

FOODIE

AT THE HEART OF FOOD & SERVICE

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SNACKS GO
UPSCALE**

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Sysco

FOODIE

AT THE HEART OF FOOD & SERVICE

Message From the Executive Editor

Dear Valued Sysco Customers, One of the most welcome harbingers of spring is our beautiful bounty of produce. At Sysco, we take pride in bringing you the best fruits and vegetables all year. But spring may be the best time to take advantage of fresh lettuces, fragrant asparagus, earthy beets and berries of all kinds. Toss them with cheese, something crunchy and a Sysco dressing to make perfect main-dish salads for a variety of menus and dayparts; find more information on page 12.

While we celebrate spring, we also take time to honour Mexican history and heritage for



Dominic Iezzi
Senior Vice President,
Sales and Marketing

Cinco de Mayo. Fire up the grill because tacos and margaritas will be in demand, along with chips and plenty of salsa. We have all the recipes you need on pages 30-31.

On May 12, we celebrate Mother's Day. While this is a great day for families, it is also the best day for restaurants, according to the National Restaurant Association. Find out how you can save time and labour on this hectic, happy holiday by using delicious Sysco premade desserts; details are on page 20.

On the operations side, labour shortages and service issues are top of mind in our industry. We offer simple but practical tips that will teach and empower your servers to do their best and take more ownership of their work.

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

Enjoy the issue,

Dominic Iezzi
Senior Vice President, Sales and Marketing



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We spotlight a top onion supplier, focus on the freshest produce and show how supplier Trimpac Meats brings quality to every cut.

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Produce at Its Peak

Whether you are serving mixed green lettuces, sliced heirloom tomatoes or sweet roasted beets, nothing is more important than freshness. Sysco partners with the most established and respected names in the produce industry—from small local farms to nationally known brands—to bring you the highest-quality, freshest and safest fruits and vegetables in the country. From avocados to zucchini, every item is carefully chosen, handled and stored at its proper temperature.

“Citrus is different from lettuce, which is different from apples” in terms of how they need to be handled and stored, says Nancy Johnston, Senior Manager of Produce Sales at Sysco. “We have the largest Quality Assurance [QA] staff in the foodservice industry, with individuals in the fields, in the coolers, checking each product before it gets loaded onto the [temperature-controlled] trucks.” The QA staff even goes into the fields and chooses which section will be harvested for our specialized, frequent-delivery **FreshPoint** brand or our **Sysco Imperial Fresh** brand.

As the largest procurer of produce in the foodservice industry, Sysco has the staff, resources and technology to deliver the best product to our customers, supplying both mom-and-pop operations and the multivene chains that serve a multitude of salads every day. Whatever kind of operation you run, Sysco brings the best produce available right to your door.



ONIONS 52

LOCATION

Syracuse, Utah

CATEGORY

Produce

KNOWN FOR

Onions



Left to right: Owner Shawn Hartley, CFO Trevor Flint, Owner Trent B. Hartley, Owner Brad Dahl, Owner Bob Meek

SUPPLIER PROFILE

Onions 52

In 2005, three partners with experience in the produce industry, cousins Shawn and Trent Hartley and their business partner Brad Dahl, purchased a family-run company called Utah Onions.

“The company was already doing really well,” says Shawn Hartley, now the VP of Sales and Marketing. “But we brought in new technology, improved the food safety processes, expanded the business and established more direct relationships with our customers, including Sysco.”

With growing territories in Washington, Oregon, Texas and New Mexico—in addition to Utah—the company rebranded in 2017 as Onions 52. “We couldn’t keep it locked into Utah per se,” says Hartley. “It caused too much confusion for customers.” The new name also reflects the fact that the company, serving widespread regions

through every season, can deliver onions all 52 weeks of the year.

Growth and Sustainability

Each growing territory has its own distinct advantages, says Hartley. Washington is known for its excellent reds and whites. Idaho and Utah provide large Spanish-style onions, perfect for many foodservice uses. New Mexico and Mexico support the Northwest with a reliable 12-month growing season, allowing the company to supply Sysco with onions throughout the year, including in the summer.

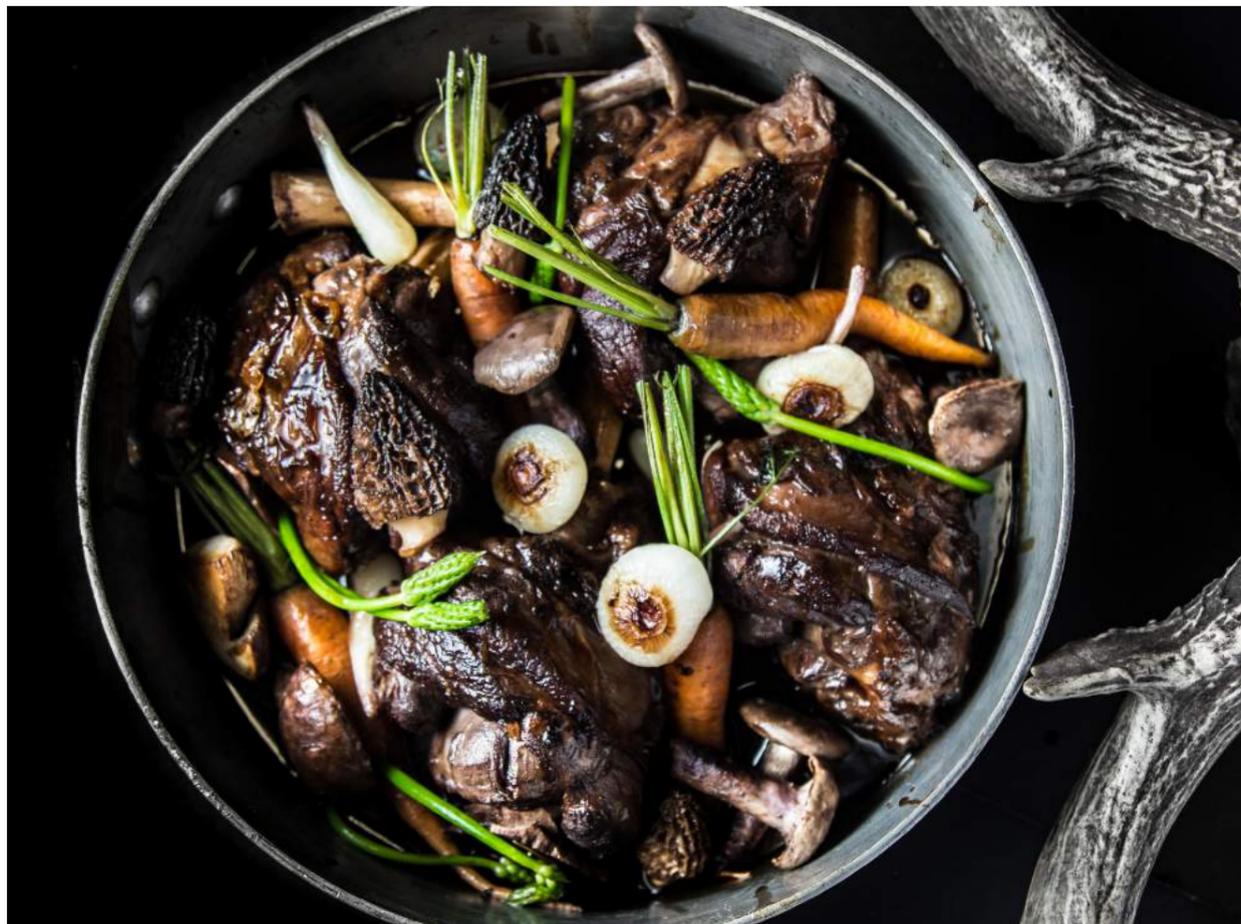
Onions 52 doesn’t take its growth for granted. “As growers, we feel it is very important to be keepers of the land and stewards of the land,” says Hartley. “We have been working on sustainability for years, and it’s a continuing process. In certain locations, we try to keep wind erosion down; in others, we work to keep water evaporation down.” One environmental positive about growing onions:

the crop is good for soil. You never want to grow onions in the same field back to back, Hartley says, but whatever follows them, whether it’s corn, potatoes or hay, generally thrives from the nutrients left behind.

