidays," says Chef Klaus Mandl, Culinary Consultant at Sysco Chicago. "Austrians like their schnitzels, dumplings, pork and sauerkraut." You see that Austrian and German influence all over the Midwest, including Chicago. But during the fall

and winter months in Austria, Mandl says, you'll find a variety of seafood on the menu, such as zander, Dover sole, trout and halibut. For an elegant holiday fish dish, see Chef Klaus's Halibut With Pumpkin Basil Spaetzle.

In Italy it is common to eat fish on Christmas Eve. The famed Feast of the Seven Fishes is a culinary invention of Italian-American immigrants. The dishes vary, but one constant is baccalà, the Southern Italian dish of salt cod. Chef Nora Galdiano, Culinary Consultant at Sysco Central Florida, is herself an American immigrant—she was born in the Philippines but grew up in Hawaii. Growing up, Galdiano was exposed to lomi-lomi salmon, a cured fish dish similar to ceviche, which also inspired the salt

cod portion of her Italian-style recipe for Herb-Crusted Cod Fillet and Poached Salt Cod.

## Southern Comforts

In the city of El Paso, Texas, "You can stand on one side of the border and throw a rock into another country," says Chef Armando Pomaes, Executive Chef at Sysco New Mexico. Not surprisingly, the cultures and cuisine of El Paso and its neighboring cities are strongly influenced by Mexico and Latin America. "In a lot of households, you'll find a mix of Mexican cuisines," Pomaes says. The Manchamantel sauce is a variation on a mole, which Pomaes serves with a crispy pork belly. Traditionally, the festive, brightly colored sauce can take hours or even days to make. "I wanted to honor my

*Find recipes  
for these dishes on  
pages 28–29*

*Seared Halibut With Pumpkin Basil Spaetzle*



*Portuguese Fish Stew*





culture but scale it down,” says Pomales. “Here, you take all the ingredients and throw them in the oven, then in the blender.” To make the dish less labor intensive, use precooked **Sysco Classic Sous Vide Pork Belly**.

Of all American cities, perhaps New Orleans has the richest culinary heritage. “I learned in culinary school, no matter where you go, there is always someone better with a knife or quicker in the kitchen, but they will never season food the way you do, coming from New Orleans,” says Chef Raymond Yakelis, Culinary Consultant at Sysco New Orleans. What some may not realize is the extent to which New Orleans cooking has gone beyond gumbo and jambalaya to become a hub of international cuisine. “We have African, Creole, Vietnamese, Hispanic—it’s a melting pot of flavors, and you can mold them all together and make something great,” says Yakelis, who used on-trend Middle Eastern and Indian ingredients to create his Tandoori Rack of Lamb With Japanese Eggplant. “Rack of lamb is underutilized

and has a wow factor when served,” says Yakelis.

### **Northern Exposure**

In the Pacific Northwest, the tradition of feasting goes back a long way. Before there was Thanksgiving, “Native American people of the Salish tribe celebrated the harvest by gathering wild vegetables, blackberries and the local abundance of salmon and shellfish,” says Chef Jeffrey Cox, Culinary Consultant at Sysco Seattle. Not only does this part

Each Christmas, Quebec is gilded with lights and carpeted in snow. Families gather to celebrate and indulge in holiday foods such as the traditional Quebecois meat pie, the tourtière. “One of my favorite traditions is to gather together on Christmas Eve for my grandmother’s tourtière with homemade cranberry sauce,” says Chef Christopher Chabot, Sysco Calgary. “When I can’t get home for the holidays, I like to make a simpler, bite-sized version that I call Tourtière

*“The fusion of international flavors and spices is such an incredible way to celebrate the diversity of the modern American family. Instead of the traditional turkey or ham, in the future my family will be able to share recipes that truly describe all the different aspects of who we are.”*

**—Chef Raymond Yakelis, Sysco New Orleans**

of the country feature ample coastline, but it’s also fertile land for growing produce, which provided inspiration for Cox’s Salmon With Butternut Squash Casserole.

Turnovers.” They can be made and frozen weeks in advance, making them an easy addition to any holiday menu.



*Tortière Turnovers*

*Crispy Pork Belly With Manchamantel Sauce*

*Tandoori Rack of Lamb With Japanese Eggplant*







*Heirloom Carrot and  
Dried Bing Cherry Salad*


*Pan-Fried Oyster Dressing*

*Butternut Squash Casserole*

*Potlatch Salmon With Butternut Squash Casserole*

*Find recipes  
for these dishes on pages  
28-31*





Make every  
dish more appealing  
and profitable  
when you pay attention  
to the details of your  
presentation.

# The *of* Art Plating





**W**HAT A DIFFERENCE A PLATE MAKES. Those plain white—usually round—dishes preferred by most chefs are the blank canvases for culinary artistry. In fact, when it comes to plating and presentation, chefs generally approach the plate the way an artist approaches a canvas, keeping in mind specific rules about perception, composition, form and color. And just like the artists of the last century, chefs should also be prepared to break all those rules when the moment—and the dish—calls for it.

Presentation is not just for fine dining establishments. A little effort can make the difference between a dish that makes our eyes pop and mouths water and one that just passes muster. Even more important, it can make the difference between a \$10 and a \$15 dish composed of almost identical ingredients. Little things like the size of the plate and proper placement of ingredients affects diners' perception of how large a portion is. And adding vibrant, creative garnishes is an inexpensive way to add value to any dish.

We're not saying that you should invest in a set of tweezers and squeeze bottles and start plating like it's 1999. But if you pay attention to some key elements on the plate, you can add panache to preparations—and even get free publicity on social media.

