

# FOODIE

AT THE HEART OF FOOD & SERVICE

**TALES FROM  
THE CRISIS  
FRONTLINE/P.6**

**TAKEOUT  
TAKES  
OFF/P.16**

**EASY SUMMER  
SALADS/P.18**

**DINING MOVES  
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**RESTAURANTS**  
**OUR INDUSTRY RESPONDS TO COVID-19**

**RISE**



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READINESS  
TOOL**

Are you ready? Immerse yourself in our 360° interactive restaurant. Explore best practices and resources to earn consumer confidence.

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[foodie.sysco.com/virtual-restaurant](https://foodie.sysco.com/virtual-restaurant)

**Sysco**  
At the heart of  
food and service

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inspiration on our social channels.



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Now more than ever, wellness is a priority for many consumers during these challenging times. Sysco Simply™ is a brand & platform designed to enable our customers to accommodate the growing patron demand for varied dietary & lifestyle choices.

The assortment in Sysco Simply includes, **plant-based** dining; including vegan, vegetarian, flexitarian and plant-based protein products.



[Click here to shop for Sysco Simply™ Plant-based burger.](#)



# Choice, Integrity, Purpose

LEARN MORE AT [SYSCOFOODIE.COM/SIMPLY](https://www.syscofoodie.com/simply)



# Berry Fresh

Strawberries. Raspberries. Blueberries. Nothing compares to sweet, fresh berries, whether you are tossing them in a salad or baking them into a dessert. With Sysco's help, getting your hands on fresh, seasonal berries—and delighting your diners—is almost as easy as picking them off the bush.

Once the berries are harvested, Sysco—as the largest distributor of fresh produce in the United States—has the processes in place to ensure that your order will arrive fresh, delicious and ready to be served. It starts in the fields, where berries are picked to order. Then, once they are received at the warehouse, they are inspected and staged for a precool process in just two hours to maximize shelf life and maintain freshness.

Because berries thrive in a cool, moist environment, Sysco's industry-leading cold chain is maintained throughout the process. All distribution centers hold temperatures of 32–34 degrees, with a humidity level of over 90%. All trucks are outfitted with TTRs

(time-temperature recording devices) that ensure the temperature during transport never rises above 34 degrees. The result of this obsession with freshness? Ripe, delicious berries of all types—including organic and seasonal offerings—delivered to your door.

## *Sysco Knows Fresh™*

Visit [SyscoFoodie.com/fresh](https://SyscoFoodie.com/fresh) to learn how restaurants are developing new ways to provide fresh produce for their customers and how Sysco is committed to serving quality you can trust.



Click to watch a video on Sysco's fresh QA promise.



Click to purchase Sysco's assortment of fresh berries.





Co-owners  
Devin Barbee,  
Joey Graham and  
Jeremy Beaver



Pork Spare Ribs



## CUSTOMER PROFILE

# The Smoke Pit

## Concord, North Carolina

Since opening its flagship restaurant in 2014, **The Smoke Pit** has become a local favorite, with four locations in the Charlotte, North Carolina, area. We spoke with co-owner **Devin Barbee** to see how this barbecue spot has found creative ways to survive the pandemic.

### If you had to describe The Smoke Pit in a few words, what would they be?

We brought the art of Texas-style barbecue to North Carolina. The hickory aroma from the smokers, the flavorful meats, homemade sides and desserts, and large portions make us a favorite with locals.

### What are some of your signature dishes?

Our Texas-style brisket, hickory-smoked pulled pork, chicken and ribs are fantastic. All are served with your choice of sides and a variety of homemade sauces.

### What items do you source from Sysco?

We source **pork butts**, **chicken leg quarters**, **chicken wings** and **chicken breasts**. We really like the Butcher's Block pork for the consistency in the weight (each pork butt averages 9-10 pounds). Yield is always important, as this allows us to calculate how





BBQ Chicken,  
Burnt Ends and Sausage



Texas  
Brisket

much to smoke without waste. The fat cap is also perfectly trimmed. That regularity helps with ordering and inventory.

#### **What changes did you make to your operations during the COVID-19 pandemic?**

We closed the two lowest-performing stores, in Salisbury and Monroe, and kept the newest and the oldest stores, in Gastonia and Concord, open for carryout only. We kept as many people as we could on the payroll to run the carryout business, and we had third-party delivery.

#### **Did you increase takeout and delivery during the shutdown?**

Yes, our carryout and delivery service is normally about 30% of our sales, but that number was boosted to roughly 50%. A lot of customers came in and were just thankful we had food!

#### **What changes have you made to reopen to dine-in customers?**

We reopened all four of our restaurants at 50% capacity [when North Carolina's



A lot of customers came in and were just thankful we had food!



governor moved the state into Phase 2 of its reopening plan on May 22]. We reduced the number of tables and chairs and arranged them to have 8 feet between them. We also removed the condiments from the tables. We normally have several of our sauces available at each table, but we now provide

them in small cups on request. We also now ask customers to get a new cup when they refill their fountain drinks. All staff are wearing face masks and gloves, and we installed plastic shields at cashier stations. In addition, we clean and sanitize each table between customers.

#### **How has Sysco helped you during the pandemic?**

There's a meat market beside our Concord location, and we both use Sysco for chicken and pork. Sysco brought a refrigerated truck and parked it between us so we could both have extra storage capacity. At a time when suppliers were running out of product or limiting orders, the truck allowed us to order once and be good for a full week at a time, rather than relying on daily or every-other-day deliveries. That's where Sysco really helped out.





## Rising to the Challenge

We spoke to seven Sysco customers to learn how they survived, thrived and discovered a new sense of community during the shutdown.

**T**he COVID-19 pandemic and shutdown have had devastating financial effects on all aspects of the American economy—and the foodservice industry has certainly faced its own share of challenges. But restaurateurs have always been known for innovation, a risk-taking spirit and the ability to turn on a dime; all of those traits became essential during the quarantine. Here are just some of the ways eateries found to stay afloat during the shutdown.



[Click here to read more customer stories.](#)

**Nadine Simons**  
**Tanya McPherson**

OWNERS

**CAFE 393 ON MAIN**  
**HENDERSON, TN**

We're primarily a breakfast place, and we realized early on that takeout would not be enough to sustain us. With Sysco's help, we opened up a Pop-Up Shop, selling "quarantine kits" to our community. We sold out of our original order of 50 in two days, so we've created several more kits, and they've been a huge hit. We recently reopened, but we're keeping our shop open and expanding with other options.





## Justus Swanick

DIRECTOR OF OPERATIONS

### ARIZONA WILDERNESS BREWING CO. GILBERT, AZ

Right after closing, we began offering beer and food to-go with contact-free curbside service, as well as a beer delivery service. We bought a canning machine so we could offer single-use growlers and brought back employees to make beer deliveries. On weekends, we offered family packages and specials. We've been overwhelmed by the response from our community, and we are trying to pay it forward in return.



## Jessica Jordan

OWNER

### FISHBAR MANHATTAN BEACH, CA

When things shut down, we did everything from opening a grocery store to selling sweatshirts and hats, and from doing meals and cocktails to-go to selling gift baskets. We reached out to our liquor vendors to get promotional materials so we could make gift baskets using brand-name buckets and beach kits with branded beach towels and insulated beer koozies. We relied heavily on our vendors to give us what they could just so we could survive.



## Harry Dziedzic

OWNER

### HARRIED & HUNGRY SEATTLE, WA

Through our website, we've raised money to provide more than 400 lunches to the staff at six local medical centers. These donations not only bought lunch for health care workers, but also allowed us to keep a portion of our staff working during these difficult times. We continued to offer takeout and delivery during the shutdown. It's been amazing to see our community supporting each other during these crazy times, and we are proud to be a part of it.



## Adam Stork

EXECUTIVE CHEF

### HEIST BREWERY CHARLOTTE, NC

We attended a Sysco COVID-19 webinar that helped us form a plan for the shutdown. We grouped a new beer release with grillable proteins and called it "The Backyard BBQ." We started curbside pickup, and takeout sales jumped by 40% compared to when we were open. We signed up with a third-party delivery company and set up contactless payments. Our social media manager got the word out about sanitation, curbside pickup, and of course, beer!