The Perfect Partnership

Since 2010, Onions 52 has been supplying onions directly to Sysco, and in 2018 the company earned a Bronze Medal as Top Produce Supplier. “We work great together,” says Hartley. “We enjoy supplying Sysco all over the U.S. and Canada.”

The partnership benefits both sides. Onions 52 has a transportation hub in Utah and the ability to ship from all over the country. “Because of that, we can help Sysco keep down the cost of goods and keep them as competitive as possible,” says Hartley. Selling to Sysco has also helped Onions 52 to grow aggressively. “Once [Sysco] commits to us, we know we can plant more onions because the buyer is going to be there. And that’s a partnership.”



TRIMPAC
SINCE 1980
MEAT CO.

LOCATION
Vancouver,
British Columbia

CATEGORY
Meat

KNOWN FOR
Quality beef, pork, lamb

SUPPLIER PROFILE

Trimpac Meats

Success is often determined by the ability to spot an opportunity and seize it, and that is the spirit on which Trimpac Meat Co. was built. Founded in 1980 by Robert Sauer, the Vancouver-based premium meat distributor filled a void left in the market when several packing plants closed around the same time across Western Canada. Sauer wasn't content to simply operate his company—he wanted to innovate. Trimpac made a name for itself when the company became one of the first in Canada to import fresh Australian lamb. Today, it supplies a range of superior specialty meats to Sysco Canada, including kurobuta pork, wagyu beef, bison, elk and more.

A Sysco company since 2008 (the company's products are distributed as

Sysco Fine Meats), Trimpac has become the premier distributor and wholesaler of meat products in British Columbia. From one of its operations bases at Sysco Edmonton, the company distributes to clients from the Pacific Ocean east to Manitoba, up to the Yukon and Northwest Territories.

Highest-Quality Products

"We want to work with our customers to help them drive value, and a lot of that comes with unique and boutique offerings," General Manager Jonathan Burke says. "We've sourced out a number of partner farms. We are hoping to find people that are close and local, that are committed to animal husbandry and producing exceptional products."

Each vendor Trimpac works with goes through a rigorous auditing process to address both food safety and quality assurance, ensuring that Sysco customers receive the top protein sources available.

"We want to know how our suppliers are implementing continuous improvement in the quality of their products," Burke says. And the process is transparent: Burke and his team share insight into how animals are raised and cared for with clients, so that they, in turn, can pass it on to their own teams and customers.

For example, the Double R Ranch, which sits on 70,000 acres in the Okanogan region of Washington, supplies Trimpac with high-quality beef, such as wagyu. According to Burke, acclaimed animal science

expert Temple Grandin was consulted to retrofit the ranch's harvest facility with animal welfare as a top priority.

Built on Trust

Since its beginning, the key to Trimpac's success has been exceptional customer relationships. "Bob was all about service, service, service," says Burke of the company's founder. Trimpac's headquarters are located just five minutes from downtown Vancouver, home to some of the city's—and country's—top restaurants. "We have been able to be an extension of [the restaurants'] businesses, with a logistics fleet and a lot of refrigeration close to the downtown core," Burke says. This proximity has allowed the company to provide exceptional service and

value for clients and to quickly build trust with those urban customers.

Burke describes this urban customer segment as the company's "street business" and says it acts as a beta group with whom they test new cuts and products before introducing them into the Sysco Fine Meats offerings. For Sysco clients, Trimpac's newest item is a 100 per cent fresh Canadian chuck hamburger. Says Burke, "We've sourced some innovative production equipment to create a burger with an innovative bite, and there's nothing like it in the market."



CUSTOMER PROFILE

Chances R Restaurant

Ottawa, Ontario

While still changing with the times, **Chances R Restaurant** has been a mainstay in the Ottawa community for decades. We spoke with owner **Mike Bouris**, who runs the restaurant along with his father, Nick, to learn what keeps customers coming back for more.

If you had to describe Chances R in just a few words, what would they be?

It's an independently owned, family-run restaurant that has been a big part of the community since 1976.

How has the restaurant evolved over its long history?

When we first opened decades ago, the restaurant sat roughly 80 people and the menu had about 10 items. We've always been known for our chicken and ribs. Later, we doubled in size and also expanded the menu by adding pasta and pizza.

Many of the guys in the kitchen have been here for 20-plus years, and a couple have broken the 30-year mark. These guys don't miss a day—that's what allows us to be so consistent. Five of our servers have also been here for 20 years or more.

We have a lot of regular customers that come in a couple times a week. Many of them used to come with their parents back

in the day and now they come in and eat with their kids. It's a multigenerational family restaurant, and we love that.

What kind of atmosphere are you going for?

We want you to feel super comfortable, almost like you're at home. We try to be modern but still cozy.

What are some of your signature dishes?

Some of the best dishes on the menu are our prime rib, barbecued ribs, chicken brochette and Greek cod.

Our mindset and philosophy are pretty simple: Buy quality, serve quality. For our pork ribs, we buy quality meat from Sysco and do our own rub. Then we slow cook them. The flavours for the chicken brochette and Greek cod were inspired by my dad's yearly travels to Greece.

For dessert we have our signature cream pies, including coconut and banana.

What are your personal favourites?

I've had everything 8,000 times, but if I were choosing my last meal it would be the lasagna. We put our own little twist on it. We bake each one fresh, individually, and we use mafalda noodles instead of regular lasagna noodles. It's been made the same way for 40 years, and I would eat it as a kid, so it brings back childhood memories.

What items do you typically source from Sysco?

We buy about 95 per cent of our inventory from Sysco. When you buy fresh proteins, like chicken and pork ribs, that quality can fluctuate with other suppliers, but not with Sysco—and that is important to us.

We also get some of our more innovative ideas through Sysco. Having a sales rep who understands produce and can educate us on, for example, which kind of lettuce is more cost-efficient and better tasting, is incredibly helpful.

How has Sysco been an integral partner in your success?

Sysco has helped us with menu engineering. They tabulate how much something costs to make and how much it sells for to see if it's as profitable as you think it is. That way, you can make a more educated decision when you're designing your menu.

Bill Kontogiannis has been our Marketing Associate for at least 25 years, and we're lucky to have him. It's always easier to deal with someone who knows your business well. He's seen the evolution of the restaurant, and he's also a customer, so he knows what it's like to dine here. He can give us suggestions from that perspective.

What are your plans for the future?

