

# FOODIE

AT THE HEART OF FOOD & SERVICE



Sweet Potato,  
Beer and Cheese  
Bisque + Short  
Rib Sandwich  
Chef Chris Szymanski,  
Sysco Eastern  
Wisconsin



FRIED FISH  
IN FOCUS  
/P. 20

EASY V-DAY  
TRUFFLES  
/P. 12

THE LATEST  
FOODIE  
FORECAST  
/P. 10

TECH  
RESHAPES  
THE FRONT  
OF HOUSE  
/P. 24

## The *Perfect* Pair

SEVEN SOUPS AND SANDWICHES TO SERVE ALL WINTER



*Pride you can count on.*  
Freshness you can trust.



## Today's Catch, Tomorrow's Supply.

From the world's oceans and premier aquaculture farms to the finest kitchens, Portico Pride offers specialty fresh and chilled seafood items. Products are carefully selected and produced with the integrity, care and workmanship that exemplify the standards of the Portico brand family.

**Contact your Marketing Associate to discover Portico Pride.**

Sysco

# FOODIE

AT THE HEART OF FOOD & SERVICE

## Message From the Executive Editor

Dear Valued Sysco Customers,  
We hope each of you enjoyed a prosperous holiday season and found time to celebrate with loved ones. We are excited about what is in store for the new year and how the trends for 2019 are aligning with the good work going on at Sysco.

Wellness has been gaining momentum on the trend charts for years. Our new Sysco Simply health and wellness platform helps operators discover products that satisfy diet and lifestyle preferences of today's diners. As vegetarianism and flexitarianism become mainstream, operators need to provide menu options beyond salads and veggie plates for non-meat eaters. Learn more on page 9.



**Bill Goetz**

Senior Vice President,  
Sales and Marketing

At Sysco, we take pride in the way we do business, and we are always looking for ways to make positive changes in our industry. This year, as part of our companywide sustainable goals initiative, we are excited to launch our first solar garden project to help offset our energy usage and carbon footprint. Read more on page 25.

Our solar gardens are heating up but the cold winter weather calls for warm, cozy comfort foods. It's not a coincidence that January is National Soup Month—and we have a great lineup of soup and sandwich combo recipes created by Sysco chefs. Visit page 14 for menu inspiration.

We look forward to an exciting year as your most trusted and valued business partner. As always, we thank you for the opportunity to earn your business every day. If you have questions or if there is something you would like to see in *Foodie*, send us a note at [foodie@corp.sysco.com](mailto:foodie@corp.sysco.com). We love to hear from our customers!

*Bill*

**Bill Goetz**

Senior Vice President, Sales and Marketing



## DEPARTMENTS

### 2 WORLD OF SYSCO

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Chef Marcus Means of Sysco Atlanta relishes the opportunity to help his customers thrive.

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What could be more comforting than a soothing bowl of soup paired with a savory sandwich? These tempting combinations, created by Sysco chefs, make a perfect addition to your winter menu.

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Crispy, golden brown, served with tartar sauce and a squeeze of lemon—everyone loves fried fish. Add these dishes to your menu and watch former seafood skeptics dig in.

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

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# Fresh Seafood, Every Time

Whether you are serving seared scallops, fish and chips or mahi mahi tacos by the beach, you need to feel confident that your fish is fresh and flavorful. When you order from Sysco, you know that not only will your seafood taste great, but it is also backed by the most comprehensive quality assurance system in foodservice.

“The key for us is having a full assortment of chilled, frozen and shelf-stable seafood, so you have the right product for the right application,” says Eric Buckner, Senior Director of Seafood at Sysco. This is true whether that means flying seafood in from harvest locations, bringing it straight from the docks to Sysco facilities for processing or processing it at sea, where

the fish is frozen at peak freshness and vacuum-sealed for distribution.

According to Buckner, “Sysco’s renowned quality assurance process ensures that only the best products reach the market.” Some of these controls include detailed specifications, point source inspection, food safety audits and social responsibility audits.

When you order one of the more than 100 varieties of seafood sold through Sysco’s award-winning **Portico Brand**, you can rest assured that the freshness and quality are always guaranteed.

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*Go to [SyscoFoodie.com](http://SyscoFoodie.com) to find a recipe for Achiote-Marinaded Mahi Mahi.*



**DeviSeafoods**

**LOCATION**

Andhra Pradesh, India

**CATEGORY**

Seafood

**KNOWN FOR**

Sustainably farmed shrimp

## SUPPLIER PROFILE

# Devi Seafoods

In the early 1990s, two friends in India pooled their money to start a seafood company. One owned fishing trawlers, and the other was a civil construction contractor. They hoped to break into the marine export industry to buy shrimp from local farmers and sell them in the international market. They succeeded, and Devi Seafoods was born.

### Farm-to-fork traceability

More than two decades later, Brahmanandam Potru—one of those two friends—continues to run the company, now one of India's largest shrimp exporters and Sysco's 2018 Gold Supplier for Seafood. Its farm-to-fork traceability, commitment to environmental and social responsibility and meticulous standard for food safety and quality have made it a great partner to Sysco for more than 10 years.

"We are an integrated seafood company, with our own farms and processing plants," says Sree Atluri, Director of Operations. "We work closely with Sysco in adding new items and supporting sustainability—Sysco has a very noble program."

### Sustainable aquaculture in action

"Sysco's Portico Brand is the leading seafood brand in foodservice," adds Atluri. "And suppliers are required to adhere to Sysco's

product specifications to guarantee consistency. They require their partners adhere to Best Aquaculture Practices [BAP] certifications from the Global Aquaculture Alliance [GAA]." These certifications show a commitment not only to food quality but also to social, economic and environmental impact on regions and countries where shrimp are raised.

Devi's shrimp farm in the state of Andhra Pradesh, in southern India, uses the latest sustainable aquaculture practices and a high-tech hatchery that provides disease-resistant baby shrimp to its own farm, and to hundreds of farmers who supply raw shrimp to Devi Seafoods.

The company produces a range of basic and value-added shrimp products, including white shrimp as well as Indian black tiger shrimp. The white shrimp are prized for their large size, mild flavor and tender texture. The Indian black tiger shrimp also has a mild flavor and firm texture that can take on strong seasonings such as Cajun spices and garlic.

### A world leader in shrimp

As a leader in this sector for many years, Devi Seafoods understands the product needs of diverse markets around the world and has the ability to deliver large volumes globally, which helps Sysco meet the high consumer demand for shrimp. As a customer, you can trust in the overall quality, as all shrimp have been inspected and documented and are traceable from production to consumption. That level of dedication is rooted in the principles of both Devi Seafoods and Sysco.

# Baker's<sup>®</sup> Source

## BRAND SPOTLIGHT

The smell of freshly baked bread evokes an array of positive emotions: the comfort of family, the happiness of home. It's no wonder baked goods form delicious bookends for so many meals—beginning with warm, crusty rolls and ending with a luscious dessert. With Sysco's **Baker's Source** brand, you can choose from a variety of tempting par-baked, fully baked and ready-to-bake goods to go with every daypart.

### Convenience Is Key

Baked goods are the perfect convenience food. No matter what kind of operation you run, these days, customers want to be able to stop in, grab a bite and go. Our specialty baked goods, including pretzels, bagels and brioches, make this especially easy. Our mini and bite-sized products are perfect on-the-run snacks for any time of day. Sandwiches made on our ciabatta or batard breads or our new, on-trend **Hawaiian Brioche Bun** can be wrapped and ready to go in minutes.

### Make the Most of Morning

The fastest-growing daypart in 2018 was breakfast, and the trend is expected to continue in the year to come. Customers crave croissants, muffins and morning breads of all kinds. But most operations don't have the staff to make breads and baked goods from scratch. That's why Sysco is your go-to for elegantly wrapped **Baker's Source Imperial Tulip Muffins**, irresistible frosted cinnamon rolls and much more. You brew the perfect cup of coffee, and we'll do the rest.

### Nutritious and Delicious

Fresh-baked whole-grain breads are some of the healthiest foods on the planet. In fact, a recent study found that moderate consumers of carbohydrates have a lowered risk of mortality. We understand that today's diners are interested in wellness and wholesome ingredients. That's why, among our 600 products, Baker's

Source offers a range of nutritious breads, including whole-grain, barley and wheat berry breads, such as our **Ancient Grain Roll**. Wheat-free and sugar-free options are also available.

### The Sweet Spot

Preparing dessert is a time-consuming specialty. Baker's Source offers options that work for every daypart, from lunch to snack to after-dinner desserts. Try our easy-to-prepare **Fudge Brownie Mix** or frozen **Chocolate Chip Cookie Dough** for casual sweets that can be taken on the go. Use **Baker's Source Puff Pastry Dough** and **Angel Food Cake** as blank canvases for your own creative seasonal fillings and toppings, such as custard, chocolate ganache, caramel and fruit.

Baking from scratch can be labor-intensive and add to your kitchen staffing needs. With muffins and brioches to brighten your morning service and cakes, cookies and pastry to round out the night, there is every reason to make Baker's Source your trusted partner in the kitchen.





### **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.



Ceviche Sampler



Nutella Milkshake

## CUSTOMER PROFILE

# Bocas House

### Coral Gables, Florida

Part of a fast-growing restaurant group, **Bocas House** serves Latin flavors along with over-the-top milkshakes. We talked with co-owner and chef **Levin de Grazia** about how it all comes together in true culinary harmony.

