

# FOODIE

AT THE HEART OF FOOD & SERVICE

GO GLOBAL WITH VALUE CUTS  
AND ETHNIC-INSPIRED DISHES

## **FIRED UP** ABOUT **BEEF**

+

**SIDE DISHES  
IN THE  
SPOTLIGHT**  
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**FALL HARD  
FOR AUTUMN  
VEGGIES**  
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**A HAPPIER,  
HEALTHIER  
KITCHEN**  
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**MEET SYSCO  
CHEF LAURIE  
WOLFE**  
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## FOODIE

AT THE HEART OF FOOD & SERVICE

### Message From the Executive Editor

Dear Valued Sysco Customer,  
 Let's get to the meat of the issue: One of the biggest trends in dining this year is the move toward global flavours, and beef entrées are no exception. Our feature story, "Beef Up Your Menu" (pages 14–17), covers global trends in beef, with a focus on value cuts that bring more profit to the plate. Canadian consumers are also looking for exciting new flavour combinations. And sit-down restaurants are finding success by offering street-food mashups with a global flair. We cover the phenomenon on page 9.



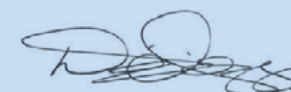
**Dominic Iezzi**

Senior Vice President,  
Sales and Marketing

In this issue, we also offer ideas and recipes for inspired vegetable side dishes (see pages 18–19) that can complement those main-dish meats, or be served on their own, as a series of small plates. And as the weather continues to cool down, we've found delicious ways to tap into the warm colours and sweet, subtle flavours of autumn produce (page 20).

On the operations side, find out how our Business Resources teams across Canada can help you overcome the most common obstacles to growth (page 25). This leading-edge program is available coast to coast for Sysco customers—because your success is our success.

We are grateful for the chance to earn your business every day. Is there something you'd like to see in *Foodie*? Email your questions and comments to us at [marketing@corp.sysco.ca](mailto:marketing@corp.sysco.ca). We love to hear from our customers.



**Dominic Iezzi**  
Senior Vice President, Sales and Marketing



#### DEPARTMENTS

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Learn the source of Sysco's supreme seafood, why Saputo is a top dairy supplier and how to make the most of Butcher's Block meats.

##### 9 CULINARY TRENDS

Discover how global street-food mashups can work in your operation. Plus, chefs choose their favourite value beef cuts.

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This season, brighten your menu with the vivid colours and intense flavours of autumn produce.

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# Fresh From the Sea

No matter which part of the globe your Sysco seafood comes from, you can count on quality, freshness and flavour. That means whether you're dishing out fried pollock or a new shrimp recipe, you can always serve your seafood with the utmost confidence.

Sysco's **Portico** brand seafood products, including top sellers like shrimp, salmon and basa, not only taste great but also meet the highest quality assurance (QA) standards in the industry. Portico seafood is sourced with integrity and with a focus on meeting Sysco's 2020 Seafood Sustainability Goals. Our extensive quality assurance staff, with offices across the globe, ensures that products meet the highest standards.

QA measures include everything from food safety audits and social responsibility audits to point-source inspection. Before products even reach Sysco storage facilities, both quality and freshness are checked and rechecked. "Sysco's specifications are considered the gold standard in the seafood industry," says Jon Shirley, Sysco's Director of Seafood Category Management. "Freshness is built into Sysco's DNA and flows through all our unique specifications."

Portico's rigorous specifications, which range from net weight and count all the way to water temperature, result in better-than-industry-standard seafood products across the board.



**LOCATION**

Montreal

**CATEGORY**

Dairy

**KNOWN FOR**

Quality milk and cheese

SUPPLIER PROFILE

## Saputo Dairy

After immigrating to Montreal from Italy more than 50 years ago, the Saputo family founded a small dairy to serve local pizzerias with fresh cheeses like fine mozzarella. Now, Saputo is one of the top 10 dairy producers in the world.

**A Trusted Portfolio**

In Canada, Saputo is a leading dairy manufacturer and processor, marketing cheeses like mozzarella, cheddar, ricotta, Parmesan and Camembert—to name a few. It also sells milk, cream, yogurt, sour cream, cottage cheese and ice cream mixes, as well as other dairy and nondairy products.

“As a dairy company, milk is our primary ingredient, and we care deeply about the way it is produced,” says Randy Norman, National Sales Manager for Saputo Dairy

Products. “High-quality dairy products begin with high-quality milk from healthy and well-cared-for animals,” says Norman. To that end, Saputo supports initiatives that promote communication, awareness and training opportunities for dairy production welfare issues.

Saputo's brands have gained loyalty from Canadian consumers. Neilson and Dairyland sub-brands made by Saputo's Woolwich Dairy, which produces goat cheese and specialty cheeses, were voted “most trusted” milk brands in Ontario and Western Canada, according to a 2019 BrandSpark study.

**Saputo and Sysco**

For more than 20 years, Saputo has been supplying Sysco with a range of quality dairy products in sizes and formats designed specifically for the foodservice sector, including block cheese, shredded cheese, fine and imported cheeses, fluid milk, cultured dairy and more. For the past six years, Saputo has been designated a Top 10 Sysco Canada Supplier. “Together, we

are focused on our customers' needs and working to meet and exceed their expectations on a daily basis,” says Jim Fennell, Vice President, Food Service Sales, Saputo Dairy Products, Canada G.P.

**A Good Corporate Citizen**

As a global leader in dairy processing, Saputo “has a responsibility to consistently demonstrate good corporate citizenship,” Norman says. To further that goal, the company established its “7 Pillars,” which cover a commitment to social and environmental responsibility and economic performance. One example of those pillars in action is Saputo's efforts to reduce its environmental impact by conserving energy and cutting down on greenhouse gas emissions. “We are constantly looking at ways to improve our environmental performance,” Norman says. Community engagement is also important to Saputo. To put this into practice, says Norman, “The company strives to invest 1 per cent of its annual pretax profits back into the communities in which it operates.”





## Flavour and Flexibility

With high-quality products that fit any menu, Sysco's **Butcher's Block** specialty meat brand is distinguished by its consistency and flexibility. Customers know that they are getting the best cuts of beef, pork and veal, as well as something equally if not more important: peace of mind.

### Meat Is Having a Moment

Steakhouses never go out of style, but almost all restaurants—about 92 per cent of operators—serve some variety of beef. About 91 per cent also serve pork. The meat market is booming, along with the number of butchers, and it's more important than ever to have dependable centre-of-the-plate proteins. Fortunately, the Butcher's Block brand has more than 1,700 meat products to choose from, including various cuts of beef and pork.

### Quality That Is Guaranteed

To ensure unmatched tenderness and flavour, beef products are aged to perfection. All Butcher's Block beef products are inspected by the Canadian Beef Grading Agency (CBGA). Products also must meet the expectations of Sysco's quality assurance process, the most stringent in the foodservice industry. And Sysco's supply chain is both reliable and transparent.

### Count on Consistency

Butcher's Block products are small-boxed, making them easier to store and transport, as well as more affordable for customers. The quality of Butcher's Block products is as consistent as their specialty sizing, and the packaging is always right for the customer. Meats arrive with consistent portioning every time—ready for the grill or oven, requiring minimal prep work from restaurant operators.

### For Every Menu

Whether it's a fillet for the holidays, a tender **Butcher's Block boneless rib eye** or a nice flavourful **pork tenderloin**, Butcher's Block meats are endlessly adaptable for a variety of menus and cuisines. These products can be used for Korean barbecue, classic steaks and everything in between, and Sysco's culinary team of chefs is on hand to help with recipe ideas that showcase this versatility.

### Best in Class

Depending on menu, budget and ambition, operators can choose products from several distinct tiers of Butcher's Block products. **Butcher's Block Canadian Pork** program adds flavour and increases the marbling of the meat. And **Butcher's Block Reserve** specializes in premium meats—including the highest-quality beef and veal Sysco has to offer—for steakhouses and traditional restaurants looking to wow consumers with top-tier cuts.

### The Perfect Cut

The best butchers are experts at a craft that prides itself on attention to detail and quality. Butcher's Block holds to those same values. Our high-quality cuts are the result of expertise at every step of the way, from the ranch to your table.

*Ask your Sales Representative about Butcher's Block meats for your menu.*



### Sysco Brand QA Promise

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





Chef Bruno Terroso



Duck Confit



Pulled Pork Lunch Special



Meats & Cheese Platter



Fusilli With Shrimp

CUSTOMER PROFILE

# The Vanilla Pod

Penticton, B.C.

The Okanagan Valley makes a picturesque backdrop for a meal at **The Vanilla Pod** in Penticton, British Columbia. **Chef Bruno Terroso** dishes on his fresh, seasonal creations and partnership with Poplar Grove Winery.

**How would you describe The Vanilla Pod?**  
It's a winery restaurant. The food is based on Mediterranean fare with lots of shared plates as well as large plates. We try to use as many sustainable products as we possibly can.

**How did your partnership with Poplar Grove Winery begin?**  
In 2011, we were approached by the owner of the winery to join with them in a partnership. We moved our restaurant to this location, and it morphed into what we have now, which is a glassed-in dining room with beautiful views of the lake, valley and vineyards. We seat roughly 70 inside, plus another 70 on the patio.

