HUNGRY FOR CHOICE

IS YOUR MENU READY FOR CHANGING DIETARY LIFESTYLES?
At Ardent Mills, we’re proud to be the company behind some of the most trusted flour brands in the pizza business. Our latest addition, Primo Mulino® Neapolitan Style flour (UPC 1932387), is perfect for thin pizza crusts, flatbreads, breadsticks and more. Made with a proprietary blend of select Canadian prairie wheat varieties, it delivers the functionality you need for long fermentations, hand tossing and fast, high-heat baking. Create perfectly consistent Neapolitan-style pizzas with a signature crisp exterior and delicate bite. Authentic Italian-style flour, trusted Canadian source. That’s the Primo Mulino promise—and the Ardent Mills advantage. For information and samples, contact your Ardent Mills account manager, visit ardentmills.ca or call 888-295-9470.
It all started more than 100 years ago with the idea of providing high-quality bread to the public,” says Owen Rilan, Director of Foodservice for Weston Foods in Canada. George Weston began baking as an apprentice at age 12. In 1882, he established Weston Bakeries in Toronto. By the turn of the century, Weston had built the company into one of Canada’s largest bakeries. “Weston Foods has evolved in size and scale over 100-plus years,” says Rilan, “and while we’ve expanded into other categories, the heart and soul of our company is bread.”

Both Sides of the Bun
Today, Weston Foods has baking facilities in every major city across Canada and several in the U.S., with products ranging from doughnuts to artisan breads. Even at a large scale, however, Weston Foods maintains a connection to its customers. “We have a national sales team across Canada in every market to support Sysco customers,” says Rilan. “We rely on insight from the team to direct where we innovate or focus product assortment.” At the moment, burgers are a growth category, and Weston Foods sees potential for both gourmet-style brioche buns, as well as the thinner, softer buns used on old-fashioned cheeseburgers.

Beyond Bread
Breads and buns are not the only categories Weston Foods supplies to foodservice customers. It also produces bagels, English muffins, tortillas and more. The demand for tortillas in particular is so great, says Rilan, suppliers can barely keep up. “Everybody wants tortillas in multiple formats—not just burritos and tacos. In many cases, operators are using tortillas as alternatives to bread for sandwiches.” As Canada continues to become a mosaic of cultures, globally inspired menu items, such as those using tortillas, will increase. “Tortillas are an easy way to add that flair with familiar flavors,” says Rilan.

A Perfect Partnership
Food cost and food safety are primary concerns for operators across Canada. To ease labour costs, Weston Foods offers a range of thaw-and-serve products such as baguettes that look house-made but save time in the kitchen. On the safety side, Weston Foods, like Sysco, prides itself on its level of commitment to food safety and quality assurance “across all our production facilities, to the highest corporate standard,” Rilan says. “Meeting Sysco’s quality standards is a top priority for us.”

SUPPLIER PROFILE
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Under the Weston Foods umbrella, you will find brands that represent high-volume baked goods to supply mainstream foodservice operations. But the company also has an artisanal side, “We have technology that is able to essentially replicate baking by hand,” explains Rilan. “We do modern versions of what an old European-style bakery would have made, using simple ingredients and long fermentation.”

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FRESH new look,
SAME great brands

You may notice that our brands look a little different. Driven by our companywide commitment to more sustainable operations, and new CFIA regulations on clear and clean labelling, our products’ packaging now features a fresh new look. Rest assured that no matter what changes on the outside, the quality and consistency you’ve come to rely on remain the same.

Authentic Quality Products
Arrezzio works with the best producers in Italy and North America to create full-flavour products for Sysco customers, often using the time-honoured production processes of the Old World. Arrezzio Classic Pasta, a dried pasta made in Italy, from 100% durum (semolina) wheat, comes in a range of traditional and versatile shapes to suit any dish. It is perfect for use in Italian restaurants—and any kind of operation that would like to promote the authenticity of their ingredients.

Layers of Flavour
The Arrezzio brand covers products as diverse as tomato sauce, prosciutto, anchovies and pesto—the building blocks of Italian cuisine. The brand is divided into tiers: Arrezzio Classic and Arrezzio Imperial. Arrezzio Classic products—which include a variety of meats, cheeses and tomato sauces as well as the imported pasta—are distinguished by their excellent value. Arrezzio Imperial products offer premium performance and exceptional value.

Mix It Up!
Many Arrezzio items call out for use in pizzas, pastas and traditional Italian applications, but “a lot of these items can swap into other kinds of cuisine,” says Alfredo Guido, Sysco’s Director of Italian Sales. “I see a lot of mixing of genres these days, such as Japanese-Italian fusion.” Many chefs consider Arrezzio Imperial Pesto to be one of the most versatile ingredients in their kitchens—pairing it with roast chicken or topping a shrimp salad for lunch.

