



Sysco

SPRING 2017

FOODIE

THE HEART OF FOOD & SERVICE™

Get a

FRESH PERSPECTIVE
on produce

The Mother of All
Dining Occasions

Dairy for All
Day Parts

Your Secret Ingredient
for Authenticity

A man in a purple shirt and a woman with glasses and a black shirt are standing behind a counter. The man is pointing at a tablet mounted on a white stand, which displays a restaurant POS interface with various menu items and buttons. The woman is smiling and looking at the tablet. On the counter, there is a small white device with a red logo and a plate with a sandwich.

Streamline Your Restaurant and Increase Profits

The POS system your restaurant deserves. Designed exclusively for the food service industry, CAKE's intuitive, easy-to-use restaurant technology platform has all the features your restaurant needs to run like a well-oiled machine.

Schedule a free demo at trycake.com or call 855.696.CAKE(2253)

CAKE
a Sysco company

Message from the Executive Editor



Dear Valued Customers,

The foodservice business is always evolving. New products, new technologies, new social media platforms – innovation and change are all around us. And while “new and different” is great, some things will always stay the same – like Sysco’s unwavering commitment to fresh, quality produce. As the largest foodservice distributor of produce in North America, we strive to bring the very best in the world – sourced near and far – to our customers.

Trends show that today’s diners are focused on wellness and looking for healthier meal options when dining out. To accommodate this demand, we are seeing produce move toward the center of the plate in all day parts, bringing a wealth of new options to customers. Spring is the perfect time of year to get a fresh perspective and explore what’s possible with the season’s finest produce.

We’ve recently partnered with our **FreshPoint®** specialty produce company to refresh our Sysco produce brands. Our **Sysco Natural**, **Sysco Imperial** and **Sysco Reliance** brands of hand-selected produce have been enhancing our customers’ dishes for over 30 years, and will be available to both Sysco and FreshPoint customers. Each piece of Sysco produce is put to the test by our industry-leading quality assurance team to ensure product safety, quality, consistency and freshness. We take great pride in this work because we know what an important role food safety plays in our customers’ businesses. Read more on page 28.

In this issue, we are also excited to share the latest innovation products from our **Cutting Edge Solutions** program, introduce you to our new **Sysco Mobile Inventory app**, deliver tips and recipes for a successful and profitable Mother’s Day, and so much more.

As always, we welcome your comments and feedback at foodie@corp.sysco.com. Let’s spring forward together!

Enjoy the issue,

Bill Goetz
Senior Vice President, Sales and Marketing

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Fresh spring produce is in full bloom, and just in time. Consumers are looking for healthy, nutrient-rich protein alternatives to meat as the main dish, and operators everywhere are seeing produce move from side dish to the center of the plate. Learn more on page 8, or get started with stunning produce-based entrée recipes and more at **SyscoFoodie.com**.

For more information on becoming a Sysco customer, we welcome your call at **888-984-9272**.

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Sysco Quality Assurance: QA from A to Z

From our rigorous supplier approval process to the integrity of our industry-leading cold chain, Sysco Brand quality assurance teams are committed to sourcing the safest, highest quality products available. We know that our customers depend on that promise; so here is a snapshot of the steps we take to ensure quality and safety with every box.



Sysco Brand QA Promise

Deliver Sysco Brand products that meet the most exacting standards for safety, reliability and quality.



Supplier Approval

- Rigorous facility audits prior to supplier approval
- Facility visits and regular inspections after approval
- Food safety audits for HACCP, sanitation, allergen control and more

Receiving

- Chilled docks
- Mandatory inspection upon receipt
- Proper equipment required before load door is opened



With more than 100 professionals in our fields, farms and facilities, Sysco maintains the largest and most active quality assurance department in the industry.



Trucking and Delivery

- Multizone, fully insulated trailers
- Onboard Time-Temp Recorders (TTRs)
- Complete traceability to the field level

Warehousing

- Product segregation to prevent cross contamination
- RF ID labels on every product
- Designated temperature zones



Keeping our cool

Our cold chain is never broken, from temperature controlled processing facilities to chilled docks, warehouses and trucks.



Sysco is dedicated to supplying the freshest locally sourced products available. This not only helps meet a growing consumer demand to “eat closer to home,” it also helps small businesses get the recognition they deserve for the quality and care that goes into perfecting their craft.

BelGioioso

DENMARK, WI

The **BelGioioso** story began more than a century ago, when Errico Auricchio's great grandfather founded a small cheese-making company in his home country of Italy. Inspired by this legacy, Errico moved to Wisconsin in 1979 with the goal of crafting the finest Italian cheeses in the United States. It was there in America's Dairyland that he began producing high-quality mozzarella, gorgonzola, provolone, ricotta and other cheeses.

BelGioioso cheesemakers pride themselves in their ability to make Italian cheeses just as they were long ago, using recipes that have been passed down through generations. The company has built longstanding relationships with the most dedicated dairy farmers in Wisconsin, and

all of their cheese-making takes place within a 30-mile radius of their milk suppliers.

“At BelGioioso, we are committed to staying close to our Italian roots. We use traditional cheese-crafting methods, treating each cheese individually and according to specific requirements,” says Francisco Alfaro, VP of foodservice and export sales. “It's this care and love that we show each of our cheeses that ensures consistency and quality each day.”

Today, BelGioioso operates nine manufacturing facilities, produces more than 28 varieties of cheese and has received 130+ awards from the World Cheese Championship, the American Cheese Society, the U.S. Cheese Championship and other organizations.



“Sysco is a leader in food distribution just as BelGioioso is in the specialty Italian dairy community,” says Alfaro. “It's natural that we would work together to bring quality specialty Italian cheeses to foodservice operators across the United States.”

Emmi Roth USA, Inc.

MONROE, WI



The Roth family's passion for cheese can be traced back to 1863, when 20-year-old Oswald Roth began crafting and curing cheese in Uster, Switzerland. In 1990 – more than 100

years after the family business began – cousins Fermo Jaeckle, Ulrich Roth and Felix Roth chose Monroe, Wisconsin, as the headquarters for the company's new U.S.-based subsidiary, Roth Käse USA. In 2009, Roth Käse USA became part of the Emmi Group, a leading milk processor and premium dairy company in Switzerland, and a new company was born: **Emmi Roth USA, Inc.**

Today, Emmi Roth USA's commitment to family tradition and Swiss cheese-making heritage is the same as it was on the day Oswald Roth founded his business in 1863. The company is also a proud supporter of sustainable agriculture to protect the people, land and animals that make their cheese possible.

“Great cheese begins with exceptional milk. The local farmers we work with and the passion of our cheesemakers are the cornerstone of our

company,” says Kerry Olson, VP of foodservice sales. “We cherish our partnerships, take pride in our local products and feel rewarded by the people who love our cheese.”

Made using carefully constructed aging cellars and authentic copper vats, Emmi Roth USA cheeses are a testament to the craft of the cheesemaker. Today, the company is known for its authentic and original specialty cheeses, including their award-winning Grand Cru, Buttermilk Blue, Vintage Van Gogh and GranQueso.

“Sysco has been a leader in growing the specialty cheese category in foodservice,” Olson says. “We're proud to be named as Bronze Suppliers of Excellence this past year and look forward to continuing to grow the specialty cheese category with them.”

SET YOUR KITCHEN APART

with House-Made
Artisan Ice Cream



All items featured here are available for purchase through your local Sysco marketing associate or on SuppliesOnTheFly.com.

Ice cream is a go-to on most dessert menus because it is in high demand, inexpensive and easy to serve. Today, many operators are choosing to take their game to the next level with house-made ice creams that reflect their diners' changing tastes and their restaurant's unique personality. With the **Waring Small Batch Ice Cream Maker**, you can create artisanal flavors with premium add-ins that command a higher price point and give your diners a taste of the unexpected.