## Jesse Parry

OWNER

### RIPE CATERING SEATTLE, WA

We had a heads-up due to pre-cancellations in February. We moved to lay off our staff in March but helped them with food and payroll until their benefits came online. We started prepping for home delivery; we made our first delivery only six days after the work-from-home order came from the governor's office. Selling meal kits and changing our social media so that we were getting our daily and weekly menus out in advance really helped us to stay relevant.



## Greg Desmangles

EXECUTIVE CHEF

### URBAN ROOTS SACRAMENTO, CA

During the shutdown, we transitioned into off-premise dining, participated in Family Meal Sacramento—a program that feeds local senior citizens—and catered to staff at UC Davis Medical Center. We also developed our catering program, which continues to be a key part of our business. We are currently hyper-focused on community activism. In addition to donations, we are organizing protests to help effect systemic change in our Black community.



# Say Riserva Cheese

Add Sysco's Riserva Mozzarella to your kitchen: Made from 100% Real California Milk, it can take the heat.

## A Perfect Cheese

A pizza straight out of a hot oven reveals the golden bubbling and lightly blistering cheese that diners love. The creamy, slightly nutty aroma of super-premium mozzarella fills the dining room as a slice is cut and lifted, revealing strands of melted cheese. Made from 100% Real California Milk, Arrezzio Riserva Mozzarella outperforms the competition in both taste and texture. It also can take the heat—including high-temperature Neapolitan-style wood-burning ovens. This wholesome product, formulated to the highest standards, has no additives such as anticaking agents, and is produced in just one plant in California to ensure product consistency and traceability. And though it was made for pizza, Riserva Mozzarella is ideal for so many dishes, including mac and cheese, flatbreads and anywhere your imagination takes you.

## Real California Milk

Great cheese begins with great milk. California is currently the nation's largest dairy producer—responsible for almost a fifth of all dairy in the U.S. More than 1,200 family dairy farms

contribute to the wholesome, nutrient-rich Golden State milk used for a range of delicious products, from butter and ice cream to aged and fresh cheeses such as Riserva Mozzarella.

California dairies have made many important environmental gains, reducing their combined carbon footprint by 45% over the past 50 years. They are more than halfway toward their goal of reducing methane emissions by 40% by the year 2030. A growing number of dairies now use sustainable programs such as solar panels and drip irrigation. And the use of water per glass of milk has decreased by more than 88% compared to 50 years ago.

## Reserve a Spot in Your Kitchen

The bright, fresh taste of California dairy and authentic Italian-style *formaggio* combine to create one outstanding product in Arrezzio Riserva Mozzarella, offered in loaves, shredded or diced. Use the whole milk, skim or 50/50 mozzarella and provolone blend options when you are topping a pizza or flatbread, layering a baked pasta or stuffing a vegetable—it's the perfect cheese selection.

## Ancho-Basted Shrimp & Peach Quesadilla

CHEF NEIL DOHERTY, SYSCO  
SERVES 1

- 4 oz. Portico 41-50 shrimp, peeled and deveined
- 1 tsp. Sysco Imperial McCormick ancho chile powder
- ½ tsp. minced fresh garlic
- Juice of ½ lime
- 2 Tbsp. Arrezzio olive oil blend, divided
- 1 10-inch flour tortilla
- 3 Tbsp. Salsa Roja, divided (see recipe on page 29)
- ½ cup Arrezzio Riserva Shredded Mozzarella/Provolone blend
- ½ cup diced fresh peach
- 2 Tbsp. fresh corn kernels
- 1 tsp. hand-shredded epazote (or chopped fresh cilantro)
- Salt and freshly ground black pepper to taste
- 2 oz. guacamole, homemade or store bought

In a large bowl, combine the shrimp, chile powder, minced garlic and lime juice and let marinate for 15 minutes. Remove the shrimp from the marinade. Heat 1 tablespoon of the olive oil in a pan over medium-high heat and flash sauté the shrimp until they are just cooked all the way through, about 2–3 minutes. (They will continue to cook.)

On a cutting board, lay out the tortilla. Spread 1 tablespoon of the Salsa Roja on half the tortilla, then top with half the cheese. Sprinkle the peach, corn and shrimp evenly on top of the cheese. Finish with the epazote

and remaining cheese and season with salt and pepper. Fold the tortilla over and press down to form the quesadilla.

In a cast-iron skillet preheated over medium heat, add the remaining 1 tablespoon olive oil. Place the quesadilla in the skillet and cook until lightly browned and the cheese has melted, about 3–4 minutes on each side. To serve, remove the quesadilla from the pan and place on a board. Cut into 4–6 wedges, arrange on a plate and garnish with Salsa Roja and guacamole.







## Classic Cheese Pizza

ALFREDO GUIDO, SYSCO  
SERVES 4

### PIZZA DOUGH

- 3 oz. sourdough starter at 100% hydration
- 13 oz. warm water
- 8 oz. Sysco Classic all-purpose flour
- 8 oz. bread flour
- 1.5 oz. rye flour
- 2 Tbsp. salt
- 3 Tbsp. Arrezzio Imperial olive oil

### TOMATO SAUCE

- 8 oz. Arrezzio whole California pear tomatoes
- ¼ cup Arrezzio Imperial olive oil
- Salt and freshly ground black pepper to taste
- 12 oz. Arrezzio Riserva Mozzarella, shredded

### FOR THE DOUGH

Two days before you make the pizza, mix all ingredients in a bowl and let sit at room temperature for 1 hour. Next, stretch and fold the dough. Repeat two to three times every 15 minutes. Let the dough rise at room temperature for 3–4 hours; then store in the refrigerator for two days.

### FOR THE TOMATO SAUCE

Using a handheld food mill, crush the tomatoes in a bowl until smooth. Mix in the olive

oil and salt and pepper to taste. (No cooking is required for this sauce.)

### TO MAKE THE PIZZA

Let the dough come to room temperature for two hours. Then divide the dough and shape into four 9-ounce balls. Cover with a damp cloth and let rest for 30 minutes. Place a pizza stone in the oven and heat the oven to 500 degrees. Stretch each dough ball, by hand or using a rolling pin, into an 11-inch round. Lay

the stretched dough on a floured wooden pizza peel. Using a spoon or ladle, spread the tomato sauce onto each round, starting from the center and working to the outside edge. Add mozzarella cheese, sprinkling it over each pizza, leaving a 1-inch border around the edge. Place the pizza on the pizza stone in the oven, cook for 8–9 minutes and serve.



*[Click here to see additional recipes!](#)*



# Open

## FOR BUSINESS

As you navigate the complex maze of advice and guidelines, Sysco is here to partner with you on the long road ahead.

The COVID-19 pandemic has challenged the foodservice industry like never before, causing many restaurants to turn to takeout and delivery only or close down completely. More than 8 million workers in our industry were laid off or furloughed, and the restaurant business is expected to lose \$80 billion by the end of 2020, according to the National Restaurant Association.

Starting in May, restaurants began to open back up: turning on the lights, firing up the flattops and ovens, welcoming back staff and greeting guests—albeit in a limited capacity. As we move into high summer and beyond, what does this reopening look like? People have been at home for so long that many are clamoring to dine out, even if that requires doing things a little differently.

The Centers for Disease Control and Prevention (CDC) has issued a safety guide to help operators ensure the health and safety of staff and customers, which is the top priority for restaurants reopening at this time. But the road ahead is more complicated than just a blueprint.

At Sysco, our Marketing Services team is here to be your partner through every step of reopening, from consulting on logistics to setting up online ordering and printing customized safety and hygiene signs. You can use our one-on-one “Concierge” service by phone or online, or use Sysco Studio, our do-it-yourself marketing services platform.

In addition, you can access a vast number of “Snapback” resources to guide you through the reopening process.

### Safe Service

In its guidelines—which are meant to supplement, not replace, any applicable local regulations—the CDC recommends that staff be required to wear cloth masks.

“If I were reopening a restaurant right now, I would think of it as if I were serving people who are immunocompromised,” says Chef Neil Doherty, Sysco’s Senior Director of Culinary Development. “It would be that tied down—masks, gloves, everything—because people could be affected by one slip-up.”