The Promise of Quality
Not only are Arrezzio products made with the highest quality standards, but they also are backed by Sysco’s unprecedented supply chain management and delivery reliability. This means your order comes with the confidence of a carefully monitored producer network and the largest quality assurance team in the industry.

Talk to your Sales Representative to learn more about how Arrezzio products can bring flavour to your menu.

The Bold Flavours of Italy
A bowlful of hearty pasta, a slice of authentic wood-fired pizza—Italian food has become Canada’s favourite comfort food. Sysco’s Arrezzio brand brings craftsman-quality ingredients to your kitchen, whether you operate an Italian restaurant or would just like to add more Italian flavour to your menu.

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CUSTOMER PROFILE

Rosie’s Restaurant & Bakery

Gander, Newfoundland

Gander, Newfoundland, gained renown after 9/11 when thousands of travellers were stranded there. We spoke to Dwayne Abbott about how he and wife Tonya manage Gander’s popular dining spot Rosie’s Restaurant & Bakery.

Rosie’s wasn’t on the scene yet, but can you tell me a little bit about Gander on 9/11?

I was around that day when the strikes happened in New York and planes started being diverted into Gander. I was working at the community centre and we were getting ready, but we were not prepared for 6,000 people to drop in overnight. But over time, the town managed it. Passengers were being lodged in schools. And they didn’t just stay here in Gander, but in the surrounding communities, too.

How did Rosie’s get started?

Rosie’s was originally located in a little town on the eastern tip of Newfoundland called Eastport, but they had a fire. Six years ago, the previous owners moved the restaurant here to Gander. Three years ago, they retired, so my wife, Tonya, and I bought the place, and we run it together. I had always dreamed of owning a restaurant. I worked in the catering business for 20-odd years, and I’ve always had a passion for cooking. To me, restaurant work is not hard, it’s exciting. We took Rosie’s and changed it around, made it our own. Now Rosie’s is probably the top restaurant in central Newfoundland, if not one of the top on the island.

What are some of the signature dishes on your menu?

Rosie’s is well known for our Thursday’s Newfoundland Jig’s Dinner. We also do a lot of cod au gratin, lasagna, spaghetti, fish and chips, and liver. Some patrons make a three-hour drive just for our traditional Newfoundland Sunday dinner. You get two types of meat plus potatoes, turnip, cabbage, carrot and for dessert, a Newfoundland pudding.

How has Sysco been an integral partner in your success?

Sysco is a very dependable and reliable company. Michelle Goodyear has been a great Sales Representative for us. She works very hard—and Sysco works very hard—to make sure that we get everything we need. Sometimes in Gander, we have supply issues because of our remote location and the severe weather. Sysco really keeps you informed about that, so you can be prepared and stock up in advance.

What items do you typically source from Sysco?

We buy all our produce from Sysco. We buy a lot of our bakery items, plus dry grocery and frozen items. We really like the Sysco pie fillings. All our meat is from Sysco. I buy a lot of protein because of the high quality and consistency. There are certain things that we will not buy anywhere else but Sysco because they offer such great products.

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A vegetarian and a carnivore walk into a bar—maybe you’ve heard this joke before. What if the story continued: A vegetarian and a carnivore walk into a bar to watch their favourite game on TV, and both find menu options for snacks and apps that meet their dining needs. With so many new meatlike alternative proteins, this scenario can become a reality for your operation.

To illustrate how you can make easy substitutions without disrupting your menu, we’ve created two plays on a popular shareable bar snack: loaded French fries. A meat-eater’s delight, the Pig Skin Loaded Fries features both applewood-smoked Sysco Classic bacon and labour-saving precooked pulled pork piled on a strong foundation of hearty Sysco Imperial 1/2-inch skin-on French fries.

For vegetarians, flexitarians and anyone who would simply like to cut down on meat consumption, our Loaded Plant-Based “Chorizo” Fries dish has all the flavour of beef without the meat itself. Instead, the recipe uses Maple Leaf Lightlife Plant-Based Ground. This product has a rich, meaty taste and the texture of ground beef. It is protein-packed and ready to use across your menu, in tacos, burritos, vegan meatloaves and many other applications. Here, we’ve sautéed the plant-based protein with a “chorizo” spice blend for extra flavour before topping French fries with it, alongside two kinds of cheese, sliced jalapeno chiles and Mexican-style crema.

Talk to your Sales Representative about Sysco products that would work well for your game day snacks and apps.

Go whole hog or meat-free with loaded fries for game day.

**One Potato, Two Potato**

Loaded Plant-Based “Chorizo” Fries (left) and Pig Skin Loaded Fries (right); find these recipes on SyscoFoodie.com.
Alternative Dairy Goes Mainstream

New options in nondairy beverages add versatility across your menu.

