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+

SIDE DISHES
IN THE
SPOTLIGHT
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FALL HARD
FOR AUTUMN
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LABOR-
SAVING MAIN
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A HAPPIER,
HEALTHIER,
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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 flavor. 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 canned tuna, 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 (see page 25). Our extensive quality assurance staff, with offices across the globe, means 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

Concord, NC

CATEGORY

Beverages

KNOWN FOR

Quality coffee and tea

ensure that all Sysco specifications are met, the company conducts a series of rigorous checks. That means sampling the product multiple times throughout the process. "When we're purchasing coffee for the Citavo line," says Griffith, "we sample the coffee when it leaves the country of origin and when it gets to port. We get a sample at our dock, and then we take another sample after it has been roasted. It is all about ensuring that it meets S&D and Sysco's stringent quality requirements."

SUPPLIER PROFILE

S&D Coffee & Tea

Whether it's a much-needed cup of joe in the morning or a refreshing iced tea in the afternoon, it's all about finding the right drink at any time of the day. That's where **S&D Coffee & Tea** comes in. Founded in 1927, the company has grown and adapted over its 92 years in business, but one thing has remained constant: a focus on quality. From hot and iced coffee and teas to powdered cocoas and cappuccinos, S&D supplies a variety of products for Citavo, Sysco's coffee and tea brand.

Market Savvy

S&D has been quick to adapt to the ever-changing beverage industry. Its flexibility and industry insights have been

primary drivers behind the company's success. "We're here to bring our extensive experience and business insights to Sysco, so Citavo's assortment of coffee and tea products can continue to meet the changing trends and dynamic nature of the business," says Helen Griffith, S&D's Vice President of Marketing. One of those insights on changing trends has been the enormous growth of cold coffee beverages, which led to the recent introduction of **Citavo Imperial Cold Brew Concentrate**.

Quality First

S&D has always been committed to quality, sustainability and corporate social responsibility, according to Griffith. To

Sustainable Sourcing

With an eye to sustainable sourcing, S&D created its Rafz Sustainability platform, designed to create a resilient supply chain through origin-specific programs, helping farmers improve agriculture and business practices. "The supply chain can be fragile, especially at the point of origin," Griffith says. "It's all about resiliency: How can we as a company help make this supply chain more resilient today so it is still there for future generations?"

Closer to home, S&D works with both local and national nonprofit organizations. That commitment to community and the future of the environment aligns perfectly with Sysco's own values and priorities. "We really enjoy working with Sysco and look forward to helping expand their beverage portfolio and bring more choices to their customers," Griffith says.



Flavor 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, lamb 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 percent of operators—serve some variety of beef. About 91 percent also serve pork. The meat market is booming, along with the number of butchers, and it's more important than ever to have dependable center-of-the-plate proteins. Fortunately, Butcher's Block has more than 1,700 meat products to choose from, including **pork chops** and **21-day aged beef rib and loin cuts**.

Quality That Is Guaranteed

To ensure unmatched tenderness and flavor, beef products are aged to perfection. All Butcher's Block beef products are USDA-inspected and rated from USDA Select up to USDA Prime. 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 flavorful **pork tenderloin**, Butcher's Block meats are endlessly adaptable for a variety of menus and cuisines. The products can be used for Korean barbecue, lamb gyros, 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 Prime Pork** is brined and larded, which adds flavor and increases the marbling of the meat. And **Butcher's Block Reserve** specializes in premium meats, including the highest-quality beef, lamb and veal Sysco has to offer—for steakhouses and 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 Marketing Associate 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.