**What are some of your signature dishes?**  
The crispy potato cake with tomato and avocado salsa and the paella with prawns,

chicken and chorizo are the two items that have been with us since the beginning—mainly because customers don't let us take them off the menu.

**How do you craft your recipes?**  
All the recipes that we use are either my own or dishes that I've developed with my team. Most of the recipes have a concept behind them. It usually has something to do with the food I would eat growing up, but slightly more refined and put together for restaurant service.

**What are some of the products you source from Sysco?**  
We buy all our beef from Sysco; we use a sustainable beef company called Beretta Farms that Sysco distributes. Other than your everyday pots, pans and paper products, we also get duck, some fish,

tomatoes and herbs. When we're in high season, we actually grow a lot of our own vegetables and herbs. But in the off-season, when it's too cold to grow, we buy most of our vegetables from Sysco. A lot of it is from local growers, so the quality is excellent.

“As far as big companies, Sysco is the only one I even allow through the door.”

**Tell us more about how Sysco works with local producers in your area.**  
They'll drive up and down the valley dropping off at restaurants, and they'll stock up the truck at small farms and bring it back to the warehouse to distribute for them.

Sometimes they will even bring clients like myself to those farms so we can see where the products are coming from—how they farm it, how they package it.

**How has Sysco been an important partner in your success?**  
I've been working with Sysco since around 2001 and they've been fantastic partners. The team here in Kelowna has been terrific—always working in sync with me to find the products I need. As far as big companies, Sysco is the only one I even allow through the door because of the relationship we've had over the years. I feel they are willing to go to the next level for me. In 18 years, I've only had four Sales Representatives, and I have moved from six different restaurants. They've been very loyal to me, and I've always been loyal to them. It's definitely a great partnership.



# Flipping the Familiar

Sit-down restaurants find success with global street-food mashups.

The global culinary mashup is nothing new. For as long as people have travelled, they have collected new flavours and recipes from around the world—sometimes combining these flavours in novel ways. Recently, street food has featured its share of mashups, perhaps starting with the Los Angeles Kogi bulgogi taco truck. By taking a familiar vehicle (the taco) and adding a twist (bulgogi beef), you can introduce diners to new tastes—the simple joy of the Korean-style taco.

We spoke to Chef Chris Vomund of Sysco St. Louis about why the street food mashup trend is growing more popular with sit-down restaurants and how more

chefs and operators can get in on the fun.

“Our access to information is blowing the doors off of where we were 20 years ago,” says Vomund. “Now you can learn about distant flavours—on YouTube or travel blogs—and immediately source many hard-to-find ingredients through Sysco.

“Every chef has an identity, a background, a culinary story to tell,” says Vomund. Take those memories and play off them when you create your mashups. Tell the story of your heritage through a new kind of taco or burger—or something different, like matzo ball pho with lemongrass.

Mashup pairings shouldn’t be too complicated. “The key is finding harmonious

flavour pairings that don’t feel too jarring,” says Vomund. Imagine something like a grilled cheese sandwich with Mexican street corn, he says. “It has the creamy element from the corn and mayo, plus new flavours from the spices and cilantro. You smash that between some good bread and think, ‘Why haven’t I tried this before?’”

As for the Soondubu Jjigae Burrito, pictured below, it’s also a natural. Korean pork and tofu stew, which uses **Butcher’s Block Pork Butt** and takes the place of stewed Mexican pork or chicken. Once again, you are attracting diners with a comforting, familiar food (the burrito) and adding a twist (the stew).



## Greek Yasou Feta Cheese Dressing

Sysco Brand salad dressings are now manufactured in Canada 🍁

Try Sysco Imperial Greek Yasou Feta Cheese dressing drizzled over grilled chicken skewers on a bed of rice, or served as a dressing to elevate your next pasta salad.

This dressing is made with extra virgin olive oil, white wine vinegar, an abundance of real Canadian feta cheese and does not contain any artificial colours or flavours and no added msg.



SUPC 5345333



SOONDUBU  
JJIGAE BURRITO  
Scan below or visit  
SyscoFoodie.com  
to get the recipe.







# SYSCO SUPREME BACON



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Better plate coverage



Center-cut Sliced Bacon  
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## THERE'S NO BETTER TIME TO HEAT UP YOUR MENU WITH FLAVOURS FROM AROUND THE WORLD!

- Spicy flavours are both the leading and fastest-growing flavours at the Top 200 FSRs\*
- 47% of overall food service orders are ethnic foods and flavours\*
- Canadian consumers identify spicy flavours in the top 5 for most appealing and most craved\*\*



Southwestern Mac & Cheese



Piri Piri Labneh



Chicken & Waffles



### Ground Ancho Chili Pepper

Ancho chili peppers are dried poblano peppers and deliver sweet, earthy and fruity flavour with mild heat.

- Bring authentic Mexican flavour to traditional dishes such as tacos, salsas and fajitas
- Add to sauces, marinades, dips and spice rubs in place of chili powder for a milder heat
- Incorporate into cocktails and desserts for a balance of sweet, spicy and slightly smoky flavour



### Piri Piri Seasoning Blend

Reminiscent of the famous sauce from Portugal, this rich and unique blend of warm earthy spices, lemon, lime, herbs and vegetables brings a spicy, tangy flavour to a wide variety of dishes.

- Incorporate into power or noodle bowls
- Sprinkle directly onto, or make into a sauce for fish or chicken
- Stir into mayo for an aioli



### Fiery Habanero & Roasted Garlic Seasoning Blend

Heat up your menu with fiery habanero. Hot habanero peppers are blended with roasted garlic for a flavour combination that awakens the taste buds with a blast of rich flavour and aroma.

- Add to syrup for French toast or waffles for a sweet, spicy and savoury flavour combination
- Use to spice up traditional garlic butter and spread on cornbread
- Incorporate into breading for appetizers such as popcorn shrimp or mozzarella sticks

Shrimp with  
Roasted Corn  
Purée and  
Farro Salad



SUPC #	PACK/SIZE	BRAND	DESCRIPTION
5415173	6 x 500 g	Club House	Ground Ancho Chili Pepper
5275460	6 x 700 g	Club House	Piri Piri Seasoning Blend
5290204	6 x 705 g	Club House La Grille	Fiery Habanero & Roasted Garlic Seasoning Blend

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**A CUT ABOVE**  
Officially, meat is divided into “primal” and “subprimal” cuts. For our purposes, “off-cuts” refers to anything outside that prime area of the animal’s back where you find the tenderloin and rib eye.



## Value Cuts Make a Comeback

We surveyed Sysco chefs across North America to learn about their favourite value meat cuts and how to use them in global applications.

**W**hen most people think of steaks, they imagine prime cuts such as the rib eye, New York strip, filet mignon and T-bone. But chefs know there is a lot more to beef than just these pricier cuts. And with the movement toward tail-to-snout cooking, creative operators are embracing the secondary and off-cuts. These marbled marvels may require a little more

care—a precision cut or a longer cook time—but the end result is juicier and more flavourful meat. Use them in on-trend global applications like Latin and Asian braising and grilling, and you can’t go wrong.

We talked to six Sysco chefs from Portland to Montreal about their own favourite value cuts and the best ways to cook them to tender perfection.



### Cory Schreiber

CULINARY CONSULTANT  
SYSCO PORTLAND

I’ve had success with the **chuck flap loin** from Northwest Pride Natural Beef. In Italian cooking, it makes for some of the best carpaccio I’ve ever had. It just needs a little added salt and spice. First, freeze the flap loin slightly. This allows you to slice it very thin for carpaccio. Or, you can square it out and trim it, grill and roast it, then slice against the grain, and it’s a beautiful sandwich. In today’s kitchen, a centre-of-the-plate product should have multiple uses. It should find its way onto the menu at least twice to keep the inventory lower.



### Juan Rosado

CULINARY CONSULTANT  
SYSCO NORTH TEXAS

What we use a lot here at Sysco North Texas is the **Casa Solana lifter meat**. You can use it for fajitas or vaca frita, the Cuban dish. Latin cuisine is growing. Mexican cuisine and Tex-Mex cuisine have been mainstream for a long time. Now Cuban, Peruvian and Argentinian all have a strong presence, too. And they all use those value cuts of meat: the heart, the entrails, the *tripas*. Tongue is a great item for tacos and tortas and a lot of other things that, maybe 10 years ago, I don’t think chefs were thinking about.



### Daniele Mereu

CULINARY SPECIALIST/  
BRAND MANAGER  
SYSCO VICTORIA

I am really into **beef ribs**, sitting just above the rib eye. The collagen and fat are rendered juicy and silky after long hours on a smoky pit. My colleague Chris Ormiston and I started to play around with preparations. We came up with a rolled-up beef rib, with the meat attached to the bone only on the end, rolled up and tied so it resembles a tomahawk steak, but at a fifth of the price of a real one. We rub the meat with chopped garlic, rosemary and parsley and slowly grill over indirect heat for great results.



### Klaus Mandl

CULINARY CONSULTANT  
SYSCO CHICAGO

Our **Certified Angus Beef® boneless flap meat beef loin** is versatile and economical. You can use it in multiple recipes, allowing for greater inventory control. You can grill it whole or cut it into smaller bavette steaks. It’s also ideal for cutting into chunks to be used for kebabs or into even smaller strips for stir-fries. Because of its coarse texture, this cut takes on marinades extremely well, which in turn is ideal for different ethnic recipes. It can also be braised, and it comes apart into tender shreds, as in the Cuban dish *ropa vieja*.