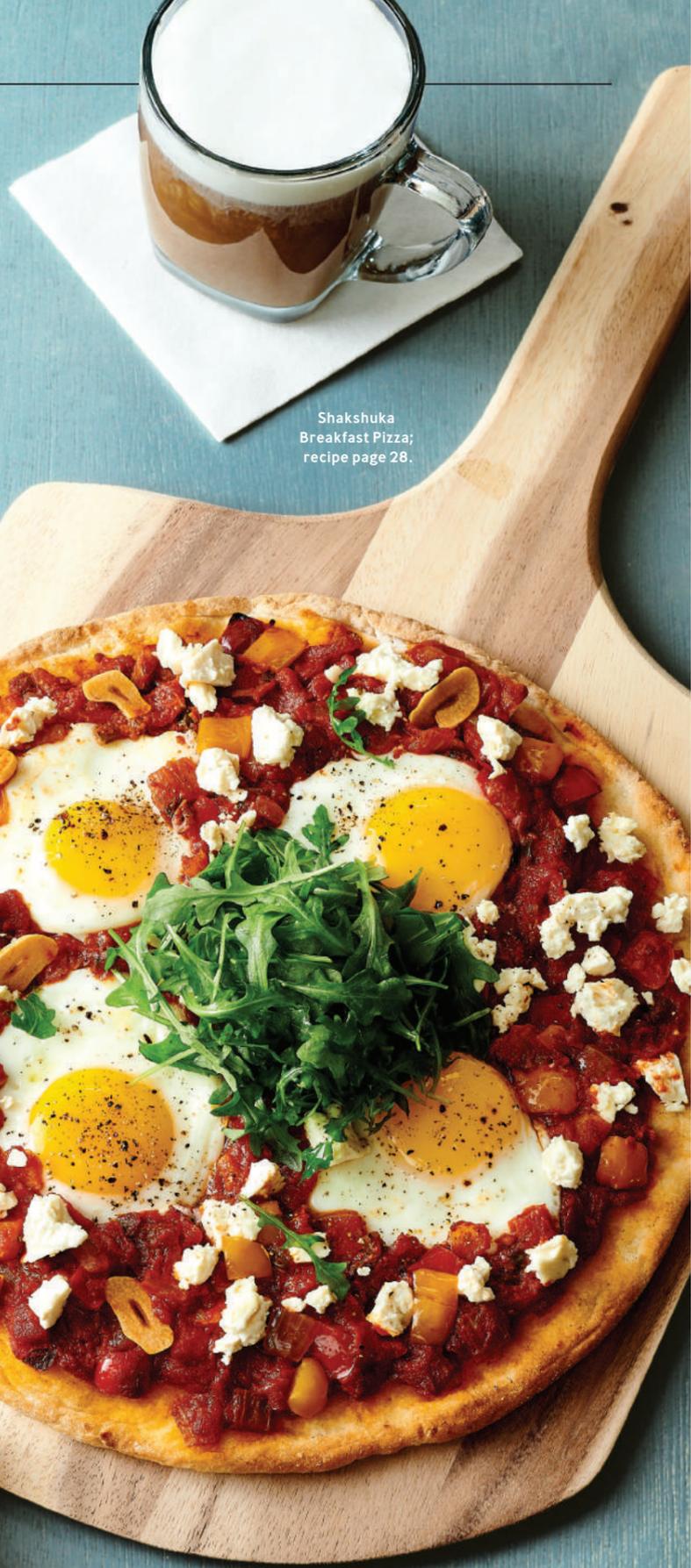
We will continue to evolve and stay current while still being true to our brand. And we will continue to be a leader in this community. We know how lucky we are to be successful, and we will always give back.

A Healthy Way to Start Your Day

The daypart that took us by storm this past year was, without a doubt, breakfast. Operators have found creative ideas to boost profits from this once-humble meal in a variety of ways. Entire fast-casual chains focus on the concept of breakfast-all-day. We've also seen a turn toward ethnic flavours in morning dishes, as well as a blending of dayparts. The Shakshuka Breakfast Pizza here is a fusion of recipes from the Middle East and Italy and could be served successfully at any time of day.

Meat-free, vegan and flexitarian options are also on the rise on breakfast menus. A lighter breakfast won't weigh you down as you start your day. The **Cauliflower Pizza Crust** made by Rich's Foodservice, which is used to make the Shakshuka Pizza, is 100 per cent gluten- and grain-free. Tomato sauce and spices on top help wake up your senses, while fried eggs provide protein that keeps you feeling full until your next meal and prevents unwanted food cravings.

To accompany the perfect breakfast, you need the perfect cup of coffee or tea. So many consumers today prefer nondairy beverages, for various reasons, ranging from health to allergies to taste, that [these beverages] are no longer considered a trend; they are simply part of a lifestyle. Top off your coffee or tea with alternative beverages made by Silk, in flavours including almond, soy and cashew.



Shakshuka Breakfast Pizza; recipe page 28.



1 in 4
consumers drink iced tea daily.
— Datassential

Spicy Mango Shaker Tea (left), Sweet Peachberry Shaker Tea (right); recipes page 28.

Iced Tea With a Twist

From fast-casual to fine-dining restaurants, tea has surged on menus over the past decade. Consumers are opting for alternatives to carbonated beverages and seeing iced tea, herbal and craft tea in a new light. Many menus highlight tea's versatility and diverse flavour combinations.

Tea Is Trending

According to a report from Benchmark, tea is a trend to watch in 2019 and beyond, with concepts such as craft tea blending, nitro tea on tap and tea cocktails gaining steam. But you don't necessarily need a posh "tea bar" in your restaurant to get consumers' attention. There are simple and attainable

ways to incorporate an array of enticing tea options onto your menus.

Feature Fruit Flavours

One in four consumers drinks iced tea daily, and while black tea still takes the lead, diners are looking for more choices. Teas are an easy way to experiment with new flavours, such as adding mashed fruit or herbs (basil and lavender are currently trending) and even a shot of rum or vodka to your beverage offerings, as we have done in the refreshing iced tea concoctions pictured above. As you look ahead to summer, consider ways to pair fresh Sysco produce with your tea selection.

According to *Restaurant Business News*, the No. 1 flavoured tea is raspberry, though peach and mint—and even exotic tastes such as coconut, passion fruit and kiwi—are piquing consumers' interest.

Personalize for Profit

Currently, about 31 per cent of foodservice operators customize their beverages in-house, with iced tea being one of the most popular for personalization. And while tea beverages are generally a lower-cost wholesale item, many diners are more willing to pay a premium when that tea is enhanced with interesting, fresh flavour combinations.



What's Cooking Across the Country

We spoke to seven Sysco chefs to find out what's trending in sports bars, pubs and stadiums from coast to coast. Start frying up the egg rolls, grilling the tacos and piling on the chicharrones to attract basketball, baseball and hockey fans this spring.



1 Chinese Flavours

CHEF ANDREW MOTT
SYSCO VANCOUVER

"Vancouver Canucks hockey fans may be long-suffering, but they can't complain about the

bar food. On the outskirts of town, you find more traditional sports bars that serve wings, nachos and poutine. But in downtown Vancouver, you'll find Asian influence in dishes like mini bao buns stuffed with pork belly and roasted nuts mixed with Chinese five spice. I'm also seeing a lot of popcorn dressed up with toppings like Parmesan cheese and truffle oil, as well as chicharrones served with seasoned salt, which gets people drinking more beer."



2 Chicharrones Everywhere

CHEF JENNIFER KIMBERLY
SYSCO LUBBOCK

"Inspired by the keto diet, West Texans have gone hog wild for chicharrones. I've seen them

everywhere: on top of a taco salad and even on a hamburger paired with some green chile queso. While cheering on the Texas Tech basketball team at local bars and restaurants during the NCAA tournament, customers are ordering them as snacks instead of french fries and tortilla chips because they're carb-free. There's a certain twisted logic to that."



3 Stuffed Burgers

CHEF ANDREW LANGDON
SYSCO KANSAS CITY

"While fans watch University of Kansas take part in March Madness, bars serve up mac and cheese with burnt ends, fried cheese curds and stuffed burgers. In Minneapolis, they call the burgers 'Juicy Lucys.' At Sysco Kansas City, we make a special stuffed burger called the 'Juicy Lucifer,' with Sysco Imperial Monterrey Jack Cheese with ghost peppers stuffed between two 4-ounce patties of Sysco Fire River Farms Classic Fresh Steakburger for a nice spicy kick."



4 Unusual Egg Rolls

CHEF JAMES WOOLSEY
SYSCO DETROIT

"In Detroit's sports pubs and bars, and even in the Comerica Park stadium where the Tigers play baseball, we've seen an uptick in interesting egg rolls. First, we had the Reuben roll, filled with corned beef and sauerkraut, deep-fried and served with Thousand Island dressing. Then came crunchy rolls, filled with pot roast and mashed potatoes and served with horseradish sour cream. Now you see dessert versions, too: apple fritter, Nutella and even cheesecake."