If you’ve been in a coffee shop or grocery store in the last few years, you’ll have noticed the proliferation of nondairy beverages. Consumers have embraced this trend for a variety of reasons—because of allergies, in order to avoid animal products or just for a different flavor profile. That increased consumer demand is having a big impact on the market, including on restaurant menus. Sysco Canada offers an assortment of nondairy beverages so you can give your customers the choices they crave most.

Silk’s alternative dairy products range from the versatile original unsweetened almond and soy beverages to on-trend flavors like cashew and coconut. Use them across your menu: A simple swap with a nondairy product can work in most recipes, from breakfast beverages and creamy soups to nondairy salad dressings.

For coffees and teas, Silk has specialty nondairy soy and almond-hazelnut creamers, which offer a more decadent, creamy texture than the regular nondairy beverages. Another breakfast menu win: Substitute plain or vanilla-flavored coconut-milk yogurt for traditional yogurt in breakfast bowls as a nondairy option. Best of all, studies show that when consumers have the option to order healthful alternatives customized to their own needs, they are willing to pay an upcharge.

88% of nondairy beverage consumers say availability of milk alternatives plays a role in their choice of dining place.*

*SunOpta Non-Dairy Study, April 2018

5 NEW COFFEE BLENDS

Marley Coffee® traces its origins to the farmlands of Jamaica where legendary musician Bob Marley learned a deep respect for nature and humanity that helped guide his life. Marley Coffee® is a fully Fairtrade certified portfolio of premium coffee that also supports One Tree Planted, focused on reforestation.

FOR MORE INFORMATION, CONTACT YOUR SALES REPRESENTATIVE
TOLL FREE AT 1.800.387.9398 | MARLEYCOFFEE.COM

FAIRTRADE.ca | ONETREEPLANTED.ORG

Dairy-Free Ranch Dressing

Creamy Vegan Tomato Soup; find recipes for these dishes on page 28.

Marley Coffee®

COFFEE

UNITE FOR THE LOVE OF COFFEE

CULINARY TRENDS
Food Trends Forecast for 2020

As consumers become better informed about health and wellness, dietary trends are following suit. The rise of robotics, clean-label ingredients and local and sustainable sourcing are just some of the top trends our Sysco chefs are predicting for the year 2020.

Neil Doherty
SENIOR DIRECTOR OF CULINARY DEVELOPMENT
SYSCO CORPORATION
Robotics: As labour costs rise, it’s becoming more economical to automate areas of our industry. Yesterday’s science fiction is today’s reality as advances in robotics show up in foodservice operations, including:
• Touch-screen restaurant kiosks
• Computer-barista coffee and espresso machines
• Retail robotic bread baking
• Automated salad kiosks
• C-stores without attendants

Kirk Borchardt
CULINARY SPECIALIST
SYSCO ATLANTIC
Ghost Kitchens: With the increased cost of running a traditional restaurant plus the rise of third-party delivery apps, we will continue to see more “ghost kitchens”—a restaurant that services delivery only, with no storefront. Some of the benefits include:
• Low overhead (can exist in any neighbourhood)
• The ability to run two or more restaurant concepts out of the same space
• No seating or front-of-house staff
• It’s a great R&D lab for a future full-service concept

Kelly Bean
CULINARY CONSULTANT
SYSCO NASHVILLE
Protein Snacks: Consumers are looking for protein any way they can get it, so adding more protein-rich options to your menu, including popular plant-based and beverage choices, can keep them coming back. Some options include:
• Low-carb, high-protein snacks
• Extra protein added to dishes and ingredients
• Grab-and-go snacks such as cheese and sausage, cubed turkey breast, hard-boiled eggs and kabobs
• Grains like quinoa and farro

Christopher MacAdam
CULINARY SPECIALIST/CHEF
SYSCO ARKANSAS
Convenient Sous Vide: As sous vide cooking has made its way into mainstream kitchens, the main struggle for chefs is paying for the extra labour and costly equipment required. Now, with the advent of convenient sous vide products, it’s easy to make a delicious dish of tender short ribs.
Other top sous vide ingredients are:
• Filet mignon
• Eggs
• Salmon
• Chicken breast
• Lobster tail

Jason Knapp
CULINARY CONSULTANT
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Chef Benjamin Udave
MARKET CHEF
SYSCO LOS ANGELES
Regional Cuisine: Food is not all created equal, nor should it all taste the same. With the number of millennial and Gen Z diners continuing to rise, regional ethnic cuisines need to be as authentic as possible, and street food is in!
• Middle Eastern
• North African
• Greek by region
• Mexican: Norteno, Yucatan, Oaxacan
• Indian/Northern India
• Japanese/Ramen by region
• Italian by region: Sardinian, Roman

Kevin Penner
BUSINESS RESOURCE CONSULTANT
SYSCO PRAIRIES
Sustainability: Chefs and restaurateurs are looking for environmentally sustainable approaches to foodservice. Here are a few ways to make your operation greener:
• Buy local and seasonal produce
• Use traditional preserving methods like canning and pickling
• Buy and serve non-GMO, organic and ethically sourced ingredients
• Reduce your waste footprint and carbon emissions
• Inspire others on social media!
CONSUMERS CRAVE CHOICE

Build more inclusive menus to meet the dietary lifestyles of today’s diner.