### Patricia Carvalho

CORPORATE CHEF  
SYSCO GRAND MONTREAL

In 2019, more unexplored African cuisine has been hitting the market. The West is discovering and embracing flavourful dishes such as berbere Ethiopian siga [beef] ragout with injera. To elevate the dish, chefs can replace the ground beef normally used with chopped **Butcher’s Block inside round**, which has more bite to it. Slow-braising the inside round in the berbere spice mix—which includes cinnamon, cardamom and cloves—brings a new dimension to the dish, which in turn makes a lasting impression on guests.



### Katie Mullaley-Walters

CULINARY SPECIALIST  
SYSCO ATLANTIC

The **hanger steak** is a great value cut, sold by Sysco Fine Meats. It’s popular with customers for its full, beefy flavour and with chefs because of its versatility. You can use hanger steak in preparations like steak frites, which originated in Belgium and France, or serve with a sauce such as a Mexican salsa verde, an Argentinian chimichurri or a North African *chermoula*. You can also serve it plain, cooked medium-rare over the grill or on the stovetop, with a simple compound butter or pan sauce. The possibilities are limitless.



# BEEF

## Up Your Menu

Global beef dishes are hot. Items such as Korean bulgogi and Brazilian *picanha* steak are joining the mainstream. Even the all-American hamburger is turning Japanese with the use of wagyu beef, bonito flakes and other *umami* ingredients. Many ethnic dishes use value cuts to achieve tender, juicy results. Secondary cuts such as chuck and flap meat not only add rich, meaty flavour to a dish, but they also give great value—and help reduce food waste. “Rib eyes and sirloins are important, but in the industry we try to use the whole animal,” says Jocelyn Magno, chef and meat specialist at Newport Meat of Nevada. “It’s important to give the same respect and care to every cut, including the chucks and rounds.”



**Akaushi Burger With Tobiko and Mustard Slaw**  
Chef Bryan Hudson



**Sliced Picanha With Cornmeal Fries**  
Chef Luigino Tripodi

**Vaca Frita With Yuca Poutine and Black Beans**  
Chef Juan Rosado

## Latin

Latin American cooking today is thriving. Restaurants that serve authentic regional Mexican cuisine are all the rage, and creative chefs are mixing Latin flavours and ingredients with other global cuisines to form sophisticated mashups and their own vision of fusion cooking.

In his colourful fusion dish, Vaca Frita and Yuca Poutine, Chef Juan Rosado combines Cuban cuisine with Canadian poutine and tops it with the Argentinian staple chimichurri sauce, flavoured with tropical banana. (As the centrepiece, Rosado uses

Certified Angus Beef® lifter meat, an underutilized cut from the ribs.) The result is a medley of colours and flavours. For his beautiful Sliced Picanha With Cornmeal Fries, Chef Luigino Tripodi uses a different product—Certified Angus top sirloin, with the fat cap off. In this elegant dish, the meat is seared for a few minutes over a hot flame, and then served with cornmeal fries.

Whether you are looking for more creative ways to menu beef or great ideas for optimizing profit from each beef serving, “Our specialty meat companies are here to

help customers with their beef programs. This includes both talent and technology,” says Magno. “Not only do we use high-tech machines to make precision cuts specifically for the Asian and Hispanic market, but those cuts are informed by our specialists in the different cultures.”

As far as using value cuts, Magno says, “It is a win-win situation. We chop the beef and bring that consistency, which not only helps the operator save on labour and per-serving costs, but it also helps to eliminate food waste.”





# Asian

Korean food has become so popular that often you can enjoy a bibimbap or bulgogi at a mall or food court. It has become almost as popular as Japanese, Thai and Chinese cuisine, with Filipino cooking close behind. Canadians' tastes are expanding—opening up to new flavours and ingredients, including value cuts of meat.

Don Jante owns Flip 'n Patties, a Filipino-American joint in Houston. Though most of the dishes are Filipino, the operation is perhaps best known for its Akaushi burger (see Chef Bryan Hudson's version on previous page; recipe on page 28), made from Texas wagyu beef that is bought from a local purveyor through Sysco. Growing up, Jante ate the Filipino food cooked by his mom: simple things, he says, like vinegary adobos, and sisig, a specialty made from every part of the pig face. "In countries like the Philippines," says Jante, "they utilize every part of the animal. It's not a luxury."

In Chef Jason Knapp's Bulgogi Nachos recipe, **Butcher's Block sirloin** is sliced very thin before getting mixed into a global mashup. The sweet, tangy flavours that work in Asian marinades and sauces are just as effective in slow braises, such as Chef Colin Greensmith's Korean-Style Short Ribs. An inexpensive cut, short ribs take time to draw out their rich, beefy taste.

**Bulgogi Nachos**  
Chef Jason Knapp

## Deep Cuts

Take a second look at these excellent value cuts, says Chef Magno:

### SIRLOIN FLAP

Grill the sirloin flap whole, then slice on the bias as a great substitute for flank or skirt steak.

### CHUCK FLAP

Use this instead of boneless short ribs and you'll save several dollars per pound.

### ROUNDS

These lean cuts from the rump and hind legs are perfect for braising and shredding for stews.

### COULOTTE

Similar to a strip steak, with plenty of tasty marbling, the coulotte is perfect for a breakfast or house steak.

### BALL TIPS

Lean meat from the sirloin/round that works well when diced.

**Korean-Style Short Ribs**  
Chef Colin Greensmith

## Meat Glossary

### AKAUSHI

Japanese word for "red cow," as some Japanese wagyu beef comes from a breed of "red" cows.

### BULGOGI

The Korean word for "thin-sliced beef," marinated and grilled.

### KALBI

The Korean word for "ribs" or "short ribs," often when marinated and grilled over a flame.

### PICANHA

Portuguese word for "sirloin cap," usually grilled or open-flame roasted on a skewer.

Find recipes for these dishes on pages 28–30.

**Beef Stew in a Crusty Bread Boule**  
Chef Patrick Clement

**Braised Flat Iron Roulade**  
Chef Patrick Clement

# European

When the weather starts to cool down, nothing satisfies like a rich, hearty beef dish. Take a value cut of beef and stew or braise it in the wet and dry ingredients of your choosing. Use Korean flavours, as Chef Colin Greensmith has done with his short ribs, or a more traditional European-style combination of aromatic vegetables, red wine and beef or chicken stock. In

the end, you have a delightfully fork-tender piece of meat. Braises take time, but they also have their place in a busy kitchen, as once you place the meat in the oven, your work is done for several hours, so you can work on other tasks while it cooks.

Chef Patrick Clement of Pallas Foods, a Sysco Company located in Ireland, has created both a stew and a braise. His classic

beef stew cooks with celery and carrots and arrives at the table in a crusty bread boule. In another dish, a flat iron steak is butterflied, rolled and tied into a roulade. It is then braised with dried herbs and more aromatic vegetables and served family-style, surrounded by the vegetables and glazed with sauce. Serve this dish with mashed potatoes or polenta to fill out the meal.







1. Roasted Broccolini With Lemon and Garlic  
Chef Michael Staie
2. Buffalo-Garlic Brussels Sprouts With Vegan Ranch Dressing  
Chef Scott Copeland
3. Pressure-Cooked Glazed Vegetables  
Chef Eric Streets
4. Cauliflower and Lobster “Mac” and Cheese  
Chef Jason Knapp
5. Duck Fat Confit Fingerling Potatoes  
Chef Christian Kearns
6. Fried Avocado Wedges With Roasted Corn  
Chef Brian K. Everman

Find recipes for these dishes on pages 30–31.

# PICK A SIDE Dish

**THE ASCENT OF THE ONCE-HUMBLE SIDE DISH** has come about in stages. First, steakhouses began to innovate and elevate the way they treat vegetables. In the process, they created decadent cult favourites like lobster baked potatoes and truffle mac and cheese. Next, vegetarian and plant-based eating became more popular—and sometimes the best place on the menu to find vegetables was among the side dishes. Finally, diners started to crave customization. Instead of having the chef decide what starch or veg should go with what protein, today’s patrons want to pick and choose their own sides—treating them almost like shared small plates or tapas.

**WHAT MAKES A SIDE DISH IRRESISTIBLE?** Steakhouses have shown that even the simplest vegetable—the carrot, the Brussels sprout—can become an object of desire. “Side dishes need to have a degree of difficulty that people can’t do at home,” says Neil Doherty, Sysco’s Senior Director of Culinary Development. Home cooks might steam or boil veggies and season them with salt and pepper, but they probably wouldn’t sous vide carrots and toss with French butter and bonito flakes. People dine out specifically to feast on specialized dishes such as Duck Fat Confit Fingerling Potatoes or Cauliflower and Lobster “Mac” and Cheese. It’s that chef-driven

elevation—the quality of the ingredients, techniques and presentation—that makes the difference, whether the dish is larded with bacon, vegan or gluten-free.

**PLANT-BASED EATING IS ON THE RISE**, and diners are looking for vegetables across the menu. Aside from vegans and vegetarians, many diners are choosing a “flexitarian” lifestyle, in which they eat mainly plants but occasionally enjoy meat. In the past, vegans and vegetarians were often relegated to the side dish section of the menu. Now, however, creative sides/small plates are simply a great opportunity for chefs to showcase colourful vegetables,

with and without a meat accent. Roasted Broccolini With Lemon and Garlic is a simple dish that highlights the gorgeous hue of the vegetable. And Pressure-Cooked Glazed Vegetables offers a rainbow of vibrant colour that works for all dietary types.