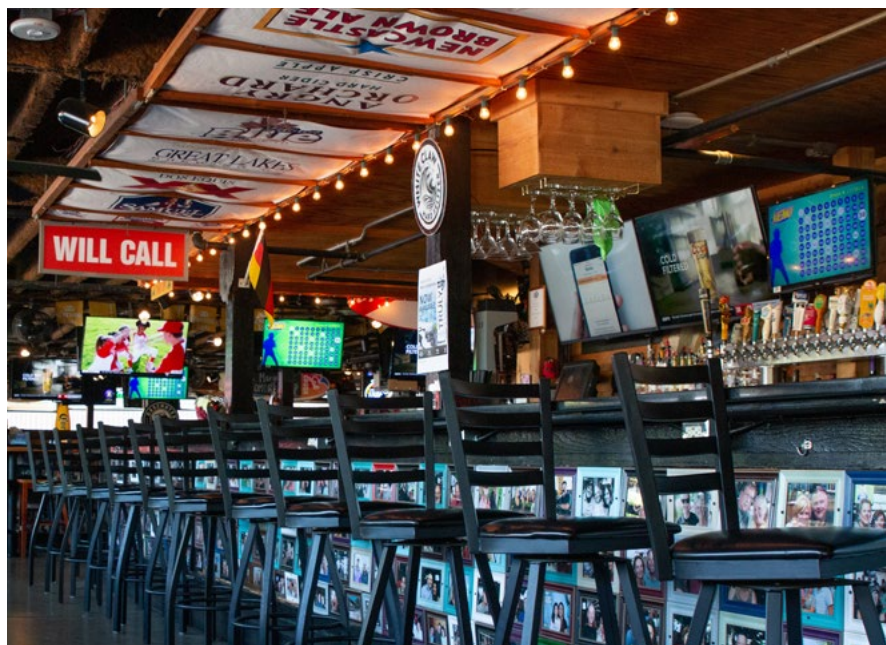
Owners Joe Smith (left) and Joe Kendall (right)



Pete's Special



Spring House Chicken



CUSTOMER PROFILE

The Silver Spring House

Cincinnati, OH

Since 1988, **The Silver Spring House** has been serving up classic American fare to an ever-growing crowd. Partners **Joe Kendall** and **Joe Smith** explain the simple logic behind their Cincinnati institution.

If you had to describe Silver Spring House in a few words, what would they be?

It's a family-friendly neighborhood restaurant. The feel is wide open to the outside, with palm trees everywhere. When we first opened, we seated just 40 people. Now we seat 400, so we have grown a lot.

How does the restaurant serve the neighborhood?

We grew with the neighborhood. We probably get more foot traffic than any restaurant in greater Cincinnati. Joe Smith is the face of the restaurant; he is always on the floor. Joe's sister, Kate Edwards, has worked here for 30 years. Our general manager, Derek Taulbee, has been here for 23 years. I [Joe Kendall] ran the kitchen for 15 years and am now happy behind the scenes. We have the most loyal staff, including five or six people who have been with us for 30 years.

Our clientele started out as mainly locals—regulars who live in the neighborhood. And we still have lots of people with a house account. Now the crowd has grown way beyond the neighborhood, yet you definitely still feel like you are in an independent business when you eat here. You still feel like a local.

What are some of your signature dishes?

The star of the menu is our Spring House Chicken. It's a grilled, bone-in, free-range half-chicken, marinated in citrus and spices and served with two sides. Another popular dish is Pete's Special, a burrito stuffed with Cajun chicken, Jack cheese and salsa. Our menu is classic American. We have burgers, fish, ribs, chops. And we offer different specials every night. We also have three separate bars offering 37 craft beers, wines, cocktails and some bourbons.

What items do you typically source from Sysco?

We get almost everything from Sysco, including our produce, dry goods, seafood and most of our meats. On a day-to-day basis, we have the best delivery schedule.



We've been with Sysco for around 20 years. They've absolutely helped us to grow. ... They've been awesome.



They're the best in every way. Recently we met with the chef at Sysco to learn about new dishes, and all of our new daily specials were introduced that way. They've helped us design our menus, too.

How has Sysco been an integral partner in your success?

We've been with Sysco for almost 20 years. They've absolutely helped us to grow, by giving us ideas for how to attract millennials, for example. (Millennials like taking pictures of their food and sharing on social media.) They've been awesome. Mike Haurert, the president of Sysco Cincinnati, has been here at least once every two weeks to see how we're doing. Our Sysco representative, Joe Lima, is on call practically 24/7. They are truly a full-service company and we appreciate it.