#### If you had to describe Bocas House in just a few words, what would they be?

Bocas House is Latin, innovative and a family. We have lots of Latin flavors representing several different countries and cultures. We also brought the big milkshake trend to Miami. And of course, family is so important in the South, and we try to create a very family-oriented restaurant. It's a place you can bring your family for a meal, take a date on a Friday night or get together with friends after work for happy hour.

#### What are the milkshakes like at Bocas House?

We serve these extra-big milkshakes called "freakshakes." We didn't invent the trend, but we've embraced it. When we opened the first Bocas House in Doral, we introduced our Nutella milkshake, which is topped with a Nutella brownie, brownie truffle, a big scoop of ice cream and more Nutella. When it hit Instagram, it went viral. People who posted a picture of their milkshake would get thousands of likes. Pretty



Parilla Mixta

**BOCAS**  
- H O U S E -



Ceviche de Corvina

soon, we had a line out the door, with people waiting two hours just to try our milkshake. Today, we have five flavors, plus seasonal ones that rotate throughout the year.

#### **What are some of your signature dishes?**

The ceviches are really popular, and a great way to sample Latin cuisine. The mac and cheese is also a big deal. We have one right now that features slow-cooked short rib on a bed of macaroni with a four-cheese blend. It's just ridiculous.

#### **What's the "right" way to enjoy a meal at Bocas House?**

Bring friends! You have to bring a lot of people. The portions here are pretty big, and you are going to want to have a milkshake, so you'll need some people to help finish everything.

#### **How does the menu change throughout the year?**

We make seasonal milkshakes that rotate throughout the year and are only available

for a couple of weeks at a time: We have a summer milkshake. This year, we had a World Cup milkshake, and for the holidays, we go hard. We'll do a Halloween milkshake, a Thanksgiving milkshake, a Christmas milkshake and an end-of-the-year milkshake. We sometimes also partner with bloggers, so there'll be times when we do a special themed milkshake to go along with a certain blogger.

#### **What inspired you to open Bocas House?**

The Bocas Grill, our sister restaurant, opened first with a focus on Venezuelan cuisine. In 2016, the owners decided they wanted to do something different, so we opened Bocas House. We wanted a spot that was more upscale, somewhere we could experiment more. We debuted the milkshakes that first year and things went nuts from there. Since that first Bocas House opened in Weston, we have opened in Doral and Coral Gables, too. Altogether, now there are three Bocas Houses, three Bocas Grills and two Bocas Grill & Bars.

#### **What items do you typically source from Sysco?**

We source a lot from Sysco—nearly everything, really. Probably about 90 percent of what we buy, from meat to napkins to cleaning products, all comes from Sysco. A lot of our beef that comes from Sysco is sourced from the Orlando area, where we recently opened one of our newest locations, so it's great to have that local connection.

#### **How has Sysco been an integral partner in your success?**

If we couldn't get everything we do from Sysco, I don't know what we would do. We've been able to grow as aggressively as we have thanks to the money we've saved by working together. With plans to continue opening new locations, it's essential to have a partner we can trust to provide quality products at a good price.

**To read more Customer Profiles, click here.**

# Fit Fiber Into Your Menu

As customers seek out healthier choices, there is one nutrient you should consider adding to your menu mix: fiber. With all the detox cleanses, weight-loss schemes and ever-changing requests for fad diet foods, it's easy to lose focus on what really matters. By putting a variety of high-fiber foods on the menu, we are contributing to the kind of well-balanced diet that remains constant through all the varying nutrition trends, and there's a reason why.

## Fiber Fosters Health

Unlike other essential food components such as fats and proteins, fiber isn't absorbed by the body; instead, it remains relatively intact as it passes through the digestive system. Foods rich in fiber have been known to help lower "bad" cholesterol levels, which can reduce your risk of heart disease. They're also good for stabilizing blood sugar levels, which can reduce your

risk for Type 2 diabetes. Fiber can also help you achieve and maintain a healthy weight by making you feel fuller. Plus, a high-fiber diet has been linked to improved gut and brain health and decreased brain inflammation.

## Serve the Rainbow

"Since fiber-rich foods fill you up more than foods with low fiber content, they can help curb cravings you may have for unhealthy food," says Jason Knapp, Senior Manager of Business Resources at Sysco. Before joining Sysco, Knapp ran a health and wellness restaurant, so he is familiar with the benefits of fiber and the role it plays in your diet. "I like to follow the 'five a day the colorful way' philosophy," he adds, referring to the idea of eating at least five daily servings of

fruits and vegetables. "As a chef, I look for ways to make my food presentable. Nature does that for me by giving us all these fiber-rich foods in a multitude of colors."

Vibrant veggies such as peas, artichokes, broccoli, carrots and Brussels sprouts are all high in fiber, as are fruits like apples, raspberries, bananas and oranges. Lentils, beans and nuts can be added to recipes to raise the fiber content on your menu, along with healthy whole grains like barley, wheat bran, brown rice and oats. For a great nutritious menu idea, check out Chef Knapp's Southwest Grain Bowl With Salmon, made with high-fiber black beans, colorful mixed vegetables and heart-healthy **Path of Life 5 Grain Blend**.

*Ask your Marketing Associate about the range of healthy high-fiber products available from Sysco and FreshPoint, such as fruits, vegetables, grains and legumes.*



Southwest Grain Bowl With Salmon: recipe page 26

# Vegetables, Reimagined

Whether we identify as vegetarian, flexitarian or omnivore, we can all incorporate more fruits and vegetables into our diets. As customers become more aware of nutrition concerns, chefs are responding with creative options to meet their needs.

## Central to Your Health

According to studies, a diet rich in vegetables and fruits can lower blood pressure, reduce heart disease and stroke, and prevent some types of cancer. One way operators can fulfill the growing demand for healthier dishes is by preparing innovative plant-based entrées—moving fruits, vegetables and grains from the sidelines into the center of the plate. The key is to give patrons an array of choices.

## Options Are Key

According to Valerie Hoover, Customer Marketing Manager at Sysco and a registered dietitian, restaurants are wise to give patrons more plant-based options.

“Chefs are beginning to use more beans, lentils, soy and whole grains when making dishes such as tacos, enchiladas and soups,” says Hoover. “You can add a sauce or seasonings to spice the ingredients up.”

*For operators who believe in elevating menu choices, our new health and wellness marketing platform, Sysco Simply, satisfies dietary and lifestyle preferences with trusted quality and versatile products.*

*Ask your Marketing Associate about how Sysco Simply can help you. Learn more at [SyscoFoodie.com/Simply](https://SyscoFoodie.com/Simply).*



Searred Turnip “Scallops”  
With Butternut Sauce;  
recipe page 26.

Likelihood that  
customers will order  
a plant-based dish

**49%**

—Technomic



### CHOICE

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

### INTEGRITY

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

### PURPOSE

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





# What's Cooking Across the Country

Whether it's kicked-up comfort foods in Toronto, fancy food halls in Houston or tricked-out tater tots in snowy Maine, we've uncovered some exciting and surprising trends heating up restaurant kitchens from coast to coast.



## 1 Flexitarian Options in Meat-and-Potatoes Country

CHEF DAVID KNICKREHM  
CULINARY CONSULTANT  
SYSCO IDAHO

"In Idaho, a large portion of our population is defiantly carnivorous. Yet even here, the message is starting to sink in: We might want to eat healthier. Chefs known for serving steaks and chops are coming into the Sysco OpCo for business reviews and asking about meatless alternatives such as **Beyond Meat®** **Beyond Sausage®**. Veggie wings made of fried, dusted cauliflower are popping up on menus, and sweet potato tacos are no longer just for vegetarians.



## 2 Plant-Based Proteins in Ethnic Cuisine

CHEF BENJAMIN UDAVE  
EXECUTIVE CHEF  
SYSCO PACIFIC MARKET

“Chefs are reinventing ethnic cuisines such as Mexican, substituting the proteins in their dishes with vegetables and fruits like cauliflower, coconut and jackfruit. If you take something like jackfruit, you can marinate it, dehydrate it and cook it in a chile sauce, and it will pick up the flavor of the chiles. I’ve seen vegan pozole, vegan ceviche. You can never entirely replace meat, but creative chefs are trying.”



### 3 Gourmet Food Halls

CHEF OJAN BAGHER  
CULINARY CONSULTANT  
SYSCO HOUSTON

“It used to be that you could go to the mall and get a pretzel or quick-service food. These new food halls remind me of hawker markets in Singapore, where independent restaurants share an eating space. At Houston’s food halls, you have menus ranging from artisanal pizza to ramen to an upscale barbecue place that smokes its brisket for 16 hours. They’re a one-stop shop for food lovers.”



### 4 Takeout and Delivery

CHEF JAMES WOOLSEY  
CULINARY CONSULTANT  
SYSCO DETROIT

“Here in Michigan, we’ve seen a huge rise in presence of delivery companies. In addition to Grubhub and Uber Eats, you’ve got a lot of smaller, local companies popping up, and even taxi companies that will deliver food. The trend started with curbside pickup, and now there are restaurants that only do delivery. There’s a shift in dining, and today’s customer prefers the convenience of dining on restaurant quality food in the comfort of their home.”



