ABOUT BEEF

GO GLOBAL WITH VALUE CUTS AND ETHNIC-INSPIRED DISHES

FIRED UP ABOUT BEEF

SIDE DISHES IN THE SPOTLIGHT /P.18
FALL HARD FOR AUTUMN VEGGIES /P.20
A HAPPIER, HEALTHIER KITCHEN /P.27
MEET SYSCO CHEF LAURIE WOLFE /P.32
HALOUMI GRILLING CHEESE

Message From the Executive Editor

Dear Valued Sysco Customer,

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

In this issue, we also offer ideas and recipes for inspired vegetable side dishes (see pages 18–39) that can complement those main-dish meats, or be served on their own, as a series of small plates. And as the weather continues to cool down, we’ve found delicious ways to tap into the warm colours and sweet, subtle flavours of autumn produce (page 20).

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

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

Dominic Iezzi
Senior Vice President, Sales and Marketing
Fresh From the Sea

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

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

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

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

SUPPLIER PROFILE

Saputo Dairy

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

A Trusted Portfolio

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

“As a dairy company, milk is our primary ingredient, and we care deeply about the way it is produced,” says Randy Norman, National Sales Manager for Saputo Dairy Products. “High-quality dairy products begin with high-quality milk from healthy and well-cared-for animals,” says Norman. To that end, Saputo supports initiatives that promote communication, awareness and training opportunities for dairy production welfare issues.

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

Saputo and Sysco

For more than 20 years, Saputo has been supplying Sysco with a range of quality dairy products in sizes and formats designed specifically for the foodservice sector, including block cheese, shredded cheese, fine and imported cheeses, fluid milk, cultured dairy and more. For the past six years, Saputo has been designated a Top 10 Sysco Canada Supplier. “Together, we are focused on our customers’ needs and working to meet and exceed their expectations on a daily basis,” says Jim Fennell, Vice President, Food Service Sales, Saputo Dairy Products, Canada G.P.

A Good Corporate Citizen

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

Saputo Dairy

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Montreal
CATEGORY
Dairy
KNOWN FOR
Quality milk and cheese

SYS Coc FOODS
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Flavour and Flexibility

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

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

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

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

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

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

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

Ask your Sales Representative about Butcher’s Block meats for your menu.
The Vanilla Pod
Penticton, B.C.

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

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

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

What are some of your signature dishes?
The crispy potato cake with tomato and avocado salsa and the paella with prawns, chicken and chorizo are the two items that have been with us since the beginning—mainly because customers don’t let us take them off the menu.

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

What are some of the products you source from Sysco?
We buy all our beef from Sysco; we use a sustainable beef company called Beretta Farms that Sysco distributes. Other than your everyday pots, pans and paper products, we also get duck, some fish, tomatoes and herbs. When we’re in high season, we actually grow a lot of our own vegetables and herbs. But in the off-season, when it’s too cold to grow, we buy most of our vegetables from Sysco. A lot of it is from local growers, so the quality is excellent.

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

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

The global culinary mashup is nothing new. For as long as people have travelled, they have collected new flavours and recipes from around the world—sometimes combining these flavours in novel ways.

Recently, street food has featured its share of mashups, perhaps starting with the Los Angeles Kogi bulgogi taco truck. By taking a familiar vehicle (the taco) and adding a twist (bulgogi beef), you can introduce diners to new tastes—the simple joy of the Korean-style taco.

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

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

“Every chef has an identity, a background, a culinary story to tell,” says Vomund. “Take those memories and play off them when you create your mashups. Tell the story of your heritage through a new kind of taco or burger—or something different, like matzo ball pho with lemongrass. Mashup pairings shouldn’t be too complicated.”

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

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

Greek Yasou Feta Cheese Dressing
Sysco Brand salad dressings are now manufactured in Canada

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

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

SUPREME BACON

NEW

Center-cut Sliced Bacon

10-12/LB #5386166

Less shrinkage

Better plate coverage

SYSCO Supreme

Your Trusted Food Partner

olymelfoodservice.com

DID YOU KNOW?