**A VERSATILE DISH LIKE BUFFALO-GARLIC** Brussels Sprouts With Vegan Dressing can be menu’d as a side dish, appetizer or à la carte small plate. As diners grow more sophisticated, explains Bruce Barnes, Sysco Menu Consultant, they want to customize their own meal instead of having the chef do it for them. This means small plates—that left side of the menu—are becoming

more important, more profitable—and for some diners, the menu favourites that drive loyalty and repeat business.

**THE ASCENT OF THE SIDE DISH “IS CHANGING** the way menus are designed and organized,” says Barnes, “and even the way we dine out.” Instead of ordering an appetizer and a main dish, a group may order several sides or small plates to share, plus a few mains. Something like Fried Avocado Wedges With Roasted Corn is another great example of a sharable side. Depending on how you handle the pricing of these dishes, this new paradigm can be a real profit maker for your operation.



# Warm/Wishes

Brighten your menu with the radiant colours and comforting flavours of autumn.

**THE VEGETABLES OF AUTUMN** offer a sweeter profile and the warm colours of falling leaves. At this time of year, build your seasonal menu using gorgeous red and yellow beets and yellow squash. Look for butternut and acorn squash (and their cousin, pumpkin) with bright orange and golden-yellow flesh, which can be stuffed or cubed and roasted in the oven. Consider dark leafy greens such as collards and beet greens for a hearty winter salad. (Find the recipe for Winter Greens and Warm Pork Belly Salad at [SyscoFoodie.com](https://www.syscofoodie.com).) Get creative with hearty potato preparations, too. You can access many different varieties of potato, from russet to Yukon gold, from our produce brands, **Sysco Imperial Fresh** and **FreshPoint**.

**WITH COLDER WEATHER**, diners crave comfort. They are beginning to think about the holidays, with flavours such as cinnamon, nutmeg, allspice and maple at the forefront. For a simple, warming side dish that goes well with meat or fish, roast celery root that has been cubed and seasoned with salt, white pepper and a little nutmeg. Or toss cubed butternut squash with pure maple syrup and a pinch of cinnamon, cardamom, salt and pepper and roast until nicely browned.

For a more elevated preparation, Chef Nate Luce cooks butternut squash in the Hasselback style, which involves a series of super-thin cuts into the vegetable, resulting in a beautiful presentation (pictured). Topped with brown butter, cinnamon, dried cranberries and sage, this is a perfect side for a holiday menu. For Chef Colin Greensmith's Hasselback Potatoes With Bacon, which use the same masterly knife technique, the preparation is otherwise deliciously simple: just olive oil, a sprinkling of salt and fresh thyme—plus the addition of chopped bacon for garnish and flavour.

**ALTHOUGH FALL VEGETABLES** such as squash and beets have a natural sweetness, ingredients like honey, brown sugar, maple syrup and even sorghum act as catalysts, brightening and intensifying the flavour. Grain salad stuffed in acorn squash, such as the recipe pictured, incorporates the seasonal flavours of dried cranberries, pecans and maple syrup. From Chef Andrew Langdon, the dish makes a wonderful light lunch or dinner. Likewise, Chef Luce has roasted red and yellow beets with the best ingredients of the season: bacon, butter, walnuts and a zesty mixture of lemon juice and Mike's Hot Honey. Chef Graham Mullett instead adds ethnic ingredients like pepitas and Cotija cheese to spice up his Pumpkin Tostadas With Kale Slaw.

"When you incorporate special seasonal ingredients such as red currants, juniper berries and roasted chestnuts, your vegetable dish becomes a lot more exciting," says Sysco Senior Director of Culinary Development Neil Doherty. "And when your dish is more exciting it's more likely to sell. Which is, after all, the ultimate goal."

HASSELBACK  
POTATOES WITH  
BACON

Chef  
Colin Greensmith

ROASTED  
BEETS  
WITH BACON  
AND SAGE  
Chef  
Nate Luce

HARVEST  
GRAIN SALAD  
IN SQUASH  
Chef Andrew  
Langdon

BROWN BUTTER  
HASSELBACK  
SQUASH  
Chef Andrew  
Langdon

PUMPKIN  
TOSTADAS  
WITH  
KALE SLAW  
Chef Graham  
Mullett

Find recipes for  
these dishes on  
[SyscoFoodie.com](https://www.syscofoodie.com).





# Mix & Match

Pair autumn vegetables with fresh herbs and warm spices for winning combinations.

## BRUSSELS SPROUTS

Brussels sprouts have experienced an unlikely but undeniable renaissance in recent years. Once the bane of vegetable-phobic children, they were too often underseasoned and overcooked. But around the time they found their essential cooking method—spread out on a baking sheet and roasted until the outer leaves are lightly browned—Brussels sprouts also discovered perfect flavour partners. For starters, they play well with extra-virgin olive oil, sea salt and coarsely ground pepper. From there you can improvise with maple syrup, chopped hazelnuts or walnuts, a squeeze of lemon—and, of course, chopped bacon.

## ACORN SQUASH

Winter squashes such as spaghetti, acorn and butternut have warm-hued sweet flesh that works well for roasting as well as for soups and stews. Because of its small size and solid flesh, an acorn squash is often scooped out, stuffed and roasted, or filled with a bean or grain salad that includes dried fruits and nuts. Squashes pair well with the sweet flavours of brown sugar, maple syrup and even agave or sorghum. When roasted or stewed, they work nicely with fresh herbs such as thyme and sage, and spices like cinnamon and nutmeg.

## LEEKS

Leeks are great at playing a supporting role, lending aromatic undergirding to a dish. But in autumn and winter, when they are abundant, consider casting them in the lead role—in a soup with potatoes, topped with smoked pumpkin seeds, or braised with toasted hazelnuts in a heaping mound of butter. Caramelize leeks and mix them with roasted, chopped Brussels sprouts for a cold-weather vegetable mélange. Or simmer them down with shaved green apples and cumin to use as a perfect side dish for something comforting and hearty like a slow-cooked pork roast.

## CELERY ROOT

French chefs love celery root (also called celeriac) for its crisp texture and mild taste—like a potato crossed with a celery stalk. Once you pare off that rough skin, you can access the vegetable's smooth ivory flesh. Cut it into small cubes and deep-fry it, then toss with fresh parsley and toasted cumin seeds. Or roughly chop the celery root, combine with potatoes and make a delicious and subtle winter soup, which you can accent with wild mushrooms, walnuts and finely chopped rosemary. Or keep it raw: Julienne it into a salad along with a tart apple and more fresh parsley and drizzle with hazelnut vinaigrette.

## PARSNIPS

If you have parsnips, mash them with potatoes and lots of butter, and sprinkle with thyme at the end for a hearty cold-weather dish. You can also prepare a parsnip-and-potato soup that is thickened with crème fraîche and flavoured just a bit with spices such as nutmeg and allspice. Serve before rich meats like venison or rack of lamb. Or fry up parsnips for a less starchy alternative to french fries. Season them with plenty of salt and cracked pepper and toss with minced parsley.

## CARROTS

Versatile, brightly coloured carrots can be shaved and julienned into salads, slowly simmered into soups or quickly glazed on the stovetop for an easy side dish. Naturally sweet, they pair well with fall flavours such as honey and maple as well as fresh herbs like sage and thyme. Zingy ginger and lemon are natural partners, especially in soups and stews. Roast carrots and parsnips together with sage, thyme and cumin seed for a classic vegetable dish that complements a pot roast or roasted chicken. Carrots never go out of style.



# Baker's source

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CONTACT YOUR SYSCO SALES REPRESENTATIVE FOR PRODUCT DETAILS AND AVAILABILITY.

SKU/PC	Brand	Pack/Size	Product
5259668	BKRSCLS	6 / 1250 g	Apple Pie 10" - Unbaked
5262627	BKRSIMP	4 / 1100 g	Lemon Meringue Pie 10" - T&S
5262635	BKRSCLS	4 / 825 g	Coconut Cream Graham Crust 10" - T&S
5262644	BKRSIMP	6 / 1250 g	Apple Hi Pie 10" - Unbaked
5262656	BKRSCLS	6 / 1250 g	Cherry Pie 10"- Unbaked
5262777	BKRSCLS	4 / 825 g	Chocolate Cream Graham Crust Pie 10" - T&S
5262817	BKRSCLS	6 / 900 g	Pumpkin Pie 10" - T&S
5262827	BKRSCLS	6 / 1250 g	Strawberry Rhubarb Pie 10" - Unbaked
5262839	BKRSCLS	6 / 1250 g	Wild Blueberry Pie 10" - Unbaked
5262843	BKRSCLS	4 / 825 g	Banana Cream Graham Crust Pie 10" - T&S



# 4 Tips to Grow Your Business

Discover how Sysco Business Resources can help take your operation to the next level.

During his 34 years in the foodservice industry, Greg Prokopowich has seen a lot of changes. But as Director of Business Resources for Sysco Canada, Prairies Region, he's also seen a lot of the same problems over and over again. We asked him how operators can avoid these profit pitfalls.