Consumer tastes are always evolving. As millennials and Gen Z’ers become the new wave of restaurant consumers, they are changing the foodservice landscape. Heavily influenced by digital media, they are passionate about their health and that of the planet. And they are the drivers behind plant-based/vegan and high-protein diets such as keto and Whole30. According to a recent Technomic survey, “The majority of consumers who follow a specialty diet describe themselves in flexible terms, such as ‘semivegetarian’ or ‘flexitarian.’” What they are looking for is options. Operators have a chance to be more inclusive by offering menu choices that cater to various dietary lifestyles, such as plant-based alternatives, meatless versions of existing dishes, fish-based dishes and high-protein snacks. Sysco has the products and resources to help you navigate these shifting consumer behaviours.

PLANT-BASED OPTIONS

“This is a pivotal time in our industry,” says Jay Ashton, Business Resources Lead for Sysco Canada. “Consumers are starting to shift how they order food. It still has to taste good—and have balance and flavour—but it is also about what the food will do to you—the function that food serves in your body.” According to Ashton and others, dietary lifestyles such as veganism and flexitarianism, where consumers try to eat mainly plants, plus some meat, can no longer be considered trends. “Plant-based eating is here to stay,” says Ashton, “and will continue to impact what restaurateurs and chefs put on their menus.”

Ashton believes it will take “a lot of work and knowledge” for operators to continue to expand plant-based offerings across the menu to meet increasing consumer demand. At first, vegetarian entrée options were based largely around vegetables and grains: stuffed squashes, meaty eggplant dishes, pasta and rice dishes. Now, consumers are asking for more: plant-based proteins that have the taste and satisfaction of meat.

Sysco has responded to the market demand by offering customers a range of alternative proteins, such as the Maple Leaf Lightlife Plant-Based Burger, which has a meatlike taste and texture and can be used in all of your favourite burger preparations. It is featured here, in the Feisty Feta and Avocado Plant-Based Burger (pictured, left-hand page). Another alternative protein, Maple Leaf Lightlife Plant-Based Ground, which has the same attributes as the burger patty, can be used for preparations such as tacos, vegan meatloaf or wherever you would normally use ground beef.

OTHER PLANT-BASED ALTERNATIVES

- **JACKFRUIT**
  Tropical jackfruit has a neutral flavour and dense texture that is perfect for replacing shredded chicken or pork.

- **TOFU**
  Soy-based tofu has been the key ingredient of Eastern dining. Use creative recipes, and it is both delicious and easy to prepare.

- **SEITAN**
  Made from wheat gluten, seitan has the right texture to create a versatile range of “fake” meats.

- **BEANS**
  Whole or mashed, blended into soups or folded into tacos, beans are always satisfying. Part will rise for a great balance of nutrition.

- **GREEN GODDESS PASTA BOWL WITH SEARED TOFU**
- **FEETSY FETA AND AVOCADO PLANT-BASED BURGER**
- **IMPERIAL RECIPE CHOICE CHIPS WITH HOUSE RECIPE KETCHUP**

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A naturally lean protein, seafood is a beneficial addition to any dietary lifestyle—whether or not someone calls themselves a pescatarian (a vegetarian who incorporates seafood into their diet). In fact, shrimp and many finfish are known for providing a powerful punch of protein, without much saturated fat. Although shrimp and salmon reign as the most popular seafood among U.S. consumers, creative operators can also achieve great success by serving something slightly different, like a delicious grilled branzino with roasted beets or fillet of snapper rubbed with jerk spices.

Although we usually think of seafood as a dinner or lunch ingredient, you can use it across the dayparts and across your menu to make the most of your inventory. For example, elevate and lighten up a breakfast by replacing smoked meats with seafood. Smoked salmon makes a terrific substitute for ham or sausage, and also raises your check average by several dollars.

Diners have become increasingly interested in the wholesome-ness of their food. Sysco’s Portico Simply tier of chemical-free, additive-free, all-natural seafood meets this market demand. All of Portico’s seafood undergoes stringent supplier controls and quality assurance processes. So, whether you’re serving a delicious dish of seafood pasta (page 22) or one of the beautiful recipes on these pages, you’ll have the confidence of unrivalled freshness and quality.

FISH NUTRITION FACTS

- **SALMON**: Delicious salmon is one of the fattier fish, but it’s swimming in healthy omega-3 oils, as well as being high in protein.
- **SHRIMP**: They may be small, but shrimp are packed with protein and light on calories. Make them a mainstay of your menu year-round.
- **SNAPPER**: A 3-ounce serving of snapper comes with 23 delicious grams of protein and plenty of vitamin B12.
- **BRANZINO**: Branzino is a lean white fish with a delicate, mild flavour when cooked. Each 3.5-ounce fillet has about 15 grams of powerful protein.