Using face coverings helps protect both your staff and your customers. A cloth mask also presents a great opportunity to boost your brand; you can (*Continues on page 12.*)



### Pandemic Best Practices



1 Masks for all staff



3 Hand sanitizer at the host's station

5

Touchless front door and restroom doors, if possible

7

Daily health checks for staff



2 Frequent hand-washing for staff



4 Signage to explain your health and safety procedures



6 Touchless trash receptacles



8 Sick leave lets staff when ill





the policy that  
of stay home





order custom masks that are emblazoned with your operation's logo.

Every aspect of the dining experience is changing, beginning before the customer even steps into the restaurant. If you don't already have a reservation system, you may want to set one up as a way of controlling crowd size. Next, your menu should be online, disposable or laminated so that it can be easily sanitized. (Sysco Marketing Services can help you set up a contactless menu that uses a QR code to let diners

order with their phones. See page 25 for more information.)

When serving food, safety has to be top of mind. Some operators have started using food coverings such as the old-fashioned dome. Open containers of sauces and condiments on the table should be replaced with single-use, disposable options. Tables should no longer be preset with cutlery. Instead, consider bringing cutlery bundles to the table along with the food or even using disposable cutlery. And, of course,

tables should be wiped down and disinfected between customers.

These changes are all intended to minimize diners' exposure to germs, as well as interaction between diners and staff. The CDC recommends monitoring your employees for signs of illness—including testing for fever—and sending them home if they are sick. (Some restaurants are even taking diners' temperatures before allowing them in.)

It is better for a sick employee to stay

## 7 Tips for a Safer Restaurant

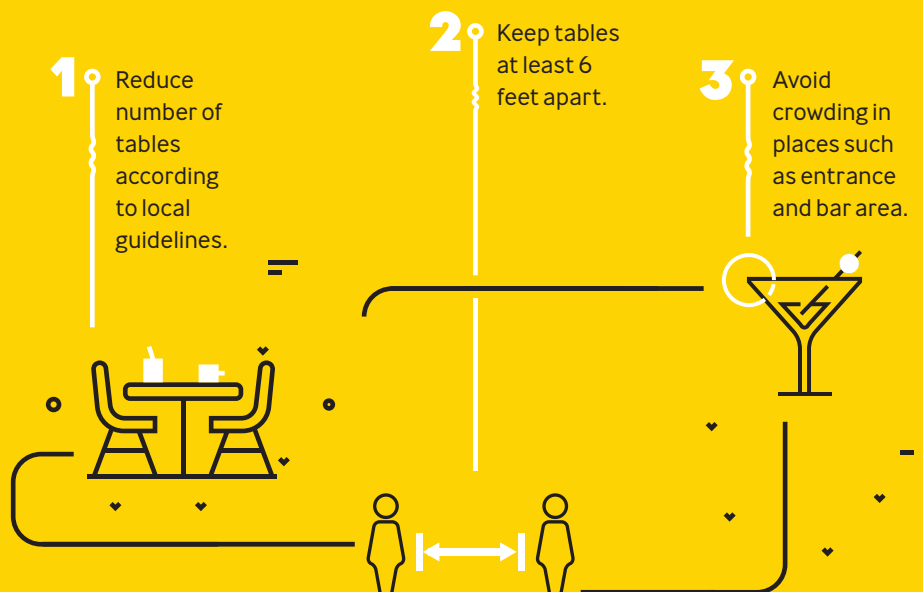
Make your restaurant more appealing and keep customers and staff safe by following these recommendations.



*Click to watch a video about Sysco's COVID-19 essential products for keeping your restaurant safe.*



*Click here to purchase Sysco's COVID-19 essential products.*







home entirely, so it's helpful to have a sick leave program in place to make sure they feel comfortable doing so. In addition, you'll want to have some backup workers—perhaps from other shifts—who can step in if someone gets sick. You don't want to be left in the lurch.

Finally, once you've implemented your health, safety and hygiene controls, let your customers know about it. Place signs in your establishment and send out messages on social media. Tell—and show—diners that you are open and ready to welcome them back! Post your menu and specials, plus photos of your dining room and staff. Assuage fears by explaining what you're doing to be safe.

## A Simplified Menu

Now is the time to go minimal. Highlight signature dishes plus a few low-cost, low-labor favorites. When you have fewer items on the menu, you can maintain a simpler inventory and use some of the same ingredients across several dishes to optimize supply.

"I would open up with no more than eight or nine main dishes on the menu," Chef Doherty says. "I can limit my staff and execute quickly." In any economic downturn, diners are looking for value—and craving comfort food. "People want honest food they can understand," says Doherty. "Burgers, pizzas. No one wants to roll the dice on ego-driven plates right now."

## We Care About You

Sysco's **iCare** Program consists of partnerships with top companies in our industry, giving Sysco customers discounts on the best tools and technologies for front and back of house.



**Click for more details.**



Dawn Fitzgerald, Sysco's Senior Director of Marketing Services, suggests this is a good time to "eliminate the slower-moving items from your menu and focus on the 4 P's: profitable, easy to prepare, portable (if a dish is being served off-premise) and popular. Ask yourself if a dish fits those four criteria before adding it to your menu." (For more on menu engineering in the COVID-19 era, see page 25.)

## Takeout Tips

Although more restaurants are now open for dine-in, takeout and delivery continue to be critical parts of an operation's bottom line. When creating your takeout menu, concentrate on those dishes that will travel well and even reheat well, as many diners are putting entrées in the oven or microwave once they get them home. You need to choose the right dish and packaging.

"Old favorites like pizzas, burgers and pastas—baked or made with short shapes—work great. And Asian noodle dishes such as lo mein are very forgiving," Chef Doherty says. Other foods may need more attention, like placing separate components in small containers to keep the hot and cold apart and to keep anything from getting soggy. (For more on the right takeout containers, see pages 16–17.)

## The New (Ab)normal

Not many industries have been as hard hit by the coronavirus pandemic as the restaurant and hospitality businesses. But we are #FoodServiceStrong, and we are rising to the challenge! Though the dining landscape might never be exactly as it was before 2020, if we work together, we will grow from this disruption and find a better road forward—together.

4

Use floor tape or ropes to designate where people should stand or line up.

5

If possible, have separate entrances for takeout and dine-in.

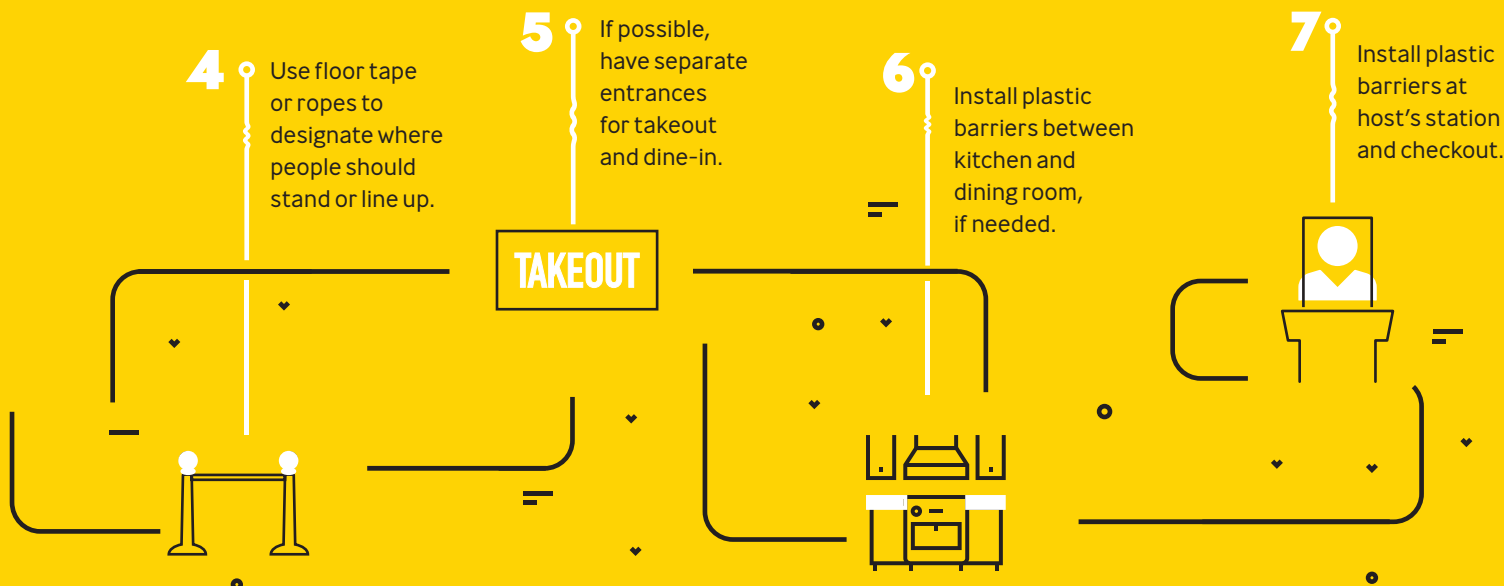
TAKEOUT

6

Install plastic barriers between kitchen and dining room, if needed.