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

**2017 Canadian Flavour Consumer Trend Report, Technomic

THERE’S NO BETTER TIME TO HEAT UP YOUR MENU WITH FLAVOURS FROM AROUND THE WORLD!

Ground Ancho Chili Pepper

Packaging information:

5275460 6 x 500 g Club House

Piri Piri Seasoning Blend

Packaging information:

5290204 6 x 700 g Club House

Fiery Habanero & Roasted Garlic Seasoning Blend

Packaging information:

5263254 6 x 705 g Club House La Grille

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* © 2017 Canadian Ethnic Food & Beverage Consumer Trend Report, Technomic

** © 2017 Canadian Flavour Consumer Trend Report, Technomic
Value Cuts Make a Comeback

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

When most people think of steaks, they imagine prime cuts such as the rib eye, New York strip, filet mignon and T-bone. But chefs know there is a lot more to beef than just these pricier cuts. And with the movement toward tail-to-snout cooking, creative operators are embracing the secondary and off-cuts. These marbled marvels may require a little more care—a precision cut or a longer cook time—but the end result is juicier and more flavourful meat. Use them in on-trend global applications like Latin and Asian braising and grilling, and you can’t go wrong.

We talked to six Sysco chefs from Portland to Montreal about their own favourite value cuts and how to use them in global applications.

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

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

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

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

Patricia Carvalho
CORPORATE CHEF
SYSCO GRAND MONTREAL
In 2019, more unexplored African cuisine has been hitting the market. The West is discovering and embracing flavourful dishes such as berbere Ethiopian siga (beef) ragout with injera. To elevate the dish, chefs can replace the ground beef normally used with chopped Butcher’s Block inside round, which has more bite to it. Slow-braising the inside round in the berbere spice mix—which includes cinnamon, cardamom and cloves—brings the dish to a new level. This dish resonates with chefs because of its versatility. You can use it for fajitas or vaca frita, the Cuban dish. Latin cuisine is growing. Mexican cuisine and Tex-Mex cuisine have been mainstream for a long time. Now Cuban, Peruvian and Argentinian all have a strong presence, too. And they all use those value cuts of meat: the heart, the entrails, the trim.

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

In his colourful fusion dish, Vaca Frita and Yuca Poutine, Chef Juan Rosado combines Cuban cuisine with Canadian poutine and tops it with the Argentinian staple chimichurri sauce, flavoured with tropical banana. (As the centrepiece, Rosado uses Certified Angus Beef® lifter meat, an underutilized cut from the ribs). The result is a medley of colours and flavours. For his beautiful Sliced Picanha With Cornmeal Fries, Chef Luigino Tripodi uses a different product—Certified Angus top sirloins, with the fat cap off. In this elegant dish, the meat is seared for a few minutes over a hot flame, and then served with cornmeal fries.

Whether you are looking for more creative ways to menu beef or great ideas for optimizing profit from each beef serving, “Our specialty meat companies are here to help customers with their beef programs. This includes both talent and technology,” says Magno. “Not only do we use high-tech machines to make precision cuts specifically for the Asian and Hispanic market, but those cuts are informed by our specialists in the different cultures.”

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

When the weather starts to cool down, nothing satisfies like a rich, hearty beef dish. Take a value cut of beef and stew or braise it in the wet and dry ingredients of your choosing. Use Korean flavours, as Chef Colin Greensmith has done with his short ribs, or a more traditional European-style combination of aromatic vegetables, red wine and beef or chicken stock. In the end, you have a delightfully fork-tender piece of meat. Braises take time, but they also have their place in a busy kitchen, as once you place the meat in the oven, your work is done for several hours, so you can work on other tasks while it cooks. Chef Patrick Clement of Pallas Foods, a Sysco Company located in Ireland, has created both a stew and a braise. His classic beef stew cooks with celery and carrots and arrives at the table in a crusty bread boule. In another dish, a flat iron steak is butter-flied, rolled and tied into a roulade. It is then braised with dried herbs and more aromatic vegetables and served family-style, surrounded by the vegetables and glazed with sauce. Serve this dish with mashed potatoes or polenta to fill out the meal.