45% of those eating more seafood say they’re doing it because they’re trying to eat healthier. —Technomic

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Find these recipes and more on pages 28–29 and on syscofoodie.com.
**HIGH-PROTEIN SNACKS**

**THE GRAB-AND-GO PHENOMENON is here to stay.** Consumers today—from university students to busy parents—are not necessarily sitting down for three square meals, but are instead partaking in several smaller meals and snacks throughout the day. More and more, diners are looking for nutrition-packed, high-protein snacks that are not only tasty and high-quality but are also convenient enough to take in the car, to work, to pick up the kids—wherever their day may take them.

From old-school low-carb diets like Atkins to keto, paleo and Whole30, protein is one very popular nutrient—and for good reason. Unlike carbs and fat, protein makes you feel fuller for longer—which also makes it the perfect snack.

Sysco’s **Block & Barrel** brand offers an array of cheeses and deli meats that can be placed, along with other protein snacks, into convenient to-go boxes near to your point of sale. Try combinations of protein-packed snacks such as hard-boiled eggs, salami, coppa or other cured meats, cashews, pistachios or other nuts, cheese slices such as cheddar or blue, and even grilled chicken breast. Place prepared protein boxes (such as those pictured) in your refrigerated case along with carbonated beverages, and you’ve got the perfect snack or light lunch for busy diners on the run.

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**BUILD YOUR OWN BOX**

1. **A hard-boiled egg is the perfect protein snack.** Portable when you’re on the go, a large egg gives you 77 calories, 6 grams of protein and 5 grams of fat.

2. **Grilled chicken breast is a lean, low-fat source of protein that pairs well with other snacks.** One 3.5-ounce serving offers 26 grams of protein.

3. **Cured meats have a salty, satisfying taste that matches with most cheeses.** Each ounce provides about 6 grams of protein.

4. **The tangy flavor of aged blue cheese satisfies your taste buds and your hunger.** Each one-ounce slice has 6 grams of protein.*

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*All nutrition information is from U.S. Department of Agriculture, Agricultural Research Service. FoodData Central, 2019. fda.nal.usda.gov.

To make your own protein-based snack packs for consumers on the go, use your imagination plus plain plastic four-square containers. Simply fill with the proteins of your choice. Start with a wedge of cheese and sliced deli meats from Sysco’s **Block & Barrel** brand. Fill in the squares with items like edamame, turkey or beef jerky, roasted almonds, cashews or walnuts, vegetables with hummus, and a hard-boiled egg. You can balance out the box with fruits that travel well, such as green and red grapes and apple slices.

Ask your Sales Representative how Sysco can help you build a more inclusive menu with the right product mix for today’s dining lifestyles.
Sandwiches are the ultimate portable meal. So, it makes sense that sandwich fillings have been diversifying along with current dining trends. Millennial consumers are interested in bold international flavors as well as plant-based eating—and the humble sandwich has evolved to reflect those passions, bringing in different flavor profiles and using vegetables in tasty and surprising ways. As more diners make vegetables a central feature of their diet, operators are following suit, featuring rich, delicious, veggie-centric options on their sandwich menu.

“If you do it right, you won’t miss the meat at all,” says Chef Neil Doherty, Senior Director of Culinary Development at Sysco. “Vegetarian sandwiches don’t have to be wimpy.” They can be just as hearty, rich and satisfying as their protein-heavy counterparts. By using ingredients like marinated, grilled portobello mushrooms, cheeses and breaded, fried avocado, you can create truly gratifying vegetarian sandwiches with layer upon layer of rich flavor.

The Eggplant Parmesan Sandwich is a quintessential Italian-American classic. The precut and breaded Arrezzio Imperial Breaded Eggplant Cutlet is ready for the fryer, which saves time and labor. Combine it with three types of Arrezzio cheese on a toasted Baker’s Source Panini Vienna Roll, and you have a sandwich to serve with pride.

Everyone loves a good banh mi—the wonderful Vietnamese sandwich often filled with grilled chicken or pork and pickled vegetables. In this meatless version, McCain Breaded Avocado Slices add savoury crunch and a rich taste complement to the lighter traditional toppings of carrot, daikon radish and cilantro.

In the Portobello “Bacon” BLT, the mushrooms take on an earthly, meaty flavor. They don’t try to replace bacon but instead bring their own unique taste. Made with fresh basil, cilantro and mint on a Maplehurst Brioche Bun, the sandwich appeals to vegetarian and flexitarian diners, as well as to anyone interested in adding more plants to their diet.

HEAVY ON THE VEGGIES

THESE FLAVOURFUL VEGETARIAN SANDWICHES—INSPIRED BY DIFFERENT ETHNIC CUISINES—BRING PLANT POWER TO YOUR MENU WITHOUT SACRIFICING DINER SATISFACTION.
**Seafood on Top**

Elevate your pasta dishes with the addition of Portico brand seafood.