7

Install plastic barriers at host's station and checkout.







These delightful Hispanic-style dishes and drinks are perfect for serving outdoors all summer.

# Fiesta

## On the Patio

Precautions from the COVID-19 pandemic combined with diners' natural desire to eat outdoors in the summer mean there has never been a better time to rethink your outdoor menu.

**"As weather improves and coincides with our reopening, we have added a tent for outdoor seating on the sidewalk."**

Jad Malaeb, GM/MANAGING PARTNER  
Fontina Grille, Rockville, MD

And nothing attracts a crowd and brightens the mood like a patio lunch or happy hour with Hispanic flair. Hispanic flavors and ingredients have made their way beyond Latin American restaurants and into the North American culinary mainstream. Carnitas tacos with braised and crispy pork; chiles rellenos filled with creamy, mild cheeses; and refreshing Mexican-style cocktails are just a few items that pop up regularly.

We've created two versions of a chile relleno with squash blossoms: One is fairly quick and easy to make; the other is more upscale. The one you choose depends on what works best for your operation.

With Sysco Pica y Salpica and Casa Solana brands, you'll find the ingredients needed to create a variety of Hispanic-style dishes. Casa Solana carries the essentials of Southwestern cuisine, including **tortilla chips**, **dipping queso** and **salsa**. Sysco Pica y Salpica specializes in authentic Hispanic ingredients from Mexico, Central and South America, and beyond. Order **Queso Blanco**, a mild and creamy cheese—perfect for using in snacks and appetizers. **Queso Fresco** and firmer **Cotija Cheese** both have versatility across the menu: Crumble them on top of soup or fold them into carnitas tacos. And **Casa Solana Queso Quesadilla** melting cheese can be used for everything from nachos to filling for a chile relleno.

For your outdoor bar menu, in addition to your margarita offerings, try serving a michelada garnished with lime and strips of bacon. It's delicious and instantly Instagrammable.



Talk to your Sales Consultant about Sysco's range of Hispanic-style products for your outdoor menu.





• Pork Carnitas Tacos With Salsa Roja

• Smoky Bacon Michelada

• Chiles Rellenos

• Squash Blossom Chiles Rellenos

Find recipes  
for these  
dishes on  
pages 28–29.



# TAKE IT TOGO

5 keys to an off-premise program that pays off.

**E**ven before the coronavirus pandemic put a stop to dining in, takeout and delivery were big business. According to stats shared at the 2019 National Restaurant Association Show, drive-thru, carryout, delivery and curbside pickup accounted for more than half of restaurant traffic. Now, providing off-premise dining is more than just a smart business move, it's an economic lifeline.

As restrictions ease and dining rooms reopen, takeout and delivery will still be the preferred choice for many consumers, so, having easy, reliable off-premise options will continue to be essential. Whether your restaurant is new to takeout and delivery or you're interested in boosting your off-premise game, keep these key factors in mind.

## 1. Go contactless

It's important to reassure diners that you offer a safe off-premise dining experience. Limit contact between staff and guests by providing remote ordering options—through a website or app, by phone, or even by text. Offer to take payment over the phone or online to avoid handling cash or credit cards.

Inside, set up a separate station that's dedicated to assembling to-go orders, with staff wearing cloth masks and gloves. If possible, designate a separate entrance and exit for takeout business. And if guests do come inside, make sure you have enough space to follow social distancing guidelines.

Use tamper-proof containers and bags clearly marked with the diner's name. Bring the food to their car and place it directly in the car or trunk. And if you're delivering, whether using your own service or a third party, be sure vehicles are disinfected after each delivery.





**“Immediately, we realized takeout would be a huge part of our business to stay open. We revamped the menu to focus on items that work well to-go and use less labor. We started catering for large offices, too—up to 100 lunches per day.”**

Bill Crawford, Owner  
Riverside Clubhouse, Sacramento, CA



## 2. Take it to the curb

Curbside pickup has become a popular option during the COVID-19 pandemic. If possible, designate a few parking spaces near the front of your restaurant for curbside pickup only. Have dedicated staff take orders, package the food and deliver it to cars. Have them ask for the make and color of the vehicle when taking the order so they can be ready when the customer arrives.

If you're considering adding delivery to your operation, weigh the pros and cons of using a third-party service. There will be added fees (less if you use Sysco's iCare partner, Uber Eats—see page 11), but you'll save by not having to hire additional staff or overburden current employees. You might also reach potential new diners who use the service but have not yet tried out your restaurant.

## 3. Adjust your menu

Create a simplified menu for takeout and delivery. Pare it down to a short list of easy-to-make dishes that travel well. Think comfort foods like sandwiches and wraps, salads (dressing in a separate container), pizza and baked pastas. Don't forget sides, desserts and beverages.

Just because the dishes are easy to make doesn't mean they have to be boring. Chef Neil Doherty, Sysco's Senior Director of Culinary Development, recommends using this opportunity to test your creativity: “Using speed-scratch components or ready-made dishes as a base and then adding your own spin to it will make the truly great stand out from the pack.”

## 4. Perfect your packaging

Your customers will have a better—and safer—takeout experience when you provide sturdy packaging that

maintains the quality and integrity of the food. That means using containers that are durable, won't leak and won't break. Bonus points for containers that also allow for reheating. “Remember, your reputation is in that box,” Chef Doherty says.



*Click to purchase takeout containers, cups and cutlery by Earth Plus, Sysco Classic and other brands that will keep your food looking and tasting great, and keep your customers safe and coming back for more.*

## 5. Get creative

The popularity of meal kit delivery skyrocketed this year as more families cooked at home. Get in on the trend by creating your own kits that deconstruct menu items so consumers can re-create your signature dishes at home. For example, if pizza is your specialty, create a kit with your signature sauce, ready-made dough, all the toppings and detailed cooking instructions. Or add a cocktail recipe that pairs with each dish.

Family packs, party packs and holiday dinner packs are also smart additions to your off-premise offerings as restrictions are lifted and people are allowed to gather in larger groups. Create a limited or rotating family-style menu that features a choice of three to five entrées and a couple of sides. Family-style meals are not only cost-effective and efficient, they also provide comfort to families in uncertain times.

“Boredom and anxiety are on the rise, and comfort food is a popular solution for both,” Chef Doherty says. “Takeout family-style meals are an excellent way for chefs to support their communities.”



*Click here to watch a video about how Sysco products can help boost your takeout operation.*






Muffuletta  
Salad

Not every salad  
begins with lettuce.  
Cured meats,  
produce, pasta and  
cheeses form the  
backbone of these  
simple dishes.

# Savory Salads



Spicy Sautéed  
Chickpea and  
Chorizo Salad





Lettuces and leafy greens, the traditional base of most salads, taste great, but they can be delicate and have a short shelf life. Today, many diners are looking for more protein in their diet. That means salads with heartier, rustic fare like beans, cheeses and cured meats. Try using low-cost, high-margin ingredients like kidney or black beans for Hispanic-style applications, cannellini for French or Italian salads and chickpeas (garbanzo beans) for dishes with a Mediterranean accent. In the Spicy Sautéed Chickpea and Chorizo Salad (pictured), the combination of spiced chickpeas, chopped chorizo and julienned lacinato kale results in a dish that is bursting with color and flavor.