This fully electric ice cream maker can produce up to two quarts of ice cream, frozen yogurt or gelato in as little as 30 minutes. A true time-saver, the

Waring Small Batch Ice Cream Maker features a built-in compressor that eliminates the need for pre-freezing, while its cleverly designed lid allows mix-ins to be added without interrupting the process. After mixing and freezing is complete, the "Keep Cool" feature holds ice cream at the optimal temperature until your diners are ready to dive in.

Find more information on the Waring Small Batch Ice Cream Maker along with ideas on how to make your dessert menu more profitable at SuppliesOnTheFly.com/Foodie.



Scoop your cold confections into glassware from **Libbey®**. From scoops in sundae dishes to floats in fountain glasses, Libbey offers presentation pieces to make your ice cream dreams come true.

A new look
to the quality
dairy brand
you've trusted
for years!



Honest Nutrition

Sysco's Wholesome Farms brand – fresh new look, same great products – always.

Watch for our new look coming soon to your kitchen and ask your Sysco Marketing Associate about the wide variety of quality dairy products available from Wholesome Farms.



GET A FRESH PERSPECTIVE *on produce*

Consumers crave healthy menu items now more than ever. This means operators are turning to fresh produce more often to help meet this need. Available in a stunning array of colors, textures and flavor profiles, fresh produce is a great way to bring value and variety to your menu. But first, you may need to change the way you look at fruits and veggies.

RECIPE

VEGAN BEET QUINOA BURGER

Recipe by **Chef Kelly Bean**
Sysco Nashville

2 ea	medium beets, peeled and chopped
1½ c	Carmelina Cannellini Beans, rinsed and drained
1 c	Village Harvest Golden Quinoa, cooked
2 ea	Sysco Natural Garlic Cloves
4 T	flax seed
2 T	water
½ t	Sysco Imperial McCormick Black Pepper
1 t	Sysco Classic Kosher Salt

Prepare quinoa per instructions and set aside. Pulse flax seed and water in a food processor to combine. Then add beets, garlic, quinoa, beans, salt and pepper. Pulse until well blended.

Pat out burgers and place on wax paper. Chill for at least one hour or overnight for best results.

Serve with carrot ginger chutney and arugula.



RECIPE

SPRING CONFIT POTATO NIÇOISE SALAD

Sysco Signature Recipe

- 8 ea Sysco Imperial Yukon Gold Potatoes
- 4 ea Sysco Natural Garlic Cloves, chopped
- 1 c Arrezzio Olive Oil
- 1 ea Sysco Natural Fresh Thyme, sprig
- 3 ea heirloom tomatoes
- 1½ c frisée lettuce, torn
- 12 ea French green beans, blanched
- 12 ea Sysco Natural Standard Asparagus, blanched
- 12 ea Niçoise olives, pitted
- 3 ea Wholesome Farms Eggs, soft-boiled, shelled
- 1 ea Sysco Imperial Radish, thinly sliced
- salt and cracked black pepper to taste

Maple Mustard Seed Vinaigrette

- ¼ c reserved olive oil from potatoes
- 2 T Creole mustard
- 3 T Sysco Classic Apple Cider Vinegar
- 1 T Sysco Imperial Maple Syrup

Vinaigrette: Combine Creole mustard, maple syrup and vinegar. Whisk continually while gradually adding oil. Season with salt and pepper to taste.

Salad: Cut potatoes in half lengthwise and toss with salt and pepper. Place in hotel pan with olive oil, garlic and thyme. Cover and bake at 300° F for 30 minutes or until tender. Remove potatoes and cool. Reserve one-third cup olive oil for dressing. Core tomatoes and cut into three thick circles. Season with salt and pepper. Combine the frisée, asparagus, radishes, French beans and potatoes. Season with half of the vinaigrette.

To plate, shingle tomato slices, top with salad mix and place halved soft boiled eggs on top. Garnish with olives and drizzle with remaining vinaigrette.

From side dish to center stage

Spring is produce's time to shine, when many fruits and vegetables are at their absolute peak of perfection. As the season changes, carb-heavy dishes that dominated winter menus are being replaced by lighter options featuring the bounty of spring at the center of the plate. From breakfast and brunch to late-night bites, fresh produce is taking center stage with big, bold flavors that challenge even the meatiest entrées in regard to visual appeal, heartiness and perceived value.

Protein-packed produce

As meat alternatives – plant-based milks, grain-blend burgers, veggie steaks – continue to rise in popularity, many diners are moving toward protein-packed veggie options on a more regular basis. For operators, just offering a veggie burger won't be enough. Customers want more, from simple fare like three-bean chili to more complex and exotic flavors like curry-roasted purple cauliflower served with a harissa-spiked yogurt.

Have a field day with produce

Fresh produce is one of the broadest, most flexible categories in the foodservice industry. There are opportunities for incorporation in every day part and across every menu category, whether you use it as an ingredient or as your featured main. For example, vegetable charcuterie (seemingly an oxymoron) is popping up on innovative menus with tasty treats like beet chorizo, multi-color lentil terrine, smoke-cured root veggies and wild mushroom pâté. The key is to have fun and get creative.

Let flavor work for you

Seasonal produce is bursting with flavor right now. With most in-season produce, you don't really need to do much to bring out that natural goodness – a little salt and pepper go a long way in letting fresh flavors speak for themselves. Some veggies, however, work best as a foundation for your signature spice blends, sauces and cooking techniques. However you choose to prepare them, when you let fresh flavors speak for themselves, your customers will like what they hear.



Recommended daily produce servings: 7
Average servings per day: 3
Number of Americans meeting daily requirements: 4%

Source: 2015–2020 Dietary Guidelines

RECIPE

ROASTED VEGETABLE SALAD WITH BEET PUREE AND CRANBERRY CHEESE

Recipe by **Chef Mary M. Adamcyk**
Sysco Boston

- 2 packs Sysco Imperial Red Beets,
peeled and cooked
- 2 c red radish, trimmed
- 3 ea fresh Belgian endive
- 3 heads multi-color cauliflower, one of each color
- 2 c Sysco Imperial Pearl Onion
- 1 c hazelnuts, blanched
- 2 packs yellow tomato
- 1 ea Sysco Imperial Anise, bunch
- 2 T Sysco Classic Apple Cider Vinegar
- ½ c Stilton cheese with cranberry
- Sysco Classic Salt, to taste
- Sysco Imperial McCormick Black Pepper,
to taste
- Arrezzio Extra Virgin Olive Oil, as needed
- Fresh chive, as needed

Cut 2 beets in half and puree with olive oil and vinegar (to taste). Cut remaining beets into bite-sized pieces. Toss 1½ c radishes in oil with salt and pepper. Roast at 350° F for 10–15 minutes. Save remaining radish for garnish. Cut endive in half, toss with olive oil, salt and pepper. Grill until char marks appear.

Cut cauliflower into florets and toss with olive oil, salt and pepper. Roast on a sheet pan for 10–15 minutes at 350° F. Set aside ½ c raw pearl onions for garnish. Cut remaining onions in half from top to bottom, toss with olive oil and roast at 350° F until soft.

Roast hazelnuts at 350° F for 10 minutes or until browned.

Toss unroasted beets, radish and cauliflower in olive oil and cider vinegar (to taste).

Cut yellow tomatoes in half. Shave anise bulb and remaining raw radish paper thin using a mandoline. Toss raw veggie chips, sliced pearl onion and grilled endive with olive oil, vinegar and chives (to taste). Lay down a base of beet puree, then plate vegetables on top. Top with crumbled cranberry cheese and toasted hazelnuts.

TIP: This dish is vibrant and colorful, allowing you to be as creative as you want when mixing colors and textures.

Brands in bloom

Spring is a time of renewal, not just in the farms and fields where our fresh produce grows, but in the Sysco Brand family as well. For more than 30 years, Sysco Brands have exemplified quality and reliability, providing the ingredients our customers need most to deliver consistent experiences day in and day out.

