

Sysco® FOODIE

Catching UP ON Seafood

FROM THE SOURCE:
PAUL PIAZZA & SON, INC.
SHRIMP ~ P.4

**NEW INNOVATIONS
FROM CUTTING EDGE
SOLUTIONS ~ P.12**

**SECRETS FROM OUR
CULINARY SPECIALIST
CHEF MARINA CARDOSO ~ P.26**

Good for the Planet

& YOUR BUSINESS

Sysco supports sustainable seafood initiatives – like the Peru Mahi Alliance (PMA) – to help our customers reduce their environmental impact and preserve our planet's seafood production for future generations.



WHAT IS THE PERU MAHI ALLIANCE?

Launched in March 2022, the PMA currently unites 14 Peruvian processing companies to improve the sustainability of Peru's fisheries, ensuring its viability for future generations.

HOW DOES THE PERU MAHI ALLIANCE DRIVE POSITIVE CHANGE IN THE SEAFOOD INDUSTRY?

As the world's leading producer of mahi-mahi, Peru sends over 70% of its exports to the U.S. and supports the livelihood of more than 10,000 fishers. Sourcing mahi-mahi sustainably preserves vital food for ocean predators like dolphins and sharks, maintaining a balanced marine ecosystem.

Since 2013, Sysco has partnered with World Wildlife Fund and other buyers to improve management of the mahi-mahi fishery, and more recently advance PMA's key goals, such as:

- ◆ Ensuring fishing permits go to qualified mahi-mahi fishers
- ◆ Enhancing traceability and transparency
- ◆ Minimizing sea turtle bycatch
- ◆ Developing a binational management plan for mahi-mahi with Ecuador and Peru

You can trust Sysco for quality and responsibly sourced seafood products that meet diners' expectations.



Scan to learn more about our efforts, and view our latest Sustainability Report.

TO OUR VALUED CUSTOMERS

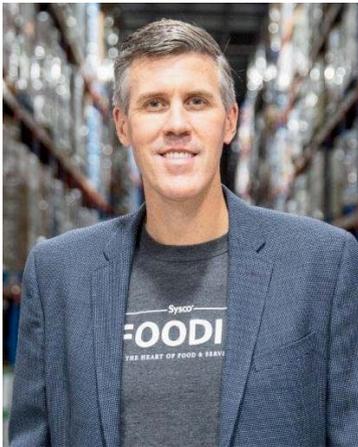
As the foodservice industry leader, we work tirelessly to deliver responsibly sourced products from supply partners who treat people, the planet, and animals with respect.

Today, Peru is the world's leading producer of mahi-mahi, shipping more than 70% of their exports to the U.S. In 2022, Sysco sold about 1.6 million pounds of Peruvian mahi-mahi under our Portico brand.

That's why our support of the Peru Mahi Alliance, which is committed to protecting Peru's fisheries and the families who rely on them, is so important. It's not only good business, but also a perfect example of our purpose of **connecting the world to share food and care for one another.**

Together with partners across Sysco's global footprint, our conservation efforts have improved protections for species like mahi-mahi and countless others while securing the livelihoods of more than 100,000 people.

And that is what this issue of Sysco **FOODIE** is all about – leading the progress in responsible seafood sourcing best practices, driving improvements in Sysco's value chain and our shared industry, and offering support through culinary solutions that help your business thrive.



On behalf of Sysco, we want to say "thank you" for your continued partnership.

Be safe and well,

Kevin
Kevin Hourican
Chief Executive Officer
Sysco Corporation

STORIES AND Features

FROM THE SOURCE

- 4 **THE STORIES BEHIND OUR SYSCO SUPPLIERS**
Paul Piazza & Son, Inc.

TRENDS

- 9 **GLOBAL HOT LIST**
Emerging new trends and global flavors

AT THE FOREFRONT OF INNOVATION

Explore Spring '23 Cutting Edge Solutions products

TASTE

- 16 **AN OCEAN OF FLAVOR**
Menu inspiration from our Culinary Specialists

TIPS

- 22 **EASY WAYS TO MAXIMIZE YOUR SEAFOOD**
Strategies to improve cost efficiencies and reduce waste

TECHNIQUE

- 24 **3 TECHNIQUES THAT BENEFIT SEAFOOD SUSTAINABILITY**
Ideas and resources to promote a better future for our planet

TALENT

- 26 **THE HEART OF HOSPITALITY**
Wisdom and inspiration from Sysco Chef Marina Cardoso

TRAVEL

- 28 **TRAVEL TIPS FOR FOODIES**
Take a trip to Raleigh, N.C., with Sysco Chef Michael Harris

RECIPES

- 30 **FEATURED DISHES**
Seafood recipes from our Culinary Specialists



A Shrimping Legacy

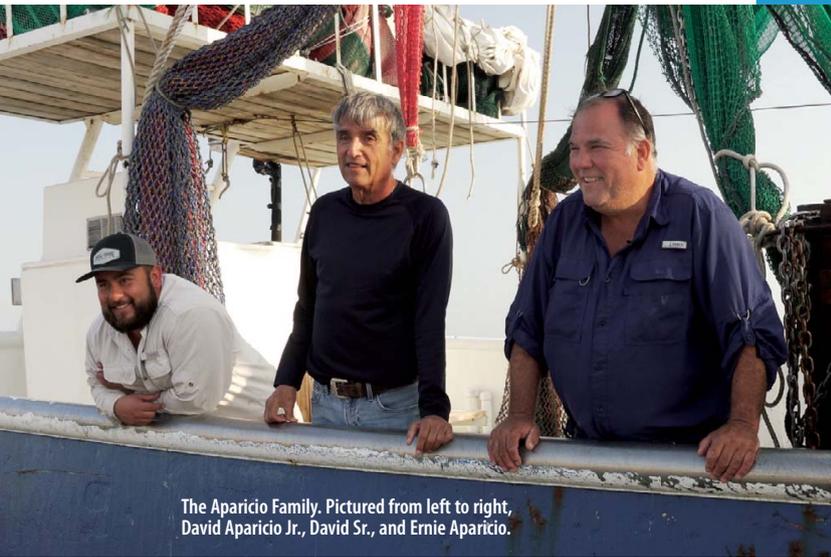
HOW PASSION
BRINGS
UNPARALLELED
QUALITY TO
YOUR PLATE



Making it in business for 130 years requires more than just good product. It requires expertise, adaptability, and a passion for the job. As one of Sysco's partners for Portico Classic and Portico Imperial Shrimp, Paul Piazza & Son, Inc. (PPS) has been making an impact on our customers' tables for over 15 years.

And since its modest beginnings as a seafood stand in New Orleans' famous French Market in 1892, PPS has leveraged all these tenets to become one of the largest fully vertically integrated suppliers of Gulf of Mexico shrimp. When it comes to seafood, few things are more coveted or marketable than these delectable crustaceans renowned for their sweet, tender meat, and delicate flavor.

One key factor that sets Gulf shrimp apart is the water it comes from. The Gulf of Mexico is teeming with biodiversity, and its warm, shallow waters provide an ideal environment for shrimp to thrive. The combination of saltwater and freshwater from the Mississippi River creates a unique blend of nutrients that contributes to the shrimp's distinctive flavor and texture.



The Aparicio Family. Pictured from left to right, David Aparicio Jr., David Sr., and Ernie Aparicio.