### Seasonal Fare

When creating your summer menus, think of salads that would appeal to the lunch crowd. Ideally, they should be versatile and filling enough to work as a main dish or shared side. If you would like to incorporate fresh, seasonal ingredients, the possibilities are endless. In Italy, *prosciutto e melone* (prosciutto and melon) is a classic summertime


appetizer. For the Cantaloupe and Prosciutto Salad shown here, we've taken this pairing and added fresh mozzarella and fresh basil for a dish that is both light and satisfying.

### Regional Inspiration

From the flavors of Italy to a taste of New Orleans, salads are an easy way to introduce international and regional flavors to your menu. The Muffuletta Salad (pictured) deconstructs the classic muffuletta sandwich of the French Quarter. It uses Italian cold cuts plus pasta, provolone cheese and the traditional giardiniera for a hearty, tangy dish.

These salads will fit well into your warm-weather menus, and are hearty enough for takeout and delivery, too (just package the dressing separately). Most importantly, they are easy to prepare and serve, saving time and labor in the kitchen—which is crucial for every operation in this COVID-19 era.

*Ask your Sales Consultant about Sysco products—including premade and speed-scratch items—that can help save you time and labor in the kitchen.*



Cantaloupe  
and Prosciutto  
Salad

*Find recipes  
for these dishes on  
page 29.*





# YOUR SUCCESS

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# The Great Outdoors

With safety restrictions in place, operators are using outdoor spaces to serve and even prepare food.

Serving guests while maintaining social distancing can be a challenge. In most areas of the country, indoor capacity limitations are in place, making it difficult to accommodate all guests. Protecting staff is also an issue, especially in crowded kitchens. With social distancing regulations expected to continue for the foreseeable future, many operators are getting creative, turning their outdoor spaces into temporary kitchens and expanded dining areas for guests.

## Outdoor Kitchen

With the right tools and equipment, setting up an outdoor kitchen is probably easier than you think:

### MINIMIZE YOUR MENU

Review your menu and select items that can easily be prepared outdoors. Consider choosing items with ingredients that will be used across several dishes, to minimize storage space and maximize efficiency.

### EVALUATE YOUR EQUIPMENT

Although equipment is one of the top expenses associated with outdoor kitchens, you can minimize costs by choosing three or four mobile equipment pieces that can be used to prepare multiple menu items. For example, an outdoor charbroiler can be used to cook burgers or grilled chicken for salads, while an outdoor fryer can pull

double duty preparing wings and fries. If you're concerned about cash flow, consider leasing equipment instead of buying it. Supplies on the Fly has partnered with leasing companies to offer outdoor equipment starting at just \$157 per month.

## Outdoor Dining

In addition to cooking, many operations are serving more guests outside. Use these tips to make over your outdoor dining area:

### SELECT SEATING

Keep guests comfortable by providing plenty of seating options. Choose durable tables and chairs constructed from materials designed to withstand the elements, like acacia wood and resin. And if your operation is family-friendly, make sure to have plenty of highchairs and infant slings on hand, too.

### TRANSFORM YOUR TABLETOP

Swap china and glass for durable, lightweight pieces that can stand up to outdoor use. Unbreakable dinnerware and plastic tumblers are safer and less cumbersome for staff to transport from the kitchen to the outdoor dining space.

### ADD AMBIANCE

If you are remaking a space such as a parking lot, existing patio or deck, try adding products that enhance the ambiance and are functional, too. For example, umbrellas add a pop of color while protecting guests from the elements. Flameless candles add light and create a relaxed, calming atmosphere.

*SuppliesOnTheFly.com offers a complete assortment of supplies and equipment for setting up your outdoor kitchen and dining space. If you are a Sysco customer, you already have an account with Supplies on the Fly—you just need to activate it. Log in today and search “Outdoor Dining 2020” and “Outdoor Kitchen” for a complete list of products, tips and more.*

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OntheFly.com  
from Sysco



# Rapid Response

Sysco reacts quickly to launch a support campaign for restaurants and food donations to those in need.

## Take Out to Give Back

As the COVID-19 crisis struck communities across the nation, the restaurant industry took an immediate and unprecedented hit.

Without delay, Sysco launched #TakeOutToGiveBack, a campaign that called on the public to order takeout and delivery from their favorite local eateries. Sysco asked consumers to post images of their food using the hashtags #TakeOutToGiveBack and #TeamNoKidHungry on social media.

For every post, Sysco donated 50 cents to their longtime partner No Kid Hungry, which works to end child hunger by connecting kids to programs like school breakfast and summer meals. All told, Sysco helped promote local restaurants' takeout and delivery operations, while also contributing \$150,000 to No Kid Hungry.

## Making Every Case Count

While consumers were staying home during the COVID-19 quarantine, most restaurants were forced to shut their doors or do takeout-only, leaving tons of inventory stalled in the supply chain. Reacting quickly, Sysco rallied, diverting food that would have headed to the landfill and instead channeling it to those in need.

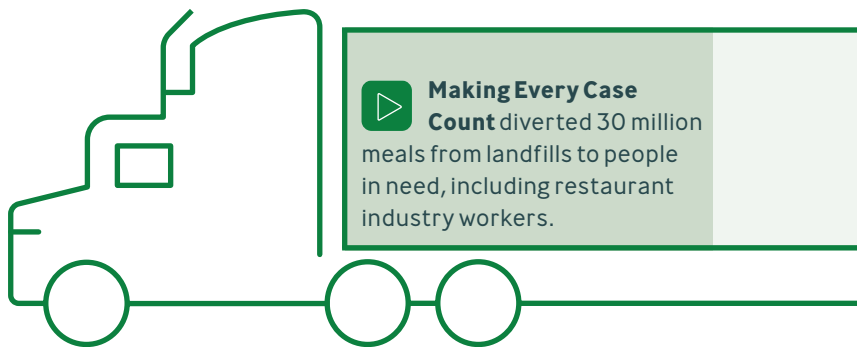
By using its ongoing relationships with food banks across the globe, Sysco donated 30 million meals in 12 weeks, from the U.S. and Canada, and every area in the Sysco footprint, including Europe, Costa Rica and the Bahamas.

Sysco leveraged its vast distribution network and extensive fleet, and loaned storage trailers at no cost to food banks to ensure food ended up in homes instead of landfills. With restaurant workers representing a large percentage of the jobless across the U.S., donating meals was also a way to help those in the industry experiencing unprecedented unemployment and even food insecurity.

"Food is our business and our passion. We had an opportunity to make a meaningful difference in the communities where we operate and help drive traffic to our customers' businesses," says Neil Russell, Sysco's Vice President of Corporate Affairs.



**30 MILLION  
MEALS =  
\$100+ MILLION  
VALUE**

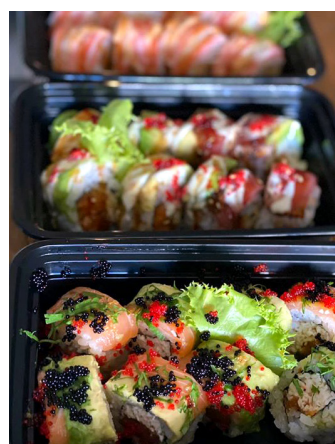






"Sysco is working to support our customers, business partners and communities during this challenging time."

— **Neil Russell**,  
Vice President  
of Corporate Affairs



THAT'S  
**3**  
MEALS A DAY

FOR  
**50**  
DAYS

FOR MORE THAN  
**200K**  
PEOPLE



1,200 TRUCKLOADS  
OF FOOD



7,800 TONS  
OF PRODUCE



6 MILLION POUNDS  
OF DAIRY



700,000 GALLONS  
OF MILK







## Fresh Cuts

Save time and labor in the kitchen with Sysco's precut produce items.