What are your plans for the future?

We want to grow! In physical terms, we are landlocked. But we are always remodeling and putting money back in the restaurant. We're always evolving. We want to keep up with the trends without losing our identity.



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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 traveled, they have collected new flavors and recipes from around the world—sometimes combining these flavors in novel ways. Recently, street food has featured its share of mashups, including the now-famous bulgogi taco. By taking a familiar vehicle (the taco) and adding a twist (bulgogi beef), you can introduce diners to new flavors—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.

“To start, our access to information is blowing the doors off of where we were 20 years ago,” says Vomund. “Now you can learn about distant flavors—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 ginger and lemongrass.

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

harmonious flavor 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 flavors from the spices. You smash that between some good bread and think, ‘Why haven’t I tried this yet?’”

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 **Jade Mountain Sushi Rice**, 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).



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



YOUR TICKET TO A GLOBAL FLAVOR ADVENTURE

Dining out today is about experiences. It's important for operators to differentiate themselves in the marketplace and offer unique dishes that drive customer preference as well as a healthy check average. One of the best ways to capitalize? Staying on top of trends—and right now, global fare is hot. 7 in 10 Millennials and Gen Zers seek out foods from faraway lands! Pair that with the fact that 40% of meat eaters desire beef entrees with new, unique flavors when dining out,² and it's the perfect opportunity for adventurous beef-centric options.

Adding these experiences can be simpler than one might think. Incorporating turnkey solutions like globally flavored spices into classics like filet mignon and satay, or lesser known cuts like flat iron or outside skirt steak can create unique, buzzworthy signature dishes that drive traffic from both new and loyal patrons.



ALEPPO MARINATED BEEF SATAY



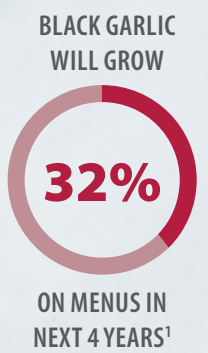
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- CHEF NEIL DOHERTY
Sr. Director of Culinary Development for Sysco®

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- CHEF GARY PATTERSON
Executive Research Chef & Culinary Director for McCormick®



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¹ Datassential
² Technomic, "2019 Center of the Plate: Beef and Pork Consumer Trend Report"



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A CUT ABOVE
 Officially, meat is divided into “primal” and “subprimal” cuts. For our purposes, “value 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 the country to learn about their favorite value cuts and how to use them in trending global applications.

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

sometimes require a little more care—a precision cut or a longer braise time—but in the end, result in juicy and flavorful meat. Use them in on-trend global applications such as Latin and Asian grilling and braising, and you can’t go wrong. We’ve talked to six Sysco chefs to find out about their favorite value cuts and how to cook them to tender perfection.



Cory Schreiber
 CULINARY CONSULTANT
 SYSCO PORTLAND

I’ve had success with the **chuck flap loin** from Newport Meat. 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 meat. In today’s kitchen, a center-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.



John Landry
 CULINARY CONSULTANT
 SYSCO KANSAS CITY

We use **center cut top sirloin** with the coulotte removed. The coulottes go to Brazilian steakhouses. That leaves the center cut tops, which are nice for ethnic restaurants that are looking for a great steak at an easy and affordable price. The **teres major** is another one that’s really easy to cut, process and move. We have customers who cut that up for fajitas and carne asada. Others dice it and put it on kebabs. It’s versatile and flavorful. Flavor is everything right now; we’re seeing a lot of Middle Eastern flavors lately, which is fun.



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*.



Bryan Hudson
 CULINARY CONSULTANT
 SYSCO RALEIGH

When Buckhead Beef gets an order for tomahawk rib eyes, they have to french the rib. In doing so, they produce what is called **rib finger meat**. This beef by-product is great for many uses, such as braising or searing quickly to use in a variety of sauces. Also, so many chefs like to use short ribs in various preparations, but if you use **chuck flap**, which runs along the same muscle complex, you end up with basically the same cut for \$2 or \$3 less per pound and the same amount of marbling. This is a great value for any operation.