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#### **PLAYFUL PRESENTATION PAYS OFF ONLINE**

Those unexpected garnishes. That gorgeous mash-up of colors and textures. Pay attention to them and you'll be rewarded when customers post pictures of your plates on social media. Great presentation is the number one way to get your food shared on Instagram. So pick one dish and go all out. Your customers will gasp with joy, and then reach for their phones.





▼

### BE PLAYFUL

The chef has deconstructed the traditional composition of protein, starch and veg and added some air to the plate, making room for more caper-butter sauce and the addition of fried sage.

◀


### FRESHEN UP

Bring color and texture to the dish with seasonal herbs.

▲

### SERVED BY DESIGN

Arrange shapes and colors in compositions that are pleasing to the eye.



**PLATED BUT DATED** This dish shows a traditional composition with the plate divided into thirds: one-third for the protein, one-third for the starch and one-third for the vegetables. While there is nothing wrong with this presentation, it looks a little stodgy.





▼

### TAKE A STAND

This simple cake stand elevates the cake to the height it deserves.

▲

### ICING ON THE CAKE

The chef has topped this stunning cake with hand-shaved white chocolate ribbons—an elegant garnish in proportion with the cake itself.

▲

### MAKE IT!

Find the recipe for the Oreo Cookie Crepe Cake by Chef Candace Hilger on page 31.

### DON'T LET YOUR DESSERTS GO BARE

There is nothing wrong with this plain white plate, but the single raspberry and bare dish do not dress up the cake to the presentation standards customers have come to expect with desserts.





# Meet Our New Lineup

**CUTTING EDGE  
SOLUTIONS**

Twice a year, Sysco chooses 8 to 12 of the most innovative, on-trend new food products and kitchen tools to showcase under the name Cutting Edge Solutions. Our exclusive agreement means you can order these products from every Sysco OpCo in the U.S.—and only from Sysco—for a full year. Save money, time and labor when you stay on the Cutting Edge.



## **Baker's Source Imperial Roasted Garlic & Chili Petite Naan**

Warm and serve these authentic naan breads, perfect for dipping.



## **Beyond Meat® Beyond Sausage®**

Groundbreaking plant-based sausage looks, smells and tastes like the real thing.



## **Sweet Street Luscious Layers Cake**

Just thaw and serve to wow your guests with these Instagram-worthy desserts.



## **Portico Imperial Saddleback Lobster Tails**

These wild-caught North Atlantic lobster tails make any meal luxe.



## **Sysco Imperial Wild Blueberry Flapjack Cake**

Serve this three-layer cake across all day-parts, at breakfast, lunch and dinner.



## **Sysco Classic Sous Vide Pork Belly**

This perfectly precooked pork belly saves you hours of prep time.



## **Earth Plus™ Caterware**

This eco-friendly caterware is made from 40 percent recycled polypropylene.



## **Spicy Nothings Curry Sauce**

Use these scratch-made sauces (two flavors) to create authentic Indian dishes.



## **Sysco Classic Fry Oil Filter Pods**

Extend the life of your oil with all-natural plant-based filters—compatible with every fryer.



## The Waffle Biscuit Brightens Brunch

During fall and winter months, family and friends gather at cozy restaurants for breakfast, lunch—and that ultra-satisfying combination of the two—brunch. A popular brunch is profitable, but can also cause chaos in the kitchen. If you're not careful, tickets stack up as servers become stuck in the weeds. But don't despair, Sysco's **Cutting Edge Solutions** has the innovative products you need to get through the rush. For a time-saving brunch entrée, try this crispy fried chicken sandwich with hot honey, made with the **Baker's Source Imperial Waffle Biscuit** (pictured). This versatile cross between a waffle and a biscuit takes minutes to thaw and bake. Fill it with anything sweet or savory, from scrambled eggs and melted mild cheese to strawberries and whipped cream.

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*Ask your Marketing Associate about these and other exclusive products, available only from Cutting Edge Solutions.*

Waffle Biscuit Fried Chicken Sandwich With Hot Honey; recipe page 31. To see more, visit [syscofoodie.com](http://syscofoodie.com).



# 6 Ways to Improve Employee Well-Being

A happy face is almost a prerequisite in the hospitality business. But you'll really come out ahead if those smiles are genuine, and not just for show. When employees are happy and taking pride in their jobs, they'll be more productive. And they'll stick around, keeping labor woes at bay. Here are some steps operators can take to improve workplace well-being and help employees stay healthy, motivated and performing at their peak.

## Encourage family meals

At least once a week, and usually more often, schedule time to eat together. "Have each of the cooks take a turn being in charge of the meal. When posed as a challenge, it becomes more exciting," says Jovan Djokovic, Business Resource Consultant for Sysco Eastern Wisconsin. "Tell them you have all these great ingredients and their task is to do something healthy, like a big salad they can be proud of."

## Get outside

Life in the kitchen can be active, but that activity usually occurs within about four square feet. As weather permits, make time for outdoor fun. "Do morning stretches or take a walk," Djokovic suggests. "You could even organize a 'server Olympics' with other restaurants in the area."

## Get on a water kick

"Drinking soda on the line can be a big problem. The calories, the sugar...it



dehydrates you and can lead to passing out," Djokovic says. "Encourage staff to drink water. Ask your cooks who can be the most creative with the ingredients you have on hand. Add lemons and cucumbers to water, and keep refilling all day."

## Say thank you, often

Create and foster a culture of gratitude. "Employees need to feel appreciated," says Benjamin Groeger, Chef and Culinary Specialist for Sysco Arizona. "When they know you're grateful, it motivates them to do their best."