Today more than ever, operators are looking for safe, low-labor solutions in the kitchen. Sysco's wide assortment of precut and premixed produce items offer a range of benefits, providing consistency and quality while saving money and preventing food waste by providing 100% yield. They also help circumvent any cross-contamination that could occur on the cutting board.

### Easy Vegetables

To begin, Sysco's **Imperial Fresh** staple items such as jarred **peeled fresh garlic** and **peeled jumbo yellow onions** will become the go-to items in your kitchen. Whether

you are making vegetables to use as side dishes or as part of a plant-based entrée, take the prep work out of the equation with practical **Imperial Fresh** items such as precut **broccoli florets**, **matchstick carrots** and **trimmed fresh green beans**. Use Sysco's **Imperial Fresh Wild Mushroom Blend** as an addition to risottos, pastas and pilafs. Or serve it on its own, seasoned with fresh herbs, salt and freshly ground pepper, as a versatile side dish for poultry or pork. Originally a Cutting Edge Solutions item, **peeled and cooked beets** allow you to skip beets' long cooking time and quickly and easily put together a range of applications such as beet and goat cheese salad.

### Make Salads a Cinch

Instead of spending the time to wash, dry and separate lettuce leaves, you can rely on **Imperial Fresh Salad and Spring Mixes**. The former is a combination of washed and cut iceberg and romaine lettuces, a perfect foundation for basic salads. The latter combines small young salad greens and herbs as a base for fresh preparations. Another popular item, Sysco's **Imperial Fresh Arcadian Mix**, is a prechopped combination of cruciferous vegetables. Use it year-round as a base for salads and slaws.

### The Safe Choice

When you buy produce from Sysco, you can be confident knowing that it has gone through the most rigorous QA process in the industry, from field and site audits to high-tech sanitation systems that allow real-time monitoring to prevent outbreaks.



*Talk to your Sales Consultant about the full range of Sysco's cost- and labor-saving precut produce items.*



# Make Your Menu Pandemic Proof

Learn the 4 P's of menu engineering to save costs and maximize revenue in the COVID-19 era.

Bruce Barnes, Senior Manager of Marketing Services, and his team of Sysco analysts, designers and menu consultants have been very busy. Their work includes helping customers brand (or rebrand) their concepts, analyze recipes for cost and labor efficiencies, and bring innovation to the customer experience. During the COVID-19 crisis, their work has been more crucial than ever to customers across the country.

"Our entire team came from the industry; we feel the connection to our customers, and we want to do everything in our power to help them," says Barnes.

When Sysco customers were in need of help, the Marketing Services team provided weekly webinars on COVID-19-related subjects and free one-on-one consultations.

"We start our conversation by asking what our customers need. Maybe it's a website, maybe it's a takeout menu, but we always remind them of the 4 P's of Menu Engineering," Barnes says. When considering what's on your menu, keep in mind these all-important priorities:

## PROFITABILITY

These are tough economic times. Make sure all your efforts are financially sustainable and keep profit top of mind.

## PREPARATION

Most restaurants have had to cut staff. Making sure your menu is labor- and time-conscious is critical right now.

## PORTABILITY

Takeout and delivery are vital at this time, and consumers have high expectations for quality and presentation. Containers should keep the food presentable and

delicious. And if an item doesn't travel well, don't put it on your to-go menu.

## POPULARITY

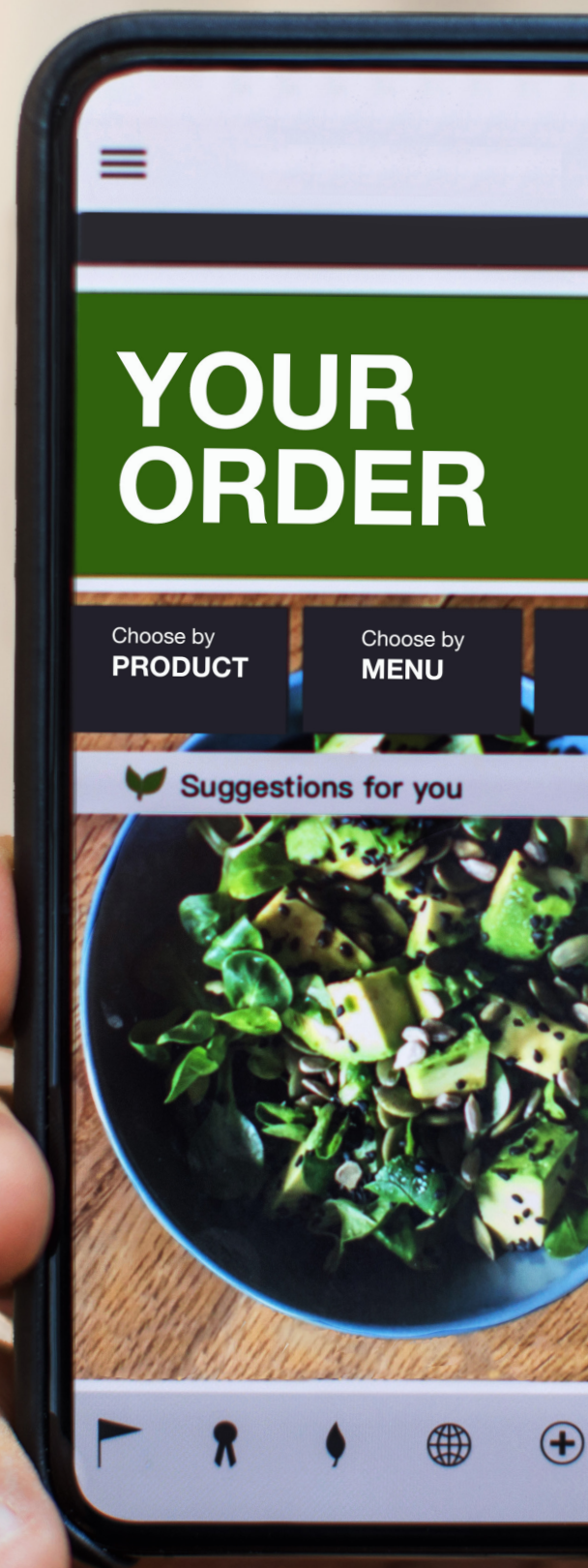
Consumers want comfort food and familiarity. If you're known for meatballs, keep meatballs on the menu. Offer the things people love about your restaurant.

"Rethinking your menu is key, but another piece of this puzzle is making sure diners feel safe in your restaurant," says Barnes. Using the Sysco Studio tool, customers can choose from more than 3,000 designs to create reassuring signage, takeout or disposable menus and contactless online menu options that correspond in look and feel with their traditional menu.

Using the QR code tool in Sysco Studio, you can create a contactless menu option with a QR code on a table tent that, when scanned, takes diners to the online version of your menu (minimizing the waste of disposable menus).

"As restaurants around the country begin to reimagine themselves, the Marketing Services team is here to address the ever-changing needs of our customers," says Barnes. "We're here for you."

Visit [syscomarketingservices.com](https://syscomarketingservices.com) to have the Sysco Marketing Services team conduct a consultation on your menus.





# Safety Is Your No. 1 Priority

Use these essential products to keep your front and back of house safe and clean.

As more and more restaurants open up, hygiene is everything. Sysco is your trusted partner as you navigate the new health and safety codes and work to keep your consumers and staff safe. Feel confident starting with these essential products to disinfect your front and back of house, and to protect your workers, as we enter the new industry normal.

## Keystone Orange Multi-Surface Cleaner

The first thing guests see when they walk in determines their overall impression of your establishment. This product is effective on walls, floors, countertops, equipment, glass surfaces, mirrors, plexiglass and plastic.

## Keystone Bleach Disinfectant Cleaner

You need a disinfectant cleaner you can rely on. Keystone bleach is an EPA-registered solution specially formulated to kill 99.9% of germs, including cold, flu, norovirus and hepatitis A, while providing a simple all-in-one cleaner and stain remover.

## Keystone Sanitizing Wash 'n Walk

Clean floors are a must-have for hygiene and safety. **Keystone Sanitizing Wash 'n**

**Walk** kills 99% of harmful bacteria on floors and in drains, creating a cleaner, safer kitchen. Without requiring a rinse, this product saves water and eliminates "grease banks" that build up on floors.