BUT WHAT REALLY DIFFERENTIATES PAUL PIAZZA & SON FROM ITS PEERS IS THE COMPANY'S MASTER TRADECRAFT AND DEDICATED TRADESMEN

Using traditional methods like shrimp nets (with some important modifications – more on that later) allows its fishermen to carefully hand-select and sort the shrimp so they are not damaged in the process. Additionally, within an hour of harvest, all shrimp are frozen on board. After unloading at their docks, the shrimp are delivered to plants where they are processed using only fresh well water rather than recycled water from the bayou. This delivers a product with a better appearance and no off flavors or odor at the operator level.

“Only the best fishermen and fleets fish for us,” said Andy Neely, Paul Piazza & Son Vice President of Sales and Marketing.

Continued...



“SHRIMPING IS AN ART AND A VERY SPECIALIZED FISHERY. IT TAKES A LONG TIME TO LEARN AND MASTER.”



Scan to watch how PPS sources our shrimp.



**“ONLY
THE BEST
FISHERMEN
AND FLEETS
FISH FOR US.”**

David Aparicio Jr., a third-generation shrimper, has been trawling the fertile waters of the Gulf since he was a kid learning the ropes with his father David Sr. and uncle Ernie Aparicio. For him, shrimping isn't just a

job – it's a calling that runs through his veins. "There is an immense sense of pride in bringing this level of quality shrimp to market," Aparicio said. "Shrimping is an art and a very specialized fishery. It takes a long

time to learn and master."

The family has been using the same shrimping methods for 100 years; visiting and tracking the grounds that were good in the past and following weather patterns. But they

also credit their success to gut feelings and experience because shrimp are often driven by the makeup of the ocean bottom and their food source.





Another important piece of the puzzle is the actual nets, which are proprietary. Every captain has a particular way of handling and using them, and they often make their own. The way the nets are lowered into the water, boat speed, and other nuances are carefully considered by the crew, which consists of the captain, rig man, and deck hands. When the load is dropped, it's literally "all hands on deck," and they work together sorting, heading, rinsing, sacking, and freezing the shrimp quickly, which takes place within an hour after landing to provide the freshest frozen product.

While the exhilaration of hauling in a net bursting at the seams hasn't changed for shrimpers, one thing that has is the rise of sustainable practices. One of those efforts Paul Piazza & Son is using to achieve sustainability is more selective gear. To avoid catching everything in their path, including non-target species like sea turtles and dolphins, boats are equipped with bycatch reduction and turtle excluder devices that allow these species and other bycatch to escape while still catching shrimp.

"We do this not because we are required to do so," Neely said, "but because our business, the livelihood of our fishermen, the vitality of our communities, and our heritage depend on it."

Chefs can serve Portico Shrimp with confidence knowing that the shrimp on their tables is sustainably sourced, fully traceable, and coming from a trusted partner with quality standards that ensure a great tasting product every time.



Scan to learn
more about PPS.

FAST FACTS ABOUT PAUL PIAZZA & SON, INC.

- Began selling shrimp, fish, and wild game in the local French Market after Paul Piazza arrived in New Orleans from Sicily in 1892.
- Was nearly lost during Hurricane Katrina in 2006 but rebounded and grew with new energy, ideas, and leadership.
- Processes more than 30 million pounds of premium, wild-caught Gulf of Mexico shrimp annually – nearly 1/3 of all Gulf landings.
- Owns and controls the shrimp from the time of harvest to the time it delivers to Sysco, ensuring full sustainability and traceability compliance.
- Collaborates with government and conservationist partners to study the impact of commercial shrimping on the environment.
- Will complete the certification process for the Gulf fishery with Marine Stewardship Council (MSC) in late 2023 or early 2024.





FRESH
TAKE
FROM

The Chef

Behind every plate is a team of dedicated individuals who pour their heart and soul into making it a reality. But with the current labor crunch, the food industry faces new challenges that require next-level adaptability.

Sysco FOODIE is your valuable tool for learning new ways to drive your business forward, and our national network of chefs is one of your greatest resources. Discover their personal stories, signature recipes, and practical tips throughout these pages for fresh and creative ways to elevate your offerings.

We understand the struggle of keeping up with expectations during this challenging time, but we've seen our partners persevere without hesitation. Take the shrimpers at Paul Piazza & Son, for example. They go above and beyond to ensure their customers receive the highest quality products. From sustainable sourcing to hand-selecting and sorting shrimp, they get the job done – and done right. Check out page 4 to see their dedication in action.

Everyone needs help these days. Our speed-scratch items can help you save time without compromising creativity. We've got everything from sous vide products to pre-made desserts, soups, and sauces, plus our first-to-market Cutting Edge Solutions. Our range of products can reduce your food costs while generating more dollars per plate.

We're more than just a delivery service – we're your partner in every sense of the word. Flip through Sysco FOODIE to get to know our chefs, explore the valuable resources available, and let us help you learn, grow, innovate, and connect the world to share food and care for one another.

Cheers!

Chef Neil

Chef Neil Doherty
Corporate Executive Chef,
Sysco Corporation

Global Hot List:

WHAT'S TRENDING?

Diners are hungry to connect over food. Emerging new trends like global flavors and new technologies are satisfying consumers' sense of adventure and offering endless possibilities for creativity and innovation in the kitchen.

But it's about more than just taking guests on a culinary journey; these trends also have the potential to make your business more profitable. Use this guide as inspiration to diversify your offerings and serve unique experiences.

Turn the page to see the latest.

Vietnamese Coconut-Caramel Shrimp Skewers

Get the recipe.



TOP-TRENDING GLOBAL FLAVORS: SOUTHEAST ASIAN CUISINE'S GLOBAL INFLUENCE

Asian cuisine has captured consumers' taste buds, prompting an appetite for its spicy, pickled, exotic, sweet-heat flavors. That's why the NRA's 2023 "What's Hot Culinary Forecast" lists Southeast Asian cuisine as the top global flavor trend. From tangy, spicy Vietnamese pho to savory Filipino adobo and the complex flavors of Singaporean laksa, these global dishes will enliven your menu with international flavors and ingredients.



▶ **VIETNAMESE:** Known for its fresh, herbaceous flavors with popular dishes like pho and banh mi

▶ **TOP INGREDIENTS:** Fish sauce, rice noodles, lemongrass, tamarind, coconut milk



▶ **FILIPINO:** A unique fusion of Spanish and Southeast Asian influences with dishes like adobo and sisig

▶ **TOP INGREDIENTS:** Vinegar, coconut milk, fish sauce, tamarind, ube



▶ **SINGAPOREAN:** A mix of Chinese, Malaysian, and Indian flavors, such as the iconic chili crab and laksa

▶ **TOP INGREDIENTS:** Chili paste, laksa leaves, curry leaves, pandan leaves, sambal



GO BIG & GO "GLOCAL"

The "glocal" trend emphasizes local ingredients in global dishes. Glocal not only supports local farmers and suppliers but also promotes a sense of community and cultural appreciation. Consumers crave knowing the origins of their food and want to support ethical practices. Incorporating unique local flavors and ingredients within global cuisine allows operators to flex their creativity while showcasing the bounty of their region.