## Don't forget the little things

Rotate your cooks from station to station so they can cross-train and feel more

empowered in their daily work. Groeger recommends inviting industry experts to come in and speak on special topics such as wine, charcuterie, ethnic cuisines or food safety.

## Know when you truly need to intervene

If you get the feeling or hear from a coworker that one of your team members is struggling with a serious issue, such as alcohol, drugs or depression, don't waste time. Take him or her aside. "There has to be open communication," Groeger says. "Say you are concerned and offer help. Refer your employees to counseling if you see that they are clearly having problems. It's not an inquisition; it's real care for another human being."



# 'Tis the Season for Temporary Hiring

It's the most wonderful time of the year. And the most hectic. To take the holidays in stride—and make serving those private parties and tables of 17 look effortless—many restaurants will hire seasonal help. Here are some practical tips for doing so.



## **DON'T:** Hire people that need tons of training

You'll have precious little ramp-up time; invest in people that can hit the ground running. If possible, have prospective employees work on a probationary period for a shift or two "so you can evaluate their ability to perform," says Benjamin Groeger, Chef and Culinary Specialist for Sysco Arizona. "Plus, you'll also see how they work with your permanent staff; it's important for everyone to gel."



## **DO:** Use social media to recruit

Putting out the word on social media doesn't cost anything and has incredible reach. "Get on Facebook and Twitter and talk up the opportunity. Make sure to say 'Tell your friends' or 'Grab a college buddy,'" says Jovan Djokovic, Business Resource Consultant for Sysco Eastern Wisconsin.



## **DO:** Be transparent

If you're hiring for just six weeks of work, stress the seasonal nature of the job. "When you interview, ask the candidate why that idea appeals to them," Groeger says. "If you get answers like 'I'm a college student on Christmas break,' it makes perfect sense and could be a mutually beneficial relationship." Ask what other types of jobs the candidate is currently applying for. "If you find they are going for full-time jobs, and yours is part-time, that could be a sign that they might leave if something else comes along," Groeger says.



## **DON'T:** Underestimate your need

Hitting that magic number of seasonal employees can be tricky, but you don't want to come up short. "If you've already been through a holiday season, go through your historic records to get a gauge," Djokovic says. "But if you're new, always plan for more than you think you'll need. Better safe than sorry."



## **DO:** Give everyone time off

Holidays are meant to be spent with people you love. Give everyone—temporary and permanent employees alike—a day off on the holiday or close to it. "If that's just not possible," Groeger says, "offer to invite your employee's family in for dinner and let them enjoy a meal together."





## Beyond Burger® With Cranberry Aioli

CHEF NEIL DOHERTY  
SYSCO CORPORATE  
SERVES 1

- 1 4.5-inch Baker's Source  
Classic wheat bun
- ½ tsp. mayonnaise
- 1 4oz. Beyond Meat Burger®  
Salt and freshly ground black  
pepper to taste
- 2 slices avocado
- 2 slices red onion
- ½ oz. arugula
- 2 slices tomato
- 1 oz. cranberry aioli (1 tsp.  
cranberry mustard (page 30)  
mixed with 2 Tbsp. mayon-  
naise)

Smear the split bun with mayonnaise and toast on a griddle or pan. Cook the patty on a lightly oiled pan, pressing down to cook well. Season with salt and pepper, and let cook to an internal temperature of 165 degrees. Build the burger by smearing the aioli on bottom bun, then place the patty on top. Add avocado, onion, arugula and tomato. Top with toasted bun.

## Greens With Warm Pork Belly Salad

CHEF MEEGAN ROBERTS  
SYSCO ARIZONA  
SERVES 4

### PICKLED CHARD RIBS

- ¼ cup mirin
- 1 tsp. Sysco Classic salt
- 1 oz. rainbow chard ribs
- 4 oz. Sysco Classic Sous Vide  
pork belly, sliced
- 1 oz. apricot glaze
- 2 oz. Swiss chard leaves
- ½ oz. kohlrabi leaves
- 1 oz. dandelion greens
- 1 Wholesome Farms egg, fried
- 1 apricot, halved and grilled
- 1 oz. kohlrabi, sliced thin

### VINAIGRETTE

- 1 oz. pork fat
- 1 Tbsp. whole-grain mustard
- 2 oz. mirin

### FOR THE PICKLED CHARD RIBS

Heat mirin and salt in a large pot and bring to a boil. Slice chard ribs in half lengthwise and cut on the bias into 1-inch pieces. Place in a large heatproof bowl and pour hot

liquid over them. Let chill at least one hour or overnight.

Slice pork belly into 1-ounce pieces, about 1 by ½ inch long. Render their fat in a small sauté pan. Once they have caramelized, pour off the fat to reserve for the vinaigrette. Add apricot glaze to the pan and glaze the pork.

Chop the leaves of the Swiss chard, kohlrabi and dandelion greens. Rinse and dry thoroughly.

For the vinaigrette, place the hot pork fat along with the mustard and mirin in a medium bowl and whisk to combine. Add the greens and toss with the dressing, making sure to coat evenly.

Serve topped with fried egg, grilled apricot, sliced kohlrabi, glazed pork belly and pickled chard ribs.