## Keystone Advanced Antibacterial Foam Hand Soap

This foaming soap is effective on germs and bacteria to help reduce food-safety risks. Compared with traditional liquid hand soap, it provides up to 30% more doses per ounce, adding value while keeping hands moisturized.

## 3-Ply Disposable Mask

A Class 1 disposable surgical mask certified by the FDA, this mask is suitable for most faces as it adapts to facial contours. It offers a bacterial filter, preventing harmful airborne particulate matter and aerosols from penetrating.

## Sysco Classic ProtectIt™ Tamper Evident Labels

Give your delivery consumers peace of mind with special tape that breaks if tampered with. Designed to adhere to a variety of packaging options, these labels feature an aggressive adhesive, making them tamper evident.



Click for information on maintaining a safe and clean operation during COVID-19 from Keystone and Ecolab.



Click to purchase essential products for keeping your operation safe and clean.

**KEYSTONE™**





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Sysco Sales Consultant  
for more information.





## Smoky Bacon Michelada

SYSCO CULINARY TEAM  
HOUSTON, TX  
SERVES 1

- Ice (as needed)
- Juice of 2 limes
- 4 oz. Clamato Original
- 1 tsp. Worcestershire sauce
- 2 tsp. chipotle in adobo sauce
- 4 Tbsp. Sysco Classic kosher salt
- 2 tsp. Sysco Imperial McCormick chili powder
- 1 12-oz. bottle Mexican-style beer
- 1 lime wedge for garnish
- 2 strips bacon for garnish
- Block & Barrel pork rinds tossed with Tajin

In a cocktail glass filled with ice, mix together the lime juice, Clamato, Worcestershire sauce and chipotle in adobo. Shake well to cool. Combine the salt and chili powder on a small plate. Take a separate tall glass, rub some lime juice around the rim and dip it into the plate with the chili powder mix. Fill the glass with beer, then add the Clamato mix. Garnish with lime wedge and bacon strips. Serve with the Tajin-seasoned pork rinds.

## Chiles Rellenos

CHEF ARMANDO A. POMALES  
SYSCO NEW MEXICO  
SERVES 8

### CHILES

- 8 ancho chiles
- 4 oz. piloncillo (Mexican cane sugar)
- ½ Mexican canela or cinnamon stick
- 4 whole cloves
- ¼ tsp. coriander seeds

- ½ tsp. juniper berries
- 2 Tbsp. chopped white onion
- 3 cloves garlic
- ¼ cup Sysco Classic apple cider vinegar

### PORK PICADILLO

- 2 Tbsp. canola oil
- ½ cup minced white onion
- 3 cloves garlic, minced
- 1 lb. Butcher's Block ground pork
- ½ chayote squash, peeled and diced
- 1 green plantain, finely diced and fried
- 10 squash blossoms, chopped
- 2 Tbsp. tomato paste
- ½ Tbsp. Sysco Classic apple cider vinegar
- ½ cup currants
- ½ tsp. ground coriander
- ½ tsp. cumin
- Salt and freshly ground black pepper

### CHAYOTE SOUP

- 1 Tbsp. unsalted butter
- 2 Tbsp. chopped leek
- 2 chayote squashes, peeled and chopped
- ½ serrano pepper, chopped
- 2 Tbsp. chopped cilantro
- Salt to taste

### STUFFED CHILES

- 1 cup Casa Solana Queso Quesadilla or other melting cheese
- 1 lb. prepared tamale masa
- Chiles (see recipe)
- Pork Picadillo (see recipe)
- 16 squash blossoms, blanched

### GARNISH

- Micro chives
- Micro Hearts on Fire
- Micro red shiso
- Petite squash
- Mexican crema
- Queso fresco
- Red chile oil

### FOR THE CHILES

Remove stems and seeds from the chiles and toast them in an oven heated to 350 degrees for 1–2 minutes. Place them in a non-reactive container. Meanwhile, combine 4½ cups water with the other ingredients in a large pot. Bring to a boil and cook until the piloncillo is completely dissolved. Pour the liquid over the chiles and let cool to room temperature. Place in the refrigerator for at least 12 hours or up to 24 hours. Remove the chiles from the liquid; discard everything but the chiles. Carefully cut the chiles lengthwise through the middle; set aside.

### FOR THE PORK PICADILLO

Heat the oil in a sauté pan over medium heat. Add the onion and cook for 7–10 minutes. Add the garlic and cook another 3–4 minutes. Add the pork and cook, breaking up the meat until it is no longer pink, about 10–12 minutes. Add the squash and fried plantain and cook until the squash begins to soften, for 4–5 minutes. Add squash blossoms and spices and continue to cook until the blossoms soften. Move the pork to one side of pan. Add tomato paste to the other side of the pan and fry for 1 minute. Add ¼ cup water, the vinegar and currants to the pan. Bring to a boil; then reduce the heat to low and simmer uncovered until the liquid has reduced and thickened. Add the coriander and cumin. Adjust the seasoning as needed with salt and pepper.

### FOR THE CHAYOTE SOUP

In a saucepan over medium heat, melt the butter. Add the leek and cook slowly until softened. Add the squash and serrano pepper and cook for 6–8 minutes. Add 4 cups of water and bring to a boil. Reduce to a simmer and cook until the squash has softened completely, about 12–15 minutes. Place the mixture into a blender

along with the cilantro and salt. Blend until completely smooth. Reserve warm.

### FOR THE STUFFED CHILES

Fold the cheese into the prepared tamale masa. Place one chile, skin side down, on a cutting board. Smother with masa and add 1 to 1½ tablespoons of pork picadillo followed by two squash blossoms. Roll into a cylinder. Repeat with remaining chiles. Wrap each chile in plastic wrap and steam for about 45 minutes. Remove from the plastic wrap and keep warm. Slice crosswise.

Spoon some chayote soup onto each plate. Place a stuffed chile on top, garnish with the micro-greens. Place tiny vegetables around the chile. Dot with the crema, queso fresco and chile oil.

## Squash Blossom Chiles Rellenos

SYSCO CULINARY TEAM  
HOUSTON, TX  
SERVES 12

### STUFFING

- 6 poblano chiles
- 2 handfuls squash blossoms
- 3 egg yolks
- 2 lb. precooked tamale masa
- 2 onions, sliced

### CHILES

- 12 large poblano chiles
- 4 oz. Casa Solana Queso Quesadilla, shredded
- 4 oz. Queso Fresco or other fresh white cheese
- 30 corn husks
- Sysco Pica y Salpica Cotija Cheese, for serving
- Hot sauce, for serving

### FOR THE STUFFING

Grill, peel and devein the poblano chiles. Bring a pot of salted water to boil. Add the chiles and cook until tender, about 3 minutes. Drain under cold water. Slice thinly and set aside. Chop the squash blossoms and set aside. In a bowl, combine egg yolks with the precooked tamale dough. Add the poblano slices, chopped squash blossoms and onions to the tamale masa and mix.



## FOR THE CHILES

Roast the whole poblano chiles, peel them, cut them lengthwise and devein. Fill them with the tamale masa mixture and the shredded melting cheese. Close the chiles and wrap each with 2 corn husks. Place 6 corn husks over the rack of a steamer and place the wrapped poblano chiles on top; tie at the ends. Cover and steam for about 45 minutes. Top with Cotija cheese and hot sauce and serve.