### 5 Kicked-Up Comfort Foods

JOLENE DANCEY  
BUSINESS RESOURCE  
CONSULTANT  
SYSCO TORONTO

“People want homey braised dishes and comfort foods like meatloaf on a sandwich. Chefs are making grilled cheese, but it’s an updated version with artisan breads and different cheeses. And it’s not just plain tomato soup. Maybe the customer has to pour the soup over the condiments in the bowl. More than ever, people want to know where their food comes from, what’s in it, how did it get made. They don’t want the boxed stuff with a long list of ingredients. If it’s chicken, it’s chicken. I think that’s why we’re going back to the nostalgia of comfort foods and what your mom and your grandmother made.”



### 6 Healthier Spins on Southern Classics

CHEF MARCUS MEANS  
CULINARY CONSULTANT  
SYSCO ATLANTA

“In Atlanta, chefs are preparing healthier versions of Southern classics. They’re using clean-label items, local proteins and baking chicken instead

of frying it. You might go into a restaurant and see braised greens on the menu, but instead of using lard they’ve used stock or soup base for flavor. I’ve even seen greens braised in sweet tea. That has a healthier twist to it, but it’s still Southern.”



### 7 Unique Plays on Tater Tots

CHEF PATRICK BRITTEN  
MARKET CHEF NORTHEAST  
SYSCO NORTHERN NEW  
ENGLAND

“On local menus, I’ve seen tater tots with sriracha aioli, and [tots] pressed into a waffle press to serve like chicken and waffles. Here at the Sysco OpCo, when we do business reviews, we’ve fried up Sysco Imperial Potato Tater Barrels with smoked chicken, serrano salsa, Cotija cheese and cilantro crema to make a delicious dish. We’re also doing a poutine with tater tots instead of french fries, using cheese curds from a local cheesemaker. Everyone grew up on some version of tater tots, so I think they’re a comfort food. They come precooked and frozen, so they’re also a labor saver for chefs, which is really important in this market.”

## FUTURE WATCH

### That’s Eatertainment!

The National Restaurant Association predicts that by 2020, 70 percent of all restaurant meals will be eaten off-premise. But just as television didn’t mean the end of movies, takeout and delivery will soon settle into a subset of—and not a substitute for—dining out. For

every trend, there is a countertrend. Look no further than the latest culinary wave: eatertainment. What is it? Think of places that combine great food with some kind of experience, whether that means karaoke, film, arcade games or even bowling.

# Chocolate Truffles Conquer Valentine's Day

It's no secret that Valentine's Day is one of the busiest days of the year for restaurants across North America. According to the National Restaurant Association (NRA), Valentine's Day is the second-most-popular holiday for dining out in the U.S., with Mother's Day taking the top spot. When asked in an NRA poll which factors they considered most when choosing a Valentine's Day dining destination, 42 percent of patrons stated they chose to dine at a favorite restaurant—either their own or their partner's. Twenty-one percent based their choice on whether or not the restaurant had a romantic atmosphere, while

13 percent picked a location that offered a special menu or promotion. With so many restaurants competing for business on the big night, what can you do to stand out on Valentine's Day?

While traditional Valentine's Day dinner specials certainly can bring the crowds, the holiday presents restaurateurs with the opportunity to curate a distinctive experience for their patrons and think of little ways to make customers feel special. It's all in the details, such as greeting guests with a champagne toast or giving them a small plate or takeaway box of stunning chocolate truffles at the end of the meal.

The truffles shown here are surprisingly quick and easy to make. Use **Baker's Source Fudge Brownie Mix**, which is baked, rolled and dipped in melted **Sysco Imperial Chocolate Chips**, then topped with your decoration of choice. This sweet treat is the perfect end to a romantic dinner.

Looking for another way to sweeten the holiday? Try planning a hands-on activity, like teaching guests how to make romantic-themed cocktails for an extra fee. Do it early, before the house gets busy. You'll engage customers and, more importantly, create vivid memories of your venue for when the next special occasion arises.



\*  
Chocolate  
Brownie Truffles;  
recipe page 26.



Valentine's Day gets crazy in the kitchen, which makes these time-saving speed-scratch truffles the perfect sweet treat.



Serve the truffles as an add-on dessert or box them up with a ribbon and offer them as a gift as guests leave.



Make these truffles your own by adding toppings such as crushed peppermint or dragées.



# Soup +



On a cold day, a bowl of soup warms us from the inside out. Thick chowders rich with seafood, silky bisques with tomato or lobster, a savory pho or ramen—soup is the ultimate in comfort food. Although they can be light or hearty, soups are always satisfying, especially when paired with a favorite sandwich. Classic couplings like grilled cheese with tomato soup call out for modern reinventions, such as this grilled pimento and cheese sandwich with tasso ham (right), partnered with a gumbo-style chicken and vegetable soup (left).

# Sandwich

*The Ultimate Comfort Combo*



GUMBO-STYLE CHICKEN  
AND VEGETABLE SOUP +  
GRILLED TASSO AND  
PIMENTO CHEESE SANDWICH

Chef Bryan Hudson,  
Sysco Raleigh



### TOPPED UP

69% of customers are more willing to purchase soup that's topped with high-quality garnishes.

—Technomic

### THAI-STYLE TOMATO BISQUE + WONTON CHEESE STICKS AND SHRIMP TEMPURA

Chef Peter Ecker,  
Sysco Winnipeg

### FREE-RANGE CHICKEN AND WILD RICE SOUP + WINTER BLT WITH TOMATO-BACON JAM

Chef Nate Luce,  
Sysco Minnesota

## THE PERFECT DATE

When we asked seven Sysco chefs from across the country for their own original soup-and-sandwich pairings, they drew upon their backgrounds and regional cuisines, as well as their own ingenuity. Chef Nate Luce, in the heartland of Minnesota, created a silky Chicken and Wild Rice Soup with an updated BLT made with Tomato-Bacon Jam and Brussels sprout leaves (left-hand page). Chef Peter Ecker of Sysco Winnipeg created a Thai-style tomato and coconut bisque (left-hand page) with crispy cheese-stuffed wontons, topped with tempura shrimp for added Asian flair.

## SEAFOOD IN THE MIX

Soup is a winning dish in the hands of a capable chef for many reasons. For one, it is an easy way for operators to introduce more seafood onto the menu. Diners who might not normally eat fish will order a clam chowder or seafood stew. Many customers would like to add more seafood to their diet, and soup makes it accessible.

But don't hide that delicious fish, says Andrew Rivera-Myers, Culinary Consultant at Sysco Northern New England. He uses "big chunks of fish, so not only can you see the seafood, you can also taste it," he says of his New England Seafood Chowder

(below). "I only lightly thicken my chowder, and I like to go bold, using heavily smoked bacon, which imparts a really nice flavor to the broth." He also uses a fair amount of freshly ground black pepper and other spices to enhance the natural taste of the fish and add a little heat in the colder months.

To go with the chowder, try Chef Rivera-Myers' classic lobster rolls made with the addition of basil mayonnaise (below). His version uses big chunks of lobster meat, **Arrezzio Basil Pesto** combined with mayo and celery leaves inside a **Baker's Source Split-Top Hot Dog Bun**.



### NEW ENGLAND SEAFOOD CHOWDER + LOBSTER ROLLS WITH BASIL MAYONNAISE

Chef Andrew Rivera-Myers,  
Sysco Northern New England

Find recipes for  
these dishes and more  
on pages 27-30

## EARTHY AND SPICY

"The Midwest is known for cooking that's simple but also satisfying and filling," says Chris Szymanski, Culinary Specialist at Sysco East Wisconsin, who created a Sweet Potato, Beer & Cheese Bisque and Short Rib Sandwich With Red Wine Pickles (this page). "The farmers and blue-collar workers of this area appreciate a rich, hot soup or stew after a long day."

Soup is also a great vehicle for showcasing trending ethnic flavors such as Korean kimchi in Chef John Williams' Pork and Kimchi Stew (right-hand page) or fresh chiles and other Latin ingredients in Chef Jennifer Kimberly's brightly colored Chicken Tortilla Soup (right-hand page).

## IN THE SOUP

Chefs love soups for their versatility. You can cook them from scratch, from stock to garnish, or start with a **Sysco Classic Soup Base** in **chicken, beef or vegetable** to speed things along. Soups are a way to let colorful vegetables shine: think vibrant butternut squash and bright peas. But they are also an efficient way to use up "ugly" or unused vegetable scraps, saving money and avoiding food waste.

When making a rustic stew, you might leave the vegetables roughly chopped. When going for something more refined, you can use a chinois or an immersion blender to get a smooth, silky consistency. If you prefer to keep things light and

healthy, lean on olive oil, with vegetables or chicken for your stock. If instead you'd prefer to serve something with full-bodied flavor, add butter or a ham hock at the base when sautéing the mirepoix. At the end, finish with **Wholesome Farms Butter** or **Cream**, or shave **Arrezzio Parmesan Cheese** on top for added richness. Top with a high-quality garnish such as a sprinkling of fresh herbs and homemade croutons, and you've got a delicious meal that always has a place at the table.

### SOUP IT UP!

#### GET CREATIVE

Think up clever names and menu descriptions for your soups.

#### PROVIDE OPTIONS

Give customers a choice of both cups and bowls to suit all appetites.

#### PREDICT THE WEATHER

Offer a soup-and-sandwich special when the temperature drops.