Soon, you may notice that our brands are starting to look quite different. Driven by a company-wide commitment to more sustainable operations and new FDA regulations on clear and clean labeling, the packaging and branding around our products will soon feature a fresh, new look.



Quality and freshness come naturally

Sysco/FreshPoint® is North America's largest foodservice produce distributor, offering everything from the fruits and vegetables every operator needs to regional and local specialties.

Known for delivering quality, Sysco/FreshPoint products will soon look as good on your shelf as they do on the plate, with newly designed packaging that is more sustainable and easier to read.

Rest assured that no matter what changes on the exterior, you can always count on one thing to remain constant: Sysco/FreshPoint's dedication to delivering the best products to your door. That will never change.



Find a recipe for Bourbon Steamed Peaches and Cream at SyscoFoodie.com.

WHAT'S FRESH NOW

Spring fruits

Avocado
Kiwi
Mango
Pineapple
Strawberries
Tangelo

Spring veggies

Artichoke
Asparagus
Beets
Cabbage
Collard greens
French beans
Purple cauliflower
Radishes
Rhubarb
Snow peas

— Sysco | freshpoint —
NATURAL
Hand Selected Produce
— SINCE 1983 —

Sysco/FreshPoint Natural exceeds the industry's best standards. Produce is grown, packed, processed and shipped from the source. Our produce specifications exceed U.S. #1 Quality Grade Standards.

— Imperial —
FRESH
Hand Selected Produce
— SINCE 1983 —

Imperial Fresh is the best produce available per industry standards. This is our line of fresh produce packed to maintain the utmost in quality, freshness and food safety.

Distributed by Sysco/FreshPoint

— Reliance —
FRESH
Hand Selected Produce
— SINCE 1983 —

Reliance Fresh delivers produce essentials at great value. This brand meets all regulatory standards and Sysco's standards for quality and food safety. Providing the value you expect, Reliance Fresh is your choice for produce essentials that are perfect for creating salads, smoothies, soups and more from season to season.

Distributed by Sysco/FreshPoint

Contact your local marketing associate to find out more about Sysco/FreshPoint produce today.



RECIPE

ANCHO-CHOCOLATE POT DE CREMA

Sysco Pica y Salpica
Signature Recipe

- 1 c Sysco Pica y Salpica Crema Mexicana Natural
- 1 c Wholesome Farms Heavy Whipping Cream
- 5 oz Sysco Imperial Bittersweet Chocolate, chopped
- ½ c Sysco Classic Sugar
- 4 ea Wholesome Farms Egg Yolks
- 1 t vanilla bean paste
- 1 t Sysco Imperial McCormick Ancho Chile, ground
- ½ t Sysco Imperial McCormick Cinnamon, ground
- 1 c Wholesome Farms Heavy Cream
- 1½ c Baker's Source Powdered Sugar
- Sysco Imperial Roasted Pepitas, salted

Whisk crema Mexicana and heavy whipping cream in a medium saucepan and cook over medium heat until mixture begins to simmer; approximately 7 minutes. Do not boil. Remove from heat. Add chopped chocolate and whisk until chocolate melts and mixture is thoroughly combined. Set aside.

In a large mixing bowl, combine sugar, yolks, vanilla bean paste, ancho chile and cinnamon. Whisk until all ingredients are combined. Add half of the chocolate mixture and whisk slowly. Add remaining chocolate mixture and continue to whisk until well incorporated.

Run mixture through a fine mesh and divide evenly among 6 ramekins (4 oz). Place ramekins on a baking tray and bake for 25 minutes or until centers are almost set. Remove from oven and let cool for 1 hour. Then refrigerate for an additional hour.

Combine heavy cream and powdered sugar in a mixing bowl and whip until firm. Serve with a dollop of whipped cream and a sprinkle of roasted pepitas.

TIP: Take your presentation to the next level with a simple pepita brittle for garnish.

Your secret ingredient for authenticity



62%

of operators see strong
demand for authenticity

66%

of consumers say food
defines authentic
experiences

SOURCE: *The Growing Value of Authenticity*, Technomic

Food connects people and places. With one bite, the right flavors can transport someone back to their home country and their mother's kitchen, or stir memories of a local delicacy sampled on vacation far away.

As the U.S. population becomes more diverse, it is important for foodservice operators to deliver authentic experiences. Whether you serve an entirely ethnic-inspired menu or only offer a few international dishes, being true to a cuisine's roots and culture is essential to attracting and retaining customers. In fact, respondents in a recent Technomic survey said they would drive farther and pay more if a restaurant is known to deliver on the promise of authenticity.

🍴 RECIPE

◀ CUBA LIBRE FLOAT

Sysco Pica y Salpica
Signature Recipe

- 15 oz Sysco Pica y Salpica Crema Mexicana Natural
- 1 c Wholesome Farms Half and Half
- ½ c Wholesome Farms Heavy Cream
- ¾ c Sysco Classic Sugar
- 2 t fresh-squeezed lemon juice
- ½ t vanilla bean paste
- ½ t kosher salt
- 1½ T Sysco Classic Rum Extract
- Mexican Coke
- key lime, sliced

Blend crema, half and half, cream, sugar, lemon juice, vanilla bean paste and salt until smooth and sugar has been mixed in. Pour mixture into ice cream maker and freeze (follow machine instructions for proper freezing). Ice cream may be used immediately or covered and frozen.

To assemble the float, place one scoop of ice cream into a chilled glass or cup. Add rum extract. Slowly pour Mexican Coke over ice cream. Squeeze a lime wedge into the float. Serve with key lime slice and a straw.

A taste of things to come

The U.S. Hispanic population is experiencing unprecedented growth. What makes this especially important for operators is that there has been a distinct shift in thinking. Parents no longer demand that future generations “blend in” with American culture. Instead, people are now more interested in embracing and celebrating their heritage through language, music, traditions and, especially, food.

Over the next 40 years, Hispanics are expected to make up nearly one-third of the U.S. population.

Delivering experiences

The Sysco Pica y Salpica brand was created to deliver ingredients and services that help create culturally rich experiences. Our global reach, combined with our experts in Hispanic culture and cuisine, allows us to source products from local purveyors and leading national suppliers around the world. From regional cheeses and hard-to-find produce to specialty cuts of meat, Sysco delivers authenticity so that you can, too.

Sysco understands our voice, our culture, our need, our flavor – everything that is part of the essence that is Mexican food.

Chef Hugo Ortega
James Beard Award Nominee,
Mexican Cuisine Expert and
Restaurateur

“When you try a Sysco Pica y Salpica product, you should feel that it is the exact same product you grew up with in your home country,” says Diego Rondon, Sysco’s senior director of multicultural marketing.

Sysco enlists our customers and other experts as sounding boards to fine-tune essential elements such as flavor, aroma, texture and color. Once this group of experts says a product is authentic, then – and only then – will it be included in our brand family.

Authenticity everywhere

Today it is not uncommon to see enchiladas on the menu alongside burgers and pizza. When menu-ing Hispanic specialties, authentic ingredients can stimulate trial and command a slight premium. Try using Sysco Pica y Salpica Crema Mexicana instead of plain sour cream. You will find that diners who don’t know the difference will surely taste it. Those who do know the difference will not only appreciate your efforts, they will be more likely to come back for more.

Crema of the crop

What makes Sysco Pica y Salpica Crema Mexicana different from sour cream? Pretty much everything. First, Crema Mexicana is not sour; it is buttery and velvety. Second, it comes in two varieties: the standard Crema Mexicana, a saltier version perfect for dressings, drizzles and savory dishes; and Crema Mexicana Natural, which delivers a more neutral flavor with nutty overtones that works perfectly with fruit or in desserts.

Learn how to bring more authenticity to your menu, at sysco.com/picaysalpica.

Dairy *for* All Day Parts

Dairy products are multitasking superheroes. Not only do they contain healthy doses of calcium, protein and other nutrients, they also work equally as well in sweet or savory applications. Dairy can be light enough to bring unexpected richness with fewer calories, yet rich enough to deliver decadent experiences in desserts, creamy soups and sauces.