Elizabeth Wheaton
 CULINARY CONSULTANT
 SYSCO BOSTON

Customers are looking to cut back on labor costs, so portion-cut steaks are a huge deal. We stock an 8-ounce portion-cut **bavette steak** that is my personal favorite. When it marinates, it holds in flavor very nicely. It grills easily and chars up beautifully. It can really hold itself up as a center-of-the-plate entrée item to be paired with a side. Steak frites is making a big comeback, especially around the Boston area. With portion cuts, operators can cost out menus with precision. That saves so much time and gives you peace of mind.

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 flavor 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 flavors and ingredients with other global cuisines to form sophisticated mashups and their own vision of fusion cooking.

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

Certified Angus Beef® lifter meat, an underutilized cut from the ribs.) The result is a medley of colors and flavors. For his beautiful Sliced Picanha With Cornmeal Fries, Chef Luigino Tripodi uses a different product from **Buckhead Pride/Newport Pride: Certified Angus top sirloin**, with the fat cap off. In this elegant dish, the meat is seared for a few minutes over a 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,” Magno says. “This includes both talent and technology. 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 adds, “It’s a win-win situation. We chop it and bring consistency, which not only helps operators save on labor per-serving costs, but it also helps eliminates waste.”

Asian

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

Don Jante owns Flip 'n Patties, a Filipino-American joint in Houston. Although 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 special dish made from off cuts of pork. "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 flavors that work in Asian marinades and sauces are just as effective in slow braises, such as Chef Colin Greensmith's Korean-Style Short Ribs. A relatively 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 and slice on the bias as a great substitute for skirt steak or flank 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 complex that works well 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.



Braised Flat Iron Roulade
Chef Patrick Clement



Beef Stew in a Crusty Bread Boule
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. You can use Asian flavors, as Chef Colin Greensmith does, or the traditional European combination of aromatic vegetables, red wine and beef or chicken stock. In the end, you have a delightfully fork-tender piece of meat. Braises have their place in a busy kitchen, however, 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. A **Buckhead Pride/Newport Pride flat iron steak** is butterflied, rolled and tied before it is braised with dried herbs and

more aromatic vegetables. It is then served family-style, with glazed vegetables and fresh herbs such as rosemary on the side.

If you would like to serve more rich meat braises but don't have the time and staff to devote to them, we have the answer: Order our new thaw-and-heat **Sysco Classic Sous Vide Bone-In Short Rib**, **Sysco Imperial Sous Vide Braised Lamb Shoulder** or **Rosemary & Mint Lamb Shanks**. (See pages 22–23 for more information.)



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 favorites 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, when dressed up, 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, but they wouldn’t sous vide carrots and toss with French butter and bonito flakes. People dine out 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, sophisticated 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 colorful 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 color that works for all dietary types.

A VERSATILE DISH LIKE BUFFALO-GARLIC Brussels Sprouts With Vegan Ranch Dressing can be menu’d as a side dish, appetizer or small plate. As diners grow more sophisticated, explains Sysco Menu Consultant Bruce Barnes, they want to customize their own meal instead of having the chef do it for them. This means small plates are becoming more important, profitable—and for some diners, the menu favorites 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 interesting side dishes or small plates to share, plus a few mains. Something like Fried Avocado Wedges With Roasted Corn is another great example of a shareable side. Depending on how you price these dishes, this shift in dining can be a real profit maker for your operation.

Ask your Marketing Associate about how Sysco’s Menu Services can help you create compelling menus that drive sales.

Warm Wishes

Brighten your menu with the radiant colors and comforting flavors of autumn.