## Pork Carnitas Tacos With Salsa Roja

SYSCO CULINARY TEAM  
HOUSTON, TX  
SERVES 1-2

### SALSA ROJA

- 6 Sysco Imperial Fresh Roma tomatoes, quartered
- 1 dried chile de árbol, quartered
- 1 clove Sysco Imperial Fresh garlic
- 1 Sysco Imperial Fresh jalapeno chile, seeded
- ½ cup chopped Sysco Imperial Fresh white onion
- 1 cup Sysco Classic chicken broth, heated
- ¼ cup Sysco Imperial Fresh cilantro, chopped (stems included)
- Salt and freshly ground black pepper to taste

### CARNITAS

- 8 oz. Casa Solana Classic Pork Carnitas
- 1 tsp. Arrezzio Imperial olive oil
- ¼ Sysco Imperial Fresh red bell pepper, julienned
- ¼ Sysco Imperial Fresh yellow bell pepper, julienned
- ¼ Sysco Imperial Fresh yellow onion, julienned
- 2 6-inch Casa Solana flour tortillas
- 1 tsp. Salsa Roja (see recipe, below)
- ¼ Casa Solana Imperial avocado, halved and sliced
- 2 oz. pickled red onion
- 4 Imperial Fresh cilantro leaves
- 2 Tbsp. Sysco Pica y Salpica crema, in a squeeze bottle
- 1 Tbsp. Sysco Pica y Salpica Cotija Cheese

## FOR THE SALSA ROJA

Heat the oven to 350 degrees. Put the tomatoes, chile de árbol, garlic, jalapeno and onion on a lightly oiled sheet pan and roast until the tomatoes start to blister and are heated all the way through. Put the roasted ingredients into a blender along with the hot chicken broth and pulse, being careful not to overprocess. The salsa should remain slightly chunky. Pulse in the cilantro and season with salt and pepper.

### FOR THE CARNITAS

Heat and shred the preseasoned, precooked carnitas. In a pan, heat the olive oil over medium-high heat and sauté the peppers and onion until they are al dente. To build the tacos, heat two tortillas on a flattop grill or pan, about 30 seconds per side. Divide the Salsa Roja between the tortillas, followed by the sautéed peppers and onion and pork carnitas. Top with sliced avocado, pickled red onion and cilantro leaves. Squeeze some crema over each taco and top with the Cotija cheese.

## Muffuletta Salad

SYSCO CULINARY TEAM  
HOUSTON, TX  
SERVES 8-10

- 1 lb. medium Arrezzio pasta shells
- 1 lb. provolone cheese, cut into ¼-inch cubes
- ½ lb. sliced Genoa salami, cut into ¼-inch pieces (sourced by European Imports)
- ½ lb. sliced hot capocollo, cut into ¼-inch pieces (sourced by European Imports)
- ½ lb. mortadella, cut into ¼-inch cubes (sourced by European Imports)
- 12 oz. Block & Barrel giardiniera, chopped
- 12 oz. Arrezzio green olives, sliced
- 4 oz. Arrezzio black olives, sliced
- 3 green, red and/or yellow bell peppers, diced
- 1 stalk celery, finely chopped
- 2 cups zesty Italian dressing



Cook the pasta according to the package directions until al dente; drain and let cool completely. In a large bowl, gently toss the cooked pasta by hand with the remaining ingredients. Refrigerate in an airtight container for at least 2 hours or up to 3 days. Serve family style.

## Spicy Sautéed Chickpea and Chorizo Salad

SYSCO CULINARY TEAM  
HOUSTON, TX  
SERVES 4

- ¼ cup pine nuts, for garnish
- ½ cup Arrezzio olive oil
- 8 oz. chorizo, sliced and chopped
- ½ cup chopped Spanish onion
- 4 cups julienned lacinato kale
- 2 cups chickpeas, cooked
- 4 tsp. lemon zest
- 1 tsp. Sysco Imperial McCormick smoked paprika
- ½ tsp. Sysco Imperial McCormick ground cayenne pepper
- ½ tsp. Sysco Imperial McCormick ground cinnamon
- ½ tsp. Sysco Imperial McCormick ground cumin

In a dry sauté pan over medium heat, toast the pine nuts, stirring occasionally, until fragrant and golden brown, about 2 minutes; set aside. (If not using right away, store at room temperature in an airtight container for up to 5 days.) Heat the oil in a sauté pan over medium-high heat. Add the chorizo and onion and cook, stirring frequently, until the onion is tender and the chorizo is starting to brown, about 3 minutes. Add the remaining ingredients. Cook

until kale is wilted and chickpeas are heated through, about 5 minutes, stirring frequently. Serve on a large platter or four plates, sprinkled with toasted pine nuts.

## Cantaloupe and Prosciutto Salad

SYSCO CULINARY TEAM  
HOUSTON, TX  
SERVES 8-10

- 2 lb. fresh ciliegine mozzarella, drained (sourced from European Imports)
- 1 cantaloupe, peeled and seeded, cut into ¾-inch pieces
- 3 Tbsp. Arrezzio extra-virgin olive oil
- 2 Tbsp. Sysco Classic apple cider vinegar
- 1 Tbsp. Sysco Classic sugar
- 4 oz. prosciutto, torn (sourced from European Imports)
- 8 tsp. thinly sliced fresh chives
- Fresh cracked black pepper for garnish

In a large bowl, mix together the mozzarella, cantaloupe, oil, vinegar and sugar. Chill the mixture in an airtight container for at least 2 hours or up to 3 days. To serve, top the with prosciutto and chives and garnish with the fresh cracked pepper.





**Tim Wierzbinski**  
Sysco Metro New York Driver

## Help on Wheels

For Sysco driver Tim Wierzbinski, the restaurants and catering companies he works with in the New York region aren't customers, they're family.

"I love seeing my people all the time," he says. "I ask about their families, and they ask about mine. We know each other. That makes it easy for me to make sure they're taken care of and have everything they need. And they know they can trust me to help them if they need it."

### The New Normal

His close relationship with his customers made the COVID-19 pandemic especially difficult for Wierzbinski, who has been with Sysco for 34 years. Because many of his regular customers were forced to close their doors as the city dealt with the pandemic, Wierzbinski was reassigned to Sysco's Emergency Feeding accounts: caterers, restaurant groups and other organizations working to provide food to health care workers, the indigent, older adults or others who found themselves without access to meals during the lockdown.

"I haven't seen my usual customers for months," he says. "But I still call and check in to make sure that they're good. I want them to know that I'm still here for them."

“I want [my customers] to know that I’m still here for them.”

### Ready for Action

Wierzbinski hasn't let the upheaval caused by the pandemic affect him. Thanks to his work as a volunteer firefighter, he understands that you have to be ready for anything. And he's been impressed with his clients' responses to the challenges posed by the pandemic.

"It's amazing to see how these companies came together to take care of their neighbors," he says. "It's almost like an assembly line, putting together meals and food kits for people in need."

One of the companies stepping up to help is the catering company Great Performances. During the pandemic, the company's South Bronx location has been helping to prep and deliver 40,000 meals a week to 8,000 homes of senior citizens—an effort that received praise from New York Governor Andrew Cuomo. Wierzbinski

says he's proud to help the company. "It's really been a bright spot in this whole mess, to see people take care of other people."

### Relationships Matter

At the end of the day, Wierzbinski says, it comes down to people.

"It's about the relationships," he says. "With my customers, with Sysco management, with my Sysco team. My customers know if they're not happy, I'm going to go to my managers and we'll solve the problem."

And it's not just his current clients—his former clients are still part of the Sysco family, too. "We're hoping that businesses that had to close because of COVID-19 can come back," he says. "And when they do, I want to be here with open arms and help them pick up where they left off."







## ELEVATE YOUR COFFEE EXPERIENCE WITH CITAVO NON-DAIRY FLAVORED COFFEE CREAMERS.

Choose from popular flavors like French Vanilla, Hazelnut and Original to compliment your coffee & tea offerings.

### SMALL CUP, BIG BENEFITS

- ✓ Lactose Free
- ✓ Kosher Certified
- ✓ Shelf Stable
- ✓ Leak-Proof Packaging
- ✓ Single use and portion control for table service, coffee bars, takeout, and delivery



As an operator, you can rest easy during these uncertain times. Citavo portion control non-dairy creamers are packaged in leak proof cups virtually eliminating any mess or HACCP concerns.

**Please contact your Sysco Sales Consultant for more details.**



\*Citavo non dairy creamers contain sodium caseinate (a milk derivative). Sodium caseinate is not a source of lactose.

[Click here to shop for Citavo® non-dairy flavored coffee creamers.](#)







In response to the global COVID-19 crisis, Sysco donated

**30** MILLION MEALS

across 8 countries with 80% consisting of fresh produce and dairy products.

Go to [syscofoodie.com](https://syscofoodie.com) to learn more about the impact we're making during Covid-19.

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