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

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

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

European

Meat Glossary

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

BULGOGI The Korean word for “thin-sliced beef” marinated and grilled.

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

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

Deep Cuts

SIRLOIN FLAP

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

CHUCK FLAP

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

ROUNDS

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

COULOTTE

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

BALL TIPS

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

Find recipes for these dishes on pages 28–30.
the ascent of the once-humble side dish has come about in stages. First, steakhouses began to innovate and elevate the way they treat vegetables. In the process, they created decadent cult favourites like lobster baked potatoes and truffle mac and cheese. Next, vegetarian and plant-based eating became more popular—and sometimes the best place on the menu to find vegetables was among the side dishes. Finally, diners started to crave customization. Instead of having the chef decide what starch or veg should go with what protein, today’s patrons want to pick and choose their own sides—treating them almost like shared small plates or tapas.

what makes a side dish irresistible?
Steakhouses have shown that even the simplest vegetable—the carrot, the Brussels sprout—can become an object of desire. "Side dishes need to have a degree of difficulty that people can’t do at home," says Neil Doherty, Sysco’s Senior Director of Culinary Development. Home cooks might steam or boil veggies and season them with salt and pepper, but they probably wouldn’t sous vide carrots and toss with French butter and bonito flakes. People dine out specifically to feast on specialized dishes such as Duck Fat Confit Fingerling Potatoes or Cauliflower and Lobster "Mac" and Cheese. It’s that chef-driven elevation—the quality of the ingredients, techniques and presentation—that makes the difference, whether the dish is larded with bacon, vegan or gluten-free.

PLANT-BASED EATING IS ON THE RISE, and diners are looking for vegetables across the menu. Aside from vegans and vegetarians, many diners are choosing a "flexitarian" lifestyle, in which they eat mainly plants but occasionally enjoy meat. In the past, vegans and vegetarians were often relegated to the side dish section of the menu. Now, however, creative sides/small plates are simply a great opportunity for chefs to showcase colourful vegetables, with and without a meat accent. Roasted Broccoli With Lemon and Garlic is a simple dish that highlights the gorgeous hue of the vegetable. And Pressure-Cooked Glazed Vegetables offers a rainbow of vibrant colour that works for all dietary types.

A Versatile Dish Like Buffalo-Garlic Brussels Sprouts With Vegan Dressing can be menu’d as a side dish, appetizer or à la carte small plate. As diners grow more sophisticated, explains Bruce Barnes, Sysco Menu Consultant, they want to customize their own meal instead of having the chef do it for them. This means small plates—that left side of the menu—are becoming more important, more profitable—and for some diners, the menu favourites that drive loyalty and repeat business.

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

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

Find recipes for these dishes on pages 30–31.
**Warm Wishes**

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

**The Vegetables of Autumn** offer a sweeter profile and the warm colours of falling leaves. At this time of year, build your seasonal menu using gorgeous red and yellow beets and yellow squash. Look for butternut and acorn squash (and their cousin, pumpkin) with bright orange and golden-yellow flesh, which can be stuffed or cubed and roasted in the oven. Consider dark leafy greens such as collards and beet greens for a hearty winter salad. (Find the recipe for Winter Greens and Warm Pork Belly Salad at SyscoFoodie.com.)

Get creative with hearty potato preparations, too. You can access many different varieties of potato, from russet to Yukon gold, from our produce brands, Sysco Imperial Fresh and FreshPoint.

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

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

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

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

**Find recipes for these dishes on SyscoFoodie.com.**
Mix & Match
Pair autumn vegetables with fresh herbs and warm spices for winning combinations.