A simple bowl of pasta with tomato or cream sauce is homey and rustic. Top the same bowl with perfectly grilled shrimp or add a mix of fresh fish and shellfish, and you instantly elevate it to something special. For a range of seafood pasta options, mix and match Sysco’s Arrezzio brand pastas and sauces with Portico quality seafood and watch your customers dive in.

Start with classic combinations like linguine with clams or grilled salmon with creamy fettuccine. Or go deeper with a sophisticated dish of lobster ravioli and Champagne-saffron sauce.

These days, many diners are interested in eating wholesome ingredients. They want to have confidence in the quality, freshness and sustainability of their food. When you use Portico Simply all-natural seafood—including favourites like shrimp, halibut, tilapia and Pacific cod—in your pasta applications, you can rest easy knowing that this product contains no hormones, antibiotics or GMOs.

Diners perceive seafood as something a little special and rare, and they are willing to pay more for it. “Seafood is one of the few things home cooks still feel insecure about cooking for themselves, so they will seek it out on restaurant menus,” says Neil Doherty, Sysco’s Senior Director of Culinary Development. This is especially true during Lent (from Feb. 26 to April 9 this year), when many of the world’s Catholics refrain from eating meat on Fridays.

Ask your Sales Representative about the assortment of Portico seafood available in your market region, or request a consultation with one of Sysco’s seafood specialists to learn more.

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**MANICOTTI DI MARE**

A riot of fresh fish and shellfish make up the stew surrounding these delicate manicotti. When it comes to the unwritten rule that you shouldn’t eat seafood with Parmesan cheese, Alfredo Guido, Sysco Director of Italian Food Sales, says, “Whatever tastes good to you is right.”

**SUN-DRIED TOMATO AND CAPER SNAPPER PICCATA**

A twist on classic chicken piccata, this dish is made with lean snapper nested in angel hair pasta and topped with caper and sun-dried-tomato oil. If you can’t find snapper, use a thin fish such as sea bass.

**SEAFOOD FETTUCCINE WITH KALE AND LEMON-GARLIC CREAM**

For this satisfying plate, Portico Atlantic salmon and Portico Classic shrimp are seared and then tossed with sautéed kale and fettuccine in a lemon-garlic cream. To personalize the dish, you can easily omit either the shrimp or salmon, or substitute spinach or arugula for the kale.
Webinar Wednesday

Sysco’s live series offers updates on crucial issues facing the foodservice industry.

Have you ever wanted to ask a head chef which flavours are trending? Or pick the brain of a social media expert about the secrets to having an effective online presence? You can do that and more when you log in to Sysco Canada’s Webinar Wednesday series. It’s a free service to help you grow your business and better serve your customers. You’ll get culinary ideas, firsthand information and live chats with industry experts from all over the world. We spoke with Jay Ashton, Business Resources Lead at Sysco Canada, to get the scoop.

Who:

Previous Webinar Wednesdays guests have included RestaurantOwner.com’s Jim Laube, marketing research leader David Coletto from Abacus Data and Uber Eats’ Christopher Ager. “We’ve even had the president and CEO of Facebook Canada,” says Ashton.

When:

Every two weeks on Wednesday at 2 p.m. Eastern time. If you aren’t available to view it live, you can view each recording at your convenience.

Why:

The food industry is always changing, with a constant influx of new information. Webinar Wednesdays helps narrow it down so you get key updates from the right people. And because it’s a live session, you can comment and ask questions. “It’s almost like getting a business consultation for free,” says Ashton.

Guest speakers are chosen specifically with Sysco customers’ needs in mind. “When you look at it from a customer’s perspective, this is an efficient, easy way to get great information,” Ashton says. “It’s an opportunity to interact with leading experts and touch on the most relevant subjects in the industry.”
2. The Fryer and Flattop
Keeping the fryer and grill clean is crucial: It limits the transfer of flavours and smells and increases the life of your cooking oil. For the grill, Keystone Greaselift™ is a PPE-free product, which means personal protective equipment like gloves and goggles are not necessary. With Keystone Express Fryer Cleaner™, there is no hot liquid involved, and it’s quicker than doing an entire boil-out. It’s also noncaustic and safe on aluminum.

3. Perfect Tableware
Sparkling (or spotted and dull) tableware is one of the first things diners notice when being seated at a restaurant, setting the tone for the meal. With the Keystone Dishwasher Program, operators can choose between single- and double-door machines with glass washers and high-temperature sanitizing. A state-of-the-art control system helps manage total cost and gives consistent cleaning results.

4. Handwashing Magic
In foodservice, handwashing is critical. Ecolab Handcare System, a perfect solution. An easy-to-use leakproof capsule, the soap is designed to ensure that every drop is used. (Available soon in Keystone.)