DAIRY PRODUCTS
ARE A GOOD SOURCE OF

protein | calcium | vitamin D

RECIPE

MADAGASCAR VANILLA-BEAN AFFOGATO

Recipe by **Chef Patrick Clement**
Sysco/Pallas Foods Ireland

2 quarts Wholesome Farms Reduced-Fat
 Vanilla Soft Serve Mix
½ t vanilla bean paste
1 shot espresso

Pour soft serve into ice cream maker and freeze for 25–45 minutes (follow machine instructions for proper freezing). Ice cream may be used immediately or covered and frozen.

Place one scoop of ice cream into a chilled glass. Spoon vanilla bean paste over ice cream. Immediately pour a shot of espresso (chef recommends 2 ounces of hot Segafredo Zanetti Extra Strong Whole Bean coffee if espresso is unavailable). Serve immediately.

TIP: Delight guests with this surprising presentation – top ice cream with cotton candy and then pour espresso over it tableside.



From breakfast skillet and yogurt parfaits to curry bisques and butter-poached fish, dairy offers unmatched variety for any day part.

A.M.

Capitalize on the customization craze with a build-your-own omelet station using **Wholesome Farms Liquid Eggs**, or incorporate them into better-for-you baked goods. Play into ethnic-inspired breakfast trends (ranked number seven on the NRA's "What's Hot" list for 2017) with chorizo scrambled eggs, or by adding poached eggs to *Lahmacun*, a traditional Turkish flatbread pizza.

Wholesome Farms Greek Yogurt is the perfect base for popular breakfast items, like smoothie bowls.

Afternoon

During lunch, take advantage of the soft egg yolk trend and top burgers with fried **Wholesome Farms Shell Eggs**, or serve pasta with a decadent egg yolk sauce. Add more variety to your menu with cream-based soups, or add a tangy yogurt dressing to house greens. Dairy is easy to incorporate into small plates as well. Try combining yogurt with cheese to create a savory spread for crostini, or blend yogurt with honey and top with seasonal fruit for a lightly sweet and natural dip.

P.M.

Give consumers a taste of the traditional with Japanese ramen topped with a soft-boiled egg, or use **Wholesome Farms Milk** to create an Indian curry. For more conventional offerings, serve salmon in a lemon-butter sauce or offer yogurt-marinated cod. Both provide the health benefits consumers are looking for while also tapping into highly sustainable protein sources.

Late Night

Artisanal ice creams rank as the NRA's hottest trend in the dessert category; use on-hand ingredients like pistachios, honey or olive oil to customize **Wholesome Farms Ice Cream**. Sugarcoat sales with sweet treats like signature floats, milkshakes or sundaes featuring creamy **Wholesome Farms Soft Serve**. For an unconventional application sure to please adventurous diners, add soft serve to signature coffee beverages to give after-dinner drinks a creative flair.

RECIPE

GOAT CHEESE AND YOGURT CROSTINI

Recipe by **Chef Neil Doherty**
Sysco Corporate

½ c	Wholesome Farms Non-Fat Greek Yogurt, plain
6 oz	Block & Barrel Goat Cheese
1 c	Arrezzio Balsamic Vinegar
¼ c	Sysco Classic Honey
1 ea	plum, quartered and thinly sliced, leave skin
1 ea	peach, quartered and thinly sliced, leave skin
3 ea	strawberries, hulled, quartered and thinly sliced
3 ea	BakerSource Baguette Slices, toasted

Mix goat cheese and Greek yogurt until combined; cover and chill. In a small saucepan, stir balsamic vinegar and honey together. Bring to a boil over medium-high heat. Turn heat to low and simmer until mixture has reduced to about ⅓ cup, roughly 10–12 minutes. Set aside to cool.

Toast baguette slices. Spread goat cheese and yogurt mixture equally across toasted baguette slices. Clean, core and thinly slice fruit right before serving. Place slices of fruit on top of each baguette and finish with balsamic drizzle.

TIP: Add an additional layer of interest by toasting and chopping fresh hazelnuts. Toss with chopped tarragon and crumble on top of crostini.

3 servings of dairy per day supports healthy bones, reduces risk of type 2 diabetes and promotes heart health.

Source: National Dairy Council™



Vibrant, Versatile *Beets*

Sysco®
sysco.com



**CUTTING EDGE
SOLUTIONS**



Nutritious **Sysco Imperial Cooked Beets** are ready to serve, which eliminates the labor costs and mess associated with beet prep while delivering 100% product yield. Get the most out of this on-trend ingredient and update your menu with convenient, peeled and fully-cooked beets from Sysco.

Mediterranean Beet Dip

Ingredients:

½ c	Wholesome Farms Plain Greek Yogurt
8.8 oz	Sysco Imperial Beets
5 ea	garlic cloves
1 ea	fresh jalapeño
2 t	honey
2 t	za'atar seasoning
½ t	sea salt
2 t	cider vinegar
2 T	feta cheese
3 T	pepitas (pumpkin seeds)

Directions:

Cut top off whole head of garlic; drizzle with olive oil and wrap in foil. Roast at 375° F for 40–50 minutes. Cut jalapeño in half length-wise; remove seeds and ribs. Place cut side down on a baking sheet and roast at 375° F for 8–10 minutes (until skin browns and begins to bubble). After ingredients have cooled, finely dice jalapeños and peel five cloves of garlic.

Combine all ingredients in a food processor and blend until smooth, scraping sides if necessary. Sprinkle with feta cheese and pepitas, then serve with pita triangles or crackers.

Grilled Beet Sliders
with Guacamole and
Mango Chutney

Red Wine Braised
Beet Salad

**SIMPLE,
STUNNING SERVING
SUGGESTIONS**

Mediterranean
Beet Dip

Roasted Beet
Butternut Squash
and Halloumi Salad

Offering a balance of signature and seasonal dishes is a great way for operators to try new trends, meet customer demands and keep costs down. When building a seasonal menu, operators should look at what's in season to determine food cost and availability. Sysco's team of product specialists can help you select the right in-season products to create delicious, diversified menus.



Celebrations that are a cut above

Spring offers many reasons to celebrate. Family gatherings at Easter and Mother's Day provide a perfect opportunity to feature signature cuts of meat like **Butcher's Block 21-Day Aged-to-Perfection Choice Ribeye** or **Butcher's Block Choice Inside Round** steaks. Or make your menu pop with traditional offerings like **Butcher's Block Reserve Lamb Leg** or **Butcher's Block Reserve Boned, Rolled & Netted Lamb Leg** – perfect for brunch carving stations. When planning for St. Patrick's Day, ready-to-slice **Block & Barrel Cooked Corned Beef Brisket** or **Block & Barrel Cooked Corned Beef Bottom Round Flat** make traditional favorites like corned beef and cabbage or Reuben sandwiches simple and easy. As Cinco de Mayo rolls around, think about spicing things up with prepared beef and chicken fajita products. Whatever the season and whatever the reason, Sysco meats will help you create memorable celebrations that keep customers coming back for more.



Produce sings in spring

At Sysco, quality produce is always in season. But springtime provides an especially delicious bounty of fruits and veggies for those looking to offer fresh, new menu ideas. Sysco's produce department finds hard-to-source products that address a number of popular dietary trends like carb-swapping, Paleo and Whole 30®. Hot, new, healthy items to consider for your seasonal menu include **Sysco Cauliflower Crumbles** – a great item for salad bars and pasta dishes, and even as a healthy addition to baked goods (yes, cauliflower brownies are a thing!). **Butternut Squash Zig Zags** are a great pasta replacement, and bring unexpected flavor and color to salads, sides and more. These convenient veggies are all natural, preservative- and gluten-free, and arrive at your door washed and ready to eat.