5 Foods on a Stick

CHEF BRYAN HUDSON
SYSCO RALEIGH

"Whether you're watching the Durham Bulls play Minor League baseball or trying

to squeeze into a sports bar during March Madness, when locals choose sides and cheer avidly for Duke or University of North Carolina, some snack foods never go out of style. Specifically: chicken and waffles and barbecue, which around here [Raleigh-Durham] means pulled pork. The best snacks I've seen lately are handheld and easy to eat, such as foods on a stick. For Chicken and Waffles on a Stick, dip chicken in waffle batter, deep-fry it and put it on a stick for a fun, mobile snack with regional flair."



6 Healthier Stadium Food

CHEF CHRIS MACADAM
SYSCO MONCTON

"We have a brand-new multifunctional hockey stadium called Avenir Centre that is driving a lot of the sports food trends around Moncton. I see a movement toward healthier choices and different diets, like the keto diet, vegetarian and vegan food bites and lighter foods like tuna poke bowls, noodle bowls and rice bowls.

This is Atlantic Canada, close to the water, so in the bars we are doing a lot with lobster: Atlantic lobster melt (similar to a tuna melt with lobster), lobster nachos. For lobster poutine we add lobster, change the fries to diced potatoes or tater tots and add different cheeses."



7 Over-the-Top Decadence

CHEF JAMIE MULLETT
SYSCO HALIFAX

"Here in Halifax, they have redesigned the Scotiabank Centre for food. Now there is a whole food court where you can get just about anything: ethnic options, healthier choices and plenty of crazy over-the-top foods. People treat going to a game like their cheat day. I've seen apple fritters used as the bread for a fried chicken sandwich, doughnuts used as hamburger buns. I've even seen two grilled-cheese sandwiches used as 'bread' for a bigger sandwich, with all the fixings jammed in between them."

FUTURE WATCH

Stadium Food Goes Upscale

"All over the country, stadiums are bringing the local flavours and cuisines of the city inside. In Houston, in addition to burgers and fries, you can eat slow-smoked barbecue or get a high-end sandwich, like a BLT with artisanal bacon and fried green tomatoes. At Seattle's

Safeco Field, where the Mariners play, you can enjoy a muffaletta sandwich with pesto, followed by a small-batch whiskey or wine by the glass. Times have changed from the old peanuts and Crackerjacks."
—Chef Ojan Bagher, Sysco Houston

Spring Into Salads

We've combined tender greens with bright seasonal vegetables, fresh cheeses and crunchy toppings to create hearty, irresistible main-dish salads.



Asian
Chicken
Salad
With Peanut
Sauce

Celebrate the Season

Sysco, along with our specialty produce company FreshPoint, is the largest procurer of produce in the foodservice industry. With our reach and peerless quality assurance staff, you can get farm-fresh fruit and vegetables of unparalleled quality all year long. Whether it's peaches in summer or apples in fall, kale in the cold months or carrots anytime, Sysco delivers the best. But what better time than spring to celebrate

and showcase the finest the farms have to offer? It's the time when baby radishes and peas mix on the plate with bright-green beans and sweet tender lettuces—our wonderful salad days.

When creating a main dish salad, layer together a variety of flavours and textures. Choose a mix of seasonal lettuces, and if you want to save time and labour, start with one of Sysco's popular chef's blends, such as the **Tuscan** or **Arcadian Blend**. These mixes of hearty shredded vegetables make life a whole lot easier in the kitchen. Top them with crunchy wonton strips or croutons, dry and aged cheeses and sliced colourful vegetables. Then drizzle over

Sysco Classic salad dressings. To make the salad heartier, combine it with a protein such as thin-sliced **Butcher's Block Reserve Angus Beef**, **Sysco Classic Chicken Breast** or grilled **Portico Premium Shrimp**, either directly on top or on the side. Add sliced bread or a sourdough roll and you have the perfect light meal.

Fresh to Your Door

Sysco acquired FreshPoint in 2000, but the company still maintains 23 separate warehouses throughout the U.S., Canada and Puerto Rico.

"Produce is all we do," says Ted Beall, Vice President of Sales and Marketing



Chopped
Greek Salad
With Feta
Vinaigrette

Find recipes
for these dishes
on page 29.

at FreshPoint. “We carry an enormous number of fruit and vegetable varieties, including local, organic and specialty products, and every one of our employees is 100 per cent focused only on fresh, high quality produce.”

FreshPoint distributes to every segment of foodservice, from casual dining and quick service to cruise ships and schools, and they are able to deliver four to six times per week. “Because of our smaller trucks, we have a more nimble and flexible delivery schedule. We get products in more frequently and ship out more frequently,” says Beall. For certain clients, such as

large operations that serve a lot of fresh produce, they offer special deliveries, including second runs also known as “just in time” deliveries, all while maintaining Sysco's quality assurance and cold chain standards.

Fresh and Local

At Sysco, *fresh* and *local* are not just buzzwords. We know our operators would like to serve more local produce to customers, as well as tout the names of local farms and products on their menus. We are always looking to improve and increase our supplier outreach, beginning with the more

than 1,000 local farms and vendors already in our system, from central California to Eastern Canada.

Organic Growth

To bring our customers more organic produce, we are excited to announce that Sysco has recently partnered with Earthbound Farm, one of the largest organic produce suppliers in the industry. This unique partnership enables us to launch our own line of organic produce and provide a wider variety of organic fruits and vegetables, from potatoes and onions to blueberries and lettuce blends.



Steak and Arugula Salad With Blackberry Peppercorn Vinaigrette



Spa Salad With Blood Orange Shallot Vinaigrette

Add Rosemary Chicken

UNUSUAL BUT USABLE

Why should good vegetables go to waste?

Talk about a win-win situation: **FreshPoint** has partnered with many of its growers in a produce program called **Unusual but Usable (UBU)**, which reduces both food waste and food costs to customers by focusing on #2 product. The program takes misshapen vegetables such as peppers, carrots, onions and tomatoes that can be chopped and processed (instead of wasted) and sells them at a lower price point. Go to **UnusualbutUsable.com** for more information.

Find recipes for these dishes on pages 28-29.

A Healthier PIZZA PROFILE

With wheat-free crusts and meatless sausage, pizza has suddenly transformed from a guilty pleasure into a nutritious treat. So dig in!

From meatless burgers to spaghetti made from zucchini, plant-based foods are all the rage right now. Diners are increasingly invested in their health and wellness. They work out at the gym and make lifestyle changes to improve stamina and increase longevity. They are making changes to their diets, as well.

When it comes to eating out, diners are seeking wholesome and nutritious dishes. Often, they will look for vegetarian or flexitarian choices on the menu. And as foodservice suppliers develop more products designed for this growing consumer base, it is becoming easier for operators to provide these options.

Not so long ago, vegans and vegetarians were relegated to eating a plate of grilled veggies or a salad while their tablemates had the run of the menu. That is no longer the case. Chefs are making tweaks to the preparation of their signature main dishes, swapping

out proteins with plant alternatives such as dragon fruit, nut meats or tofu. Yes, even that symbol of carnivorous delight, the all-American burger, has gone meatless in the forms of the extremely popular Beyond Burger® and Impossible Burger®. What's next, a vegan steak? (They're working on it.) Even the pleasure of biting into a sausage pizza can now be enjoyed by all.

First, bake a gluten-free, grain-free **Cauliflower Pizza Crust** made by Rich's Foodservice. Despite being gluten-free, the crust browns well and stays crunchy. Combine thickened cream such as mascarpone with basil pesto for vibrant green color and fresh basil flavour. Top with fresh mozzarella. Chop up fresh broccolini stalks, and finally, scatter **Beyond Meat® Beyond Sausage** slices on top. This combination of creamy dairy, fresh vegetable flavour and salty sausage really satisfies. Vegetarians and flexitarians, rejoice.

39% of consumers, up from 32% two years ago, say that **new and innovative toppings are highly important** in creating a good pizza.

—Technomic

Beyond Sausage®
Pizza With Pesto Cream
and Cauliflower Crust;
recipe page 30.