SAY HI TO AI: YOUR LONG-TERM LABOR SOLUTION

Artificial intelligence (AI) in restaurants isn't merely a temporary solution to address labor shortages – it's the long-lasting answer the industry has been waiting for. AI technologies can help improve efficiencies, reduce labor needs, and enhance customer experiences, making them an accessible and valuable long-term investment. Watch out for emerging technologies that have the potential to boost your business.



POPULAR FLAVORS & INGREDIENTS SET TO DOMINATE IN 2023

▶ SALSA MACHA

Made with a rich chili oil from Veracruz, Mexico, this trendy nutty salsa has seen a 339% increase in menu presence over the past four years. *(Datassential)*



▶ MANGONADA

A sweet and spicy Mexican sorbet dessert made with chili powder and chamoy that's experienced a 100% increase in menu popularity over the past year. *(Datassential)*



▶ YUZU

An aromatic East Asian citrus fruit known for its strong fragrance that's traditionally used in ponzu sauce and growing on mainstream menus.



▶ SPICY MAPLE

Hot honey's distant cousin that brings a delicious dose of sweet heat to the table.



▶ MUSHROOMS

From funky fungi snacks to unique mushroom varieties like Lion's Mane, mushrooms are a menu must-have.





AT THE
FOREFRONT OF
Innovation

Since launching, Cutting Edge Solutions has brought nearly 100 innovative, exclusive products to Sysco customers. But what does Cutting Edge Solutions really mean? At its core, it's about delivering our customers the most effective solutions possible that can truly make a difference in their business. It's the products that are unique in production, packaging, and presentation that solve challenges and give our customers the upper hand in a constantly evolving industry. They're sourced from leading up-and-coming suppliers who bring something to the table that we've never seen before, and we want you to have it first. That's why twice a year, our team selects an elite group of products that might be game-changers for you. Read on to find out why we're so excited about this spring's line-up.



SMOKED
BEEF
BACON



**ANSWERS TO
THE GROWING
DEMAND FOR
HALAL PRODUCTS**



Our Greco & Sons Smoked Beef Bacon and Beef Pepperoni are delicious and healthier alternatives to traditional pork options. Made with the finest USDA Choice, Certified Halal meat, they are a perfect solution to meet the increasing demand for Halal-friendly menu items. With 50% less sodium than traditional bacon or pepperoni, they're also better for you and add versatile, bold flavor to sandwiches, pizza, and more.



**BEEF
PEPPERONI**

BEEF BIRRIA



THE HYPE IS REAL FOR BIRRIA

Birria is a top-trending food sensation on Instagram and TikTok. The popularity has customers seeking out this Mexican comfort food, so when they see it on a menu, they'll bite. Our Casa Solana Classic Beef Birria is a fully cooked turnkey solution that's a huge labor saver, allowing you to easily capitalize on this global food trend.

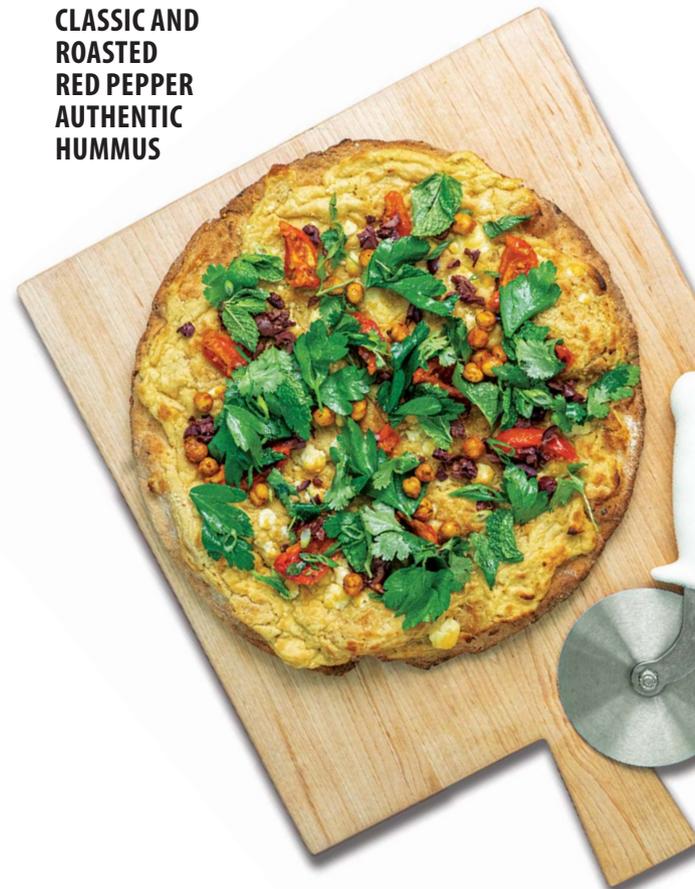


THE WORLD'S FIRST SHELF-STABLE HUMMUS

Produced with an industry-leading, proprietary UHT sterilization process, our Mëzete Classic Authentic Hummus is the first and only hummus of its kind. The ultra-high temperature aseptic technique allows the hummus to be shelf stable and have a higher tahini content, 30%, with no preservatives. Available in Classic and Roasted Red Pepper varieties, these unique hummus options have a smoother texture and a deep, nutty, authentic flavor.

mëzete

CLASSIC AND ROASTED RED PEPPER AUTHENTIC HUMMUS



BISCUITS THAT RISE TO THE OCCASION

Just thaw, heat, and serve these Baker's Source Honey Flavor Baked Biscuits. They're embedded with honey morsels and have a scratch-made look and sweet taste without the mess. Formulated for superb "split-ability," they're perfect for sandwiches and can be utilized across all dayparts, from breakfast through dessert.

Baker's
source

HONEY FLAVOR
BAKED BISCUITS

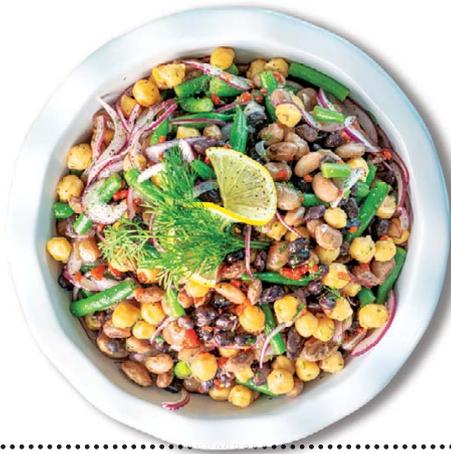


BRAND-NEW, BETTER BEANS

Packed in vacuum-sealed pouches instead of cans, these beans are entirely new to foodservice and only contain two ingredients – beans and water – for a delicious, natural taste. Our Sysco FreshPoint Natural Fresh Ready-to-Eat Beans are available in pinto, black, and garbanzo varieties and provide a true farm-to-fork flavor while reducing labor challenges.

— Sysco | freshpoint —
NATURAL
Hand Selected Produce
SINCE 1983

FRESH
READY-TO-
EAT BEANS



Scan to learn more about Cutting Edge Solutions products or add them to your next order.

DOUBLE-DUTY DETERGENT

Made with a proprietary, concentrated enzymatic formula, this Keystone Scrub Less 2-in-1 Detergent & Presoak eats away at grime to make dish cleaning easier. Time is money, and this product cleans better, faster!