Sensational seasonal seafood

The spring season creates an ocean of opportunity to feature seafood on your menu. Delight customers with crispy, crunchy fish-and-chips on St. Patrick's Day, and then punch-up your Easter brunch menu with delicious **Portico Prime Smoked Salmon** and succulent **Portico Bounty Shrimp**. Add a little kick to your Cinco de Mayo menu with a zesty chili-lime tilapia or with enchiladas featuring **Portico Shrimp**. Or try adding **Portico Lobster** to create surf and turf combos for Mother's Day. Other seafood varieties like **Portico Scallops** or crawfish can be used as premium toppings for grilled meats and fish. For lighter fare, try grilled salmon dishes featuring **Wild-Caught Alaskan Portico Simply Salmon** portions.

PAVLOVA ROMANOFF

Recipe by **Chef Neil Doherty**
Sysco Corporate

Meringue

- 1 c Sysco Imperial Superfine Granulated Sugar
- 1 T Sysco Classic Cornstarch
- 3 ea Wholesome Farms Large Egg Whites at room temperature
- 3 T cold water
- 1 t Sysco Classic Distilled White Vinegar

Filling

- 2 pints Sysco Natural Fresh Strawberries, washed and hulled
- ¼ c Sysco Classic Sugar
- ¼ c Grand Marnier or Cointreau
- ¼ c port wine
- 1 pint Wholesome Farms Vanilla Ice Cream
- 1 c Wholesome Farms Heavy Cream

Slice strawberries. Toss with sugar, Grand Marnier and port wine. Refrigerate for 2 hours.

Meringue: First, sieve sugar and cornstarch together. With electric mixer, beat egg whites and water to a soft peak, then gradually beat in sugar-cornstarch mixture until stiff, glossy peaks form. Beat in distilled vinegar. Place parchment paper on a sheet pan. Draw 4 circles 5" in diameter. Divide meringue equally among circles. Bake at 250° F for 1½ hours without opening oven. Meringue should be slightly golden, not brown.

Soften ice cream. Take half of macerated strawberries and whip together with heavy cream to a stiff peak. Fold in softened ice cream to form 4 equal quenelles.

To plate, top meringue with quenelle and drizzle with remaining macerated strawberries.

Learn how to create a creamy and refreshing **Raspberry Italian Cream Soda** at SyscoFoodie.com.

T · H · E

Mother

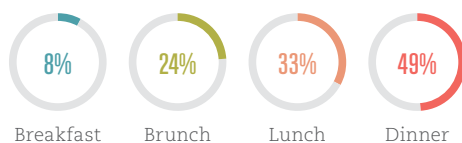
O F A L L

DINING
OCCASIONS



The highlight of every Mother's Day has become the tradition of treating Mom to a memorable meal out. In fact, Mother's Day has become the single biggest dining-out day of the year.

MOTHER'S DAY MEAL PREFERENCES



Source: National Restaurant Association

7 ways to make Mother's Day special – for moms and for your bottom line

Mother's Day can be highly profitable. But the day also comes with added pressure for operators. After all, this is for Mom. And everything has to be just right. "It's one of the least forgiving days on the food calendar," says Neil Doherty, Sysco's senior director of culinary development. "It's the one day that could blow up in your face."

So, how can you make sure moms feel the love while also getting the most out of the day's massive potential for profit? Start with these simple tips.

1. Make moms feel special

This is priority number one. Hand them a rose as they are escorted to the table, or present them with a free chocolate-covered strawberry or other signature menu item. Maybe even offer a supervised kids' room with activities and craft projects so moms can enjoy brunch in peace. The actual gift is less important than the gesture and its intended effect: make moms feel special. "It's all about saying thank you for spending time at my restaurant and sharing this special day," Doherty says. "It's great marketing."

2. Staff properly

Mother's Day is one of those occasions when overstaffing can be a good idea. Families don't typically linger, and tables can turn faster than normal. So be sure to assign your most skilled servers to the busiest sections. "Be quick and snappy," Doherty advises. "It's a matter of being able to execute crisply and accurately."

3. Be smart about takeout and catering

If you're going to offer to-go items, don't skimp on packaging. Invest in takeout containers that keep hot foods hot and liquids from spilling. "There's nothing worse than picking something up when half of it ends up on the floor of your car," Doherty says. "Operators should avoid skimping on packaging. It's not just a box, it's an opportunity to put your best foot forward."

4. Promote, promote, promote

Make sure regular customers know about your special Mother's Day plans. Market the event through social media and with in-house signage and menu slugs. "With Mother's Day being the most popular holiday for dining out, remember to tell customers in advance. Use email reminders, table tents and menu inserts to promote this special day," says Dawn Fitzgerald, senior director of menu services at Sysco.

5. Cut prep time with ready-made items

Ready-to-serve sauces, baked goods and desserts like **Luscious Layers Cheesecake** can save time and money on high-volume dining occasions like Mother's Day. Ready-made products are especially convenient for buffet service since items need to be refreshed often and at unpredictable intervals.

and higher profits. "You've got to design your menu to be tight and executable under pressure," Doherty says.



7. Plan ahead

Don't let Mother's Day sneak up on you. Start planning early to get the most out of this high-profit day. Make Mother's Day extra special with one-off menus and custom-designed signage from Sysco's Menu Services OnDemand.

Following these seven simple tips can help take the stress out of Mother's Day service for you and your staff. Because if you leave a good taste in customers' mouths and deliver an exceptional Mother's Day experience, you increase the chances of them returning time and time again throughout the year.



For a show-stopping dessert without the labor, try Luscious Layers Cheesecake. More on page 27.

6. Consider the buffet

Even if you don't usually offer buffets, Mother's Day is the perfect time to present one. Buffets allow you to maximize variety while minimizing effort and labor costs. Buffets also allow servers to focus on keeping beverages flowing and tables clean, which can translate to increased table-turns

THE GOLDEN EGG

Gets a Flavor-Packed Upgrade

The foodservice industry is moving beyond the ubiquitous egg sandwich to offer this versatile protein source in everything from traditional favorites like deviled eggs to more buzz-worthy applications like egg-topped broth bowls and shakshuka.

◀ NORTH AFRICAN SHAKSHUKA

Recipe by **Chef Brittany Jerome**
Sysco Columbia

- 3 T Arrezzio Olive Oil
- 1 ea Sysco Natural Red Onion, diced
- 1 ea Sysco Natural Large Red Bell Pepper, ½" dice
- 1 ea Sysco Natural Large Yellow Bell Pepper, ½" dice
- 3–4 ea Sysco Natural Garlic Cloves, diced
- ¾ t salt
- 1 t Sysco Classic Sugar
- 1 t Sysco Imperial McCormick Cumin
- ½ t Sysco Imperial McCormick Smoked Paprika
- ½ t Sysco Imperial McCormick Coriander
- ¼ t Sysco Imperial McCormick Cinnamon
- ½ t Sysco Imperial McCormick Crushed Red Pepper
- 1 c Arrezzio Crushed Tomatoes
- 3 ea Sysco Imperial Medium Fresh Tomatoes, peeled and diced
- 4–6 ea Wholesome Farms Eggs, large
- 1 T Sysco Imperial Fresh Parsley
- 1 T Sysco Natural Fresh Cilantro, chopped
- ¼ c finely diced chorizo
- cracked pepper to taste
- Sysco Imperial Feta, crumbled

Preheat oven to 400° F. In a large cast iron skillet, heat olive oil over medium heat. Cook onion until tender, about 5 minutes. Add sliced peppers and garlic. Turn heat down to medium-low and cook for 5 more minutes (until peppers are tender). Add sausage along with spices, sugar and salt. Cook for 2 more minutes. Add 1 cup of crushed tomatoes and fresh tomatoes. Simmer on low to a stew-like consistency (15 minutes), adding more water if it's too dry or thick. Taste and adjust seasoning.

Crack 4–6 eggs over the mixture, sprinkling each egg with a little salt and cracked pepper. Add crumbled feta over the top. Bake until egg whites are cooked and yolks are still soft. Remove from oven and top with fresh parsley and cilantro. Serve with toast or crusty bread.