5 FACTS ABOUT CINCO DE MAYO

CINCO DE MAYO CELEBRATIONS ARE A GREAT TIME FOR RESTAURANTS OF ALL TYPES TO OFFER MEXICAN-INSPIRED DISHES AND DRINKS TO ENTHUSIASTIC PATRONS. WHEN YOU ARE COOKING UP TEX-MEX AND SOUTHWESTERN CUISINE, LIGHT UP THE GRILL AND CHARGE THE BLENDER. YOU'LL FIND JUST WHAT YOU NEED FROM OUR **CASA SOLANA** BRAND.

THE HOLIDAY IS an important time for restaurants to attract culturally diverse consumers. Ethnic populations in America and Canada are growing tremendously, and with that comes a rise in purchasing power. By trying your hand at some easy-yet-delicious Hispanic-style foods, such as tacos and salsas, you can begin to tap into this burgeoning market. First, let's get some facts straight about the big day.

1. A WINNING BATTLE

Many people mistakenly believe that Cinco de Mayo is a celebration of Mexico's Independence Day, much like 4th of July in the U.S. But in fact, it commemorates the Mexican army's victory over French forces in the Battle of Puebla, which occurred on May 5, 1862.

2. A NORTHERN TRADITION

Although it's an important date in Mexican history, the fiesta/street party aspect of Cinco de Mayo is almost entirely an American creation. Canadian celebrations tend to

be more subdued than those in Los Angeles and San Antonio, Texas. But in Vancouver, some folks celebrate the day with a group skydive. (Just save the cocktails for after.)

3. CELEBRATING MEXICAN HERITAGE

Cinco de Mayo has been promoted at several points throughout history for a variety of reasons. It was first given life in the U.S. under Franklin Roosevelt's "Good Neighbour" policy, which was meant to improve relations with Latin America. In the 1950s and '60s, it was picked up by Chicano and Hispanic activists as a way to spread cultural understanding. And in the 1980s, beer companies promoted it heavily, weaving it into their advertising campaigns.

4. HOLY GUACAMOLE

Canadians love avocados. Imports have been increasing at a rate of about 10 per cent per year by volume. Save time and labor when you use our **Casa Solana**

Pre-Mashed Avocados to make your favourite version of dip, and pair it with **Casa Solana Tortilla Chips**. To make the simplest guacamole, combine fresh avocados, fresh lime juice, finely diced white onion, minced jalapeno chile and sea salt. If you like, add salsa, chopped fresh tomato, chopped jalapeno chile or chopped fresh cilantro according to your taste.

5. MARGARITAS IN THE MIX

Tequila sales double in the week leading up to Cinco de Mayo, and margaritas account for nearly 50 per cent of cocktails sold on the holiday. Combine margarita mix with your favourite tequila or mezcal and a splash of lemon or lime for a refreshing and festive drink. Or whip up something a little more glamorous, such as the Paloma Margarita (pictured, right). Made with grapefruit soda, it's the perfect pick-me-up to serve patrons on a warm spring evening. Pair it with chips and an assortment of vibrant and spicy salsas.



PINEAPPLE
PICO DE GALLO

PALOMA
MARGARITA

TOMATILLO SALSA

VERDE SAUCE

NOPALITOS TACOS

SALSA ROJA

BEEF FAJITA TACOS

SPICY TABLE
SALSA

FIND RECIPES
FOR THESE
DISHERS ON
PAGES 30-31

Make Her Day

Sweeten your Mother's Day menu with easy and elegant premade desserts.

Mother's Day: It's the busiest day of the year for dining out, according to the National Restaurant Association. But if you are not meticulous in your planning, you could wind up "in the weeds." We asked Andrew Rivera-Myers, Culinary Consultant at Sysco Northern New England, for his best Mother's Day prep tips.

FOUR WEEKS OUT

First, he says, start marketing your event about a month ahead. Put up signs in the restaurant to get the word out and publicize it on social media. Getting those advance reservations locked down is key.

THREE WEEKS OUT

Next, two to three weeks out, talk to your staff to make sure they will be fully prepped and in attendance.

TWO WEEKS OUT

About two weeks out, start creating your menus. Plan a limited menu that you can execute easily. Rivera-Myers suggests focusing on dishes you can prep ahead. You

can even put together kits, so when a diner orders the seafood pasta or a stuffed artichoke, everything is chopped, portioned and ready to go. Rivera-Myers also suggests relying on labour-saving and speed-scratch items such as precooked beets or Sysco's bottled salad dressings to remove part of the burden from the Mother's Day rush.

ONE WEEK OUT

The week of Mother's Day, do some prep every day leading up to Sunday so you're not scrambling at the last minute.

DAY OF

What if you could offer guests a special Mother's Day treat that doesn't require hours in the kitchen? Sysco has you covered with a selection of tempting thaw-and-serve cakes and cookies, such as Sysco Classic Tiramisu and red velvet and chocolate cakes.

Ask your Marketing Associate how Sysco's Menu Services can help you prepare and market your Mother's Day events.

Strawberry Float Cake

A moist strawberry-and-vanilla cake layered with decadent cream cheese frosting and topped with yogurt crumbles.

Sysco Imperial Éclairs

Sysco Imperial Cream Puffs

European Imports Macaron Assortment

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Heart-Shaped Macarons

Brown Butter Cake

Lemon-Berry Mascarpone Cake

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*Source: Nielsen L52Wks Period Ending Dec 08th 2018



Employing Diversity and Emphasizing Inclusion

Through recruiting, mentoring and other strategies, Sysco is building a more representative workforce for the 21st century.



At Sysco, we believe elevating diversity and inclusion as core values makes us a better company to work for and work with. Diverse associates and suppliers and the valuable perspectives they bring help us continue to innovate and evolve.

Our 2025 Corporate Social Responsibility Goals include two ambitious objectives: To expand our relationships with minority- and women-owned suppliers and increase the gender and ethnic diversity of our associates.

“Our diverse network of suppliers is a great source of

original ideas,” says Angela Flenoy, Sysco’s Director of Innovation and Strategy.

Building a More Inclusive Organization

In 2018, Sysco had ongoing partnerships with nearly 500 minority- and women-owned suppliers, and by 2025, we aim to increase our current spend with women and minority suppliers by 25 per cent. We’re also engaging with nonprofits like the Houston-based Minority Supplier Development Council, which connects

minority-owned businesses with major corporations.

We have taken steps to reduce obstacles that have made it difficult for companies to partner with us in the past by simplifying the processes for becoming a supplier and creating a program that enables smaller producers to access suitable liability insurance.

“We are committed to creating an inclusive culture that reflects the customers and communities we serve,” says Paul Moskowitz, Executive Vice President of Human Resources. “Workforce diversity is a business imperative. It helps us to compete in a rapidly changing environment by providing a variety of perspectives, and to create an environment where all associates can flourish.”

A Day for Women

Sysco is proud to announce our inaugural celebration of International Women’s Day (IWD) on Friday, March 8th. International Women’s Day, a global celebration of the social, economic, cultural and political achievements of women, also marks a call to action for accelerating gender parity. Planned activities include a video that highlights female associates from the many countries in which Sysco operates, a panel event and an enterprise-wide “Wear Purple” campaign (the official color of IWD) to spread awareness about the day.

Get fresh. Get mixing.

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Service



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5 Essentials for Fantastic Service

Good food. A comfortable atmosphere. The perfect location. Your restaurant may have everything going for it, but if the service is poor, your customers won't be back. "All great dining experiences are tied to service—and decent isn't good enough," says Scott Harper, Business Consultant at Sysco Syracuse. Fortunately, you can train your staff to deliver great service. Here are five essential practices to teach your servers.

1. "Own" your section

One key to good service is to train and empower servers to think of their section as their own business. That means they should arrive a few minutes early, check and make sure that everything is there, from cutlery to condiments, and that it is clean and orderly. And remind them that every table is a sales opportunity, and not just a chance to take orders.