KEYSTONE™



SCRUB LESS
ENZYMATIC
2-IN-1
DETERGENT
& PRESOAK

NEXT-LEVEL CONVENIENT BREAKFAST BOOSTERS

Our Casa Solana Chorizo & Potato Blend and Sysco Classic Turkey Sausage Scramble are versatile fillings with multiple applications across all dayparts and menu segments. They bring the comfort and flavor of scratch-made in fully prepared, ready-to-heat and serve products that offer convenience and consistency and save valuable time and labor.


CASA SOLANA®


Sysco
Classic

CHORIZO
& POTATO
BLEND



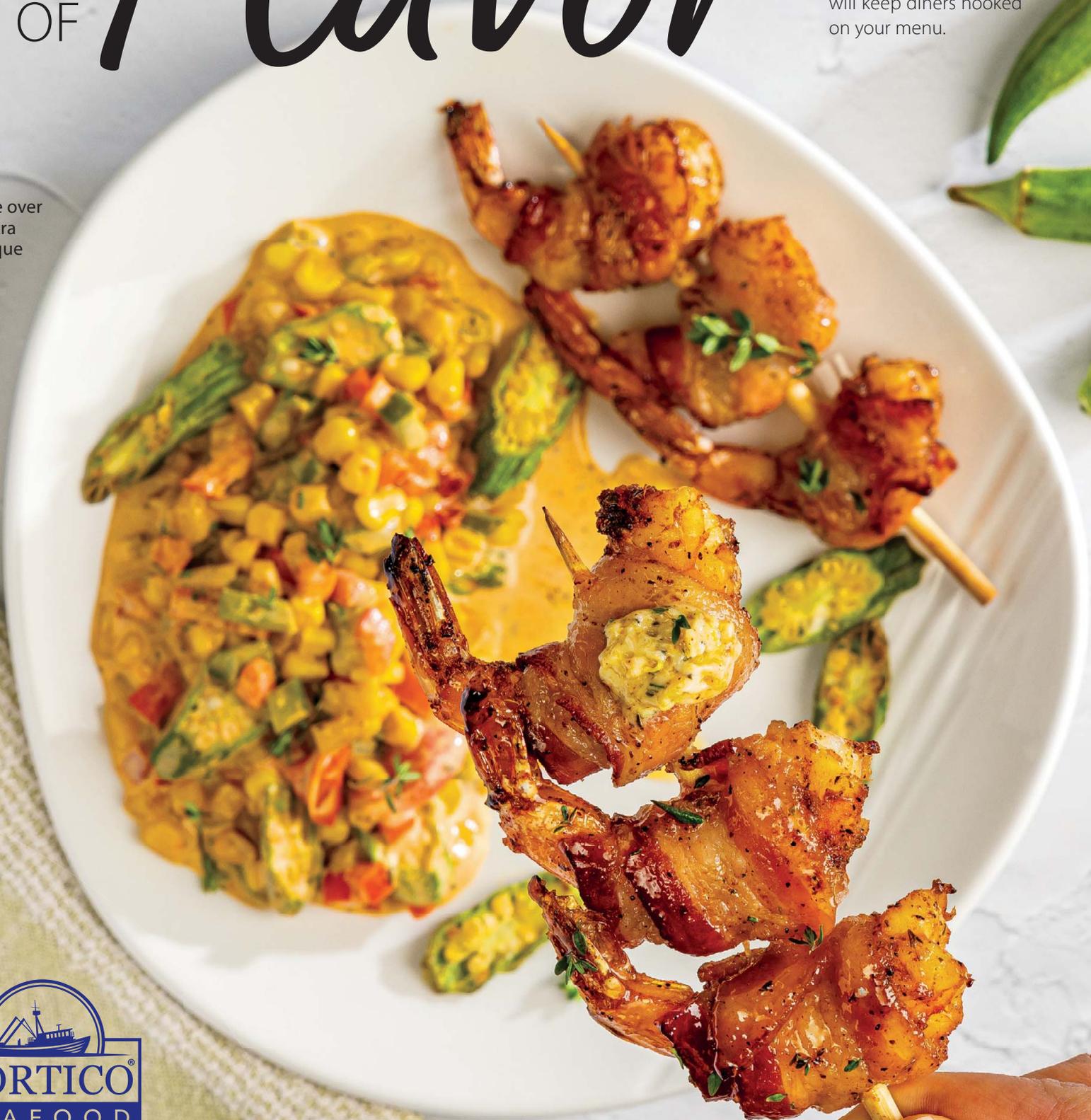
TURKEY
SAUSAGE
SCRAMBLE



AN OCEAN OF Flavor

With seafood, it's easy to experiment with trendy flavor profiles while staying profitable. Take a deep dive into flavors, ingredients, and seafood inspiration that will keep diners hooked on your menu.

Shrimp
Brochette over
Crispy Okra
Corn Maque
Choux
~ p. 30





▶ BEHIND THE RECIPE: FLAVOR NOTES FROM CHEF RAYMOND YAKELIS

The revival of '90s cuisine inspired this shrimp brochette recipe. It's fun to take a beloved New Orleans classic and give it a fresh twist with light, refreshing ingredients like crispy okra and corn maque choux. I used Portico shrimp because it's a true representation of Sysco's commitment to quality. The shrimp has a delicate sweetness and subtle brininess – and when wrapped in bacon, it's pretty hard to resist.



EASY ACCESS!

Scan to visit Sysco Shop to purchase the recipe ingredients.

SHRIMP

SMALL BUT MIGHTY

Shrimp outsells every other type of seafood by a significant margin.

SAVE ON LABOR & WASTE

Shelling and cleaning shrimp can be labor-intensive; try Portico Classic Peeled & Deveined White Shrimp. If using shell-on shrimp, save the scraps. Shrimp shells can be air-fried then ground into a powder to use as a flavorful garnish or topping.

BOAT TO PLATE

Our partner, Paul Piazza & Son, has been sourcing wild-caught, premium quality shrimp that's sustainable and traceable for over 125 years. Learn more about their legacy on page 4.



▶ **BEHIND THE RECIPE:
FLAVOR NOTES FROM
CHEF MARINA CARDOSO**

Cod is a prominent protein in my culture, and this Lagareiro Cod dish is inspired by Bacalhau – Portuguese dried, salted cod that’s mild, a bit sweet, and my family’s go-to dish for any celebration. I made it with a beautiful piece of pre-portioned Portico cod because it’s sourced with integrity: it’s farm-raised in Norway, ASC-certified, and all-natural without using GMOs, antibiotics, or parasites. It usually takes 12 hours to rinse the salt from the cod, but this dish brings out those flavors without the wait.

COD

THIS FOR THAT

With a flaky texture and mild flavor, cod makes an excellent substitute for varieties like haddock, pollock, and halibut. And, like these other types of fish, it pairs well with a wide range of flavors and ingredients, making it super versatile.

PORTIONS OFFER A PLUS

Portioned fish fillets are cost-effective and ensure that each dish is of the same high quality, no matter how many guests you’re serving. They also allow chefs to spend more time focusing on creativity and flavor rather than worrying about the logistics of preparing large servings of fish.

SEAFOOD WORTH SHARING

Give consumers the variety, adventurous flavors, and socialization they’re craving with shareables that drive impulse sales, raise check averages, and allow you to utilize your stock strategically. Portico frozen cod portions are perfect for family-style offerings.