THE VEGETABLES OF AUTUMN offer a sweeter profile and the warm colors 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.) Get creative with hearty potato preparations, too. You can access every variety, from russet to Yukon gold to exotic purple sweet potatoes, from **Sysco Imperial Fresh produce**, **FreshPoint** and now—by overnight delivery—from **Frieda's Specialty Produce**.

WITH COLDER WEATHER, diners crave comfort. They are beginning to think about the holidays, with flavors 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 **Sysco Classic 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, which use the same knife technique, the preparation is otherwise deliciously simple: just olive oil, salt and fresh thyme, with a sprinkling of chopped bacon for garnish.

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 flavor. Grain salad stuffed in acorn squash, such as the recipe pictured, incorporates the seasonal flavors 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 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," Doherty says, "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



BROWN BUTTER HASSELBACK SQUASH
Chef Andrew Langdon



PUMPKIN TOSTADAS WITH KALE SLAW
Chef Graham Mullett



Find recipes for these dishes and more on SyscoFoodie.com.

Main Dish Labor Savers

Sysco's Cutting Edge Solutions innovation line makes proteins the central feature of its latest product launch.



Sysco Classic Sous Vide Bone-In Short Ribs

These enticing, tender short ribs would normally require hours of slow cooking and dedicated attention. Our thaw, heat and serve format and value pricing make what was once a rare-occasion dish more accessible to any operation.

Twice a year, Cutting Edge Solutions offers an exceptional selection of exclusive new products to help you refresh your menu, drive repeat business and streamline your back-of-house operations. This fall, the focus is on high-quality center-of-the-plate proteins that require minimal cooking, saving time and labor in the kitchen.

Sysco Classic Asian-Style Chicken Bites

These versatile bites, perfect by themselves or paired with a sauce, are made from flavorful thigh meat, marinated in a soy-ginger brine and enrobed in a super-crispy coating. They come par-fried to save you both cooking time and labor.



Sysco Classic Chicken Katsu

Made with tender thigh meat, these cutlets are prepounded and coated with a panko crust. Fry them on the stovetop or in a deep fryer. Serve them in a traditional preparation such as chicken paillard or pair with Sriracha ketchup or gochujang.



Land O'Lakes Extra Melt® Sharp American Premium Cheese Slices

Discover premium, extra-thick American cheese slices made by renowned dairy Land O'Lakes. (Cheese slices may not be center-of-plate proteins, but these will take your burgers and melts to a whole new level.)



Portico Simply All-Natural, Chemical-Free Shrimp

"Clean eating" is made easy with these fresh, flavorful shrimp. Chemical-free and non-GMO, the shrimp are sustainably sourced and fully traceable. And they come pre-peeled with tails on or off.



Raised and Rooted™ Nuggets Made With Plants

These golden nuggets—made exclusively from plants—have a meatlike interior and crispy tempura-battered exterior. Add them to a green salad topped with vinaigrette. Or serve with your favorite sauce or dip.



Sysco Classic Ultra-Thin Chicken Breasts

These prepounded, super-thin chicken breasts (1/8-inch thick) offer incredible efficiency and versatility. Save time and achieve consistent results when you use these to make favorites such as chicken parmesan and chicken piccata.



Portico Classic Quinoa-Crusted Shrimp

These petite shrimp are coated with a gluten-free combination of quinoa and panko rice crumbs, making them perfect for diners with dietary restrictions. Deep-fry them and serve over pasta, on a salad or paired with your favorite sauce.



Sysco Imperial Sous Vide Braised Lamb Shoulder and Rosemary & Mint Lamb Shanks

Cooked to a delectable tenderness, sous vide lamb offers an elegant presentation and deep, rich flavor. Choose the lamb shoulder or shanks, seasoned to perfection with herbs.





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Protecting Tomorrow's Seafood

Sysco is committed to safeguarding fisheries and ensuring responsible aquaculture around the world.