#### EDUCATE YOUR CUSTOMERS

Boast about health benefits of soup ingredients like organic and non-GMO on your menu.

SWEET POTATO, BEER &  
CHEESE BISQUE + SHORT RIB  
SANDWICH WITH RED  
WINE PICKLES

Chef Chris Szymanski,  
Sysco Eastern Wisconsin



**PORK AND KIMCHI STEW +  
KOREAN STREET TOAST**

Chef John Williams,  
Sysco Sacramento &  
Chef Benjamin Udave,  
Sysco Los Angeles

**CHICKEN TORTILLA  
SOUP + BUTTERMILK NAAN  
QUESADILLAS WITH  
GREEN CHILE QUESO**

Chef Jennifer Kimberly,  
Sysco West Texas

Find recipes for  
these dishes and more  
on pages 27-30

Crispy, golden brown, still warm  
in the center. Dipped in sauce or doused with  
a squeeze of lemon. There you have:

# The Perfect Fish Fry



~  
Salmon Fish & Chips With  
Carrot Apple Cherry  
Slaw; recipe page 30

Perhaps the best way to enjoy fried fish is by the ocean, where you can smell a salty breeze and watch the day's catch being hauled ashore. But the lack of a sea view doesn't stop landlocked consumers from ordering plenty of seafood. In fact, the lean, healthy protein and omega-3-packed nutrition of fish and shellfish have never been more in demand, whether you're on the docks of San Francisco or in downtown Des Moines. This is especially true of irresistible fried fish. Whether it's breaded or lightly battered, everyone loves crispy, golden brown seafood, especially when it is sprinkled with salt and pepper and paired with a tangy sauce.



**65% of consumers eat seafood at least every 90 days.**

—Technomic

## FIVE SAUCES TO FINISH YOUR FISH FRY



### 1. TURMERIC AIOLI

The right accent for any fried fish or seafood.



### 2. TAMARIND CHILE DIPPING SAUCE

Works well with fried shrimp or calamari.



### 3. AJI AMARILLO DIPPING SAUCE

Chile paste spices up this sauce.



### 4. GOCHUJANG MAYO

Heat up your fish and chips with this Korean chile paste.



### 5. RED CURRY SHRIMP SAUCE

A Southeast Asian update on a classic sauce.



Recipes for the sauces can be found on page 31.



Seafood sales  
increased  
more than 3%  
in 2017.

—Nielsen

Fritto Misto  
With Turmeric Aioli;  
recipe page 31

**IN THE PAST FIVE YEARS**, 44 percent of American and British consumers have added more seafood to their diets, according to Cargill's Feed4Thought Survey, with shrimp, salmon and tuna at the top of the list. There will always be die-hard seafood fans—those who love to pick apart crabs' legs piece by painstaking piece, or slurp down oysters on the half shell with no chaser. But even patrons who are normally squeamish about our sea-dwelling friends still appreciate the most accessible of seafoods: good old-fashioned fish and chips, whether wrapped in newspaper or served on bone china. Although it is usually made with cod, any firm white fish works well. You can also get creative and follow Sysco chef Greg Meeker's lead by using salmon instead (previous page) for fantastic results. Or take the dish upscale by using flavorful halibut when it's in season, typically from mid-March through early November.

Fried fish of any kind, as well as fried shrimp, fried calamari or fried anything, pairs perfectly with Sysco dips and sauces. Use them as is or customize to suit your taste by adding fresh chopped herbs such

as parsley and dill or spices like turmeric or paprika. Adding a spice paste like Korean Gochujang to mayonnaise is also an easy way to make your own sauce. Squeeze a lime or lemon, add salt and you're there.

Italy, which is surrounded by ocean on three sides, has its own version of fried fish—the *fritto misto* (left-hand page). Literally translated as “fried mix,” it is a delicious combination of seafood and vegetables coated in a light tempura-like batter and fried, then served with a simple sauce or just a lemon wedge. You can use octopus, calamari, small fish like fresh sardines and chunks of bigger white fish, and vegetables

such as sliced eggplant, sliced zucchini or whatever you have on hand. The key is the light coating and right frying oil. The ingredients should shine through and not taste greasy or loaded down with a heavy breading or batter. Top the dish off with chile flakes and a little sea salt and serve.

If you've been hesitant to add more seafood to your menu, take heart. Proximity to a coast or lake is not a requirement, as Sysco distributes its high-quality, exquisitely fresh **Portico Seafood** all over the country. And a plate of ever-popular fish and chips or crisp and satisfying *fritto misto* is a great way to start.

## BREADING vs. BATTERING

Chef Greg Meeker of Sysco Seattle

**“Breeding** fish comes out more consistently in the end, but it requires a three-step process. First dip the fish fillet in flour, then egg and finally in the breadcrumbs. Flour basically acts as the food glue, the egg activates the glue and aids browning and the breadcrumbs stick to all that. Don't forget to add salt and pepper.

**Battering** is the easiest way to prepare fish but the hardest to execute. If the batter's too thick, too thin, if it doesn't have enough effervescence, and if the batter is not chilled correctly, it tends to blast off the fish. It will blow up.”

For Chef Meeker's' batter recipe, which won't blast off your fish when you cook it, see page 30.



### IMPERIAL FRY-ON®

This Sysco-exclusive combination of corn oil and high-oleic canola oil is a top choice for high quality foods. Recommended for fine dining.



### SUSTAIN

Another Sysco exclusive, this 100% sunflower oil has a high smoking point and is recommended for kitchens balancing quality and cost.



### SYSCO CLASSIC

This combination of cottonseed and soybean oil is a great value. Recommended for high-volume kitchens where price is a factor.



# Technology Takes Over the Front of House

From taking reservations and creating waitlists to seating guests and ensuring order accuracy, managing front-of-house operations is a true juggling act. Technology that can help streamline processes and integrate workflows can go a long way toward creating a smoother dining experience for staff and customers alike.

Recent advances in tech have enabled time- and money-saving solutions, whether adding online reservations or allowing guests to make them through a third-party system. Some apps let diners “get in line” or even order before they arrive at the host stand, while others enable managers to send preshift emails to communicate important daily updates to employees.

## Have Your CAKE

One way restaurants can revolutionize their front of house is through **CAKE from Sysco**, an all-in-one point-of-sale system with two flagship products: **Point of Sale (POS)** and **Guest Manager**.

CAKE offers customizable solutions for quick-service and full-service restaurants. For quick-service restaurants, CAKE includes a 7-inch customer touch display on the back of the POS. “Customers can see what they ordered, they can see their total, leave a tip and sign by finger, which increases the speed of service,” says Liz Ivey, Director of Marketing for Sysco Labs. While full-service restaurants can take advantage of CAKE’s iPad-based OrderPad, a mobile POS that also accepts payments. “Being able to take an order table-side increases not only efficiency but also order accuracy by sending orders directly to the kitchen,” Ivey says.

## Table Service

Meanwhile, CAKE’s Guest Manager makes life at the host stand easier. Customers can make reservations using Google or the restaurant’s website. Guests then receive a text when their table is ready, eliminating the need for clunky buzzers and allowing them the freedom to leave the restaurant. Guest Manager also automatically creates a guest profile, which can capture information such as birthdays and anniversaries as well as customer preferences. “The idea is that we are enabling restaurants to be able to provide a more customized, VIP service for their guests,” Ivey says.

When it comes to CAKE and other front-of-house technologies, efficiency is the watchword. By using forward-thinking products and platforms, restaurants can create an improved dining experience for customers and streamline operations.

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*Ask your Marketing Associate about a free demo of CAKE for your restaurant.*



# Solar Empowered

With the introduction of sustainable solar gardens, Sysco's newest source of clean energy is brought to you by the sun.

What do you get when you mix solar energy with a commitment to reduce a large company's environmental impact? A road map for greener, smarter power. That's the direction Sysco will continue to take in 2019 with its solar garden project in Texas.

## Why go green?

As part of a 10-year renewable energy agreement Sysco has signed with NRG Energy, solar gardens are being installed at three sites in the Houston and Dallas areas. When they get up and running in the first quarter of this year, the gardens will account for about 10 percent of Sysco's U.S. electricity usage, supporting the majority of the company's electricity load in Texas and helping to power the corporate headquarters in Houston. That amount of power, about 25 megawatts of renewable energy, can offset 37,000 tons of carbon dioxide emissions per year. That is roughly the equivalent of taking 7,000 cars off the road.

## Committed to a cleaner future

Clean energy is not just a part of Sysco's policies promoting environmental sustainability. It is also good business. The solar garden project is one of several initiatives helping Sysco reduce its environmental impact and increase the use of green energy in its operations.

## A taste of sustainability

With the adoption of a few easy practices, establishments of all sizes can make their daily operations more sustainable and energy-efficient. Reduce waste and water consumption while connecting with environmentally conscious guests by following these tips:

**Use low-flow faucet aerators in hand sinks.** Adding these devices, which cost about \$3 each, can reduce hot water use at a hand sink by 60 percent. And installing just one can save 9,000-plus gallons of hot water per year.

**Track your food waste and donate leftovers.** Not only can you help reduce hunger in your community, but you can also save on operating costs. More than one in five restaurants donate edible leftovers to charity. One in 10 compost some of their food waste.

**Be transparent about sustainability.** Customers want to know, so promote your efforts on your menu. According to the National Restaurant Association "What's Hot in 2018" chef survey, restaurant operators and chefs say environmental sustainability, local sourcing and food waste reduction are among the top trends affecting restaurant menus.