**1. Focus on Sales**

When doing everything right, says Prokopowich, restaurants should be realizing an annual profit of 5 per cent. Yet many do not, and the reason is simple, according to Prokopowich: They are often too focused on saving money and not spending enough energy on driving sales. When you drive sales, you drive profit.

## 2. Engage Your Staff

Whether you are a small mom-and-pop outfit or a chain, your staff is your greatest asset. "You've got to train and invest in your staff," Prokopowich says. "Get them engaged in your goals; bring the whole staff into the conversation about strategies and customer experience. Start by holding pre-shift huddles to build energy and morale."

## 3. Keep Up With Industry Changes

The foodservice industry is changing fast. Millennials and Gen Z-ers are becoming the primary consumers, driving things like plant-based menus, wild flavour mashups and the explosive growth of third-party delivery services. "It's a very new landscape for restaurants, and owners frequently don't know how to capitalize on these developments," says Prokopowich. It's important to stay abreast of current trends.

## 4. Make an Action Plan

As with any other business, a restaurant's owner can become so caught up in the details, they neglect the big picture. In foodservice, "the owner is often the cook, washing service and server, too," says Prokopowich. Instead, if possible, owners should have others do the day-to-day work so they can develop action plans.

When you come in to meet your local Sysco Business Resources team, you can learn a range of strategies, from how to drive sales to training and engaging staff—and it is all free. As Chef Peter Ecker of Sysco Winnipeg says, "We're not here to sell you anything except success."

Ask your Sysco Representative about booking a comprehensive Business Resources session.



# Serve Up a Magical Experience

Go over the top to create holiday memories that will last all year.

The Historic Clifton Mill, outside Dayton, Ohio, is a casual American restaurant inside a 200-year-old grist mill. Complete with scenic covered bridge, country store and view of the Clifton Gorge State Nature Preserve, the mill and restaurant attract visitors year-round, but come holiday time, owner Anthony Satariano and general manager Jessica Noes pull out all the stops.

“We put up a display with more than 4 million lights. We have an antique Santa collection, a miniature village and a toy collection,” says Noes. “We *are* a holiday display.” While not every restaurant is a historic destination, there is much the average operator can learn from these holiday pros.

## The Holiday Spirit

For Clifton Mill, it all starts with a spirited menu the staff can celebrate and wholeheartedly embrace. “In September and October, we have pumpkin pancakes,” Noes says. “In December, we switch to gingerbread pancakes, peppermint ice cream and holiday cookies.” Give diners a taste of the holiday spirit with special dishes and encourage the service staff to talk them up at the tables.

## An Authentic Passion

Build an authentic passion for the season with your staff. Find your own unique holiday selling point and get your team excited about it. Says Noes, “When the holiday lights come on for the first time and the music starts, we get a special feeling: We are in awe.”

## Strategically Social

Social media is perhaps the easiest way to stay top of mind for consumers during the season. Clifton Mill, for example, shows its customers the best locations for a holiday photo on social media as an enticement to return to the restaurant.

## Delightful Decor

With minimal investment, operators can leverage holiday decor to create an enchanting atmosphere. This is a great opportunity, not only to beautify your space but also to involve the entire staff and build camaraderie. String up lights, turn on a playlist of holiday music and set up a tree that you trim as a team. You can include decorations from other seasonal holidays as well.



# A Happier, Healthier Kitchen

A new program is bringing positive change to kitchen culture.

For decades, kitchen professionals have worked long hours under strenuous conditions—often for little pay. The cumulative impact has taken a toll, with mental health and addiction issues across the industry. In some cases, chefs have left foodservice, and fewer young people are choosing to enter the profession. To attract talent, owners are challenged with remaking restaurants as healthy, appealing places to work. To that end, Unilever Food Solutions has helped launch the **Fair Kitchens** movement. Led by chefs and industry professionals, the movement emphasizes communication, empathy, respect and mentorship.

## Examples of Success

At **FairKitchens.com**, you can start by watching videos of chefs and operators who tell personal stories of developing fair kitchens, and the impact the movement

has had on their businesses and staff. “It’s not just about making money,” says Naama Tamir, co-owner of Lighthouse in Brooklyn, New York. “It really is about creating a special place where there’s education, patience and family.” Tamir believes implementing these principles into a restaurant’s culture has a positive affect on profitability, because if members of the staff are happy and healthy, she says, they stick around.

In the same video series, Chef Gilles Perrin, Culinary Director of the Renaissance Downtown Hotel, Dubai, recalls the moment he realized he was being too hard in the kitchen. “I was shouting,” says Perrin. “Every day I was pushing, pushing, pushing. Then one day, 12 out of 18 chefs didn’t show up to work and I realized I was alone.” Now Perrin runs a fair kitchen where staff are still challenged and held to the highest standards but, above all, respected.

## From Ideas to Actions in the New Kitchen Workplace

The Fair Kitchens team has developed a toolkit to help chefs and operators begin the process. On the website, you’ll find a tab for “Solutions.” One element is the Fair Kitchens Code, which can be downloaded, printed and posted in the kitchen. It reads: “Talk openly, Excite passion, Act as one, Make time to say, ‘Good job.’” Another solution, called “An Hour for Us,” is a hands-on team activity to do with your staff. It is a way to get the conversation started around Fair Kitchens values and how those values can translate into action.

By using education, mentoring and activities to promote fairness and healthy behaviours, the Fair Kitchens movement is turning the tables on the past, helping restaurant kitchens become model workplaces for the next century.



## Akaushi Burger With Tobiko and Mustard Slaw

CHEF BRYAN HUDSON  
SYSCO RALEIGH  
SERVES 2

- BURGER PATTY**
- 1 lb. Snake River Farms wagyu ground beef
  - 2 tsp. Sysco Imperial McCormick black garlic seasoning
  - ½ cup Kikkoman teriyaki sauce
  - ¼ cup Soy Vay teriyaki glaze

- TOBIKO AND MUSTARD SLAW**
- 1 tsp. Jade Mountain sesame oil
  - ½ tsp. Sysco Imperial McCormick turmeric
  - ½ cup 1756 mayonnaise
  - ¼ cup Azuma orange tobiko (fish roe)
  - 1 Tbsp. Sysco Classic honey
  - 8 oz. Sysco Classic fresh mustard greens, cut in a chiffonade
  - 1 head Imperial Fresh baby bok choy, cut in a chiffonade

- HON SHEMIJI AND FINGERLING KUSHIYAKI**
- 1 lb. Hon Shemiji mushrooms, broken into 4 sections
  - 12 oz. fingerling potatoes, cut on the bias
  - 2 4½-inch Baker’s Source brioche buns
  - ½ avocado, peeled and sliced
  - 4 slices Imperial Fresh vine-ripened tomatoes

**FOR THE BURGER PATTY**  
Blend ground beef with black garlic seasoning and divide into patties. Grill to desired doneness and brush with teriyaki sauce and glaze.

**FOR THE TOBIKO AND MUSTARD SLAW**  
In a small pan, heat the sesame oil and turmeric over medium heat for 20 seconds. In a mixing bowl, whisk together mayonnaise, tobiko, honey, turmeric and sesame oil. In a large bowl, toss mustard greens and bok choy with the tobiko dressing.

**FOR THE HON SHEMIJI AND FINGERLING KUSHIYAKI**  
Skewer the mushrooms. Brush with teriyaki sauce and grill over medium heat until browned. Skewer the potatoes, brush with teriyaki sauce and grill over low heat until fork-tender.

**TO SERVE**  
Toast the buns. Layer avocado slices and tomatoes on bottom bun. Place grilled burgers on the tomatoes, then top with slaw and one section of mushroom. Leave one Hon Shemiji section on the skewer and insert vertically into the sandwich. Add one potato skewer to each plate with teriyaki sauce on the side.

## Sliced Picanha With Cornmeal Fries

CHEF LUIGINO TRIPODI  
BUCKHEAD MEAT, NORTHEAST  
SERVES 1–2

- PICANHA**
- 10 oz. Butcher’s Block top sirloin, fat cap off
  - Salt and freshly ground black pepper
  - 1 oz. Sysco Classic canola oil

- SOFRITO**
- 2 oz. canola oil
  - 1 oz. Arrezzio Classic olive oil
  - 2 oz. white onion, finely diced
  - 2 oz. red pepper, finely diced
  - 2 oz. yellow pepper, finely diced
  - 2 oz. green pepper, finely diced
  - 2 oz. orange pepper, finely diced
  - 1 garlic clove, chopped
  - 2 oz. corn kernels, grilled or toasted
  - Salt and freshly ground black pepper to taste

- PEPPER SAUCE**
- 1 red pepper
  - 1½ oz. Arrezzio Classic olive oil, divided
  - 1 clove garlic, chopped
  - 1 oz. Sysco Classic brown sugar
  - 1 oz. Sysco Imperial tomato paste
  - ½ oz. Sysco Imperial McCormick smoked paprika
  - ½ cup Marsala wine
  - Salt and freshly ground black pepper to taste

- CORNMEAL FRIES**
- ½ cup Wholesome Farms milk
  - Salt and freshly ground black pepper
  - 3 oz. Sysco Classic yellow cornmeal
  - 2 oz. Cotija cheese, grated
  - 2 Tbsp. Arrezzio Classic olive oil
  - ½ cup Sysco Classic all-purpose flour
  - Sysco Imperial Fry-On ZTF oil for frying
  - Mix of Fresh Origins micro herbs, fresh minced basil and cilantro to garnish

**FOR THE PICANHA**  
Season the meat with salt and pepper. In a cast-iron skillet, heat the canola oil. Sear the steak on both sides and cook until just over rare, about 3 minutes per side. Place on a rack to rest.