“It all started when eggs became good for you” says **Chef Neil Doherty**, Sysco’s senior director of culinary development. “From there, people started putting them in and on just about everything.”



Get the recipe for this authentic-style **Rice Noodle Bowl with Braised Short Rib** at SyscoFoodie.com.

As more and more consumers – even avowed carnivores – look for meat-free protein options and cleaner foods with fewer ingredients, eggs are experiencing a bit of a rebirth. Where an egg comes from and how it is sourced is also becoming a factor to consider. Nearly two-thirds of consumers (63%) say they are more likely to buy cage-free eggs, and a growing number of operators are calling out eggs’ free-from attributes, according to Technomic’s *2016 Healthy Eating Consumer Trend Report*.

Millennials, who love experimental riffs on familiar foods, have found a place for eggs in every day part due to their rich mouth-feel and natural ability to absorb and intensify flavors. *Schug*, an herbaceous Middle Eastern hot sauce, is

being used to give egg dishes an unexpected kick. While Japanese-inspired eggs marinated in soy sauce provide a salty, savory punch to ramen and other noodle bowls.

“Eggs are a great source of protein,” Doherty says. “And since they are so readily available and inexpensive, they can easily be offered as add-ins or add-ons for a highly profitable upcharge.”

But eggs can be finicky, too – especially in more creative applications. Trying to get a perfectly cooked fried egg on top of a properly cooked pizza, for example, will likely require some trial and error so that both turn out right.

“It’s all about timing,” Doherty says. “And making sure the egg white is cooked. Runny yolks are great; runny whites can ruin a meal.”

How do you like your eggs?

Use these ideas as your starting point to explore the wonderful world of eggs.

Scotch Eggs

A pub staple in the United Kingdom, Scotch eggs feature loose sausage packed around a soft-boiled egg, which is then breaded and fried. Traditionally served with brown mustard, a fiery chutney or horseradish cream.

Shanghai-style Pomfret

This flaky white fish can be pan-fried whole and served with Shanghai noodles, bean sprouts, choy sum, pickled peppers, and last but not least, a sunny side-up egg.

North African Shakshuka

A traditional dish featuring eggs poached in spicy tomato broth with peppers, onions, feta and cilantro.

A WORLD of WELLNESS

Sysco believes in providing solutions across every aspect of foodservice to enrich the lives of restaurant operators and their customers alike. That's why we've launched our new **Better for You** platform, which delivers health-focused products, tools and ideas to our customers and the communities they serve.

PRODUCTS TO MEET EVERY LIFESTYLE

There's a growing desire among consumers to eat closer to home, know where exactly their food comes from and be more aware of the food choices they make. The Better for You platform makes it easier than ever for restaurant operators to find the healthful products customers crave, and to add transparency to their menus in terms of providing healthful and eco-conscious options.

The platform features a curated, searchable list of products which can be sorted by food type, brand, category or one of eight specific designations (such as "gluten free").

The Better for You platform allows you to easily locate the products and ideas you need to create menu options using natural and

organic products, gluten-free options, low-sodium ingredients and more. The possibilities are endless!

To quickly find healthful options in our database, try search terms such as these.

- Natural
- Organic
- Cage free
- Gluten free
- Low sodium
- Antibiotic free
- From the field
- Simply seafood

Whatever healthful lifestyle you want your menu to represent, Better for You can help you achieve that goal and, in turn, help your customers achieve their own health and wellness goals while still enjoying their favorite restaurant experiences.

"BETTER FOR YOU" IS BETTER FOR BUSINESS

In addition to the searchable product list, **Better for You** also features:

- Healthy product spotlights including features, benefits and wellness categories.
- Marketing collateral to help operators showcase and sell featured healthy/eco-conscious items (via **Menu Services OnDemand**).
- Quick access to **SHAPE** and **Sysco Health & Hospitality** resources, including gluten-free guides, SHAPE newsletters, menu labeling tips and nutrition news updates.

GET STARTED

Registration is quick and easy. Simply go to **SyscoBetterForYou.com** to sign up and learn more.



LOS QUE SABEN, SABEN DE CREMA MEXICANA

THOSE WHO KNOW, KNOW
CREMA MEXICANA



The Hispanic cuisine captivates even the most sophisticated of palates. And few ingredients are as authentic and versatile as our Crema Mexicana. Use it to make your business grow.

Visit our site for tips, recipes, and more.

sysco.com/picaysalpica



SYSKO
CUSTOMER PROFILE

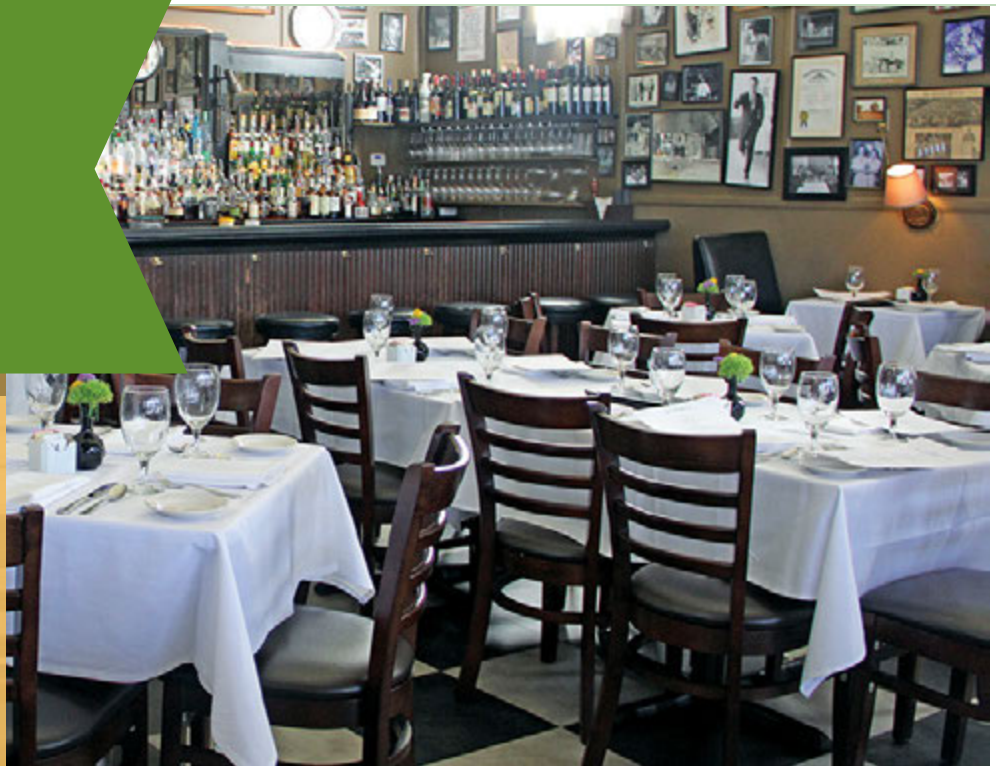


Location
Louisville, Kentucky

Founded
1933

Category
Casual Fine Dining

jackfrys.com



Jack Fry's has quite a story. Tell us a little bit about the place and its history.

"The original owner, Jack Fry, was a much-loved character in 1930s Louisville. He was known to have a taste for boxing, horse racing, gambling and good steaks. Jack and his wife Flossie opened the restaurant in 1933, the same year prohibition was repealed. Jack Fry's quickly became a place where sports-minded folks could enjoy a great steak, a stiff drink and friendly conversation – a legacy you can still see in the historical photos that decorate our walls. Not just famous visiting celebrities like Muhammad Ali, either – our photos capture the history of Jack Fry's and of the community around us. It's magnetic."

Foodie magazine recently sat down with **McClain Brown**, executive chef at Jack Fry's, a Louisville steakhouse known as "the best night in town" for nearly 85 years.

Does the Fry family still own the place?