## Seared Halibut With Pumpkin Basil Spaetzle

CHEF KLAUS MANDL  
SYSCO CHICAGO  
SERVES 4

### PUMPKIN BASIL SPAETZLE

- 4 oz. Sysco Imperial Vegetable  
Soup Base
- 2 Wholesome Farms eggs
- 4 oz. Wholesome Farms whole  
milk
- Sysco Classic Salt and Sysco  
Imperial McCormick freshly  
ground black pepper
- 8 oz. Sysco Classic all-purpose  
flour
- ¼ oz. Arrezzio Imperial basil  
pesto
- 2 Tbsp. Sysco Classic pumpkin  
purée
- 4 oz. Wholesome Farms butter,  
plus more for drizzling

### SEARED HALIBUT

- 4 Tbsp. Arrezzio Imperial olive oil  
blend
- 4-6 oz. halibut fillets
- 2 mini peppers, cut into strips
- ¼ oz. Block and Barrel pork rinds
- 1 cucumber, peeled and shaved  
into thin strips
- 1 lemon
- ½ oz. pumpkin seed oil

Fill a 5-quart stockpot with 3 quarts water, add the vegetable base and bring to a boil. In a medium bowl, combine the eggs and milk with salt and pepper to taste

and gradually add the flour until you have a smooth dough. Fold in the basil pesto and pumpkin purée. When the water is boiling, form a test dumpling using a teaspoon. Dip the spoon into the hot water, then cut out a small piece of dough and place it in the hot vegetable stock. Cook for about 3 minutes, then remove and test for doneness. Cook the remaining dumplings, then place them in a cold-water bath.

When ready to serve, heat half the butter and sauté the dumplings in the pan until golden brown. Heat a sauté pan, add the oil and when it's hot, add halibut, seasoned with salt and pepper. Cook for 2 minutes on each side. Briefly grill the mini pepper strips. Cook the pork rind in a deep fryer. Place the halibut onto a serving plate, top with the raw cucumbers and cooked pork rind and garnish with the pepper. Arrange the spaetzle into separate piles. Melt the remaining butter, add the juice of a lemon, season with salt and pepper and pour onto the plate. Drizzle with pumpkin seed oil and melted butter.

## Portuguese Fish Stew (Caldeirada de Peixe)

CHEF ANTHONY MCCAULEY  
SYSCO BOSTON  
SERVES 2

- 3 Tbsp. Arrezzio Imperial olive  
oil, divided
- 1 fingerling potato, thinly sliced
- Sysco Classic Kosher salt and  
freshly ground Sysco Impe-  
rial McCormick black pepper  
to taste
- 1 ear of corn
- 1 Tbsp. Arrezzio Imperial olive oil
- 2 shallots, thinly sliced
- 2 cloves garlic, thinly sliced
- 2 oz. chorizo, diced
- 2 Imperial Fresh whole toma-  
toes, peeled and crushed
- 1½ Tbsp. Sysco Imperial fish soup  
base
- ¼ tsp. Sysco Imperial McCormick  
Hungarian paprika
- 1 tsp. fresh rosemary, finely  
chopped
- 1 tsp. thyme, finely chopped

- 4 oz. cod
- 3 oz. Portico Imperial lobster
- 6 Portico Imperial clams
- 6 Portico Imperial mussels
- ¼ lb. octopus
- 6 dry Portico Simply sea scallops  
10/20
- 6 grape tomatoes, sliced

Heat 2 tablespoons oil in a large pan over medium heat and fry potato slices until golden-brown. Season with salt and pepper and set aside. To prepare the corn, lightly oil and fire-roast over an open flame until charred. Remove kernels and set aside. To prepare the broth, heat remaining oil in a pan over medium heat; sauté shallots, garlic and chorizo and cook until tender. Add tomatoes, fish base and 2 cups cold water. Bring to a simmer and season to taste. Add paprika and half the fresh herbs; remove from the heat and set aside.

To prepare the seafood, steam the cod for 4 to 6 minutes until fully cooked. Separately, steam the lobster, clams, mussels and octopus for 4 to 5 minutes to heat through. (Be careful not to overcook.) In a hot oiled pan, sear the scallops and set aside. Warm the broth slowly and add roasted corn and grape tomatoes. To plate, use a slotted spoon to gently place the vegetables and ingredients from the broth into large shallow bowls. Arrange the seafood ingredients on the plates and garnish with fried potatoes and fresh herbs.

## Crispy Pork Belly With Manchamantel Sauce

CHEF ARMANDO POMALES  
SYSCO NEW MEXICO  
SERVES 15

### CRISPY PORK BELLY

- 6 lb. Sysco Block and Barrel pork  
belly
- 2 Tbsp. Sysco Imperial McCormick  
ground black pepper
- ½ Tbsp. Sysco Imperial McCormick  
ground cinnamon
- ½ tsp. Sysco Imperial McCormick  
ground cloves
- ¼ tsp. Sysco Imperial McCormick



- ground allspice
- 3 Sysco Imperial McCormick bay leaves, crumbled
- 10 sprigs fresh thyme
- 2 oz. Sysco Classic kosher salt
- 1 oz. Sysco Classic sugar
- ½ cup honey
- ¼ cup rendered pork or duck fat
- Canola oil, rendered pork or duck fat for searing

#### MANCHAMANTEL SAUCE

- ¼ lb. whole dried ancho chilies, stems and seeds removed
- ¼ lb. ripe banana
- 1 large green apple, peeled and cored
- 1 lb. fresh pineapple, trimmed, skinned and cored
- 1½ tsp. brown sugar
- ¼ lb. Roma tomatoes
- 1½ tsp. Sysco Imperial McCormick ground cinnamon
- 1½ tsp. apple cider vinegar
- Pinch of ground cloves
- 1 tsp. salt
- 1½ tsp. peanut oil or lard

#### GARNISH

- Roasted poblano corn
- Chayote squash, sliced and steamed until tender
- 30 pearl onions, blanched
- Plantain, sliced and fried until crispy
- 1 cup fresh pineapple, diced

#### FOR THE CRISPY PORK

In a large bowl, coat the pork belly with the cure spices and the honey and toss to coat evenly. Place in a nonreactive container, cover and refrigerate for 24 hours. Heat a sous vide circulator to 160 degrees. Remove the pork from the cure, rinse and pat dry. Vacuum-seal pork belly with the rendered fat. Submerge the sealed pork into a preheated water bath and cook for 24 hours. Remove pork from water bath and let rest for 15 minutes. Plunge into an ice bath and chill for 20 to 30 minutes. Refrigerate until completely chilled.