**FOR THE SOFRITO**  
In a medium sauté pan, heat the canola and olive oils over medium heat. Add half the diced onion, peppers and garlic. Sauté for 1 minute. Reduce the heat to low and let simmer for 15 minutes. Add remaining diced onion and peppers and the corn, and cook for another few minutes. Season with salt and pepper; set aside.

**FOR THE PEPPER SAUCE**  
Coat the red pepper with ½ ounce olive oil and roast over an open flame until black. Place the pepper in a small bowl and cover with plastic wrap. Let sit 10 minutes, then peel and seed. In a blender, combine roasted pepper, garlic, brown sugar and 1 ounce olive oil and blend until smooth. In a small pan over medium heat, cook the tomato paste for 2 minutes. Add the pepper purée and smoked paprika and blend in the pan; cook for 1 minute. Add the Marsala wine and cook until the alcohol has evaporated and the sauce is thickened, about 2 minutes. Strain through a chinois. Adjust seasoning and set aside.

**FOR THE CORNMEAL FRIES**  
In a small saucepan over high heat, combine the milk, salt and pepper and bring to a boil. Slowly add the cornmeal and cook until thickened. Add the cheese and blend until smooth. On a small square sheet pan, spread some of the olive oil out to all sides of the pan. Spread the cornmeal mixture out on the pan to a ½-inch thickness and let cool. When hard, pop the cornmeal mixture out of the pan and cut into ¾-by-3-inch pieces. Dredge the “fries”

in flour. In a small pan, heat the oil over high heat. Dip fries in the oil and fry on all sides until crisp, about 1 minute on each side. Drain and set aside.

**TO SERVE**  
Swirl the red pepper sauce in circles on a plate. Add the sofrito to the center, slice the steak and arrange beside the sofrito. Add fries and garnish with herbs.

## Vaca Frita With Yuca Poutine and Black Beans

CHEF JUAN ROSADO  
SYSCO NORTH TEXAS  
SERVES 2–4

- CUBAN BLACK BEAN SOUP**
- 1 lb. Sysco Classic dry black beans
  - 1 gallon water, at room temperature
  - ½ cup plus 4 Tbsp. Arrezzio Classic olive oil, divided
  - 1 large Imperial Fresh onion
  - 8 Imperial Fresh garlic cloves, chopped
  - 1 Imperial Fresh red bell pepper, diced
  - 4 Tbsp. Sysco Classic kosher salt
  - 1 tsp. Sysco Imperial McCormick ground black pepper
  - 1 tsp. Sysco Imperial McCormick Mexican oregano
  - 1 Sysco Imperial McCormick bay leaf
  - 1 tsp. Casero Total Seasoning
  - 2 Tbsp. Sysco Classic sugar
  - ½ cup Sysco Classic cooking sherry
  - ¼ cup Sysco Classic red wine vinegar

- BANANA CHIMICHURRI**
- ½ Imperial Fresh ripe banana
  - ½ cup Imperial Fresh parsley, chopped
  - ¼ cup Arrezzio Classic olive oil
  - ½ cup Sysco Classic red wine vinegar
  - ¼ cup Imperial Fresh cilantro, chopped
  - ½ tsp. Sysco Imperial McCormick Mexican oregano
  - 1 Tbsp. minced Imperial Fresh garlic cloves
  - 1 oz. Imperial Fresh yellow onion, diced
  - ¼ tsp. Arrezzio Classic dried crushed red pepper
  - ¼ tsp. Sysco Imperial McCormick ground cumin
  - ¼ tsp. Sysco Classic kosher salt
  - ¼ tsp. Sysco Imperial McCormick ground black pepper

- VACA FRITA**
- 6 oz. Certified Angus Beef lifter meat, cut in half
  - ½ Imperial Fresh green bell pepper, cored
  - ½ large Imperial Fresh onion, halved
  - 1 Sysco Imperial McCormick bay leaf
  - ¼ cup Sysco Classic cooking sherry
  - 2 Imperial Fresh garlic cloves, chopped
  - 1 tsp. Sysco Classic kosher salt
  - 1 Tbsp. Imperial Fresh lime juice
  - 1 Tbsp. Arrezzio Classic olive oil
  - ½ large Imperial Fresh onion, finely julienned
  - Sysco Imperial McCormick table ground black pepper to taste
  - 4 oz. Tio Jorge yuca sticks, thin cut

- GARNISH**
- 4 large Wholesome Farms eggs
  - 6 oz. Casa Solana Cotija cheese
  - Minced fresh cilantro

**FOR THE BLACK BEAN SOUP**  
Rinse the beans under cold running water. In a large soup pot, soak the beans in 1 gallon water for 8 hours. Cook the beans in the same water over medium-high heat until soft, about 1½ hours. Remove 1 cup beans and mash in a separate container. Add mashed beans back to the pot to thicken soup.  
Heat ½ cup olive oil in a frying pan. Add onion, garlic, bell peppers, salt, pepper, oregano, bay leaf, Casero Total Seasoning and sugar and sauté until vegetables are translucent. Add the vegetables to the pot with the beans. Allow soup to simmer over low heat for 1 hour. Add the wine and vinegar and continue to cook, uncovered, for 20 minutes longer. Season with salt to taste. Add 4 tablespoons olive oil just before serving.

**FOR THE BANANA CHIMICHURRI**  
In a blender, process all the ingredients until well combined. Season to taste with salt and pepper.

**FOR THE VACA FRITA**  
In a large saucepan, combine the meat, bell pepper, onion, bay leaf

and sherry. Add water to cover and bring to a boil over high heat. Lower heat and let simmer until meat is fork-tender, around 20 minutes. Remove from the heat and allow to cool down. Transfer the meat into a bowl and shred it using two forks or your fingers. (Reserve the strained broth for another use.)

In a bowl, combine garlic, salt, lime juice, olive oil and julienned onion. Heat a large sauté pan until very hot. Working in batches, spread the shredded beef on the bottom of the pan in a thin layer and season with salt and pepper. Cook over high heat, turning once or twice, until sizzling and crispy in spots, about 6 minutes. Fry the yuca sticks in a deep fryer, drain and season with salt and pepper. In a sauté pan over medium-high heat, add 1 tablespoon of olive oil and fry the eggs until they turn crispy and golden around the edges.

**TO SERVE**  
In a shallow bowl, ladle 3 ounces black bean soup. Top the soup with vaca frita and yuca fries. Drizzle with banana chimichurri and top with a crispy fried egg. Garnish with Cotija cheese and chopped cilantro.

## Bulgogi Nachos

CHEF JASON KNAPP  
SYSCO ARKANSAS  
SERVES 2

- BULGOGI**
- 1 lb. Butcher’s Block sirloin, shaved thin
  - 4 Imperial Fresh green onions, chopped
  - 4 cloves garlic, minced
  - 2 Tbsp. ginger, minced
  - ½ cup Jade Mountain soy sauce
  - 3 Tbsp. Sysco Classic brown sugar
  - 1 Tbsp. Sysco Natural lime juice
  - 2 tsp. sesame oil

- GOCHUJANG CHEESE SAUCE**
- 2 Tbsp. Wholesome Farms unsalted butter
  - 2 Tbsp. Sysco Classic all-purpose flour

- 1 cup cold Wholesome Farms milk
- 2 cups shredded white cheddar
- ½ cup gochujang
- Salt and freshly ground black pepper to taste

- FRIED WONTON CHIPS**
- 2 Tbsp. Sysco Imperial Fry-On ZTF vegetable oil
  - 6 oz. Jade Mountain wonton wrappers, cut into triangles
  - Sysco Classic kosher salt

- GARNISH**
- Sliced green onions
  - Minced fresh cilantro
  - Sysco Imperial McCormick sesame seeds, toasted
  - Kimchi, cut into pieces
  - Birdseye red chilli peppers, sliced thin
  - Lime wedges

**FOR THE BULGOGI**  
Toss the sirloin slices with the green onions, garlic, ginger, soy sauce, brown sugar, lime juice and sesame oil, and marinate for 4 hours or up to overnight.

**FOR THE GOCHUJANG CHEESE SAUCE**  
In a small saucepan, melt the butter over medium heat. Add flour and combine to make a roux. When the aroma becomes nutty, slowly whisk in milk, stirring to prevent lumps. Once combined, add cheese slowly, continuing to whisk. Add gochujang and whisk until smooth. Season with salt and pepper. Turn off heat.  
In a sauté pan, heat the vegetable oil over medium high heat. Cook the sirloin in batches, without crowding the pan, until just cooked through, about 1 minute per side. Set on rack to keep warm while cooking the batches.

**FOR THE WONTON CHIPS**  
Heat the oil in a saucepan. Add the wonton wrappers and fry until crispy. Remove and season with salt. Set aside.

**TO SERVE**  
Place wonton chips on a plate. Drizzle with gochujang cheese sauce. Top with bulgogi beef. Garnish with sliced green onions, chopped cilantro, toasted sesame seeds, pieces of kimchi, red chili slices and lime wedges.