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*Ask your Marketing Associate about energy-saving appliances available through [SuppliesontheFly.com](http://SuppliesontheFly.com).*



## Southwest Grain Bowl With Salmon

CHEF JASON KNAPP  
SYSCO CORPORATE  
SERVES 2

### CHARRED LIME CREMA

- 3 limes
- ½ cup crema Mexicana
- ¼ tsp. Sysco Classic kosher salt

### ROASTED BUTTERNUT SQUASH

- 8 oz. butternut squash, cut into ½-inch dice
- 3 Tbsp. Arrezzio Imperial olive oil blend
- Salt and freshly ground black pepper to taste

### BOWL

- 1 cup Path of Life 5 Grain Blend
- 1 Tbsp. plus 2 tsp. Arrezzio Imperial olive oil blend
- 3 Tbsp. yellow onion, diced
- ½ cup roasted red bell pepper, diced
- 1 Tbsp. minced garlic
- 1 Tbsp. plus 2 tsp. Sysco Classic kosher salt
- 2 tsp. plus ½ tsp. Sysco Imperial ground black pepper
- 1½ cups roasted corn and poblano chiles
- 1½ cups black beans, drained and rinsed

### SALMON

- 2 6-oz. salmon fillets
- 1 tsp. turmeric
- 1 tsp. Cajun seasoning
- 2 Tbsp. Arrezzio Imperial olive oil blend

### GARNISH

- ½ cup fresh radishes, shaved
- 1 cup golden beets, wedged
- ½ cup fennel, shaved
- ½ cup carrots, thinly sliced
- 1 cup cooked beets, cut into ½-inch dice
- Daikon sprouts for garnish

### FOR THE CHARRED LIME CREMA

Heat grill to high heat. Zest the limes and reserve the zest. Cut the limes in half and grill, cut side down, until they have a deep char. Remove from heat; cool for 5 minutes. In a small bowl, juice the limes into the crema Mexicana, add the zest and kosher salt, and mix until combined. Chill until ready to serve.

### FOR THE BUTTERNUT SQUASH

In a bowl, toss the butternut squash, oil, and salt and pepper. Place on a sheet pan and roast at 350 degrees until tender, about 35 minutes, tossing the squash about halfway through cooking.

### FOR THE BOWL

Blanch the five-grain blend in boiling water and drain; hold warm. Heat two sauté pans over medium-high heat. In one pan, heat 1 tablespoon of oil. Add the onion, roasted red pepper and garlic. Sauté until the onion softens, tossing occasionally to not burn garlic. Add 1 tablespoon of salt and 2 teaspoons of pepper, combine and keep warm.

In the other sauté pan, heat the remaining 2 teaspoons oil. Add the corn blend and beans and sauté until hot. Add remaining salt and pepper, combine and keep warm.

### FOR THE SALMON

Season salmon fillets with the turmeric and Cajun seasoning. Heat 2 tablespoons of the oil in a sauté pan over medium-high heat. Place salmon fillets in pan. Reduce heat to medium. Once the salmon is golden brown, turn the fillets over and cook until desired doneness, about 4 minutes on each side.

### TO GARNISH

In two wide-rimmed bowls, place portions of the sautéed 5 Grain Blend, black beans and corn-poblano blend. Lay a salmon fillet across the top. Garnish each bowl with ¼ cup each of radish,

fennel and carrots, and ½ cup of beets and roasted butternut squash. Finish with the daikon sprouts, charred lime crema and lime wedge.



## Seared Turnip "Scallops" With Butternut Sauce

CHEF NEIL JOHNSON  
SYSCO MONTANA  
SERVES 1

### BUTTERNUT SAUCE

- 1 cup vegetable stock
- 1 cup butternut squash, cut into ¼-inch dice
- ½ tsp. minced fresh ginger
- ¼ tsp. turmeric
- 2 Tbsp. extra-virgin olive oil
- Salt and freshly ground pepper to taste

### TURMERIC OIL

- 2 Tbsp. vegetable oil
- ¼ tsp. turmeric
- ¼ tsp. Sysco Imperial Cajun seasoning

### SEARED TURNIP "SCALLOPS"

- Sysco Classic kosher salt
- 3 turnips, peeled
- 2 Tbsp. Arrezzio Imperial olive oil blend
- ½ cup Path of Life 5 Grain Blend
- Fennel, shaved
- Brussel sprout leaves
- Carrots, cooked and julienned
- 1 golden beet, cooked and thinly sliced
- 2 red beets, cooked and thinly sliced
- 1 oz. pistachios, toasted
- Fresh basil leaves for garnish

### FOR THE BUTTERNUT SAUCE

In a small saucepan, bring vegetable stock to a low boil. Add butternut squash, ginger and turmeric and simmer until the squash is tender, about 20

minutes. Drain and purée squash in a blender with the olive oil until silky smooth; adjust seasoning with salt and pepper.

### FOR THE TURMERIC OIL

In a bowl, whisk together the vegetable oil, turmeric and Cajun seasoning; set aside.

### FOR THE TURNIP "SCALLOPS"

Bring a medium pot of salted water to a boil. Add turnips and cook until fork-tender, 30 to 35 minutes. Remove and set aside until cool. Using a ring mold, cut the turnips to size of a U/12 scallop. Heat the oil in a sauté pan over medium heat; add turnips and sauté, brushing with the turmeric oil, until slightly seared. Cook the 5 Grain Blend according to the instructions on the bag.

Heat the oil in a pan over medium heat and sauté the vegetables, cooking the fennel, Brussel sprout leaves and carrots first, followed separately by the golden beets and finally the red beets, so as not to stain the other vegetables.

Plate the turnips with the 5 Grain Blend and sautéed vegetables next to the turnip scallops on top of the butternut-ginger sauce. Garnish with toasted pistachios and basil and serve.



## Chocolate Brownie Truffles

CHEF NEIL DOHERTY  
SYSCO CORPORATE  
MAKES 8 DOZEN

- 6 lb. Baker's Source Fudge Brownie Mix
- 20 oz. water
- 1 cup Sysco Imperial Chocolate Chips, melted
- Rock sugar to garnish
- Dehydrated strawberries to garnish

In the bowl of a mixer, combine the brownie mix and water. Using a paddle, mix on low for 30 seconds. Scrape down bowl and paddle, and mix on low for 30 seconds longer. Pour batter into greased sheet pans. Bake at 350 degrees for 25 to 20 minutes.

Let the brownies cool. Scoop 1 ounce of brownie and roll into balls. Place in a cooler for 15 minutes to firm.

Melt the chocolate chips in a microwave until smooth. Using a fork, dip brownie balls into melted chocolate and set on a parchment-lined sheet pan.

To garnish, sprinkle with rock sugar or dehydrated berries. Place in cooler for 15 minutes to firm up.



## Thai-Style Tomato Bisque With Wonton Cheese Sticks

CHEF PETER ECKER  
SYSCO WINNIPEG  
SERVES 8

### WONTON CHEESE STICKS

- 2 Tbsp. all-purpose flour
- 8 wonton wrappers
- 4 oz. paneer (Indian cheese), cut into 8 long pieces

### TOMATO BISQUE

- 3 oz. plus 2 oz. Arrezzio Imperial olive oil blend
- 1 Tbsp. chopped lemon grass (use food processor)
- 1 Tbsp. chopped Thai basil
- 1 qt. Bloody Mary mix
- 1 qt. Sysco Imperial tomato sauce
- 1 can Jade Mountain coconut milk
- 2 makrut lime leaves
- 1 lb. Portico shrimp (31-40), thawed, peeled and deveined
- 1 lb. walleye (whitefish fillet) cut into ½-inch pieces

- 1 English cucumber, peeled and shaved into ribbons
- Sea salt to taste
- 2 oz. rice wine vinegar
- 8 chile peppers
- 16 pieces Jade Mountain shrimp tempura, reserved for garnish

### FOR THE WONTON

#### CHEESE STICKS

In a bowl, combine flour with 1 tablespoon of water. Lay out wonton wrappers and brush with flour-water mix. Place cheese inside each wonton, roll into a cigar shape and set aside for 2 minutes; deep-fry for 2 minutes until wontons are golden brown. Remove to a pan lined with paper towels.

### FOR THE TOMATO BISQUE

In a stockpot, heat 3 ounces of oil over low heat. Add the lemon grass and Thai basil and sauté for 3 minutes until aromatic. Add the bloody mary mix, tomato sauce, coconut milk and lime leaves, raise the heat to medium and simmer for 30 to 40 minutes. Heat remaining oil in a pan over medium-low heat and cook the shrimp and fish for 4 to 5 minutes until tender.

In a bowl, mix the cucumber ribbons with the sea salt, rice wine vinegar and chile peppers and marinate for 10 minutes.

To assemble the bisque, place the cooked fish and shrimp in the bottom of each bowl, place the marinated cucumber ribbons on top and ladle the coconut milk mixture over. Garnish with lime, Thai basil and tempura shrimp. Serve with fried wonton cheese sticks.