Lagareiro Cod
~ p. 30



EASY ACCESS!
Scan to visit Sysco Shop
to purchase the recipe
ingredients.



▶ BEHIND THE RECIPE: FLAVOR NOTES FROM CHEF JEFFREY COX

I love pairing salmon with Asian flavors, like the umami-flavored oyster sauce glaze in this King salmon dish. It's adaptable to any produce for a plant-forward presentation. Using smaller portions of salmon also forced me to be more intentional about creating a full-flavored eating experience – plus, it provides more plates per pound purchased! Our Portico seafood is consistently outstanding and after 25+ years in foodservice, it's always my go-to.

SALMON

MAKE YOUR SALMON SING

With its rich, buttery texture, subtle sweetness, and endless versatility, salmon is a favorite among seafood lovers and chefs. Create consistent eating experiences and maximize flavor by adding acidity with tangy citrus fruits or complementing its flavor with earthy herbs.

2 FOR 1 SEAFOOD

For a profit-boosting way to take your salmon to the next level, pair it with other types of seafood like sweet crab or fruity Kumamoto oysters.

MUSHROOMS ARE KING

Unique and trending mushroom varieties, like king trumpet mushrooms, can add interest to seafood dishes and bring umami-rich flavor.



King Salmon with King Trumpet Mushrooms,
Peas, Lentils and Kumamoto Raw Oysters ~ p. 30



EASY ACCESS!

Scan to visit Sysco Shop to purchase the recipe ingredients.

CRAB

A BLANK CANVAS FOR FLAVOR

Crab is a delicacy that can boost the flavor and appeal of various appetizers and entrées. Easily elevate it with lemon, mango and avocado, or spice up its sweetness with chili.

THINK OUTSIDE THE SHELL

Capitalize on the familiarity of a popular dish like crab dip by finding other uses in addition to an appetizer. A simple crab topping also makes a profitable addition to grilled fish, chicken, pork, or beef entrées.



EASY ACCESS!
Scan to visit Sysco Shop to purchase the recipe ingredients.



Hot Crab,
Spinach and
Artichoke Dip
~ p. 31

STOP FOOD
WASTE AND

Run a Better Business

Each year, 30–40% of the country's food supply winds up in landfills. That's around 119 billion pounds of food, enough to feed the world's undernourished population four times over. This problem can only be mitigated by taking action at every link in the supply chain. Next to labor, the biggest expense operators face is food. Reducing waste can profoundly affect the bottom line while creating an environmentally responsible business that's good for everyone.

ORDER SMARTER WITH PRE-CUT AND BULK

When you know where waste is occurring, you can take steps to stop it. Losses occur in three areas: kitchen, packaging, and plate. If you find that you're ordering too much food or not using a first-in, first-out system, you should adjust your ordering habits to use more pre-cut or bulk items and review storage practices.

IT'S A TEAM EFFORT

Your team also plays a role in reducing waste. Cut down on refires by training servers to ask about allergies and preferences with each order and educate kitchen staff on maintaining a waste-free environment. Take advantage of seasonally available items and always repurpose food that's still safe to eat but past its prime. If you offer a buffet, identify items that are regularly discarded and get rid of them.

FOOD YOU CAN'T SELL

Establish relationships with local food recovery partners to donate excess food you would otherwise toss. They can help you create a schedule for pickup, educate staff on best practices, and supply you with the appropriate tax documents to track your donations.



MAKING IT RIGHT

Less frequently ordered or uneaten dishes should be eliminated from your menu and consider adjusting your recipes to include more multi-use items. Plate-sharing, reduced portion sizes, and offering environmentally friendly disposables like Sysco EarthPlus biodegradable and recyclable containers are more ways to help mitigate food waste.

EASY
WAYS
TO

Maximize Your Seafood



Looking to enhance your restaurant's productivity and profitability? Here's a secret: cross-utilization is key. It's a vital practice that can streamline inventory, lower expenses, and reduce waste.

With proper planning and high-quality ingredients, you can put fish and shellfish to work across menu sections and meal occasions and reel in the benefits.

MAKE YOUR SEAFOOD MULTITASK

Don't settle for one-dimensional ingredients – aim for at least three ways to showcase seafood items on your menu. Using fewer but more versatile ingredients can keep the menu concise and waste minimal. Need help with menu engineering? *Our chefs can help you analyze sales data and food costs*, so you can decide which menu items to emphasize, which prices to increase, and which offerings to eliminate to optimize your bottom line.



UTILIZE FROZEN SEAFOOD TO MAXIMIZE INVENTORY & MINIMIZE WASTE

Frozen seafood is processed, packed, and frozen within 36 hours of harvesting, resulting in clean, natural tasting seafood that outlasts fresh varieties. Thaw what you need and keep the rest frozen for later use, resulting in less waste and more savings. Plus, utilizing frozen pre-cut portions lowers labor without sacrificing consistency or quality.



CALCULATE YOUR SAVINGS

Don't waste time and money breaking down whole salmon or fillets yourself – *utilize Portico Seafood portions* instead. Use these formulas to accurately calculate the cost per serving using Portico portions and set profitable menu prices:

Whole head-on salmon to a 6-ounce portion:

Calculate the true cost of the portion before factoring in labor used to produce the portion from the whole fish:
 $Whole\ fish\ price\ per\ pound \times 2 = final\ portion\ cost$

Fillet to a 6-ounce portion:

Calculate the true cost before factoring in labor and time used to produce the portion: *D-trim salmon fillet price per pound* $\times 1.25 = final\ portion\ cost$



Mediterranean Whitefish with Cheesy Polenta and Rapini
 ~ p. 31

EASY ACCESS!
 Scan to visit Sysco Shop to purchase the recipe ingredients.

SELL THE DISH, NOT THE FISH

Some seafood species are substitutable in recipes, which is why it's important to understand how seafood reacts to different cooking methods. If a recipe calls for white, flaky fish such as *Portico Cod or Haddock*, then you can easily substitute *Portico Alaskan Pollock* in its place. Once you grasp which species are interchangeable, you can better make sound purchasing decisions.



3 TECHNIQUES THAT BENEFIT Seafood Sustainability

From preserving the well-being of the ocean and its species to supporting positive working conditions in fishery-dependent communities, seafood sustainability covers a lot of ground, and purchasing seafood that's good for both businesses and the environment is a top consumer priority.

Beyond delicious seafood options, we believe in providing our customers with ideas and resources to promote a better future for our planet. ***Here are a few simple ways you can do your part in the back of the house.***

#1 DRY-AGING SEAFOOD

Dry-aging is a trending method that lets chefs extend the shelf life of their fish while also intensifying its flavor. It works by allowing enzymes in the fish to break down over time, resulting in a deeper, more complex taste. This technique can be used for a range of

raw dishes like crudo, tiradito, ceviche, and sashimi. The amount of time needed for dry-aging varies depending on the fish, but the payoff is worth it. It's a fantastic way to reduce food waste, cut costs, and create delicious meals that your guests will love.

#2 UTILIZING TINNED FISH

Tinned fish is a prominent food trend that's taking social media by storm. It's shelf-stable, making it an excellent source of sustainable seafood. Plus, most canned fish varieties use smaller species like mackerel and sardines, which have abundant and healthy populations.

Harvesting them doesn't pose a significant threat to the well-being of ocean life. To elevate dishes, consider reaching for tinned seafood to add a punch of umami to salads, sauces, charcuterie boards, crostini, and more.