The way we source our products today impacts the global supply chain tomorrow. Half the world's population relies on seafood as a major source of protein, but 90 percent of the world's fisheries have been pushed to, or beyond, their biological limits, according to the World Wildlife Fund (WWF). If resources are depleted and environmental concerns continue to grow, the future seafood supply could be in jeopardy. At Sysco, one of our main objectives is to ensure that the commodities we source are produced in a responsible manner. October is National Seafood Month, and by adopting responsible seafood-sourcing practices, Sysco aims to protect the viability of our planet and our communities well into the future.

Planning Together

In 2009, we began collaborating with the World Wildlife Fund (WWF) to assess our seafood supply chain and set sourcing

commitments. Our initiatives include both wild-caught seafood and seafood derived from aquaculture, or fish farming, which has become the fastest-growing form of food production worldwide. In 2016, Sysco set new goals for 2020 and pledged to source our top 15 wild-caught species from fisheries that are Marine Stewardship Council certified or in a comprehensive fishery improvement project (FIP).

Sysco will also source our top five aquaculture species from farms that are Aquaculture Stewardship Council (ASC) certified, in ASC full assessment, in a comprehensive aquaculture improvement project or certified against a minimum two-star rating on Best Aquaculture Practices standards.

Advancing Sustainability

In addition to sourcing from certified fisheries, a key element of our program is to improve the health of the fisheries we rely on to source product. We support several fishery improvement projects geared toward protecting marine habitats and creating sustainable livelihoods for years to come. Since 2010, Sysco has helped support 14 FIPs to address three threats facing fisheries today: 1) overfishing, 2) illegal, unreported and unregulated fishing and 3) catching nontargeted species.

Improving Fishery Habitats

With support from Sysco and others, the Nicaragua spiny lobster FIP is helping ensure the long-term sustainability of the fishery. Nicaragua is the largest producer of Caribbean spiny lobster in Central America, generating approximately \$40 million annually and employing thousands of locals. (To keep up on our work and get more information on global fishery improvement projects, go to FisheryProgress.org.)

As one of the largest purchasers of seafood in North America, Sysco is committed to working with our suppliers and with our partners at the World Wildlife Fund to protect the future of this critical resource.

Serve Up a Magical Memory

Create holiday experiences that build lasting customer loyalty.

The Historic Clifton Mill, near 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 consumers the best locations for a 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 decreases in well-being 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. Start by going to **FairKitchens.com**, where you can watch videos of chefs and operators telling personal stories of the impact the movement has had on their businesses.

According to Chef Neil Doherty, Sysco's Senior Director of Culinary Development, transparency and fairness are integral to a

happy and productive work environment. Here are some of his keys for fostering a positive kitchen:

- 1. Cross-Educate Your Staff:** Everyone should know how to work every station. This way, everyone's always learning, and no one is stuck doing the same job every day. You need your whole team up to speed and ready to pitch in.
- 2. Schedule Transparently:** If you hire someone as a breakfast or lunch cook but then start asking them to come in for dinner, it can become a major issue. To avoid that, make sure expectations are set up front on both sides.
- 3. Become Culturally Competent:** We are an industry of immigrants, and you need to be culturally aware in order to take care of your people. If your staff members need to take off a day of worship, give it to them. You'll be rewarded later with loyalty.

- 4. Be Fair With Days Off:** There was a time when I would give my longest-term staff the best schedule. Now, I think it's better to rotate the schedule so the favorable days get spread around to everyone.

- 5. Be Nice. The Market Demands It:** In the old days, if you were a new hire, no one would talk to you for two months. That kind of rough behavior no longer works. New hires are much more likely to succeed if you take them under your wing and support them from the get-go.

Mentoring, education and team building are all important tools in promoting healthier behaviors, as the Fair Kitchens movement seeks to turn the tables on the past and remake restaurant kitchens into exemplary workplaces for the next century.



- 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 Sysco Reliance beef tallow
- 8.5 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 dish and brown evenly on both sides. Remove from the dish and set aside. Add the vegetables and roast in the oven until golden brown; season generously with salt. Return the marinade to the dish and reduce by half. Add the stock, bring to a boil over high heat and return the meat to the dish. 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.