## Korean-Style Short Ribs

CHEF COLIN GREENSMITH  
PALLAS FOODS, DUBLIN  
SERVES 4–6

- BRINE MIX**
- 9 oz. Sysco Classic salt
  - 1 Sysco Imperial McCormick star anise
  - 5 Sysco Imperial McCormick cloves, crushed
  - 10 ½ cups water

- COOKING LIQUID**
- 88 fl. oz. brown veal stock
  - 11 oz. Sysco Classic brown sugar
  - 2.1 fl. oz. black bean sauce
  - 11 fl. oz. Jade Mountain soy sauce
  - 4 Imperial Fresh garlic cloves, crushed
  - 10 Sysco Imperial McCormick cloves
  - 12 Sysco Imperial McCormick star anise
  - 1 oz. Sysco Imperial McCormick fennel seeds
  - 2 Sysco Imperial McCormick cinnamon sticks
  - Spring onions, sliced, for garnish
  - 4 red Thai-style chiles, sliced (3 for cooking liquid, 1 for garnish)
  - 4 ½ lb. Buckhead/Newport beef short ribs

**FOR THE BRINE MIX**  
Place all ingredients in a large pot and bring to a boil. Remove from heat and let cool.

**FOR THE COOKING LIQUID**  
Place all the stock ingredients in a large pot and bring to a boil. Let simmer for 20 minutes.

**FOR THE SHORT RIBS**  
Place the ribs into the brine and chill for 2 hours. Remove the ribs from the brine and rinse. Place the ribs in a roasting pan and cover with the liquid. Braise the ribs for 2 to 3 hours until the meat is falling off the bone. Allow them to cool in the cooking liquid. Bring the cooking liquid to a boil and reduce to a glaze. Brush the ribs with the glaze and place in oven to reheat. Serve 1 rib per dish, garnishing with spring onions and sliced red chile.



## Braised Flat Iron Roulade

CHEF PATRICK CLEMENT  
PALLAS FOODS, DUBLIN  
SERVES 17

- 5 lb. flat iron steak, butterflied
- 1 bottle red wine
- 2 Imperial Fresh onions, roughly chopped
- 2 Imperial Fresh carrots, roughly chopped
- 2 Imperial Fresh celery stalks, roughly chopped
- 1 Imperial Fresh leek, roughly chopped
- ½ clove garlic, peeled and crushed
- 1 sprig Imperial Fresh thyme
- 1 sprig Imperial Fresh rosemary
- 2 Sysco Imperial McCormick bay leaves
- Sysco Classic salt to taste
- 10 Sysco Imperial McCormick black peppercorns
- 5 cloves
- ¼ cup beef tallow
- 8½ cups Sysco Imperial beef stock
- Wholesome Farms unsalted butter to taste
- Minced fresh parsley, for garnish

Prepare the flat iron steak by removing any fat and sinew. Then fold it lengthwise like a jelly roll and tie it. Place in a deep baking dish. Pour the red wine over the beef and add vegetables, garlic, herbs, salt, peppercorns and cloves. Cover with cling film and let chill overnight.

Heat the oven to 350 degrees. Remove the meat from the marinade, reserving the marinade. Separate the vegetables from the marinade, keeping to one side. Season the beef with salt. Place a heavy-based casserole dish over medium-high heat and add the beef fat. Once hot, add the beef to the pan and brown evenly on both sides. Remove from the pan and set aside. Add the vegetables and roast in the oven until golden brown; season generously with salt. Return the marinade to the pan and reduce by half. Add the stock, bring to a boil over high heat and return the meat to the pan. Cover with a tight lid or foil, place in the oven and cook until the meat is tender and almost falling apart, 3 to 4 hours.

Remove the beef from the pan and set aside. Pass vegetables through a sieve with the juices and reduce. Season if needed, and stir in a nub of unsalted butter.

Add some vegetable purée, and garnish with chopped fresh herbs. Glaze the meat with the sauce and serve family style.

## Beef Stew in a Crusty Bread Boule

CHEF PATRICK CLEMENT  
PALLAS FOODS, DUBLIN  
SERVES 12

- 2 Tbsp. beef tallow
- 5½ lb. beef (round, extra lean), cut into large chunks
- Sysco Classic kosher salt and Sysco Imperial McCormick coarsely ground black pepper to taste
- 2 Imperial Fresh onions, roughly chopped
- 3 Imperial Fresh large carrots, roughly chopped
- 3 Imperial Fresh celery stalks, roughly chopped
- 1 sprig Imperial Fresh thyme
- 1 sprig Imperial Fresh rosemary
- 2 Imperial Fresh bay leaves
- 2 Sysco Imperial McCormick cloves
- ¼ cup Sysco Classic all-purpose flour
- 3 Tbsp. Sysco Imperial tomato purée
- 1 bottle red wine
- 4 cups Sysco Imperial beef stock
- ½ cup Imperial Fresh pearl onions, blanched, to garnish
- 2 Tbsp. Imperial Fresh parsley, minced, to garnish
- 12 Baker’s Source Parbaked Sourdough Bread Boules

Heat the oven to 300 degrees. In a heavy casserole, heat the beef tallow. Add beef to the pan and season with salt and pepper. Sear the meat until it reaches a deep-brown colour, about 5 minutes on each side. Remove and set aside. Add the onion, carrot and celery to the pan along with herbs and cloves. Stir in flour and tomato purée. When the vegetables soften, set aside with beef. Add red wine, bring to a boil over high heat and reduce by half. Add beef stock. Return the beef and

vegetables to the casserole. Lower the heat to a simmer and cover. Place in oven for 2½ hours. Uncover and continue cooking until meat is tender and the sauce has thickened. To serve, scoop out the inside of the bread boules and heat according to the package instructions. Serve stew inside the baked boule, garnished with pearl onions and minced parsley.

## Roasted Broccolini With Lemon and Garlic

CHEF MICHAEL STAIE  
SYSKO HAWAII  
SERVES 3–4

- 2 bunches broccolini
- 2 Tbsp. Arrezzio Imperial olive oil
- 1 tsp. Sysco Imperial McCormick red pepper flakes
- 1 tsp Sysco Classic kosher salt
- ½ tsp. Sysco Imperial McCormick coarse black pepper
- 1 Imperial Fresh lemon, halved
- 1 Tbsp. jarred roasted garlic, chopped
- 4 Tbsp. Arrezzio shredded Asiago cheese

Heat a convection oven to 400 degrees. In a large bowl, toss the broccolini with olive oil, red pepper flakes, and salt and pepper. Spread evenly onto a sheet pan sprayed with nonstick cooking spray. Place the lemon halves on the sheet pan with the seasoned broccolini and roast for 10 minutes. Remove from oven and toss in the roasted garlic. Continue to roast until edges are charred, 5 to 10 minutes longer. Squeeze lemon over the broccolini and top with shredded Asiago.

## Buffalo-Garlic Brussels Sprouts With Vegan Ranch Dressing

CHEF SCOTT COPELAND  
SYSKO CENTRAL FLORIDA  
SERVES 4

- BRUSSELS SPROUTS**
- 2 cups unsweetened almond milk
  - 2 tsp. Sysco Classic apple cider vinegar

- 1½ cups Sysco Classic all-purpose flour
- 1 cup Sysco Classic cornstarch
- Sysco Classic kosher salt and Sysco Imperial McCormick ground black pepper
- 1 Tbsp. Frank’s Hot Sauce
- 5 cups Jade Mountain panko breadcrumbs
- 2 lb. Brussels sprouts, trimmed and halved

- BUFFALO-GARLIC SAUCE**
- 1 cup vegan butter
  - ¼ cup minced garlic
  - 2 tsp. low-sodium soy sauce
  - 2 cups Frank’s Hot Sauce
  - 2 Tbsp. agave syrup

- VEGAN RANCH DRESSING**
- 3 cups raw cashews
  - 3 cups unsweetened almond milk
  - 1½ Tbsp. lemon juice
  - 1½ Tbsp. garlic, minced
  - ¾ Tbsp. onion powder
  - 3¾ tsp. Sysco Classic apple cider vinegar
  - Sysco Classic kosher salt and Sysco Imperial McCormick coarsely ground black pepper to taste
  - 3 tsp. Sysco Imperial maple syrup
  - 3 Tbsp. chopped fresh dill
  - 3 Tbsp. chopped fresh parsley
  - 3 Tbsp. sliced fresh chives, plus more for garnish

**FOR THE BRUSSELS SPROUTS**

In a mixing bowl, combine almond milk and apple cider vinegar and let sit for a few minutes. In a large mixing bowl, combine flour, cornstarch, salt and black pepper. Whisk the hot sauce into the thickened almond milk. Whisk almond milk and flour mixtures together until smooth. Put panko in a separate mixing bowl. Add Brussels sprouts to almond milk mixture and thoroughly coat. Transfer to panko and coat completely. Fry Brussels sprouts in a deep fryer until you can pierce them with a toothpick, about 5 minutes.

**FOR BUFFALO-GARLIC SAUCE**

In a sauté pan, melt the vegan butter. Add the garlic and cook for 2 minutes, stirring constantly. Remove from the heat and add the soy sauce, hot sauce and agave syrup. Set aside.

**FOR THE VEGAN RANCH DRESSING**

Soak cashews in hot water for at least 3 hours or up to overnight.