5. The Restroom Fix
Keystone has a complete array of solutions for bathroom cleanliness, including floor cleaners, air fresheners, hard soaps and bleach disinfectants. With Keystone, operators can achieve a unified branded look. And most importantly, Keystone Peroxide Disinfectant and Glass Cleaner and Keystone Bleach Disinfectant Cleaner are the best in the industry.

Keep your kitchen clean with Keystone. Ask your Sales Representative about which products would work best for your business.

1. Clean and Safe Floors
A dirty, slippery restaurant kitchen or bathroom floor is not only off-putting but also dangerous. And it is one of the most challenging back-of-house areas for operators. Keystone Sanitizing Wash ‘n Walk™ is a mop-on floor cleaner that doesn’t require rinsing, saving both water and time. Wash ‘n Walk’s bio-based enzymes break down oil and grease, and its nonslip formula keeps working longer than most cleaners.

Make the Most of Your Menu
Mediocre menu design can mean money left on the table.

At first glance, a restaurant menu might seem like the means to an end: a way to order food. In reality, a well-designed menu is crucial to success, giving operators the chance to enhance not only the dining experience but also their bottom line. “A menu is the one piece of marketing that every diner will see and touch,” says Sysco Menus Consultant Bruce Barnes. “They may not see a billboard or an ad on TV, but the menu is their direct link.”

Don’t Overdo It
There are a number of things to consider when designing a menu, from the layout to size to the number of dishes featured. Barnes says one common mistake he sees is restaurants trying to do too much. “More than ever, customers want to make quick decisions, they want to be presented with what’s guaranteed to be good and with something that they shouldn’t miss.” Instead of overwhelming guests with everything from soup to nuts, Barnes suggests paring down the menu so it focuses on what your restaurant does well and what is making a profit, as well as on low-labour items that don’t burden the kitchen.

“Fonts, colours and contrast are all crucial elements to good design,” says Barnes. With dim restaurant lighting and an aging baby boomer population, easy readability is also key. And if you use photos, be sure they are high-quality images that reflect what the final dish will look like.

Highlight What’s New and Different
Your menu is your No. 1 marketing tool, and a great way to introduce diners to what’s new in your kitchen. Operators can highlight specific dietary options like gluten-free, vegan, sugar-free and more by putting an icon next to them or placing them in a special section of the menu (e.g., “The Lighter Side”). Barnes also suggests showcasing these healthy options by using bright colours (greens work well) and fresher font choices.

Not sure where to start? Sysco Menu Services can help. “Our menu consultants work with customers by looking at their current menu and talking to them about their specific issues,” Barnes says. “We can tailor menu designs to meet the needs of each operation.”

Is your menu maximized for profitability? Talk to your Sales Representative about scheduling a review with Sysco’s Menu Services team.
**Almond Chai Tea Latte**
SYSCO CULINARY TEAM HOUSTON, TEXAS

SERVES 1

¾ Tbsp. onion powder
2 tsp. Sysco Imperial maple syrup
Kosher salt and coarsely ground black pepper

In a milk blender, blend the tea, almond milk and honey on high speed until foam forms, about 1 minute. Pour into a mug, sprinkle with the ground cinnamon and serve right away.

**Feisty Feta and Avocado Plant-Based Burger**
SYSCO CULINARY TEAM HOUSTON, TEXAS

SERVES 1

1 Tbsp. Arrozino Classic olive oil, divided
1 Maple Leaf Light Plant-Based Burger
1 avocado, sliced
1 slice vegan cheddar
1 oz. lettuce-based
1 slice tomato
1 slice red onion
1 small garlic clove
1 tsp. B&I Imperial olive oil, divided
2 Tbsp. feta spread

Heat 1 Tbsp. of the olive oil over medium-high heat on a baking sheet. Drizzle with olive oil and sprinkle with salt. Place the sheet in the oven to heat through. Serve the soup, topped with the remaining olive oil and a sprinkle of fresh parsley.

**Green Goddess Pasta Bowl With Seared Tofu**
SYSCO CULINARY TEAM HOUSTON, TEXAS

SERVES 4

¼ cup Sysco Natural basil leaves, packed
1/4 cup Sysco Natural parsley, packed, tossed
1 cup water
1 cup lemon juice
2 Tbsp. garlic
2 Spanish paprika
clove garlic
Salt, to taste

**PASTA AND TOFU**
1 Tbsp. Arrozino Classic olive oil
2 tsp. fresh parsley
2 cloves garlic
Sea salt and coarsely ground black pepper

**VEGETABLES**
1 broccoli, cut into small florets
1 bunch asparagus spears, cut into 1-inch pieces
1 tsp. Arrozino Classic olive oil, divided
to taste

**FIDDLE AND PASTA**
1 lb. firm tofu
1 Tbsp. turmeric
1 slice vegan cheese

**FOR THE HONEY-MUSTARD SALMON**
Heat the oven to 350 degrees. Mix the whole-grain mustard with the honey; set aside. In a nonstick sauté, season with salt and pepper. In a sauté pan over medium-high heat, add the honey-mustard sauce. In a sauté pan over medium-high heat, add the honey-mustard sauce.