#3

**ZERO-WASTE
COOKING**

Instead of throwing away seafood scraps like shrimp shells and fish bones, use them to create flavorful broths, creams, dips, and sauces. With zero-waste methods, every part of the fish is utilized, resulting in increased profit margins for you as an operator. Plus, you'll be contributing to a more sustainable food system by reducing landfill waste. Looking for clever tips and tricks to cut down on food waste? Check out our article on page 21 for more zero-waste cooking ideas!



THE HEART OF Hospitality

WISDOM & INSPIRATION FROM
OUR CULINARY SPECIALIST

CHEF MARINA CARDOSO

Imagine the flavors of Brazil meeting the heart and soul of Texas, and you'll find yourself immersed in the culinary style of Chef Marina Cardoso. This immigrant-turned-chef fell head over heels in love with cooking after settling in North Texas at just 16 years old. Starting her journey in a humble university cafeteria, she quickly discovered a passion for both people and food that would shape her career for years to come.

Now nestled in charming New England, Chef Marina can't get enough of the changing seasons, rich history, and warm, welcoming locals. As a Sysco Culinary Specialist, she's a mentor, a guide, and an emotional support chef rolled into one. Whether you need a sounding board for your latest dish or a friendly face to turn to with any culinary need, Chef Marina is always there with a helping hand.

CHEF MARINA'S SECRETS TO A SUCCESSFUL CULINARY CONSULTATION

A PERSONALIZED APPROACH WITH EXTENSIVE RESEARCH

Many think consultations are about showing what we want to offer, but this isn't true. I take the time to research our clients and scour their social media to understand their needs better. If I'm local enough, I'll even visit their restaurant incognito to get a feel for the environment. All this effort ensures that I can provide tailored recommendations that open doors to new ideas and opportunities.

A NEW ENVIRONMENT ENHANCES FOCUS

Coming to our kitchen for a consultation is a game-changer. Our clients can be distracted with their day-to-day at their own establishments, so when they come to me, they can fully relax and focus on why they got into the industry: food and people. It's a win-win situation. Plus, with hundreds of items to try in my kitchen, the opportunities for innovation are endless.

ENDLESS RESOURCES & INFINITE INNOVATION

Our customers sometimes forget that we have this team of people dedicated to their success. I always remind them that I'm their emotional support chef. I'm here to build trust and be their valuable resource. We want customers to know they have extra support to help them achieve their goals.

“PEOPLE GET INTO RESTAURANTS TO FEEL LIKE THEY BELONG.”

Q & A WITH CHEF MARINA

WHAT'S YOUR FAVORITE THING TO COOK?

Soups – it's what you eat when your soul needs to feel warm and safe. Consommé was one of my favorite things to learn how to make in culinary school. You take this dark, cloudy stock, clarify it with egg whites, add some vegetables, and transform it into the most flavorful broth ever. I always felt like making soups was like magic.

WHAT DO YOU LOVE MOST ABOUT YOUR CUSTOMERS?

The diversity is incredible. I can go from a greasy spoon diner to discussing foie gras at a fine dining restaurant in the same day. It's such a diverse group of people, but the common thread is how much they love what they do. Everyone has a level of passion that drives them to be better.

FROM CHEF MICHAEL HARRIS

Travel TIPS FOR Foodies

Have you ever traveled and wished you had a guide for all of the best spots? **Chef Michael Harris from Raleigh, North Carolina**, shares what he loves most about his hometown and insider tips for everything you need to eat, see, and experience for yourself.

WHAT I LOVE MOST ABOUT RALEIGH

Raleigh was once a quiet town where everyone knew each other, but now it's a bustling city with an array of diverse culinary offerings. As a Raleigh native, I've seen this small town transform into a culinary hotspot. It's like a giant melting pot, blending local staples with other influences. And with Raleigh being home to so many James Beard Award winners and nominees,

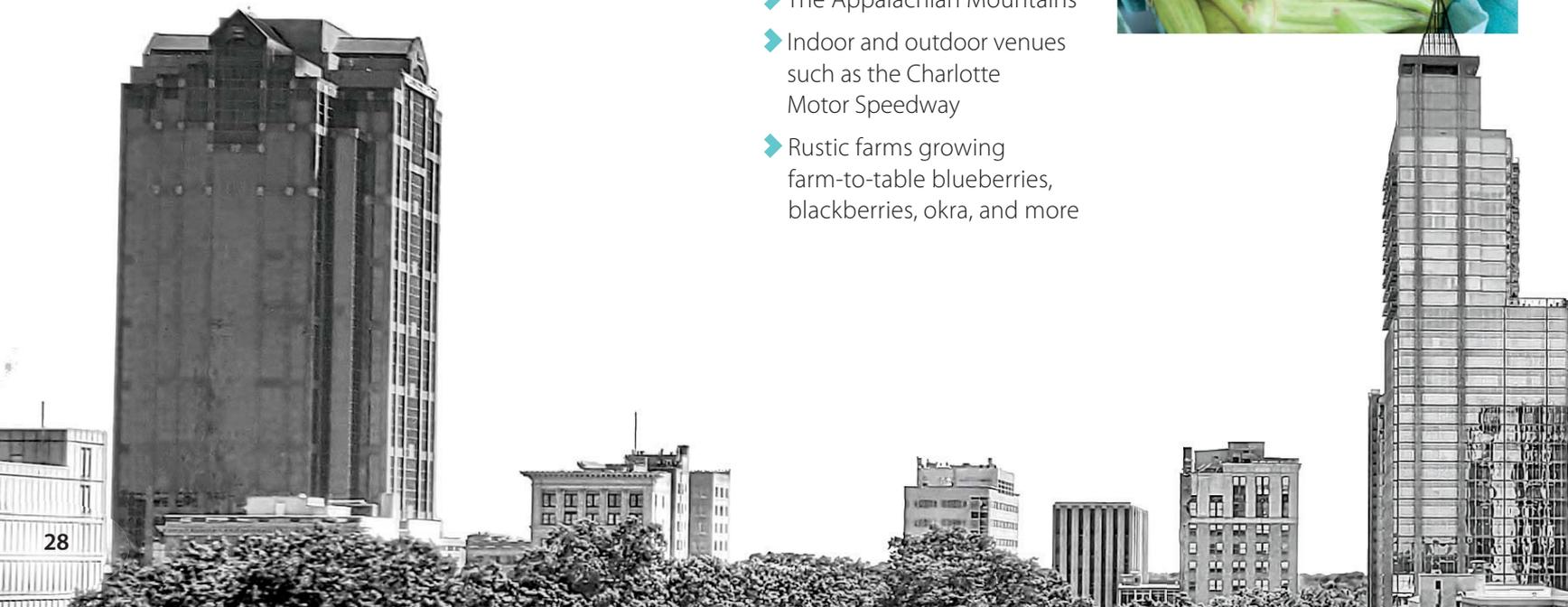
we're becoming a culinary powerhouse.

But it's not just about the food – it's the southern hospitality. People love the genuine, heartwarming way we talk to each other. I also love that Raleigh is rooted in nature; you'll find national forest parks in the middle of towns and beautiful surrounding lakes. Raleigh has it all – delicious food, warm hospitality, and the beauty of nature all around us.