Alternatively, instead of using a circulator, heat an oven to 250 degrees. Place pork belly in a hotel pan and cover with rendered fat. Bring to a simmer on the stovetop, then place in the oven and cook, uncovered, until pork is fork-tender, three to four hours. To make the dish even quicker and easier, use a precooked pork

belly, such as Sysco Imperial Sous Vide Pork Belly.

#### FOR THE MANCHAMANTEL SAUCE

Heat your oven to 350 degrees. Place chilies in a cast-iron skillet and toast both sides, being careful not to burn them. Bring a quart of cold water to a boil and add the chilies. Lower the heat and simmer for 10 minutes. Drain and set aside. Toss banana, apple and pineapple with brown sugar and roast in a large pan for 10 to 15 minutes. Add tomatoes to the fruit mixture and roast 10 minutes longer. Place chilies, fruit mixture, cinnamon, vinegar, cloves, and salt in a food processor and purée until smooth. Add a little water if necessary to thin the sauce slightly. Strain if desired. Place oil or lard in a deep skillet. Heat until almost smoking and add the sauce. Fry for 3 to 5 minutes, stirring constantly. (Makes 3 cups of sauce.)

To serve, warm the sauce and set it aside. Warm the poblano corn and set it aside. Divide the pork belly into 4-ounce portions. Heat the oil to almost smoking. Reduce the heat to medium and sauté the pork belly until it's browned on all sides and warmed through. Divide sauce among plates, top with pork belly. Garnish with corn, chayote squash, pearl onions, fried plantain chips and diced pineapple.

## Herb-Crusted Cod Fillet and Lemon-Olive Oil Poached Salt Cod

CHEF NORA GALDIANO  
SYSCO CENTRAL FLORIDA  
SERVES 4

#### HERB CRUST

- ¼ cup Italian parsley
- 3 large basil leaves
- ½ cup panko bread crumbs
- 2 Tbsp. Arrezzio Imperial olive oil blend
- 2 Tbsp. Arrezzio Imperial grated Parmesan cheese
- Pinch kosher salt

#### TOMATO COULIS

- 1 Tbsp. Arrezzio Imperial olive oil blend
- 3 tomatoes, cored, blanched, peeled and seeded—juices reserved
- 3 cloves garlic, sliced
- 1 tsp. Sysco Classic tomato paste
- ½ tsp. Sysco Classic sugar
- 1 tsp. fresh oregano, chopped
- Kosher salt to taste
- 4-6 oz. Portico Atlantic cod fillets
- 1 egg white
- ¼ tsp. Dijon mustard
- 4 baby carrots, cut on the bias
- 8 cauliflower florets
- 8 Brussels sprout leaves
- 4 2-oz. portions salt cod
- ¼ cup Arrezzio Imperial olive oil blend
- 4 cloves garlic, sliced
- ¼ cup shallots, sliced into rings
- 4 mini assorted sweet peppers, cut into rings
- ¼ cup lemon juice
- ½ cup Sysco Imperial chicken stock
- 2 sprigs fresh thyme

#### YUKON GOLD POTATO PURÉE

- 1 lb. Yukon Gold potatoes, peeled and cut into ½-inch slices
- 1 tsp. salt
- 1 Tbsp. Wholesome Farms butter
- ¼ cup Wholesome Farms heavy cream, warm
- Kosher salt to taste

#### FOR THE HERB CRUST

In deep-fryer heated to 350 degrees, fry parsley and basil for 20 seconds. In a small food processor, combine bread crumbs, fried herbs, olive oil, cheese and salt. Process until herbs are well-incorporated with the bread crumbs and color is green. Set aside.

#### FOR THE TOMATO COULIS

In a small pot, warm olive oil. Add garlic, but don't let it take on color. Add tomato paste, chopped tomatoes, reserved juices and sugar. Bring to a boil and reduce heat to low. Simmer gently, stirring periodically for 15 minutes. Add oregano and salt to taste, and cook for one minute longer. Transfer to a blender and purée until smooth. Set aside warmed.

#### FOR THE POTATO PURÉE

Place potatoes in a small pot with water to cover. Add salt and bring to a boil. Reduce heat to low

and simmer for 15 minutes until cooked through. Drain potatoes and transfer to a blender. Add butter and warm heavy cream and process until puréed. Add more cream to adjust consistency, taste for seasoning and set aside warmed.

#### FOR THE SALT COD

Rinse excess salt off salt cod. Place in a water bath and chill for at least 8 hours, changing water four times. Drain cod. In a non-stick pan, warm olive oil over medium heat. Add garlic and shallots and sauté for 1 minute. Add sweet pepper, lemon juice, chicken stock and thyme. In a shallow pot with a lid, bring poaching liquid to 155 degrees. Add salt cod pieces, cover and gently poach for 2 minutes on each side. Remove from heat and keep warm.

#### FOR THE VEGETABLES

Blanch baby carrots in salted boiling water until tender. Set in an ice bath to stop the cooking. Using the same boiling water, follow the same process with the cauliflower florets, blanching any purple ones separately to prevent discoloration. Blanch Brussels sprout leaves for 5 seconds and immediately set in an ice bath. Drain all vegetables. When ready to plate, warm vegetables (purple cauliflower in a separate pan) in olive oil and season to taste.