2. Be (subtle) salespeople

Customers are savvy and can see through a blatant upselling pitch. Servers need to get the customer's attention, know the menu items inside and out and be able to make creative and appropriate suggestions and recommendations.

3. Don't make assumptions

It may seem like a well-dressed and seemingly well-off customer might order more and be a better tipper than someone in jeans and a T-shirt. But this assumption is often wrong and can lead to poor service. Instead, *all* customers should be treated with respect. Andrea De La Piedra, Hispanic Segment Manager of Sysco Riverside, recommends servers she trains put themselves in the shoes of prospective customers and think through how they've been treated and how it made them feel.

4. Watch for "prairie dogs"

You've probably seen images of prairie dogs poking their heads out of their burrows and looking around. "Customers do the same thing when they need something," says Bill Elliott, Director of Business Resources for Sysco Virginia. It may just be a glass of water, or there might be an issue with their meal. Training staff to spot and help these patrons quickly can mean the difference between a good and bad dining experience.

5. Radiate positivity

Service with a smile may be a cliché, but for good reason. Approaching customers with a friendly attitude can make a huge impact. This goes beyond just the servers: Owners, managers and the whole staff should strive to create a positive and respectful environment where customers can't wait to return again and again.

TASTY CONVENIENT ECONOMIC

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Tips for Tackling Takeout and Delivery

The rise of off-premise dining has turned the tables on the restaurant industry. These days, diners want to enjoy great restaurant food in the comfort of their own homes, and they've grown accustomed to dialing it up at a moment's notice. In fact, 38 per cent of today's restaurant traffic is off-premise, according to *Restaurant Business News*.

Takeout is not right for every restaurant. It can disrupt the flow of in-house dining, and third-party delivery companies take up to 30 per cent of the meal price in commission. We spoke with Sysco experts about how operators can grow their takeout and delivery business without losing control over quality and revenue. Here's what they had to say.

Be mindful about the menu

"Dishes on your takeout menu should be quick and easy and should travel well," says Mike Sniffen, Director of Business Resources at Sysco Baltimore. Sniffen advises developing a limited menu just for off-premise. Most french fries don't travel well, although **Sysco Imperial Heavy Battered French Fries** have a special coating that allows them to retain their crisp exterior on the ride home.

Perfect the packaging

"The most important thing an operator can do is invest in good-quality packaging," says Steven Goll, Director of Business Resources at Sysco Western Minnesota. Both Goll and Sniffen recommend black containers with see-through lids like those made by **Earth Plus**. The containers look great, hold temperature and have compartments for hot and cold foods. The products you choose should also be strong and leak-resistant.

Market your services

Goll suggests promoting your to-go menu on colourful cards that you can include with the bill or keep by the register. Sniffen recommends that every takeout business set up online ordering. Once you do that, he says, don't forget to update your menu, whether it's on your own site, UberEats, Yelp or Google.

Create a combo

With takeout orders, desserts and appetizers tend to fall by the wayside. Sniffen advises operators to create combo specials. "Three courses for \$20. That's soup or salad, plus a main course, and don't forget dessert." You can't go wrong with a **Sysco Imperial Chocolate Chunk Cookie**.

Ask your Marketing Associate about Sysco products and solutions for your takeout and delivery business.



Shakshuka Breakfast Pizza

CHEF NEIL DOHERTY
SYSCO CORPORATE
SERVES 2-4

SHAKSHUKA SAUCE

- 3 Tbsp. Arrezzio Imperial extra-virgin olive oil
- 1 Imperial Fresh medium onion, cut into ½-inch dice
- 1 Imperial Fresh red bell pepper, cut into ½-inch dice
- 1 Imperial Fresh yellow bell pepper, cut into ½-inch dice
- 3 Imperial Fresh jalapeno chiles, minced (seeds removed)
- 3 Imperial Fresh cloves garlic, thinly sliced
- 1½ Tbsp. Sysco Imperial McCormick paprika
- 2 tsp. Sysco Imperial McCormick ground cumin
- 30 oz. Sysco Imperial canned whole peeled tomatoes, crushed by hand
- Salt and freshly ground black pepper to taste

PIZZA

- 1 Rich's Cauliflower Pizza Crust
- 6 oz. Shakshuka Sauce
- 4 Wholesome Farms eggs
- Salt and freshly ground black pepper
- 2 Tbsp. Sysco Imperial feta cheese
- 1½ Tbsp. olive oil, divided
- 2 cups Imperial Fresh arugula
- Juice of 1 lemon

FOR THE SHAKSHUKA SAUCE

Heat the olive oil in a sauté pan over medium heat. Add the onion, bell peppers and jalapeno chiles. Sweat the vegetables until very soft but not browned, about 10 minutes. Increase heat to

medium-high, add the garlic and cook until garlic is softened but not burned, about 1 minute longer. Add paprika and cumin and cook for 30 seconds to toast the spices. Add the tomatoes and stir to combine. Reduce the heat to a simmer and cook for 12 minutes; then season with salt and pepper to taste.

FOR THE PIZZA

Thaw the cauliflower crust and put it on a sheet pan or pizza screen. Evenly spread 6 ounces of the prepared Shakshuka Sauce over the crust, leaving a half-inch border around the outside. Using a spoon, make 4 wells for the eggs around the pizza. Break the eggs directly into the wells, being careful to keep yolks intact. Season the eggs with salt and pepper. Sprinkle the feta cheese evenly around pizza. Brush 1 tablespoon of the olive oil around the edge of the crust to promote browning. Place the pizza into a 450-degree convection oven and cook until the egg whites are set but the yolks are still runny, about 15 minutes.

While the pizza is cooking, toss the arugula with the remaining ½ tablespoon of olive oil and the lemon juice and salt and pepper to taste. When the pizza is ready, pile arugula salad in the centre and serve.



Spicy Mango Shaker Tea

SYSCO SIGNATURE RECIPE
SERVES 1

- 2 oz. fresh or frozen mango, diced
- 2 habanero chiles, thinly sliced
- 1 oz. simple syrup
- 8 oz. fresh brewed iced tea
- 1 shot spiced rum, optional

In a cocktail shaker, combine mango, habanero chilis and simple syrup and muddle together. Add tea and ice. Shake and pour over fresh ice. To transform this into an adult cocktail, add rum before serving.



Sweet Peachberry Shaker Tea

SYSCO SIGNATURE RECIPE
SERVES 1

- 1 oz. frozen or 2 oz. fresh strawberries
- 1 oz. frozen or 2 oz. fresh peach slices
- 4 fresh mint leaves
- 1 oz. vanilla-infused simple syrup

- 8 oz. fresh brewed iced tea
- 1 shot vodka, optional
- 2 fresh strawberries, sliced, for garnish

In a cocktail shaker, combine strawberries, peach, mint leaves and syrup and muddle together. Add tea and ice and shake. Pour the combination over fresh ice and garnish with fresh strawberries to serve. To make this into a delicious adult cocktail, add your favourite vodka before pouring over the ice.



Steak and Arugula Salad

CHEF SHANNON NEWMAN
SYSCO CORPORATE
SERVES 1

CANDIED PECANS

- 1 large Wholesome Farms egg, separated
- 2 Tbsp. water
- ½ tsp. Sysco Imperial McCormick vanilla extract
- 1 cup Sysco Classic brown sugar
- ½ tsp. Sysco Imperial McCormick cinnamon
- ½ tsp. Sysco Imperial McCormick cayenne
- ½ tsp. Sysco Classic salt
- 1 lb. pecan halves
- 1 4-oz. Certified Angus Beef filet mignon of beef tenderloin
- Salt and freshly ground black pepper to taste
- Sysco Classic Grill and Griddle cooking spray
- 1 cup Imperial Fresh spring mix
- 1 cup Imperial Fresh arugula
- ¼ cup thinly sliced Imperial Fresh red onion, rinsed under warm water to remove acid
- ¼ cup dried cherries
- ¼ cup crumbled blue cheese
- 1 Casa Solana Imperial avocado, thinly sliced
- 2 oz. blackberry peppercorn vinaigrette

FOR THE CANDIED PECANS

Preheat the oven to 250 degrees. In a large mixing bowl, vigorously whisk the egg white with the water and vanilla extract until very frothy. In a separate small mixing bowl, whisk together sugar, cinnamon, cayenne and salt. Add pecans to egg white mixture and toss until evenly coated.