In a bowl, combine the almond milk and lemon juice. After a few minutes, the milk will begin to thicken and curdle. Drain and rinse the cashews several times and transfer to a blender. Add the almond milk mixture, garlic, onion powder, apple cider vinegar, salt, pepper and maple syrup. Blend for 1 to 2 minutes or until smooth. Add the fresh herbs and pulse just enough to combine. Adjust seasonings if needed.

**TO SERVE**

Toss the Brussels sprouts in the Buffalo-garlic sauce. Serve next to vegan ranch dressing, topped with chives.

## Pressure-Cooked Glazed Vegetables

CHEF ERIC STREETS  
SYSKO JACKSONVILLE  
SERVES 1

- VEGETABLES**
- 8 small mixed turnips
  - 8 small young carrots
  - 4 small red onions
  - 4 Sysco Natural asparagus stalks
  - 2 Tbsp. Wholesome Farms clarified butter
  - ½ tsp. Imperial Fresh minced garlic
  - ½ tsp. Imperial Fresh minced shallot
  - 1 sprig Imperial Fresh thyme
  - Sysco Classic kosher salt and Sysco Imperial McCormick coarsely ground black pepper to taste
  - ¼ cup Sysco Classic cooking sherry
  - 2 Tbsp. agave syrup

- CURRY EMULSION**
- 1 cup unsweetened almond milk
  - 2 Tbsp. Sysco Imperial McCormick curry powder

**FOR THE VEGETABLES**

Rub skins of turnips, carrots and onions gently with scrub pad, then soak in ice water. Peel asparagus, leaving 4 inches of tops unpeeled, and soak in ice water. In a high-sided saucepan with a lid, melt the butter. Add garlic, shallots, thyme, salt and pepper. Add the sherry and agave syrup. Then hold the lid tightly and allow the

pressure to cook the vegetables. (Each will cook at a different speed, so check for tenderness.)

**FOR THE CURRY EMULSION**

In a saucepan over medium heat, bring almond milk and curry powder to a simmer. Then mix with an immersion blender until a foamy emulsion forms. Spoon the emulsion over the vegetables and serve.

## Cauliflower and Lobster “Mac” and Cheese

CHEF JASON KNAPP  
SYSKO ARKANSAS  
SERVES 6–8

- 2 heads cauliflower, cut into 1-inch pieces
- 3 Tbsp. Arrezzio Classic olive oil
- Salt and freshly ground black pepper to taste
- 1 tsp. Wholesome Farms unsalted butter
- 3 Imperial Fresh cloves garlic, chopped
- ¾ cup Anchor reduced cream
- 1 tsp. kosher salt
- ¼ tsp. coarsely ground black pepper
- ½ tsp. granulated garlic
- ½ tsp. granulated onion
- ¼ tsp. red pepper flakes
- ¼ tsp. Sysco Imperial McCormick dried oregano
- Sysco Imperial McCormick ground nutmeg to taste
- 4 oz. Casa Solana shredded cheddar cheese
- 2 oz. Block & Barrel pepper jack cheese, shredded
- 4 oz. Arrezzio Parmesan cheese, shredded
- 8 oz. Portico Imperial lobster claw and knuckle meat, roughly chopped
- Nonstick cooking spray
- Minced fresh parsley, for garnish

Heat the oven to 450 degrees. In a mixing bowl, toss the cauliflower in olive oil, salt and pepper until coated. Pour the cauliflower onto a sheet pan without crowding. Roast the cauliflower for 10 minutes, stirring once, then continue to roast until just fork-tender, 5 to 8 minutes longer. Set aside to cool. In a saucepan, melt the

butter over medium heat. Add the garlic and cook, stirring, for 1 minute. Add the reduced cream and bring to a simmer. Add the granulated garlic and onion, red pepper flakes, dried oregano and nutmeg and stir to combine. Turn off the heat, add half the cheddar cheese and stir to combine. Add all the pepper jack and Parmesan, stirring after each addition. In a mixing bowl, toss the lobster meat with the cauliflower and the remaining cheddar. Pour the sauce over the cauliflower mixture and combine. Place into a pan sprayed with nonstick cooking spray and bake at 400 degrees until browned and bubbly, 15 to 20 minutes. Garnish with fresh parsley.

## Duck Fat Confit Fingerling Potatoes

CHEF CHRISTIAN KEARNS  
SYSKO SPOKANE  
SERVES 2

- POTATOES**
- 4 cups mini potato mix: red, yellow and purple, cut into ¼-inch slices
  - 1½ Tbsp. D’Allesandro crushed Aleppo pepper, plus more for garnish
  - 1 Tbsp. Sysco Classic kosher salt
  - 10 Sysco Imperial Fresh jarred roasted peeled garlic cloves
  - 3 cups Moulard clarified duck fat

- VINAIGRETTE**
- 1 Tbsp. Imperial Fresh ginger, minced
  - Zest and juice of 2 Sysco Imperial Fresh limes
  - 12 D’Allesandro roasted whole black garlic cloves,
  - 1 tsp. Sysco Classic kosher salt
  - 1 Tbsp. Sysco Classic extra-fine sugar
  - 3 cups Arrezzio Classic 80/20 oil olive blend
  - 1 cup Jade Mountain Classic seasoned rice wine vinegar
  - Minced fresh chives to garnish

**FOR THE POTATOES**

Heat the oven to 350 degrees. Toss the potato slices In a pan with the Aleppo pepper, salt and

garlic cloves. Place the duck fat in a small saucepan over medium-low heat and allow to liquify. Pour the fat over the potatoes and cover with foil. Cook the potatoes for 35 minutes. Raise the temperature to 400, remove foil and cook for 20 minutes longer.

**FOR THE VINAIGRETTE**

In a food processor, combine ginger, lime zest and juice, black garlic, salt, and sugar and blend until smooth. Slowly drizzle in oil followed by vinegar to emulsify.

**TO SERVE**

Remove the potatoes from the fat with a slotted spoon and lightly drizzle with the vinaigrette. Garnish with chives and a sprinkle of Aleppo pepper.

## Fried Avocado Wedges With Roasted Corn

CHEF BRIAN K. EVERMAN  
SYSKO LINCOLN  
SERVES 4

- 2 Casa Solana avocados, halved
- 1 cup Sysco Classic all-purpose flour
- 2 cups Wholesome Farms liquid egg
- 2 cups breadcrumbs
- ¼ cup Marcos Smoky Morita Salsa
- 1 cup roasted corn with poblano blend, warmed
- 2 Tbsp. Pica y Salpica Mexican sour cream (crema)
- 2 Tbsp. chopped Imperial Fresh cilantro

Carefully scoop avocado meat as a whole from the skin and rinse briefly under running water. Cut into wedges and dredge in flour. Then dip in egg wash and roll in breadcrumbs. Arrange on a sheet pan and chill for 20 minutes to set. Deep-fry the avocado wedges until golden brown, around 90 seconds. Set aside. Spread the salsa on a plate and arrange wedges on top. Top with roasted corn mixture and drizzle with crema and chopped cilantro.





**Chef Laurie Wolfe**  
Culinary Consultant, Sysco Prairies

## Helping Customers Grow

Chef Laurie Wolfe knows how to grow things. The Winnipeg-based Culinary Consultant's home garden covers 1,000 square feet along the Assiniboine River. The garden's yield includes peppers, squash, Brussels sprouts, raspberries and 12 varieties of heirloom tomatoes. Her success in growing this abundance on the prairie in many ways mirrors her 20-plus years in the restaurant industry. "Gardening is like any relationship—personal or professional," Wolfe says. "It requires nurturing and care, and if you don't attend to it regularly, it won't thrive. You have to put in the effort to reap the rewards."

### The Right Solutions

In her work as a Sysco Culinary Consultant, Wolfe enjoys helping restaurants and other food businesses grow. It all comes down to trust. In many cases, she says, "clients trust us enough to give us carte blanche to create whole new concepts for them."

For example, in the past year, Wolfe has been working with a large pizza restaurant chain in Manitoba. They asked her to help create a simple summer menu. But the menu was so successful, they then asked her to expand the concept to include salads and sandwiches, as well.

"We're not here to sell you anything. We're here to make you successful."

It all started with a Business Review in which Wolfe and her team met with the company's key stakeholders to understand what they were looking for. Wolfe then helped find products and packaging solutions and fine-tuned the offerings. "We are sales support," she says, "but we're not here to sell you anything. We're here to make you successful."

### Living the Industry

Wolfe received her first cookbook as a present at 5 years old and was cooking three-course meals for neighbors at 12. She has always thought of food as a way of bringing people together. "It's the biggest way I show my love for people," she says. "Nothing makes me happier than cooking."

Wolfe has spent decades working in the front and back of house, and although she earned her sommelier designation 17 years

ago, she says, "I'm not classically trained; I didn't go to culinary school. Everything I've learned is from being in the industry."

That approach of learning by doing and by being in the trenches has helped her connect with the chefs and owners who are her customers.

"A lot of our restaurants are mom-and-pop shops," she says, "so they look to us for things like keeping up with food trends." With a huge movement toward more vegetarian and vegan options on menus, Wolfe has been able to harness her own eating preferences and knowledge—and her experience in the garden—to create menus and concepts that are relevant and popular. "Flexitarian is definitely the buzzword for 2019 and into 2020," she says.



# Pizza

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ASTRA KITCHEN CLASSIC | 3695628

SUNDRIED TOMATO  
ARREZZIO | 6221618

SAUCE  
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RICHS | 6501769

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