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

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

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

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

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

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

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

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

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

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

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

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

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

Ask your Sysco Representative about booking a comprehensive Business Resources session.
Serve Up a Magical Experience

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

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

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

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

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

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

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

A Happier, Healthier Kitchen

A new program is bringing positive change to kitchen culture.

For decades, kitchen professionals have worked long hours under strenuous conditions—often for little pay. The cumulative impact has taken a toll, with mental health and addiction issues across the industry. In some cases, chefs have left foodservice, and fewer young people are choosing to enter the profession. To attract talent, owners are challenged and held to the highest standards but, above all, respected.

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

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

Examples of Success
At FairKitchens.com, you can start by watching videos of chefs and operators who tell personal stories of developing fair kitchens, and the impact the movement has had on their businesses and staff. “It’s not just about making money,” says Naama Tamir, co-owner of Lighthouse in Brooklyn, New York. “It really is about creating a special place where there’s education, patience and family.” Tamir believes implementing these principles into a restaurant’s culture has a positive affect on profitability, because if members of the staff are happy and healthy, she says, they stick around.

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

A new program is bringing positive change to kitchen culture.
TO SERVE
Toast the buns. Lay avocado slices on the bottom. Layer avocado with steak, bell pepper, onion, bay leaf, salt and pepper. Place on a rack to rest. For the chimichurri
In a small saucepan, melt the butter over medium-high heat. Add the garlic and sauté until brown. In a medium sauté pan, heat the oil over medium-high heat. Add the wine and sauté until thickened. Add the vinegar and sauté until thickened. Season with salt, pepper and cilantro. Drizzle with banana chimichurri and top with a crispy fried egg. Garnish with cornichon and chopped cilantro.

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Remove the meat from the pan and set aside. Pass vegetables through a sieve with the juices, a little wine and butter. Reduce season if needed, and stir in a muf of unsalted butter. Add the vegetable puree, and garnish with chopped fresh herbs. Glaze the meat with the sauce and serve family style.

### Beef Stew in a Crusty Bread Boule

Chef Patrick Clement  
Sysco Pacific Foods, Dallas, serves 12

Heat the oven to 350 degrees. In a large bowl, toss the loin meat in flour until coated. Fry Brussels sprouts in a small amount of butter until they begin to color, about 5 minutes. Remove from pan. Add a little extra butter to the pan to make gravy. In the same pan, brown the meat until meat is tender and the sauce has thickened. To serve, set the meat inside the bread bowls and heat according to the packaging instructions. Serve some of the baked dough, garnished with pearl onions and minced parsley.

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### Roasted Broccoli With Lemon and Garlic

Chef Michael Stajeck  
Sysco Hawaii

**SERVES 3-4**

- 2 tbsp. browned broccoli
- 1 tbsp. Arrezzio citrus oil
- 1 tsp. Sysco Imperial McCormick coarse black pepper
- Nonstick cooking spray
- 1 Imperial Fresh lemon, halved
- 1 tsp. garlic roasted garlic, chopped
- 4 tbsp. Arrezzio shredded cheese

Heat a convection oven to 400 degrees. In a large bowl, toss the broccoli with olive oil, red pepper flakes, and salt. Spread on a sheet pan with nonstick cooking spray. Place the sheet pan with the seasoned broccoli and roast for 10 minutes. Remove from oven and toss in the roasted garlic. Continue to roast until edges are charred, about 15 minutes longer. Remove the lemon over the broccoli and top with shredded Asiago.