#### FOR THE HERB-CRUSTED COD FILLETS

Combine egg white and Dijon mustard. Beat slightly until Dijon is thoroughly incorporated. Blot excess moisture on cod fillets. Lightly season with salt and pepper. In a hot, oiled sauté pan, sear both sides of the fish, presentation-side first. Place on a paper towel-lined plate. Brush top of fillets with the egg white and Dijon mixture and carefully top with the herb crust. Transfer to a half-sheet pan and bake in a 350-degree convection oven for about 5 minutes



or until internal temperature reaches 135 degrees.

## Tandoori Rack of Lamb With Japanese Eggplant

CHEF RAYMOND YAKELIS  
SYSCO NEW ORLEANS  
SERVES 2

### LAMB RACK

- 1 Butcher's Block lamb rack
- 1 tsp. olive oil
- 1 Tbsp. tandoori masala spice
- Salt and pepper to taste

### EGGPLANT RELISH

- ¼ cup Arrezzio Imperial olive oil blend
- 1 Japanese eggplant, cut into ½-inch cubes
- 1 red sweet pepper, cut into ½-inch dice
- 1 yellow sweet pepper, cut into ½-inch dice
- 1 red onion, cut into ½-inch dice
- 1 tsp. garlic, chopped
- 2 Tbsp. pomegranate molasses
- 1 tsp. Sysco Natural fresh mint, chopped
- Salt and pepper to taste

### POMEGRANATE SAUCE

- 1 Tbsp. Arrezzio Imperial olive oil blend
- 1 shallot, minced
- 2 cups pomegranate juice
- Juice of half a lime
- ½ cup cane syrup
- Salt and pepper to taste

### HERB AND FETA SALAD

- Half bunch Sysco Natural Italian parsley, chopped
- 2 oz. Sysco fresh mint, minced
- 2 scallions, cleaned and diced
- 2 radishes, thinly sliced
- 1 Persian cucumber, thinly sliced
- 2 oz. Sysco Classic feta cheese, diced

### GARNISH

- 2 Tbsp. pomegranate seeds
- 2 tsp. pistachios, chopped
- 2 figs, halved

### FOR THE LAMB RACK

Cut lamb rack into two portions of four bones each. Then remove two bones on each portion, cleaning remainder. Rub lamb with olive oil and tandoori masala spice and season with salt and pepper. Sear lamb rack in hot skillet and finish in a 350-degree oven until internal temperature of 125 degrees. Remove and let sit for 5 minutes to firm up before slicing.

### FOR THE EGGPLANT RELISH

Heat a skillet with the olive oil blend and fry the eggplant, peppers, onions and garlic stir-fry style. Drain excess oil and toss with pomegranate molasses and mint, and season with salt and pepper.

### FOR THE POMEGRANATE SAUCE

In a sauté pan over medium heat, heat the oil. Add shallots and cook until translucent. Add pomegranate, lime juice and cane syrup and reduce until thick enough to coat the back of a spoon. Season with salt and pepper to taste.

### FOR THE HERB AND FETA SALAD

On a plate, mound the parsley, mint and scallions. Shingle the radish and cucumber on the plate. Finish with diced feta cheese.

### TO GARNISH

Slice medallions of lamb to the bone about a quarter-inch thick. Place in center of plate, shingled out. Spoon on the eggplant relish; sprinkle pomegranate seeds and chopped pistachios. Finish with the pomegranate sauce and figs.

## Tourtière Turnovers With Cranberry Mustard

CHEF CHRISTOPHER CHABOT  
SYSCO, CALGARY  
SERVES 15 (MAKES 48 TURNOVERS)

### TOURTIÈRE TURNOVERS

- 1 russet potato, peeled and quartered
- 1 lb. Arrezzio Imperial ground pork and beef mix
- 8 slices thick-cut bacon
- 1 onion, finely chopped
- 1 stalk celery, finely diced
- 1 clove garlic, minced
- ½ tsp. dried thyme
- ½ tsp. ground sage
- ¼ tsp. ground cinnamon
- ¼ tsp. ground cloves
- ¼ cup chopped fresh parsley
- Salt and freshly ground black pepper
- 4 sheets Baker's Source frozen puff pastry, thawed
- 1 Wholesome Farms egg, beaten

### CRANBERRY MUSTARD

- 2 cups frozen cranberries
- 2 oranges, with juice and zest
- 1 cup sugar
- 1 cup whole-grain mustard

### FOR THE TOURTIÈRE TURNOVERS

Cook the potato in boiling salted water until tender, 15 to 20 minutes. Remove, mash and set aside, reserving ¼ of the potato water.

Bring the reserved potato water to a boil. Heat a saucepan over medium-high heat. Add the pork and beef mix, bacon, onion, celery, garlic, thyme, sage, cinnamon and cloves, breaking up the ground meat with a spoon. Add the reserved potato water and bring to a simmer. Cook uncovered, stirring occasionally, until meat is no longer pink and liquid has reduced by half, about 45 minutes. Stir in the potato, parsley, salt and pepper to taste and more of the other seasonings if desired. Let chill.

Cut each puff pastry sheet into 12 even squares and brush with egg (reserving remaining egg in the refrigerator). Place a heaping teaspoon of beef mixture in the center of each square. Fold the pastry over to enclose the filling and form a triangle. Seal the edges by pressing all around with the floured tines of a fork. (Turnovers can be prepared ahead to this point and refrigerated overnight. Or, freeze for up to 2 months. Thaw before baking.)