Pour half the sugar mixture over the pecans and toss several times. Then add the remaining sugar mixture and toss until evenly coated. Pour coated pecans over a baking sheet lined with parchment paper and spread into an even layer. Bake in the preheated oven for 1 hour, stirring every 15 minutes. Allow to cool, then store in an airtight container.

FOR THE FILET

Season the meat on both sides with salt and pepper. Place on a charcoal grill that has been sprayed with oil and grill until medium-rare, when internal temperature reaches about 125 degrees. Remove from the grill and let rest.

While the steak is resting, combine the spring mix, arugula, onion, cherries and blue cheese in a large bowl. Gently fold in the avocado as to not break the slices.

Slice the steak into strips and arrange on top of the salad. Sprinkle with pecans, drizzle with blackberry peppercorn vinaigrette and serve.



Asian Chicken Salad With Peanut Sauce

CHEF NEIL DOHERTY
SYSCO CORPORATE
SERVES 1

PEANUT SAUCE

- 2 ½ Tbsp. Sysco House Recipe peanut butter
- 1 Tbsp. Sysco House Recipe honey
- 1-1½ Tbsp. Sysco Natural lime juice
- 1 Tbsp. + 2 tsp. rice wine vinegar
- 1 Tbsp. Sysco Classic canola oil
- 2 tsp. toasted sesame oil
- 2 tsp. Jade Mountain soy sauce
- 2 tsp. Sriracha
- 1 clove Imperial Fresh garlic, minced
- ½ tsp. grated Sysco Classic ginger

ASIAN CHICKEN SALAD

- 1 cup Imperial Fresh Napa cabbage, finely shredded
- ½ cup Imperial Fresh red cabbage, finely shredded
- ½ cup Imperial Fresh spring mix
- ½ cup shredded Imperial Fresh carrots
- 1 small Imperial Fresh red onion, julienned
- ½ cup Imperial Fresh red bell pepper, julienned
- 1½ cups cooked shredded Sysco Classic chicken breast
- ¼ cup Sysco Classic peanuts, roughly chopped
- ¼ cup rice wine vinegar
- ¼ cup lime juice
- ¼ cup Salt and freshly ground black pepper
- ¼-½ cup crunchy fried wonton strips
- 2 Tbsp. Sysco Imperial McCormick toasted sesame seeds
- 2 Tbsp. cilantro leaves

FOR THE PEANUT SAUCE

In a small bowl, mix all the ingredients until thoroughly combined. (The sauce should be thin enough to drizzle with a spoon.) Set aside.

FOR THE CHICKEN SALAD

In a large bowl, combine the cabbages, spring mix, carrots, onion, pepper, chicken and peanuts. Toss the salad with the vinegar and lime juice and season with salt and pepper to taste. Plate the salad, drizzle with a few teaspoons of peanut sauce, top with crunchy wontons, sesame seeds and cilantro leaves as garnish.



Chopped Greek Salad

CHEF SHANNON NEWMAN
SYSCO CORPORATE
SERVES 1

- 5 21/31 P&D Premier Gold Natural Wild Caught Shrimp, heads removed
- Salt and freshly ground black pepper
- 2 cups Imperial Fresh arugula
- 1 cup Imperial Fresh radicchio
- ½ cup Imperial Fresh English cucumber, halved lengthwise and cut into ½-inch moons
- ½ cup diced Imperial Fresh tomato
- ¼ cup thinly sliced Imperial Fresh red onion
- ¼ cup julienned Imperial Fresh red bell pepper
- 3 oz. Yasouf feta vinaigrette, divided
- 2 oz. Sysco Imperial feta cheese
- ½ Casa Solana Imperial avocado, cut into ¼-inch slices
- 1 lemon, sliced (optional, for garnish)

Soak an 8-inch wooden skewer for 1 hour in water. Skewer the shrimp and season with salt and pepper. Preheat a charbroiler to medium-high, place shrimp skewers on the charbroiler and cook for 3 minutes per side.

While the shrimp is grilling, in a large bowl combine arugula, radicchio, cucumber, tomato, onion and bell pepper with 1 ounce of the feta vinaigrette. Sprinkle the feta cheese over the salad and top with shrimp and avocado slices. Serve with lemon slices, if using. Serve with the remaining 2 ounces of the vinaigrette on the side.



Spa Salad

CHEF JASON KNAPP
SYSCO CORPORATE
SERVES 1

- ½ cup 5-Grain Blend
- ¼ cup canned chickpeas, drained and rinsed
- 4 Sysco Natural asparagus spears, trimmed of woody ends
- 2 Tbsp. Arrezzio Imperial olive oil
- 1 cup Imperial Fresh kale
- 3 oz. Sysco Imperial blackberries, quartered
- ¼ cup Casa Solana Imperial diced avocado
- 2 oz. Sysco Imperial Blood Orange Shallot Vinaigrette

Bring a pot of salted water to a boil. Blanch the 5-Grain Blend in the boiling water for 2 minutes, then shock in ice water.

Spread the chickpeas on a sheet pan in the refrigerator to dry out. Once dry, deep-fry them at 350 degrees until browned and crunchy, about 3 minutes. Drain on paper towels and season with salt to taste.

Preheat a charbroiler. Blanch and shock the asparagus using the same technique. Once they are shocked and dried, brush with oil, season with salt and pepper. Place on the charbroiler and grill for 2 minutes; turn the asparagus and grill 1 minute longer. Remove and slice into pieces.

In a large bowl, combine the spring mix and kale. Arrange the berries, asparagus pieces, cooked grains and diced avocado on top of the salad greens. Drizzle with the vinaigrette and serve.



Beyond Sausage® Pizza With Pesto Cream and Cauliflower Crust

CHEF SHANNON NEWMAN
SYSCO CORPORATE
SERVES 2-4

PESTO CREAM

- 1 cup shelf-stable cooking cream
- 4 Tbsp. basil pesto
- Salt and freshly ground black pepper to taste

BEYOND SAUSAGE PIZZA

- 1 Rich's Cauliflower Pizza Crust
- ¼ lb. fresh Arrezzio Imperial mozzarella, sliced into ¼-inch rounds
- 1 Beyond Meat® Beyond Sausage®, cooked and sliced into 1/8-inch rounds
- 6 broccolini stalks, trimmed to 2-3 inches, blanched and shocked
- 3 oz. jarred roasted red peppers
- 1 Tbsp. Arrezzio Imperial olive oil

FOR THE PESTO CREAM

In a small sauté pan over medium heat, thicken the Anchor cream by half. Once it's thickened, whisk in basil pesto. Season with salt and pepper and set aside to chill.

FOR THE PIZZA

Place the cauliflower crust on a sheet pan or pizza screen. Spread the pesto cream evenly over the crust, leaving a half-inch border around the outside. Arrange the mozzarella, sausage, broccolini and peppers evenly around the crust. Brush the outer edge of crust with the olive oil. Bake at 450 degrees in a convection oven until the cheese has melted and the crust is browned.



Paloma Margarita

SYSCO SIGNATURE RECIPE
SERVES 1

- 2 oz. mezcal or tequila
- 3 oz. fresh grapefruit juice
- 1 oz. Sysco Classic margarita mix
- 1 oz. club soda

GARNISH

- McCormick chipotle cinnamon rub
- 1 grapefruit slice, cut into quarters
- 1 fresh cilantro sprig
- 1 jalapeno chile slice

Rim a glass with the spice rub.

In a cocktail shaker, combine the mezcal or tequila, grapefruit juice, margarita mix and ice and shake. Strain into the prepared glass over fresh ice. Top up with the club soda. Garnish with a grapefruit quarter slice, cilantro sprig and jalapeno round.