## Pork and Kimchi Stew

CHEF JOHN WILLIAMS  
SYSCO SACRAMENTO  
SERVES 4

- 1 Tbsp. vegetable oil
- 10 oz. Sysco Classic sous vide pork belly, cut into 2-by-¼-inch slices
- 2 cups kimchi, coarsely chopped, plus ¼ cup kimchi liquid
- ½ tsp. soy sauce
- 3 Tbsp. gochujang
- 1 tsp. granulated sugar
- Pinch Sysco Classic kosher salt
- 14 oz. firm tofu, drained, cut in half and then into ½-inch slices
- Daikon sprouts, for garnish

In a heavy-bottomed saucepan, heat the oil over medium heat. Add the pork belly and sear on both sides to render some of the fat, about 2.5 minutes per side. Raise heat to high and add the kimchi, kimchi liquid, soy sauce, gochujang, sugar and salt. Stir to combine and add 4 cups of water. Bring to a boil, reduce to a simmer and let cook for 15 minutes. Add the tofu and cook 3 minutes longer. Add the sprouts and serve.



## Korean Street Toast

CHEF BENJAMIN UDAVE  
SYSCO LOS ANGELES  
SERVES 1

- 2 Wholesome Farms eggs, beaten
- ½ cup shredded cabbage and carrot mix
- Salt and freshly ground black pepper to taste

- 1 tsp. canola oil
- 1 Tbsp. Wholesome Farms butter
- 2 slices white bread
- 1 slice American cheese
- 1 slice Block and Barrel ham
- 1 tsp. sugar
- 1 oz. House Recipe ketchup
- Additional cabbage for garnish

In a medium bowl, combine the beaten egg and cabbage-carrot mix. Season to taste with salt and pepper. Heat the oil in a saucepan over medium-high. Place the cabbage mixture in the pan, making a square shape to match the bread. In a separate pan over medium heat, melt the butter. Add the bread and toast on both sides. To assemble, place the cooked cabbage mixture on the first slice of bread; top with the cheese, followed by the ham. Sprinkle with sugar and finish with a drizzle of ketchup. Garnish with crisp cabbage for added crunch.



## New England Seafood Chowder

CHEF ANDREW RIVERA-MYERS  
SYSCO NORTHERN  
NEW ENGLAND  
SERVES 18

- ½ lb. Wholesome Farms butter
- 1 lb. Sysco Classic cold-smoked bacon, cut into ½-inch strips
- 4 cups diced onion
- 2 cups diced celery
- ⅓ cup minced garlic
- 1 tsp. crushed red pepper flakes
- ½ cup all-purpose flour
- 2 cups white wine
- 1 can clam juice
- 1 can chopped ocean clams, with juice
- 1 qt. Wholesome Farms whole milk
- 1 qt. Wholesome Farms heavy cream

- 1½ Tbsp. Sysco Classic kosher salt
- 1 Tbsp. freshly ground black pepper
- 4 cups peeled and diced Sysco Imperial Russet potatoes
- 1½ lb. Portico 26/30 shrimp, tails removed
- 1½ lb. Fresh Portico haddock, cut into 1-inch chunks
- 1½ lb. Portico 10/20 scallops, halved
- 54 fresh littleneck clams
- 6 Tbsp. chopped parsley
- 6 Tbsp. minced chives
- Mixed microgreens for garnish

Heat the butter in a heavy-bottomed stockpot over medium heat. Add the bacon and cook until the fat renders, about 10 minutes. Add the onion and celery and allow to cook until translucent but not browned. Add the garlic and red pepper flakes and allow to lightly toast. Add the flour and stir constantly; the mixture will get a little thick. Continue stirring and cook until the flour is light brown, approximately 3 minutes longer. Deglaze with the white wine, stirring, for about 4 minutes, just enough for the alcohol to cook out. Add the clam juice, chopped clams with their juice, milk, heavy cream, salt and pepper. Stir vigorously to remove clumps.

Add the potatoes and bring to a rapid boil; then lower the heat and simmer until the potatoes are tender, about 30 minutes. Remove the pot from the heat, add the shrimp, haddock and scallops, and stir gently to lightly cook the seafood, about 5 minutes.

To serve, place a large sauté pan over high heat and add 3 of the littleneck clams. Next add 12 ounces of the chowder. Cover the pan, lower the heat to medium and allow the chowder to cook

gently, just until the clams open. Transfer to a bowl, making sure to get the seafood pieces on top. Garnish with parsley, chives and microgreens.



## Lobster Rolls With Basil Mayonnaise

CHEF ANDREW RIVERA-MYERS  
SYSCO NORTHERN  
NEW ENGLAND  
SERVES 8

- 2 lb. fresh lobster meat
- ½ cup Sysco Imperial mayonnaise
- ¼ cup Arrezzio basil pesto
- Salt and freshly ground black pepper
- 16 Baker's Source split-top hot dog buns
- Celery leaves for garnish

Tear the lobster into bite-sized pieces, leaving some big pieces of claw intact. In a large bowl, combine the mayonnaise and basil pesto with the lobster meat and gently mix. Season to taste with salt and pepper.

To serve, put 2 ounces of the lobster mixture on each bun, then top with celery leaves.



## Free-Range Chicken and Wild Rice Soup

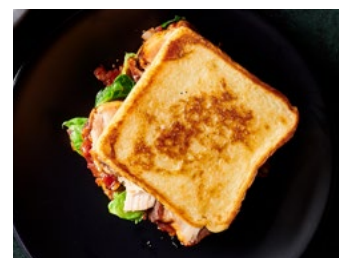
CHEF NATE LUCE  
SYSCO MINNESOTA  
SERVES 8

- 1 whole organic, free-range chicken
- Sysco Classic kosher salt
- 2 cups cooked wild rice
- 2 Tbsp. Wholesome Farms unsalted butter
- 2 leeks, light-green and white parts only, diced
- 1 cup diced carrots
- 1 cup diced celery
- 2 Tbsp. Sysco Imperial chicken base
- 10 sprigs flat-leaf parsley, plus more (minced) for garnish
- 3 sprigs fresh thyme
- 1 bay leaf
- ½ cup Wholesome Farms heavy cream

First, dry-brine the chicken by placing it in a sheet pan and coating it all over with kosher salt. Place it in a cooler, uncovered, for at least 12 hours.

Roast the chicken at 375 degrees for 35 minutes, or until the internal temperature reaches 165 degrees. Remove the skin and finely dice the meat; reserve in the cooler. Cook the wild rice according to package directions, cool and set aside.

In a 6-quart pot, heat the butter and add the leeks, carrots and celery. Sauté the vegetables until slightly softened. Add 6 cups of cold water along with the chicken base, parsley, thyme and bay leaf and let simmer for 20 minutes. Add the diced chicken and wild rice and continue to simmer for 10 minutes longer. Add the cream and simmer for another 5 minutes. Ladle the soup into bowls and garnish with parsley.



## Winter BLT With Tomato-Bacon Jam

CHEF NATE LUCE  
SYSCO MINNESOTA  
SERVES 1

### TOMATO-BACON JAM

- 1 qt. Seville Red Slow Roasted Tomato Wedges
- 4 slices Sysco Classic cold-smoked bacon
- 2 onions, chopped
- ½ cup sugar
- ¼ cup light brown sugar
- 2 Tbsp. apple cider vinegar
- 1 tsp. Sysco Classic kosher salt

### WINTER BLT

- 1 Tbsp. Wholesome Farms butter
- 2 slices Texas toast
- 4 oz. Sysco Classic sous vide pork belly
- Brussels sprout leaves

### FOR THE TOMATO-BACON JAM

Drain oil from the tomatoes (save for other uses) and process tomatoes in a blender or food processor until they reach a paste-like consistency. In a large stainless steel pan over medium heat, cook the bacon until the fat renders. Dice and set aside. Add onions to the pan and cook until caramelized. Add the processed tomatoes, sugar, brown sugar, vinegar and salt. Bring the mixture to a boil, then lower heat and simmer, stirring occasionally, until the processed tomatoes have further broken down and you get a jam-like consistency, about 20 minutes. Add diced bacon and cook for 5 minutes longer. Let cool. Store in the cooler for up to 7 days. (Yields about 5 cups of jam.)

### FOR THE WINTER BLT

Spread butter on both sides of the Texas toast and toast on a pan or flattop grill. Sear the pork belly until golden brown on each side. Place the Brussels sprout leaves in the fat from the pork belly and cook until crisp. To assemble, spread Tomato-Bacon Jam on one slice of the toast, arrange the Brussels sprout leaves and top with the pork belly and the other slice of toast.



## Chicken Tortilla Soup

CHEF JENNIFER KIMBERLY  
SYSCO WEST TEXAS  
SERVES 20

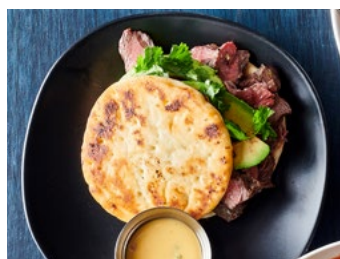
- 1/3 cup Arrezzio Imperial olive oil blend
- 1 cup diced onion
- 2 Tbsp chopped garlic
- 1 cup diced carrot
- 1 cup diced celery
- 1/4 cup finely diced jalapeno chile, seeds removed
- 1/4 tsp. oregano
- 1/4 tsp. ground cumin
- 1 cup frozen-and-thawed green chiles, chopped
- 2 cups canned plum tomatoes, hand-crushed
- 4 Tbsp. Sysco Imperial chicken base
- 1 Tbsp. Minor's adobo concentrate
- 3 corn tortillas, fried
- 1 cup chopped fresh cilantro
- Salt and black pepper to taste

### TO SERVE

- 4 Sysco Classic chicken breast halves, cooked and shredded
- Casa Solana Cotija cheese
- Casa Solana corn tortillas, julienned and fried
- Avocado, peeled and sliced
- Jalapeno chiles, finely sliced
- Fresh lime, cut into wedges

In a large stockpot over medium heat, warm the oil. Add the onion, garlic, carrot, celery and jalapeno and sauté until the onions are translucent. Add the oregano, cumin, green chiles, plum tomatoes, chicken base and adobo concentrate, then briefly sauté and stir all ingredients together to dissolve the base. Add 2 quarts water and bring to a boil; reduce and simmer until the flavors have melded, 20 to 25 minutes. Fry the corn tortillas in a deep fryer; remove and let cool slightly. Crumble the tortillas by hand and fold into the soup as a thickener. Fold in the cilantro, and adjust seasoning with salt and pepper.