"No. It kind of feels like the people of Louisville own Jack Fry's. Our current owner, Stephanie J. Meeks, started as a host in 1996. In 2008, she took over as owner and has continued the tradition beautifully. Jack Fry passed away in 1987. But his legacy lives on – in pictures, in stories and in the food we are proud to serve in his name."

If you had 30 seconds to explain Jack Fry's to someone, what would you say?

"Just like the city of Louisville itself, Jack Fry's strikes a balance between Southern hospitality and Midwest charm. It's really fascinating how it all comes together. We serve amazing food in a white-tablecloth environment, but it's casual at the same time. We have that classic steak house feel, the kind of place you'd feel comfortable dressed to the nines on a big night out. But then we have a casual vibe, too – a place where you'd want to grab a beer and a burger. Basically, we want everyone to feel comfortable."

What is Jack Fry's famous for?

"Service and steaks. The service staff is top-notch. They know exactly when to be at your table and, just as importantly, when not to be. Menu-wise, our filet is what we are known for. We start with a quality piece of meat, an 8-ounce prime center-cut filet, and then do our best to stay out of its way. Light seasoning and proper technique, that's the secret. We like to let the quality of the beef shine. It's our best seller, and people always tell us it's the best in town, even compared to higher-priced prime or Wagyu steaks."

So the filet is your signature item?

"Yes. That and the shrimp and grits. One of our previous chefs trained in Charleston, South Carolina, and he is the one who put it on the menu. So Jack Fry's is credited with being the first to bring traditional Southern shrimp and grits to Louisville. That's a big seller and a signature item here, too."

If we showed up tomorrow, what would the chef recommend? Let's really go for it, too.

"If you are hungry enough for four courses, then I'd recommend starting with our new app: a pan-seared braised short rib dumpling. It's served with red cabbage/baby bok choy slaw and a Kentucky soy glaze. For the salad, you have to go with duck confit. It's a four-day process that starts with house-curing the duck. We also make our own mustard for the IPA mustard dressing, so that's a flavor you can only find here. For the main, I recommend my new favorite, veal roulade. It's veal tenderloin that we pound flat and then line with prosciutto, spinach and cream cheese. It's rolled, breaded, pan-seared and served atop sweet potato gnocchi with baby kale and cranberries. To top it all off, you have to dive into our chocolate crèmeaux tier cake. It's a chocolate lover's dream – chocolate cake, chocolate crèmeaux and chocolate-caramel mousse with candied hazelnuts. That's my perfect four-course experience at Jack Fry's."

How long has Jack Fry's been a Sysco customer?

"For at least 15 years. We get our utility items from Sysco, of course – flour, sugar, disposables, chemicals – but we buy premium products as well. One of the most surprising I found was the **Butcher's Block Reserve Rack of Lamb**. It's honestly the best lamb I've ever worked with. It's absolutely fantastic. For a New Year's special, we brought in a **Buckhead Pride Dry-Aged Prime Ribeye**. It was one of the finest pieces of beef I've ever tasted. I also get my **Portico Shrimp** from Sysco. I need my shrimp to be excellent for our shrimp and grits. And it is. Every time."

I source my milk and dairy from Sysco, too. Their **Wholesome Farms** brand qualifies for the Kentucky Proud program, which gives incentives to chefs who use locally sourced products. So that's an added bonus."

What makes Sysco brands the right choice for you?

"Sysco brands are so incredibly consistent. I never have an issue with size, weight, quantity ... nothing. Our customers expect a certain level, and Sysco helps me deliver to that expectation with every dish. This also allows me to focus on creativity, because I don't have to think about something as simple as consistency and quality. I let Sysco worry about that so I don't have to."

What makes Sysco an ideal partner?

"Products are a big part of it, but it's that personal relationship with my marketing associate, Randall Mattingly, that keeps me coming back. He's the best rep I've ever had. I believe he would do anything to keep us successful – he would mop the floors if we asked him to. He's that dedicated to us, and that's why we stay so dedicated to Sysco."

How has Sysco been a part of Jack Fry's success?

"Well, there's competitive pricing. Sysco helps keep my food costs down and my margins as high as possible. That helps to keep us financially stable. Plus the incredible product reliability helps us build and maintain customer loyalty. People know they can come here time and time again. Each time they can have a new experience, or they can have the exact same experience as last time if they choose. Sysco allows us to deliver that."

Jack Fry's is an institution. It's also one of the least pretentious white-tablecloth restaurants I've ever set foot in.

Chef McClain Brown



Sysco's Latest and Greatest

RECIPE

SIX CHEESE GOCCE AL FUNGHI WITH MUSHROOM CREAM SAUCE

Recipe by **Chef Tommaso Lestigni**
Carla's Pasta

36 ea Arrezio Six Cheese Gocce
1 c Arrezio Wild Mushroom Pesto
1 c Wholesome Farms Heavy Cream
2 T Arrezio Shredded Parmesan Cheese
1 T Sysco Classic Salt
1 T Sysco Imperial McCormick Black Pepper
1 T Sysco Imperial Parsley, chopped

Cook gocce in gently simmering water for 2–3 minutes. Drain and set aside.

To build the sauce, bring wild mushroom pesto to simmer in a sauté pan. Whisk in heavy cream and reduce mixture to half of its original volume. Add 1½ T Parmesan cheese and season with salt and pepper.

To serve, lay down a bed of mushroom cream sauce and place pasta on top. Garnish with reserved Parmesan cheese and parsley.

TIP: For added flavor and visual appeal, garnish with sliced mushrooms and toasted pine nuts.

Looking to offer your customers something new? Do you need products that reduce labor costs and boost profitability? Check out these new, exclusive additions to Sysco's product assortment from our **Cutting Edge Solutions** innovation program.

**CUTTING EDGE
SOLUTIONS**





Arrezzio Gocce™ Filled Pasta

- Unique teardrop shape looks and tastes homemade
- Filled with quality on-trend ingredients
- Perfect for soups, salads, apps, mains, sides

Tip: Try frying filled pastas and serving with alfredo and marinara dipping sauces as an appetizer.



Banza® Chickpea Pasta

- Gluten-free, vegan, non-GMO
- Looks, cooks, tastes like traditional pasta
- 2x the protein, 4x the fiber, 40% lower carbs

Tip: Plant-based protein is surging in popularity, and Banza's chickpea rotini and penne pastas offer patrons an indulgent, protein-packed option without the guilt of empty carbs.



Appert's Appetizer Bites

- Frozen, ready to fry; highly versatile
- Saves time and reduces labor costs
- Offering **Spicy Cheese Curds** and **Cowboy Corn Bites**

Tip: Try using Cowboy Corn Bites as an attention-grabbing burger topping; use Spicy Cheese Curds for a flavorful new spin on poutine. Use both as part of a "build your own" appetizer combo.



Path of Life® Super Sides

- Non-GMO, better-for-you vegetable and grain blends
- Delicious as-is; also perfect as a base for your signature touch
- Popular ingredients and flavor profiles: **5-Grain Blend**, **Pulse Mélange**, **Korean BBQ Quinoa**

Tip: Cut prep time for grains and legumes by as much as 90% with these one-pot IQF options – ready in 5 to 6 minutes!



Sweet Street Luscious Layers™ Cheesecakes

- House-made look; contemporary, bold layers of flavor
- Non-GMO, all natural; thaw and serve
- Available in **Blueberry Cobbler**, **White Chocolate**, **Pomegranate Parfait** and **Caramel Brownie Bite**

Tip: Increase trial by offering cheesecake as part of a multi-course meal deal for Mother's Day and other special dining occasions.

PLAY IT SAFE:

PRACTICAL FOOD SAFETY TIPS FOR BUSY SHIFTS

Here are a few tips from our experts to help keep your kitchen safe and your customers satisfied when the heat is on.

"It may sound simple, but calibrate your ovens and thermometers. Especially when preparing meats often."