To serve, arrange turnovers on a baking sheet and brush with reserved egg. Bake in the center of a 400-degree oven until golden-brown, about 20 minutes. Serve hot.

### FOR THE CRANBERRY MUSTARD

In a small saucepan over medium-high heat, bring all the ingredients to a low boil, lower the heat and simmer until the cranberries are soft and tender and the liquid is reduced by half. Remove from the stove. Serve with the turnovers, or store up to a week in the refrigerator.

## Potlatch Salmon With Butternut Squash Casserole

JEFFREY COX  
SYSCO SEATTLE  
SERVES 8

### BUTTERNUT SQUASH CASSEROLE

- ¼ cup Arrezzio Imperial olive oil blend, divided
- 2 lb. diced butternut squash
- Kosher salt
- White pepper
- 2 lb. kale, leaves shredded into 3/8-inch
- 2 cups vegetable broth
- 2 lb. Pulse Mélange

### PACIFIC RIM GRAVY

- ¼ cup cornstarch
- 1 qt. chicken broth
- 3 oz. oyster sauce
- 1 Tbsp. Jade Mountain soy sauce
- 1 Tbsp. Sysco Classic brown sugar
- 1-2 tsp. Gochujang Korean chili paste

### WHOLE ROASTED SALMON

- 1 whole sockeye salmon, head and scales removed
- 1 Tbsp. allspice
- 1 Tbsp. ground cinnamon
- 1 Tbsp. white pepper, divided
- 1 Tbsp. ground coriander
- 2 Tbsp. brown sugar
- ¼ cup olive oil blend
- Kosher salt, to taste
- 3 whole oranges, peeled and sliced into ½-inch rounds
- 12 cloves garlic, crushed
- ½ cup sweet chili sauce
- Grilled lemons for garnish

### FOR THE BUTTERNUT SQUASH CASSEROLE

Heat the oil in a large pan over high heat, and pan-sear the butternut squash, seasoning with salt and pepper to taste. Cook just until the squash begins to color. Roast in a 400-degree oven for 30 minutes until al dente. Remove and set aside. Heat remaining oil in a large heavy skillet over medium-high heat. Add kale, reduce heat and add half the vegetable broth. Stir in the pulse blend and roasted squash and season with salt and white pepper to taste. Add additional vegetable broth as needed to keep moist.

### FOR THE PACIFIC RIM GRAVY

Combine cornstarch with 1 cup of the chicken broth; stir well to



dissolve and set aside. In a saucepan over high heat, combine the oyster sauce, soy sauce, brown sugar and Gochujang. Whisk well to combine and bring to a simmer. Whisk cornstarch/broth mixture and slowly pour it into the saucepan, whisking to incorporate. Bring the gravy to a boil, then remove from heat and cover until needed for service. Taste for seasoning as needed.

#### FOR THE ROASTED SALMON

Rinse the salmon with cold water and pat dry. Remove fins and tail and discard. In a small bowl, mix together the allspice, cinnamon, half the white pepper, coriander and brown sugar and rub liberally into the interior of the salmon, reserving some for later. Rub olive oil, salt and the remaining white pepper onto the skin and allow to rest for 30 minutes.

Preheat the oven to 400 degrees. Make half-inch-deep slits every two inches in the skin. Fill the cavity with orange slices, garlic and sweet chili sauce. Place in the oven and roast for 45–50 minutes, basting every 15 minutes with pan juices.

Remove salmon from oven when internal temperature reaches 125 degrees 45–50 minutes; then let rest for 10 minutes. Plate salmon onto serving platter and garnish with grilled lemons.

## Pan-Fried Oyster Dressing

CHEF JEFFREY COX  
SYSCO SEATTLE  
SERVES 10

- 1 gallon container cubed artisan bread
- ½ lb. butter
- ¼ cup garlic, minced
- 2 lb. celery, diced
- 2 lb. onion, diced
- 2 Tbsp. sage, rubbed
- 2 Tbsp. kosher salt
- 1 Tbsp. plus 4 tsp. white pepper
- ½ Tbsp. black pepper
- 1 quart chicken broth
- 24 small oysters
- 1 quart buttermilk
- 1 cup fresh sage, sliced

- 4 cups cornmeal
- 1 bsp. salt
- 1 cup duck fat

Toast the cubed bread in 350-degree oven. Melt the butter. Place the butter, garlic, celery, onion, rubbed sage, kosher salt, 1 tablespoon white pepper and ½ tablespoon black pepper in a large pot and sauté until sweated. Add the toasted croutons and broth, reduce heat and stir to heat through and mix. Adjust seasoning; croutons should be soft but not mushy. Place mixture in a baking pan and bake, covered, at 300 degrees for 45 minutes. Remove cover and bake 15 minutes longer.

Gather oysters and set up breading station. Combine buttermilk and fresh sage, and place oysters in the mixture. Combine cornmeal, 1 tablespoon salt and 4 teaspoons white pepper. Bread oysters in cornmeal mixture, and reserve.

To serve, pan-fry oysters in duck fat, working in small batches. Hold warm. Stir dressing and gently fold in oysters; place on serving tray or in a bowl.

## Heirloom Carrot and Dried Bing Cherry Salad

CHEF JEFFREY COX  
SYSCO SEATTLE  
SERVES 10

- ¼ cup Arrezzio Imperial olive oil
- 2 lb. purple carrots
- 2 lb. yellow carrots
- 2 lb. orange carrots
- 1 cup vegetable broth
- ½ lb. dried Bing cherries
- ¼ cup chopped garlic
- ½ cup white wine

Heat a large sauté pan over high heat, add oil and pan-sear the carrots, one color at a time, and turn out into a mixing bowl. Return carrots to the pan and add broth, dried cherries and garlic. Deglaze with wine and remove from heat. Note: This salad can be made to order or prepared in advance.