WHAT TO SEE & DO

There's so much to see and experience here – and there's growth everywhere!

- ◆ The Carolinas' gorgeous beaches
- ◆ The Outer Banks – their little towns and all the tiny islands
- ◆ Sports venues, including the Durham Bulls Athletic Park, PNC Arena to cheer on the Carolina Hurricanes, and the Bank of America Stadium to support the Carolina Panthers
- ◆ The Appalachian Mountains
- ◆ Indoor and outdoor venues such as the Charlotte Motor Speedway
- ◆ Rustic farms growing farm-to-table blueberries, blackberries, okra, and more



WHAT TO EAT

I've never heard anyone say, "I can't wait to get some northern cooking." Southern food is comfort food. While we're known for our barbeque, we're also nationally recognized for our locally farm-raised catfish, grass-fed Brasstown Beef, and ramps, indigenous to the mountains. If you're visiting the Raleigh area, here are some of my favorite places to stop by for a bite.

▶ CRAWFORD AND SON

Scott Crawford takes local ingredients from the heart of N.C., and adds an international twist rooted in French classical and comfort foods. He chisels away the expenses of fine dining and takes a chef-inspired approach. Check out more of his restaurants: Crawford Cookshop, Jolie, and Crawford Chophouse, coming soon.

▶ MEZCALITO

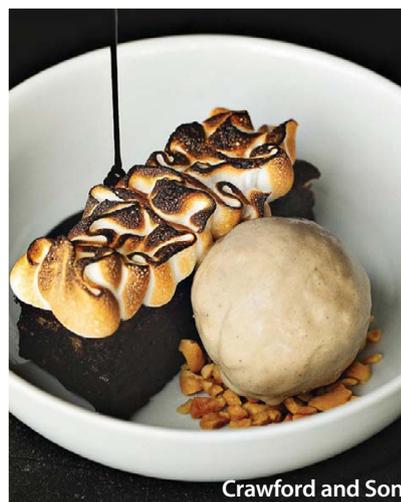
With an energetic vibrance, this modern Mexican restaurant has giant drink specialties – we're talking next-level cocktails with rimmed glasses and over-the-top stuffings and garnishes. Everything they do is made from scratch; it's truly a step above.

▶ BLOOMSBURY BISTRO

This restaurant is close to my heart, as I spent eight years there with the original chef. He's no longer there, but the new staff is doing a fantastic job. What makes them unique is they scratch the entire menu and serve new appetizers, entrées, and desserts every six weeks.

▶ THE ANGUS BARN

Everyone should eat here at least once, especially if you're a foodie or restaurateur. It's been around longer than I have and is such a hospitality machine. Their chef won Iron Chef America, and they feed thousands of people every day. It's nationally recognized and a must-see.



Crawford and Son



The Angus Barn



Mezcalito



Bloomsbury Bistro



CHEF MICHAEL HARRIS



SHRIMP BROCHETTE OVER CRISPY OKRA CORN MAQUE CHOUX

Yield: 1 serving

Shrimp Brochette

- 3 ounces **Sysco Classic center-cut layflat applewood smoked gas flushed bacon**
- 4 ounces **Portico Classic Seafood 21/25 count peeled and deveined tail-on white shrimp**
- 2 tablespoons **Sysco Imperial/McCormick blackened redfish seasoning**

Corn Maque Choux

- 4 ounces **Sysco Supreme roasted corn & peppers vegetable blend**
- $\frac{1}{3}$ cup **Sysco Imperial Fresh halved cherry tomatoes**
- $\frac{1}{2}$ ounce **Sysco Imperial/McCormick blackened redfish seasoning**
- 2 fluid ounces **Wholesome Farms Classic heavy whipping cream**

Crispy Okra

- $\frac{1}{2}$ cup bias-cut fresh okra
- 4 ounces seasoned fish fry batter mix

Nola-Style BBQ Butter

- 4 ounces **Wholesome Farms Classic salted butter**, softened to room temperature
- Zest of 1 **Sysco Imperial Fresh lemon**
- 1 fluid ounce **Sysco Classic Worcestershire sauce**
- 1 teaspoon **Sysco Imperial Fresh chopped fresh rosemary**

- 1 pinch **Sysco Imperial/McCormick blackened redfish seasoning**

For Serving

- 2–3 each **Sysco Imperial Fresh thyme sprigs**

1. Shrimp Brochette: Slice 3 pieces of bacon crosswise in half. Liberally season 6 shrimp with the blackened seasoning, then wrap each piece of shrimp with a half slice of bacon; skewer 3 shrimp onto each of 2 skewers and bake at 425°F until bacon is crisp, about 8 minutes.

2. Corn Maque Choux: Cook the roasted corn blend, halved cherry tomatoes and blackened seasoning in a sauté pan over medium heat for 2 minutes; add the heavy cream and allow to reduce.

3. Crispy Okra: Toss okra in the fish fry batter mix, then fry at 350°F until very crisp, about 2 to 3 minutes. Reserve some Crispy Okra to garnish with at the end; fold remaining Crispy Okra into the Corn Maque Choux mixture.

4. Nola-Style BBQ Butter: Stir butter, lemon zest, Worcestershire sauce, rosemary and blackened seasoning.

To Serve: To plate the dish, place the Corn Maque Choux mixture on a plate. Place the hot Shrimp Brochette on the plate; place Nola-Style BBQ Butter over shrimp to melt and garnish with the reserved Crispy Okra and thyme sprigs.

Chef Tip

Pickled okra can be substituted for the fresh okra.

LAGAREIRO COD

Yield: 1 serving

- 6 ounces **Sysco Imperial Fresh white round potatoes**, quartered
 - 6 fluid ounces **Arrezzo Imperial extra virgin olive oil**
 - 2 anchovy fillets
 - $\frac{1}{2}$ ounce **Sysco Imperial Fresh peeled garlic**
 - $\frac{1}{4}$ ounce **Sysco Imperial Fresh chopped fresh rosemary** plus additional sprig for garnish
 - 1 **Sysco Classic bay leaf**
 - 4 ounces **Sysco Imperial Fresh mixed tomato medley**
 - $1\frac{1}{2}$ ounces **Sysco Imperial Fresh jumbo red onion**, quartered
 - 1 ounce **Arrezzo Classic sliced ripe black olives**
 - 1 (4-ounce) **Portico Simply Atlantic farm-raised cod loin**, thawed
- Salt and black pepper to taste
Lemon wedges

1. Boil potatoes in salted water until fork-tender; reserve.

2. Bring olive oil to a simmer in a saucepan; add anchovies, garlic, rosemary and bay leaf, and sauté until aromatic.

3. Arrange boiled potatoes, tomatoes, onion and olives in an oven-safe dish. Season cod loin with salt and pepper and place on top of the potato mixture. Pour hot olive oil mixture over the cod loin; bake at 350°F until fish is cooked through and internal temperature reaches 145°F, about 10 minutes. Serve

garnished with lemon wedges and rosemary sprig. Enjoy.

Chef Tip

Pollock or haddock can be substituted for the cod.