– **Chef Sonny Torres,**
Sysco New Mexico

"Keep unsafe products out of your kitchen. Routinely check item delivery temperatures and don't be afraid to refuse anything that has been compromised."

– **Chef Meagan Roberts,**
Sysco Arizona

"When prepping large quantities of food, only pull the amount of product you can safely handle. If you are cleaning beef tenderloin for 1,000 people, pull only what you need to avoid time and temp violations."

– **Chef Jason Knapp,** Sysco Arkansas

"Getting large pots to cool quickly is 100% necessary, but not always easy. I like to use the Rapi-Kool Plus from SuppliesOnTheFly.com. All you do is fill it with water and freeze it. Then just add a hot pot of sauce or soup and stir until cool. It takes minutes instead of hours and is totally compliant with HACCP and NSF."

– **Chef Greg Meeker,** Sysco Seattle

"Put shelf liners under cutting boards to contain spills that could lead to cross contamination."

– **Chef Marcus Means,** Sysco Atlanta

"Hold everyone accountable for safety, not just kitchen staff. Nothing turns BOH against FOH quicker than negligent servers causing kitchen accidents."

– **Chef Jonathan McDaniels,**
Sysco Houston

"Safety is a mindset. You have to focus and use all of your senses – you can actually smell a gas leak or hear a piece of equipment misbehaving if you are paying attention."

– **Chef Brittany Jerome,**
Sysco Columbia

"Use 2" hotel pans to cool items instead of 4" or 6" pans. Smaller pans cool quicker and more evenly. Larger pans cool at the edges, but may leave the middle in the danger zone."

– **Chef Gerardo D'amore,**
Sysco Quebec

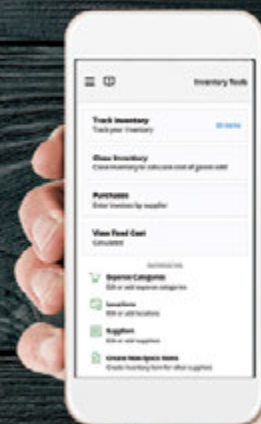
Delivering a great plate of food starts with a safe plate of food. But when your kitchen gets slammed, attention to food safety can sometimes be compromised. At Sysco, our culinary experts have seen and done a lot – from small kitchens to corporate concepts – and they are passionate about sharing the best food safety practices with our customers.



"Products can be thawed safely in one of three ways: refrigerator, cold water and microwave. Refrigerators take the longest, but food stays within safe temp ranges the entire time."

– **Chef Valeria Hernandez,**
Sysco Mayca, Costa Rica

NECESSITY IS THE MOTHER OF *inventory*



Inventory management is a critical part of running a successful restaurant, but many operators feel frustrated and bogged down by the process. Not only is inventory management time-consuming, but inefficiencies exist in most processes that pull operators away from the many other tasks needing your talent and attention.

38¢

The amount of every dollar tied up inventory

<15%

Independent operators who conduct regular inventory

4-10%

The amount of purchased food that ends up as pre-consumer waste

INVENTORY MANAGEMENT SHOULD WORK THE WAY YOU DO

On-hand inventory is money on the shelf that could be working for you elsewhere. And wasted inventory is exactly that – a waste (of time, product and money).

Sysco Mobile Inventory gives you the ability to enter food counts and track your entire inventory from every supplier, all in one easy-to-use app.

Whether you're on a smartphone in the back office or a tablet at home, the Sysco Mobile Inventory app gives you a birds-eye view of your entire inventory. From one convenient app, you can reduce waste, minimize food costs, manage vendors, track expense categories and see exactly how your money is being spent.

SYSCO MOBILE INVENTORY MAKES IT EASY

There are two main reasons operators shy away from traditional inventory management tools. First, most of the solutions available today are time-consuming and difficult to implement. Second, they are cumbersome to maintain and difficult to keep up to date.

Sysco Mobile Inventory solves these problems (and more) by delivering an intuitive, user-friendly experience designed specifically for today's busy foodservice operator. This includes an easy-to-read dashboard that reminds users in real time when to update inventory, and ensures that all information delivered through the app aligns with what's actually on your shelves.

WHAT OUR CUSTOMERS ARE SAYING:

"This used to be a multistep process. Now I love walking around my storeroom doing inventory and orders at the same time!"

"This is a game-changer and gives us another leg up on the competition."

"Sysco's app allows me to focus on sales and not worry about inventory."

GETTING STARTED

Sysco Mobile Inventory is quick to install, easy to set up and intuitive enough to begin using immediately. Download the app from the App Store or Google Play and begin driving profitability through Sysco Mobile Inventory today!

Quality You Can Count On

Jean Fuchs

Program Quality Manager / Dairy-Egg



When I started with Sysco, I was happy to discover a company that believes in food safety and quality as strongly as I do. Here, food safety is more than a set of procedures we follow. It's at the very core of our company culture.



With 35 years of Sysco quality assurance experience under her belt, it's safe to say that Jean Fuchs knows a thing or two about food safety, production and distribution.

Jean has dedicated her life to food quality assurance, beginning with her decision to study Food Science and Technology in college. Her earliest work experience included an internship with the Public Health Department, where she conducted restaurant and water quality inspections. She also interned with the USDA dairy branch, and learned about dairy grading, testing, sampling and inspections.

On February 1, 1982, Jean officially became an employee of Sysco Corporation when she accepted a job in quality assurance with Compton Refrigerated Distribution Center – a Sysco-owned buying group and warehouse storage facility in Independence, Missouri. Hired for her background in dairy, Jean's job was to help start Sysco's original private dairy brand program.

Ten years later, Jean relocated to Sysco in Wisconsin – the nation's top cheese producing state – to be closer to the heart of America's Dairyland. Shortly after her move she was assigned processed eggs and later shell eggs as part of her quality assurance role.

Today, Jean continues to work as a program quality manager for dairy and eggs in Sysco's Quality Assurance department, the largest of its kind in the foodservice industry. In this position, she works with approximately 250 manufacturers who have been approved to produce Sysco Brand dairy and egg products. Her role is to ensure that these products meet the most exacting standards in terms of quality, safety and consistency.

Jean's lifelong passion for food safety was intensified after a firsthand experience with consuming contaminated food. "Remembering my last food-borne illness after eating a catered meal reminds me of the importance of what we do every day to keep food safe," Jean says.

Over the course of her career, Jean has remained committed to learning all that she can about her field of expertise. She recently attended a multiday training seminar on newly implemented FDA Preventive Controls for Human Foods, and previously received a Merit Achievement Award from the University of Guelph after completing their hands-on cheese-making course. Jean is also an active member of the Artisan/Farmstead Dairy Food Safety committee, which is hosted by the non-profit Innovation Center for U.S. Dairy.

"With a growing customer interest in local artisan foods and a rapid increase in small dairy production, a need was created for accessible food safety standards and training for these producers," explains Jean. "Dairy artisans can now find great resources and regional training workshops through the Innovation Center's website at USDairy.com."

Jean's expert knowledge and ongoing education in food safety and quality assurance allows her to function as Sysco's eyes and ears through every stage of Sysco Brand product development. Her commitment to food safety makes her a valuable part of Sysco's ability to provide consistently safe, wholesome and high-quality products.





BUCKHEAD
Pride[™]

NEWPORT
Pride[®]

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

Contact your local Sysco Marketing Associate
for availability and selection.



BUCKHEAD MEAT[™]
a Sysco company



NEWPORT MEAT[®]
a Sysco company

FRESH

Is always in season

— Sysco | freshpoint —

NATURAL

Hand Selected Produce

SINCE 1983

— Imperial —

FRESH

Hand Selected Produce

SINCE 1983

— Reliance —

FRESH

Hand Selected Produce

SINCE 1983

Sysco is North America's leading produce distributor – we know fresh!
Ask your Marketing Associate about fresh, quality assured produce exclusively from Sysco and FreshPoint; and watch for our new look coming soon to your backdoor.

Good things
come from
Sysco

freshpoint
a Sysco company