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### Buffalo-Garlic Brussel Sprouts With Vegan Ranch Dressing

Chef Scott Colella  
Sysco Central Florida

**SERVES 4**

- 2 cups raw sweetened milk
- 2 tbsp. Sysco Classic apple cider vinegar
- ¾ cup Sysco Classic all-purpose flour
- 1 cup Sysco Classic cornstarch
- 1 tsp. Sysco Imperial McCormick coarse black pepper
- 1 tsp. Sysco Imperial McCormick coarse sea salt
- 1 tbsp. Sysco Imperial crushed garlic
- 1 tbsp. Arrezzio Classic mustard
- ½ tsp. coarse black pepper
- 2 Tbsp. chopped Imperial Fresh chives

In a mixing bowl, combine the almond milk and lemon juice. After a few minutes, the mixture will begin to thicken and curdle. Drain and rinse the emulsions several times and place in a separate bowl. Add the almond milk mixture, garlic, onion powder, apple cider vinegar, salt, pepper and maple syrup blend to a fine emulsions. Adjust seasonings as needed.

To serve: Toss the Brussels sprouts in the Buffalo-garlic sauce. Serve over vegan ranch dressing, topped with chives.

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### Pressure-Cooked Glazed Vegetables

Chef Eric Stevens  
Sysco Jacksonsville, serves 1

**VEGETABLES**

- 8 small whole turnips
- 8 small whole carrots
- 8 small whole celery stalks
- 8 small whole onions
- 1 bottle red wine
- ¼ cup beef tallow

In a mixing bowl, toss some vegetable purée, salt, pepper, shallots, and red pepper flakes with the vegetables and serve.

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### Cauliflower and Lobster “Mac” and Cheese

Chef Jason Knap  
Sysco San Francisco

**SERVES 6-8**

- 2 Tbsp. butter, cut into 1-inch pieces
- 6 oz. Sysco Imperial Fresh broccoli
- 1 sprig Imperial Fresh thyme
- 1 Tbsp. diced Imperial Fresh garlic
- ½ tsp. Imperial Fresh minced ginger
- 1 small Imperial Fresh lemon, halved
- 3 Tbsp. agave syrup

In a bowl, combine the cauliflower and broth.скрьжай término do biólogos communicate a very deep and intense bond with his specimens. It is the first contact with nature, the first encounter with life. It is the beginning of knowledge, the first step towards understanding. It is the foundation of science, the source of inspiration. It is the beginning of curiosity, the trigger of wonder. It is the spark that ignites the fire of imagination. It is the embodiment of the essential, the core of the universal. It is the beginning of everything.

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- 1 Tbsp. diced Imperial Fresh garlic
- ½ tsp. Imperial Fresh minced ginger
- 1 small Imperial Fresh lemon, halved
- 3 Tbsp. agave syrup

In a bowl, combine the cauliflower and broth.скрьжай término do biólogos communicate a very deep and intense bond with his specimens. It is the first contact with nature, the first encounter with life. It is the beginning of knowledge, the first step towards understanding. It is the foundation of science, the source of inspiration. It is the beginning of curiosity, the trigger of wonder. It is the spark that ignites the fire of imagination. It is the embodiment of the essential, the core of the universal. It is the beginning of everything.
Chef Laurie Wolfe knows how to grow things. The Winnipeg-based Culinary Consultant’s home garden covers 1,000 square feet along the Assiniboine River. The garden’s yield includes peppers, squash, Brussels sprouts, raspberries and 12 varieties of heirloom tomatoes. Her success in growing this abundance on the prairie in many ways mirrors her 20-plus years in the restaurant industry. “Gardening is like any relationship—personal or professional,” Wolfe says. “It requires nurturing and care, and if you don’t attend to it regularly, it won’t thrive. You have to put in the effort to reap the rewards.”

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

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

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

Helping Customers Grow

“We’re not here to sell you anything. We’re here to make you successful.”

It wouldn’t be business if Wolfe didn’t talk a little bit of her personal life. She received her first cookbook as a present at 5 years old and was cooking three-course meals for neighbors at 12. She has always thought of food as a way of bringing people together. “It’s the biggest way I show my love for people,” she says. “Nothing makes me happier than cooking.”

Chef Laurie Wolfe
Culinary Consultant, Sysco Prairies

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