KING SALMON WITH KING TRUMPET MUSHROOMS, PEAS, LENTILS AND KUMAMOTO RAW OYSTERS

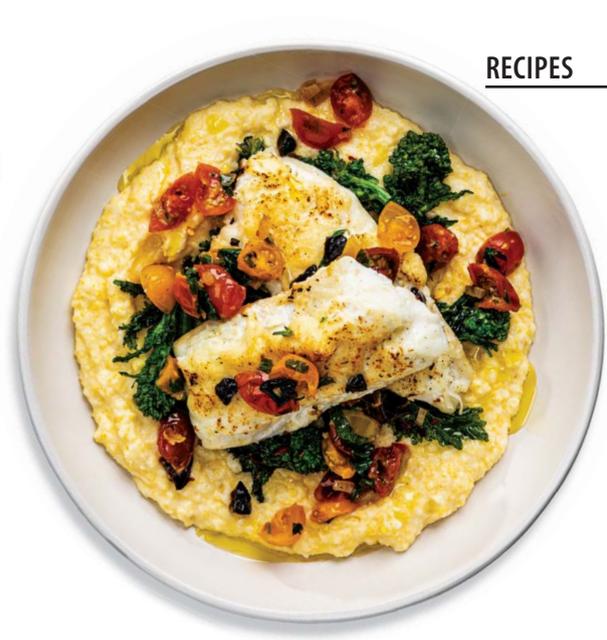
Yield: 1 serving

Salmon & Oysters

- 1 fluid ounce sake
- $\frac{1}{2}$ fluid ounce oyster sauce
- 1 (6-ounce) **Portico Pride skin-on (descaled) wild fresh salmon fillet**
- 3 Kumamoto oysters, shucked and left in bottom shells, liqueur reserved
- $\frac{1}{2}$ teaspoon chili crisp
- $\frac{1}{2}$ teaspoon **Sysco Natural fresh lemon juice**

King Trumpet Mushrooms, Peas, Lentils

- 1 ounce **Sysco Imperial Fresh Brunoised carrot**
- 1 tablespoon **Sysco Imperial Fresh Brunoised shallot**
- 2 ounces King Trumpet mushrooms, sliced $\frac{1}{4}$ -inch thick
- 1 fluid ounce **Wholesome Farms Classic clarified butter**
- 2 fluid ounces white wine
- 2 ounces cooked red lentils
- $\frac{1}{4}$ cup fresh peas



- 1 **teaspoon Sysco Imperial Fresh minced fresh thyme**
Salt and white pepper to taste
- 3 **tablespoons Wholesome Farms Classic chilled unsalted butter**
Pea tendrils for garnish

1. Salmon & Oysters: Mix sake and oyster sauce. Remove the skin from the salmon fillet. Coat salmon fillet with oyster sauce mixture; let stand to marinate while shucking the oysters. Add the salmon, to a heated cast-iron skillet for about 3 to 4 minutes.

2. Roast oysters in bottom shells at 425°F for 3 to 4 minutes. Brush salmon fillet with the residual oyster sauce mix; turn and finish cooking to medium-rare, about another 3 to 4 minutes. Combine the oyster liqueur, chili crisp and lemon juice.

3. King Oyster Mushrooms, Peas, Lentils: Sauté carrot, shallot and sliced mushrooms in clarified butter in a heated pan until al dente. Add wine, cooked lentils, fresh peas and thyme; simmer until heated through. Taste and season with salt and pepper, then remove from heat and mount chilled butter for beurre blanc.

To Serve: Arrange the mushroom mixture on the plate in a column, reserving a few mushrooms, peas and sauce to finish salmon fillet; place the finished salmon fillet on the top third of the column. Evenly space the roasted oysters along the right side on the column of vegetables and drizzle each with the oyster liqueur mixture. Garnish the salmon with

the reserved mushrooms, peas and sauce, beurre blanc and pea tendrils.

Chef Tip
This always gets raves! You could also replace the oyster sauce with unagi sauce.

HOT CRAB, SPINACH AND ARTICHOKE DIP

Yield: 24 servings

- Dip**
- 18 ounces **Wholesome Farms Imperial cream cheese**, softened
 - 1½ cups **Wholesome Farms Classic heavy cream**
 - 1 **tablespoon Sysco Imperial Fresh garlic cloves**, minced
 - 42 ounces **Arrezzio Imperial artichoke hearts**, quartered, drained and chopped
 - 30 ounces **Sysco Classic frozen chopped spinach**
 - 3 each **Arrezzio Imperial roasted red peppers**, chopped
 - ¾ cup **Arrezzio Imperial grated Parmesan & Romano cheese blend**
 - 2 **tablespoons Sysco Natural lemon juice**
 - 1½ **teaspoons Sysco Classic salt**
 - ½ **teaspoon Sysco Classic ground black pepper**
 - 2¼ **pounds Sea Wings crab meat**

For Serving
Crackers, toasted baguette slices or tortilla chips

1. Dip: Cook cream cheese, cream and garlic in a large saucepot over medium heat until mixture is smooth,

whisking constantly. Remove from heat; stir in artichoke hearts, spinach, red peppers, grated cheese, lemon juice, salt and black pepper. Fold in crab meat. Transfer dip to a small baking dish, cover and refrigerate.

To Serve: Bake dip at 375°F until top is lightly browned and internal temperature reaches 165°F. Serve with crackers, toasted baguette slices or tortilla chips.

MEDITERRANEAN WHITEFISH WITH CHEESY POLENTA AND RAPINI

Yield: 4 servings

- ½ cup **Arrezzio Classic garlic spread**, softened
- ½ cup **Arrezzio Classic shredded Asiago cheese**
- 4 (4 to 6-ounce) **Portico Classic Seafood pollock fillets**, halved crosswise
- 1 bulb black garlic, peeled and chopped
- 3 cups **Sysco Imperial Fresh tri-color grape tomatoes**
- 1 **tablespoon Sysco Imperial Fresh chopped fresh tarragon**
- 1 **tablespoon Sysco Imperial Fresh minced shallot**
- 1 **tablespoon Arrezzio Imperial olive oil**
- ½ **tablespoon Sysco Imperial Fresh chopped fresh Italian parsley**
- 1 **teaspoon Sysco Imperial Fresh lemon zest**

- 1 cup **polenta corn meal**
- 4 **tablespoons Wholesome Farms Classic unsalted butter**
- 2 **tablespoons Arrezzio Classic grated Parmesan cheese**
- 2 cups **rapini**
Salt, black pepper and crushed red pepper to taste

1. Start by folding together the softened garlic spread with Asiago cheese. Spread evenly over pollock. Bake in convection oven at 400°F on high for 12 minutes or until fish is cooked through.

2. Combine the garlic, tomatoes, tarragon, shallot, olive oil, parsley and lemon zest. Sauté in a hot skillet to heat through, about 1 to 2 minutes.

3. Prepare polenta per package instructions; fold in butter and Parmesan cheese. Flash fry the rapini; season with salt, pepper and red pepper flakes. Place polenta on serving plate, top with pollock, tomato relish and rapini.



CONNECT WITH OUR Culinary Experts

There's more to Sysco than delivering products to your back door. We're a community of culinary experts who care about the success of restaurateurs like you.

During a Culinary Consultation, our experienced Culinary Specialists will:

- Offer ideas to cross-utilize inventory
- Suggest new, profitable dishes
- Provide tips to increase kitchen efficiencies
- Demo great labor-saving ideas

Ready to schedule a consultation? Contact your Sales Consultant today.



NOT A CUSTOMER?

Scan to learn more about how we can help your business.