To serve, place 2 ounces of shredded chicken in each bowl; ladle 8 ounces of soup into each bowl and top with the Cotija cheese, corn tortilla strips, avocado slices and jalapeno. Serve with a lime wedge on the side.



## Buttermilk Naan Quesadillas With Green Chile Queso

CHEF JENNIFER KIMBERLY  
SYSCO WEST TEXAS  
SERVES 1

### GREEN CHILE QUESO

- 5 lb. Casa Solana Queso Seguro
- 1 qt. Wholesome Farms heavy cream
- 2 cups fresh or frozen-and-thawed green chiles, chopped

### BUTTERMILK NAAN QUESADILLAS

- 4 oz. Block & Barrel beef sirloin flap, seasoned and grilled
- 1/4 tsp. Sysco Imperial Montreal steak seasoning
- 2 Baker's Source Imperial buttermilk naan
- 2 oz. Casa Solana refried beans
- 2 oz. avocado, sliced

### FOR THE GREEN CHILE QUESO

In a heavy saucepot over medium-low heat, warm the Queso Seguro, heavy cream and green chiles. Stir until the cheese melts. Set aside warm. (Yields 1 gallon.)

### FOR THE NAAN QUESADILLAS

Season beef with granulated garlic and Montreal steak seasoning and grill over medium-high heat to desired doneness, or until internal temperature reaches 135 degrees. Slice the beef against the grain and set aside. Heat the naan on the grill. Warm up the refried beans and spread on each naan. Top the bottom naan with sliced beef, avocado and green chile queso, and top with the additional naan to form a quesadilla-style sandwich.



## Gumbo-Style Chicken and Vegetable Soup

CHEF BRYAN HUDSON  
SYSCO RALEIGH  
SERVES 8

- 1/2 lb. Andouille sausage, cut into 1/4-inch slices
- 1 cup Path of Life 5 Grain Blend
- 1/2 lb. okra, halved
- 2 corn cobbettes, cut into 1/2-inch slices
- 1 leek, light-green and white parts only, sliced into 1/4-inch rounds
- 1/4 cup Arrezzio Imperial olive oil blend
- 1/2 cup celery root, cut into 1/4-inch dice
- 1/2 cup rutabaga, cut into 1/4-inch dice
- 1/2 cup turnip, cut into 1/4-inch dice

- 1 Tbsp. chopped garlic
- 2 bay leaves
- 1 cup Burgundy cooking wine
- 2 cups Minor's reduced chicken stock
- 1 cup whole stewed tomatoes, crushed by hand
- 1/2 lb. Sysco Classic chicken breast, pulled apart
- 1/2 cup sweet potato, finely diced
- 1 Tbsp. fresh thyme
- 1/4 tsp. cayenne pepper
- 2 Tbsp. Mike's Hot Honey (optional)
- Salt and freshly ground pepper to taste

In a large stockpot over medium heat, cook and render the sausage. Toss the 5 Grain Blend, half the okra, corn and leek in olive oil, and roast at 375 degrees until browned, about 10 minutes. Add celery root, rutabaga, turnips, garlic and bay leaves, and sweat until vegetables are translucent. Deglaze stockpot with Burgundy wine and reduce by half. Add chicken stock, 4 cups water, roasted vegetables and remaining ingredients to the stockpot. Let the soup come to a low simmer until vegetables are cooked through, 8 to 10 minutes. Garnish with roasted corn slices and remaining okra and serve.



## Grilled Tasso and Pimento Cheese Sandwich

CHEF BRYAN HUDSON  
SYSCO RALEIGH  
SERVES 4

- 1 cup Block & Barrel pimento cheese
- 1 cup Magic Seasonings tasso ham, minced
- 8 slices Texas toast
- 4 thin slices fontina cheese
- 1/4 cup clarified butter

In a mixing bowl, fold together pimento cheese and tasso ham. Divide the mixture among 4 slices of bread. Lay one slice of fontina on each sandwich. Lay the remaining bread on top. Heat the clarified butter on a griddle or pan over medium heat. Toast the sandwiches on both sides until the bread is golden brown and the cheese is melty. Alternatively, brush a bit of butter on the top and bottom of each sandwich and toast in an oven at 400 degrees for 6 to 8 minutes.



## Sweet Potato, Beer and Cheese Bisque

CHEF CHRIS SZYMANSKI  
SYSCO EASTERN WISCONSIN  
SERVES 64

- 1 lb. Wholesome Farms butter
- 1 lb. onion, finely diced
- 8 oz. carrot, finely diced
- 8 oz. celery, finely diced
- Salt and white pepper to taste
- 3 Tbsp. fresh thyme, chopped
- 6 oz. all-purpose flour
- 2 qt. Wholesome Farms whole milk
- 2 qt. Wholesome Farms heavy cream
- 2 qt. Marzen-style lager or brown ale
- 5 lb. frozen peeled and diced sweet potato
- 4 Tbsp. ground mustard seed
- 2 Tbsp. Sysco Imperial McCormick smoked paprika
- 8 oz. light brown sugar
- 1½ Tbsp. ground allspice
- 4 lb. fontina cheese, shredded
- 2 lb. shredded Cheddar Jack cheese

### GARNISH

- ½ oz. diced seasoned sweet potato, fried
- 1 oz. wild mushrooms, roasted and sliced
- Chives, thinly sliced

Heat a large, heavy stockpot over medium heat and add the butter. Add onion, carrot and celery along with a bit of salt and pepper. Gently sweat the vegetables, stirring occasionally, until tender, 7 to 10 minutes. Add thyme and flour and whisk well to make a roux. Continue to cook, stirring often, until fragrant and bubbly, about 3 minutes longer. One at a time, slowly whisk the milk, cream and beer in a steady stream, stirring constantly, until all of the liquid is added. Reduce heat to medium-low. Add the sweet potato, mustard seed, paprika, brown sugar and allspice and bring to a simmer, whisking occasionally. Cook until the sweet potatoes are soft and the soup has thickened slightly, 15 minutes longer.

Remove the pot from the heat and, using an immersion blender, slowly add the shredded cheese. Purée well until completely smooth and thickened. Check seasoning and adjust with salt and pepper. Ladle the soup into bowls and garnish with fried sweet potatoes, wild mushrooms and chives.



## Short Rib Sandwich With Red Wine Pickles

CHEF CHRIS SZYMANSKI  
SYSCO EASTERN WISCONSIN  
SERVES 1

### RED WINE PICKLES

- 2 cups red wine vinegar
- 1 cup pinot noir or merlot
- 2 cups granulated sugar
- 2 Tbsp. Sysco Classic kosher salt
- 1 lb. shallots, julienned
- 1 lb. radishes, sliced

### SHORT RIB SANDWICH

- 8 oz. chuck short rib flap
- Salt and freshly ground pepper, to taste
- 1 Tbsp. vegetable oil
- 1 cup beef broth
- 4 oz. mirepoix (onion, carrot, celery), roughly diced
- 1 sprig fresh thyme
- 2 Tbsp. Sysco Imperial mayonnaise
- ½ oz. Calabrese peppers, chopped
- 1 Baker's Source Classic Everything brioche bun
- 1 oz. white Cheddar cheese, sliced
- ¼ oz. Heritage Blend greens

### FOR THE PICKLES

In a saucepan over medium-high heat, bring the vinegar, red wine, sugar and salt to a boil. Whisk well to dissolve the sugar. Add shallots and radishes and lower the heat to a simmer. As soon as the mixture reaches a simmer, remove from the heat and allow to cool to room temperature. Place in an airtight container in the cooler at least overnight and up to 1 week. (Yields 2 quarts.)

### FOR THE SHORT RIB SANDWICH

Preheat oven to 325 degrees. Season beef liberally with salt and pepper. In a sauté pan over medium-high heat, warm the vegetable oil. Add the beef and sear well, then move to a separate heavy baking dish with beef broth, mirepoix and thyme. Cover tightly and braise in oven until fork-tender, 3 to 3½ hours. Remove beef from the oven and allow to rest, covered, for 20 minutes. In a bowl, combine the mayonnaise and chopped Calabrese peppers, and season with salt and pepper.

To assemble the sandwich, split and toast the brioche bun and place 1 tablespoon of Calabrese pepper mayo on each side. Place the Cheddar on the bun and top with braised short rib. Gently

spoon 2 tablespoons of braising liquid over the top. Top the beef with 1 ounce of red wine pickles and the Heritage greens and then with the remaining bun, and serve immediately.