Serve family style, along with some of the vegetables, topped with chopped fresh herbs.

Beef Stew in a Crusty Bread Boule

CHEF PATRICK CLEMENT
PALLAS FOODS, DUBLIN
SERVES 12

- 2 Tbsp. Sysco Reliance beef tallow
- 5.5 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 celery stalks, roughly chopped
- 3 Imperial Fresh large carrots, 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 color, 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
SYSCO 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
- Nonstick cooking spray
- 1 Imperial Fresh lemon, halved
- 1 Tbsp. jarred roasted garlic, chopped
- 4 Tbsp. Arrezzio Imperial 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
SYSCO 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 breadcrumbs 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 the 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
SYSCO 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 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
SYSCO 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 Imperial 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
SYSCO 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 potatoes from the fat 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
SYSCO LINCOLN
SERVES 4

- 2 Casa Solana avocados, quartered
- 1 cup Sysco Classic all-purpose flour
- 2 cups Wholesome Farms liquid egg
- 2 cups Jade Mountain breadcrumbs
- ¼ cup Marcos Smoky Morita Salsa
- 1 cup Sysco Supreme 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, drizzle with crema and chopped cilantro.

(To save time and labor, instead of breading and frying avocado wedges from scratch, try using Sysco Imperial Breaded Avocado Slices; then add corn and salsa.)

BACK OF OUR
HOUSE



Luigino Tripodi, CAB, MBA
Sales Consultant and Chef, Buckhead Meat Northeast

The Master of Meat

Chef Luigino Tripodi knows meat better than most. Tripodi grew up in Long Island, New York. His parents were from southern Italy and ran an Italian *salumeria*, where young Tripodi would help make fresh mozzarella and ravioli and take care of the prosciutto and cold cuts. “Family meals every night, Sunday dinner with all the cousins—it was a typical Italian American upbringing,” says Tripodi.

A Driving Passion

After developing a true love of meat at the family’s salumeria, Tripodi worked his way up through the New York restaurant scene. He started as a dishwasher and bus boy, eventually attending the Culinary Institute of America in Hyde Park, New York, where he graduated in 1983. He then joined Sysco’s Metro New York Operation Company, where he became a Certified Angus Beef® specialist and Master of Brand Advantages.

Tripodi now employs his meat expertise each day as a sales consultant and chef at Buckhead Meat Northeast, a Sysco specialty meat company. In this role, he develops relationships with operators, often making visits to restaurants to see firsthand how he can help with their meat programs. “We look at their menu, their pricing, the

We do an analysis of the customer’s needs. Then we begin developing solutions.



surrounding area, and do an analysis of the customer’s needs. Then we begin developing solutions.”

Personalized Attention

When Chef Tripodi and his colleagues at Buckhead Meat consult with customers, “We discuss what we can do to help them understand the beef process, perhaps steering them toward a better brand, different cuts, different grade qualities,” he says. They then explain the pros and cons of purchasing beef in master cases, for example, or on a precut basis. “We talk through everything as far as cut steaks, portion control, value-added products—getting them the best price and quality possible.”

What’s more, says Tripodi, Buckhead Meat is positioned to supply for customers’ specific needs. “They want a certain taste, weight, size, date, brand and grade. We can give that kind of customization.”

Quality Meat Within Reach

With 12 Buckhead Meat companies east of the Rockies (and Newport Beef, the sister company to Buckhead, operating several locations in the West), chefs like Tripodi are within reach and ready to demo products and recipes. “We invite customers back to Buckhead Meat in Edison, New Jersey, where we’ll take them for a tour of our facility—bring them through the cut shop and packing area, through the freezer and the refrigerators and even the warehouse.”

Tripodi and his team cook products they’ve prearranged with the customer, talking through the features and advantages, be it precut or a master case. “If they don’t get a precut product and need help learning how to cut the item, we will teach them that as well. We’ll get into the full fabrication of the product, and we build a relationship starting from there.”



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- Chef Meegan Roberts
Sysco Arizona

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