Salsas

CHEF NEIL DOHERTY
SYSCO CORPORATE

VERDE SAUCE

- 6 cloves Imperial Fresh garlic, peeled
- 2½ cups Imperial Fresh cilantro
- ½ Casa Solana Imperial avocado
- 2 Imperial Fresh jalapeno chiles, deep fried
- ½ cup Imperial Fresh spinach
- ¼ cup Sysco Classic salad oil
- 1 cup water
- Salt and freshly ground black pepper to taste

In a food processor, combine all the ingredients and blend until smooth.

SPICY TABLE SALSA

- 3 Imperial Fresh tomatoes (5x6), quartered
- 5 dried chiles de árbol
- 4 dried cascabel chiles
- 1 clove Imperial Fresh garlic, peeled
- ½ cup roughly chopped Imperial Fresh white onion
- ¼ cup Imperial Fresh cilantro, chopped
- Salt to taste

In a medium saucepan over medium-high heat, combine the tomatoes, chiles and garlic. Add cold water to cover and bring to a boil until the dried chiles are softened. Strain and reserve cooking liquid.

Place the solid ingredients into a blender along with 2 cups of the cooking liquid, adding more until the desired consistency is reached. Remove from the blender, pour into a bowl and fold in chopped white onion and cilantro. Season with salt.

SALSA ROJA

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

Place the tomatoes, chile de árbol, garlic, jalapeno and onion on a sheet pan and roast in a 350-degree oven 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.

PINEAPPLE PICO DE GALLO

- 3 cups finely diced Imperial Fresh pineapple
- 2 Tbsp. diced Imperial Fresh serrano chiles
- ¼ cup finely diced Imperial Fresh red onion, rinsed in warm water to remove acid
- ¼ cup packed Imperial Fresh cilantro
- ¼ cup Sysco Classic salad oil
- Juice of 2 Sysco Natural limes
- ½ cup finely diced red bell pepper
- Salt and Imperial Fresh ground black pepper

In a medium bowl, combine all the ingredients and season with the salt and pepper to taste. The salsa will stay good for up to 3 days when refrigerated.

TOMATILLO SALSA

- 24 tomatillos or green tomatoes
- 5 cloves Imperial Fresh garlic
- 15 chiles de árbol (can use Imperial Fresh serrano or jalapeno as alternatives)
- 1 cup warm water
- 1 tsp. Sysco Imperial McCormick dried oregano
- 1 Tbsp. Sysco Imperial chicken base
- 1 Tbsp. kosher salt
- ½ cup finely chopped Imperial Fresh cilantro
- ¾ cup finely diced Imperial Fresh white onion
- Juice of 1 lime

Roast tomatillos and garlic on a well-oiled grill or by placing on a sheet pan in a 500-degree oven until cooked through. If they begin to char, lower the heat. If using a chile de árbol, roast in the oven. If using jalapeno or serrano, cook on a grill. Combine roasted tomatillos and peppers with the water, oregano and chicken base in a blender and process. Season with salt, remove from the blender and fold in cilantro and diced onion. Finish with fresh lime juice.



Beef Fajita Tacos

CHEF JASON KNAPP
SYSCO CORPORATE
SERVES 2

- 8 oz. fajita meat
- 1 tsp. Arrezzio Imperial olive oil
- ¼ Imperial Fresh red bell pepper, julienned
- ¼ Imperial Fresh yellow bell pepper, julienned
- ¼ Imperial Fresh yellow onion, julienned
- 2 6-in. Casa Solana flour tortillas
- 1 tsp. Spicy Table Salsa (see recipe)
- ¼ Casa Solana Imperial avocado, sliced in half
- 2 oz. pickled red onion

- 4 Imperial Fresh cilantro leaves
- 2 Tbsp. Mexican crema, in a squeeze bottle
- 1 Tbsp. Cotija cheese

Preheat the charbroiler to high heat and oil it well. Grill the fajita meat on the charbroiler until it reaches desired doneness. Remove the meat and let it rest for 5 minutes. Slice the meat against the grain into ¼-inch slices.

In a sauté pan, heat the olive oil over medium-high heat and sauté the peppers and onion until they are al dente.

To build the tacos, take two tortillas and heat them on a flattop grill or in a pan, about 30 seconds per side. Divide the Spicy Table Salsa between the tortillas, followed by the sautéed peppers and onion and fajita beef. Top with sliced avocado, pickled red onion and cilantro leaves. Squeeze some crema over each taco and top with the Cotija cheese.



Nopalitos Tacos

CHEF JASON KNAPP
SYSCO CORPORATE
SERVES 1

- 1 roughly 8-oz. nopal paddle (cactus leaf)
- 1 Tbsp. plus 1 tsp. Arrezzio Imperial olive oil, divided
- Salt and freshly ground black pepper to taste
- ¼ Imperial Fresh red bell pepper, julienned
- ¼ Imperial Fresh yellow bell pepper, julienned
- ¼ Imperial Fresh yellow onion, julienned
- 4 Casa Solana Classic corn tortillas

- 2 Tbsp. Tomatillo Salsa (see recipe)
- 4 Tbsp. Pineapple Pico de Gallo (see recipe)
- 2 Tbsp. Sysco Classic chickpeas, fried
- 2 Tbsp. radish alfalfa sprouts or microgreens
- 1 Imperial Fresh jalapeno chile, thinly sliced

Using a paring knife, remove any remaining thorns from the nopal paddle. Once it is fully cleaned of thorns, rub the paddle with 1 tablespoon of the olive oil and salt and pepper. Preheat a charbroiler to high heat. Place the cactus paddle on the grill and cook, turning every 2 minutes, for 4 minutes total per side, to achieve a crosshatch design. Slice into ½-inch-by-2-inch slices. In a sauté pan, heat the remaining teaspoon of oil over medium-high heat and sauté the peppers and the onions until they become al dente. Heat the corn tortillas on a flattop or in a pan.

To build the tacos, layer two corn tortillas together and spread 1 tablespoon Tomatillo Salsa on the bottom. Next, divide the peppers and onion and place on top of the salsa. Place 4 ounces of grilled cactus next, followed by the pineapple salsa. Garnish with the fried chickpeas, sprouts and jalapeno slices.

DRIVER PROFILE



Pat Moore

Driving for Sysco Regina for 32 Years

Q: How long have you been driving for Sysco?

A: I started in June 1987.

What do you like most about working for Sysco?

Every day is different. I get to see a different face and a different place every day.

What is the most rewarding aspect of your job?

I love seeing our customers succeed. I'm part of a team that wants to help our customers to be the best they can be. I know we have great products, so when I complete a delivery, I have confidence that they have received the best. That feels very rewarding.

Describe how you have worked closely with customers.

I enjoy introducing customers to new and different products I come across—everything from apples to zucchini.

Describe the relationship you have with your customers.

Putting aside business talk, we always have fun and chat about our lives, current events, sports, etc. I have made some good friends in this job.

What kind of obstacles do you encounter during an average day?

Living in Saskatchewan, the weather can be a big factor. Other things that come up

often involve timing issues from the warehouse, computer problems or incorrect or shorted items on the truck. Whatever the problem, it's up to us [the drivers] to find a solution.

If you weren't driving for Sysco, what would you be doing?

Probably something in horticulture and landscape design. I find it relaxing and creative.

While driving in your truck, what radio station or podcast do you like to listen to?

Classic rock is always a go-to for me. I like talk radio, and I love listening to the best interviewer ever: Howard Stern.

What is your go-to meal or beverage when on the road?

My beautiful wife makes me lunch most of the time, and of course I love coffee. I always need coffee!

Do you have any driver quirks? Are there any rituals you practice?

I always look once, twice, three times, because you can never be too careful.

Are Canadians good drivers?

I would have to say 50/50. Distracted driving is still a problem. I would tell people: Put down your cellphones when you are driving.



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