## Salmon Fish and Chips With Carrot Apple Cherry Slaw

CHEF GREG MEEKER  
SYSCO SEATTLE  
SERVES 4

### CARROT APPLE CHERRY SLAW

- 4 cups Sysco Imperial carrot matchsticks
- 4 oz. Sysco Imperial dried cherries, roughly chopped
- 1 Sysco Imperial Granny Smith apple, finely diced
- ¼ cup fresh lime juice
- ¼ cup Mike's Hot Honey
- 2 tsp. Sysco Classic kosher salt

### TARTAR SAUCE

- 1 cup Sysco Imperial tartar sauce
- 1 Tbsp. Sysco House Recipe malt vinegar
- 2 tsp. Sysco Imperial McCormick smoked paprika

### FRENCH FRIES

- 2 Sysco Imperial Russet potatoes, shoestring cut

### FISH AND BATTER

- 12 oz. salmon, skinned and cut into 1-oz. strips
- 1 cup Sysco Classic cornstarch
- 4 cups Sysco Classic all-purpose flour
- 2 Tbsp. Sysco Classic baking powder
- 2 tsp. Sysco Classic kosher salt
- 1 tsp. Sysco Imperial Cajun seasoning
- 16 oz. Pilsner beer

### FOR THE SLAW

In a mixing bowl, combine carrots, cherries and apple. In a separate bowl, combine lime juice, honey and salt and mix well. Pour dressing over carrot mixture and toss until well combined. Set aside in a cooler.

### FOR THE SAUCE

In a bowl, combine tartar sauce, malt vinegar and smoked paprika. Mix well and chill.

### FOR THE FRIES

Soak potato shoestrings overnight; drain and dry thoroughly. Blanch-fry potatoes in a 300-degree deep fryer until limp and hot. Spread on paper towel-lined sheet pans and chill. Raise fryer temperature to 350 degrees. Cook blanched fries in fryer until crisp and golden brown. Drain briefly on paper towels. Season to taste.

### FOR THE FISH AND BATTER

Dry fish thoroughly and chill. Place cornstarch in a pie pan and set aside. In a large mixing bowl, whisk together flour, baking powder, salt and Cajun seasoning. Slowly add beer to the dry mixture, whisking until batter is smooth. (Add water if necessary to make a crepe batter-like consistency.) Place in cooler to chill for 15 to 20 minutes.

Dredge each piece of fish in cornstarch, then dip one strip at a time in batter, coating completely and gently shaking off excess batter. Ease each piece into the fryer, wiggling back and forth. Shake the fry basket gently to prevent fish from sticking to bottom. Cook the fish until golden brown, and internal temperature reaches 145 degrees, turning frequently to create even browning. Move fish from fryer onto plate covered with paper towels. Serve fish with slaw and fries, topped with tartar sauce.



## Fritto Misto

CHEF NEIL DOHERTY  
SYSCO CORPORATE  
SERVES 4

### TEMPURA BATTER

- 1 cup all-purpose flour
- ½ cup cornstarch
- 2 Tbsp. baking soda
- ½ tsp. Sysco Imperial Cajun seasoning
- 2 cups chilled club soda

### FRITTO MISTO

- Vegetable oil for frying
- 4 artichoke hearts
- 4 carrot sticks, cut into ¼-inch batons
- 2 slices avocado
- 4 onion rings
- 4 zucchini sticks
- 4 broccoli florets
- 4 oyster mushrooms
- 6 21-25 Portico shrimp, peeled and deveined
- 4 oz. calamari tubes and tentacles
- 2 oz. whitefish, cubed
- 6 mussels in the shell

### GARNISH

- ¼ cup parsley, fried without batter
- ¼ cup basil leaves, fried without batter,
- Whole lemons, cut into wedges
- Salt and freshly ground black pepper

### FOR THE TEMPURA BATTER

Sieve the flour, cornstarch and baking soda together into a mixing bowl; add the Cajun seasoning, then slowly whisk in cold club soda until the mixture takes on a crepe batter-like consistency. Keep chilled.

### FOR THE FRITTO MISTO

Heat frying oil to 375 degrees. Dip the items in batter (first the veggies, followed by the seafood) and let excess drip off, hold in oil and wiggle, then release (this will help each item to not stick to the basket). Fry till crispy and golden. Remove from the basket and

place on paper towel; keep warm while frying additional items. Arrange on a platter and garnish with fried parsley and basil, accompanied with lemons and **Turmeric Aioli** (see recipe, below). Sprinkle liberally with salt and ground pepper.

## Dipping Sauces for Fried Fish

CHEF NEIL DOHERTY  
SYSCO CORPORATE

### AJI AMARILLO DIPPING SAUCE

- 2 green onions, white and green parts, chopped
- 2 Tbsp. aji amarillo paste
- ½ cup Sysco Imperial mayonnaise
- ¼ cup Wholesome Farms sour cream
- ¼ cup Casa Solana queso fresco
- Juice of 1 lime
- Salt and freshly ground black pepper

Put the green onions, aji amarillo paste, mayonnaise, sour cream, queso fresco and lime juice into the container of a blender and process until the mixture is smooth and creamy. Season the sauce with salt and pepper to taste. Chill until ready to serve.

### GOCHUJANG MAYO

- ½ cup Sysco Imperial mayonnaise
- 1 Tbsp. gochujang
- 1 tsp. soy sauce
- Juice of 1 lime
- 1 Tbsp. sugar

In a bowl, whisk together mayonnaise, gochujang, soy sauce, lime juice and sugar.

### TURMERIC AIOLI

- ½ cup Sysco Imperial mayonnaise
- 1 tsp. turmeric powder
- 1 clove garlic, finely chopped
- Juice of 1 lemon
- ½ tsp. Sysco Classic kosher salt
- ¼ tsp. freshly ground black pepper

In a bowl, whisk together the mayonnaise, turmeric, garlic, lemon juice, salt and pepper.

### TAMARIND CHILE DIPPING SAUCE

- 4 oz. tamarind paste
- 1 1-inch piece fresh ginger, peeled and grated
- 3 cloves garlic, minced
- 3 Tbsp. sugar, plus more to taste
- 1 Tbsp. sambal oelek
- 2 tsp. fish sauce
- 1 tsp. soy sauce
- 2 Tbsp. cornstarch

In a medium saucepan over high heat, combine the tamarind paste, ginger, garlic, sugar, sambal oelek, fish sauce, soy sauce, and 4 tablespoons of water and bring to a boil. Reduce heat to low and let simmer for 5 minutes, stirring frequently. In a small bowl, combine the cornstarch with 2 tablespoons of water to make a slurry. When the cornstarch mixture is smooth, whisk into the tamarind sauce, continuing to whisk until the sauce thickens, about 1 minute. Remove the pan from the heat and let the sauce cool. Before serving, taste and adjust the seasoning, adding more sugar if necessary to balance the tartness of the tamarind.

### RED CURRY SHRIMP SAUCE

- ½ cup Sysco Imperial mayonnaise
- ¼ cup House Recipe ketchup
- 2 Tbsp. finely minced lemon grass
- 2 tsp. Thai red curry paste
- Juice of 1 lime
- 1 tsp. Sysco Classic kosher salt
- 1 tsp. freshly ground black pepper

In a bowl, whisk together the mayonnaise, ketchup, lemon grass, curry paste, lime juice, salt and pepper until smooth.



**Chef Marcus Means**  
Culinary Consultant, Sysco Atlanta

## Helping Customers Thrive

Marcus Means' life was changed by a television commercial—and some wise words from his mother. As a child, he had cooked at his mother's and aunts' knees, and as a teen he had worked his way up from dishwasher to line cook at the local Ponderosa Steakhouse.

After graduating high school, Means was living at home when his mom gently suggested he find his purpose. Later, a TV commercial came on announcing, "The Pennsylvania Institute of Culinary Arts is coming to your town!" He immediately thought, "That's it. I want to cook!"

### From Student to Teacher

Means eventually moved to Atlanta, where he became executive chef at a luxury hotel at age 20. He has since run several large-scale restaurants—sometimes more than one at a time—and joined Sysco Atlanta a little over three and a half years ago. What he loves most about his work as a Culinary Consultant is applying his experience by helping customers with every aspect of their business. The former student has now become the teacher.

"You get to work with customers on everything from menu analysis to product

Delivering value that will have a positive effect on the customer's business is one of the most rewarding parts of the job.

selection to kitchen setup, down to where they're going to put the fryer or flattop," Means says. "You might have a new customer who wants to refresh their menu. We help them look at possibilities like adding new items and revamping classics, or we might recommend more cost-effective solutions to existing dishes."

### A Team Effort

Conducting a business review is a team effort, according to Means. Once he has consulted with customers beforehand and determined their needs, he will reach out to specialists such as the produce or beef buyer to show a product. "I might say to the customer, 'Instead of using a 5x6 tomato in your kitchen, let me show you our sliced tomatoes, which save time and labor.'"

The changes that come out of a business review can be simple and seem minor. "You might make adjustments to a customer's menu items to help them save a few dollars." But in the larger scheme of things, Means says, the yearly savings can amount to many thousands of dollars, making a real difference in the bottom line, and giving them more capital to invest back into the operation. "Delivering value that will have a positive effect on the customer's business," says Means, "is one of the most rewarding parts of the job."



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