## Oreo Cookie Crepe Cake

CHEF CANDACE HILGER  
SYSCO EASTERN MARYLAND-  
SERVES 12

- 32 Oreos, cookies and creme separated, plus more for garnish

#### CREPES

- 64 chocolate cookie halves
- 2¼ cups Wholesome Farms milk
- 1½ cups water
- ½ cup Wholesome Farms butter
- 1 tsp. kosher salt
- 6 large Wholesome Farms eggs
- Nonstick cooking spray

#### FILLING

- ½ cup Wholesome Farms whole milk
- creme filling from 32 cookies
- ½ tsp. Sysco Classic salt
- 1 tsp. Sysco Imperial McCormick vanilla extract
- ½ cup Sysco Classic cornstarch
- 2 large Wholesome Farms egg yolks
- 2 Tbsp. Wholesome Farms butter, cut into ½-inch pieces
- 1 cup Wholesome Farms heavy cream
- ¼ cup Sysco Classic powdered sugar

#### GARNISH

- White chocolate, shaved into wide ribbons
- Whole Oreo cookies
- Fresh mint sprigs

#### FOR THE CREPES

Place cookies, milk, water, butter, salt and eggs in blender and purée until smooth. Heat a 9-inch nonstick crepe pan over medium heat. Lightly coat the pan with a nonstick spray and ladle 2 ounces of crepe mix into the pan. (You'll need to add more spray after about every five crepes.) Run the mixture around the base of the pan to fully cover the bottom; do not allow to go up the sides. Let cook until they start to appear dry and pull away, about 90 seconds. Flip each crepe onto a sheet of parchment paper and allow to cool. Continue until crepe batter is finished (you should get about 20 crepes).

#### FOR THE FILLING

In a saucepan over medium heat, add milk, creme filling, salt and vanilla and bring to a low

simmer. In a mixing bowl, combine egg yolks and cornstarch and mix until fully combined. Slowly temper the egg mixture with the warm creme mixture; once eggs are tempered, add the mixture back into the saucepan. Cook until thick enough to coat the back of a wooden spoon, about 2–3 minutes. Remove pan from heat and fold in butter. Allow mixture to cool completely. Whip heavy cream and powdered sugar in a stand mixer until hard peaks form. Fold whipped cream into cooled egg mixture until fully incorporated.

To build the cake, place a cooled crepe on a serving plate, then apply a thin layer of filling on top. Add another crepe and repeat until desired layers are achieved.

#### TO GARNISH

Top cake with white chocolate ribbons and garnish with Oreos and mint sprigs.

## Waffle Biscuit Fried Chicken Sandwich With Hot Honey

CHEF NEIL DOHERTY  
SYSCO CORPORATE  
SERVES 4

- 4 breaded chicken breasts
- 4 Baker's Source Imperial Waffle Biscuits
- 4 tsp. Mike's Hot Honey
- 8 slices dill pickle

Fry the chicken in a deep fryer or bake until browned on the outside and internal temperature reaches 165 degrees. Warm biscuits in the oven until lightly crisp around the edges and slice horizontally. Place a chicken portion on each sliced biscuit and top with hot honey. Top with dill pickle slices and the other biscuit half, and serve right away.





**Chef Nora Galdiano**  
Culinary Consultant, Sysco Central Florida

## A Welcome Challenge

When asked about her favorite part of working at Sysco Central Florida, Nora Galdiano is quick to answer: “Cooking. I live and breathe cooking.”

As a Culinary Consultant, she’s able to put that passion—and the experience built by working everywhere from country clubs to fine dining restaurants—to good use when she helps customers address any challenge they face. “All the experience I have under my belt helps me to perform my job here at Sysco,” she says.

### Kitchen Consultations

To ensure successful Customer Reviews, Galdiano works closely with the Customer Service and Will Call departments to procure the necessary products. When it comes time for the actual review, “the magic happens,” as Galdiano puts it.

Using ingredients chosen by the customer, Business Resource Consultant or Marketing Associate, she prepares a variety of dishes, all selected with individual needs in mind. “Each customer has to be approached differently, according to their own needs,” Galdiano says. No matter what dish is being prepared, Galdiano explains the preparation method, plus different ways

“  
We strive to help our customers be successful in all aspects of their business.”

to cook and plate the products. She also helps with recipe and menu development.

Galdiano’s impact doesn’t end with the food—it includes anything that can help customers operate as efficiently and effectively as possible. “We provide expertise in kitchen configuration, placement on the line, equipment, mise en place,” she says. “We strive to help our customers be successful in all aspects of their business.”

### Diverse Cuisines

To Galdiano, cooking is something that comes to her naturally. Still, she constantly hones her skills and seeks out new ones by reading magazines and connecting with fellow chefs. “I was born in the Philippines and grew up in Hawaii,” she says. “But being a chef in a diverse industry means you need to be proficient in different cuisines to

accommodate all tastes and palates.” (For one example, see Galdiano’s Herb-Crusted Cod Fillet and Lemon-Olive Oil Poached Salt Cod, page 29.)

### A Job Well Done

Through it all, one thing has stayed the same: a love of cooking. “I love the adrenaline rush of the kitchen, the challenge of coming up with a dish, prepping it and seeing the finished product,” she says. More than that, she delights in putting her skills to work for customers: “The ultimate goal is to make sure their needs are met.”

*Ask your Marketing Associate about Sysco’s Business Review program and how our chefs and consultants can bring more value to your business.*







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