**GREEN GODDESS PESTO**
1 Tbsp. Arrozino Classic olive oil
1 tsp. garlic
Salt, to taste

**PASTA AND TOFU**
1 Tbsp. Arrozino Classic olive oil
2 tsp. garlic
1 tsp. turmeric
Sysco Imperial nonstick cooking spray

**TO SERVE**
Cherry tomatoes, blanched Sesame seeds, toasted Pine nuts, ground black pepper

**FOR GREEN GODDESS PESTO**
Blend for 1 to 2 minutes or until smooth. Add salt to taste.

**FOR THE VEGETABLES**
Heat the oven to 425 degrees. Bring the pot over medium heat. Stir in the garlic and onion powder, apple cider vinegar, and salt. Roast, stirring halfway through, until the garlic and onions are soft, and the tomatoes are beginning to brown, 40–50 minutes. Purée the vegetable mixture and transfer to large pot over medium heat. Stir in the almond milk until combined and heated through. Serve the soup, topped with the torn basil.

**Dairy-Free Ranch Dressing**
CHIEF SCOTT COPELAND SYSCO CENTRAL FLORIDA MAKES 4 SERVINGS
3 cups raw cashews
3 cups unsweetened almond milk
1 Tbsp. lemon juice
3 Tbsp. garlic, minced
3 Tbsp. mustard
3 Tbsp. Sysco Natural chopped chives

Soak cashews in hot water for at least 3 hours or up to overnight. In a bowl, combine the almond milk and lemon. After a few minutes, the milk will begin to thicken and curdle. Drain and rinse the cashews several times and transfer to a blender. Add the almond milk mixture, garlic, onion powder, apple cider vinegar, salt, pepper and maple syrup. Blend for 1 to 2 minutes or until smooth. Add the fresh herbs and pulse just enough to combine. Adjust seasonings as needed. Garnish with chives and serve.

**Creamy Vegan Tomato Soup**
SYSCO CULINARY TEAM HOUSTON, TEXAS

SERVES 10

1 Tbsp. Imperial Fresh chopped garlic
1 tsp. fresh basil
1 Tbsp. olive oil
1 Tbsp. Fresh basil
1 Tbsp. chopped fresh chives, plus more for garnish
1 tsp.Sysco Imperial maple syrup

To serve, first plate the sliced beets. Set the bun on top of the beets and place the sandwich on the side. Drizzle with the Champagne vinaigrette and garnish with mint and crumbled goat cheese.

**Branzino With Roasted Olives, Olive Tapenade and Pistachio Crumble**
CHIEF IAN COOPER TRINITY SEAFOOD SERVES 1

¼ cup Sysco Imperial Kalamata olives
3 cloves garlic
3 Tbsp. Fresh basil
3 Tbsp. Arrozino Classic olive oil, divided
6 oz. Portofino Primo salmon filet
Salt and coarsely ground black pepper

**FOR THE SMASHED POTATOES**
Increase the oven heat to 375 degrees. In a mixing bowl, toss the fingerling potatoes with olive oil, salt and pepper. Heat for about 25 minutes. Remove the potatoes from the oven, let cool and smash them lightly with a meat mallet. Fry the potatoes in a deep fryer until crispy. Remove and let cool, sprinkle with Parmesan cheese.

**FOR THE HARIĆOTS VERTS WITH CHORIZO**
In a sauté pan over medium-high heat, melt the butter. Add the haricots verts and chorizo and sauté, season with salt and pepper, to taste, until the haricots verts are cooked through.

To plate, place the haricots verts and chorizo first and rest the smashed potatoes on top. Gently place the salmon on top of the potatoes and finish with the remaining honey-mustard sauce.

**Three Cheeses and Basil Parmesan Sandwich With Eggplant**
CHIEF NEIL DOHERTY SYSCO CULINARY TEAM HOUSTON, TEXAS

SERVES 1

3 pieces Arrozino Premium breaded eggplant cutlet
1 oz. Arrozino Premium Parmesan cheese
1 oz. Arrozino Premium Parmesan cheese
1 oz. Arrozino Premium Parmesan cheese

To make the tapenade, combine the olives, garlic, shallots, parsley and 1 tablespoon of olive oil in a blender and process until the mixture still has some texture. To cook the branzino, season the fish on both sides with salt and pepper. In a sauté pan, heat the remaining 2 tablespoons of olive oil over medium-high heat. Add the branzino, skin-side-down, and cook for about 5 minutes, pressing lightly on the fish to crisp the skin. Flip the fish and cook the other side for 2 minutes longer. Serve with the Caprese vinaigrette and roasted and thinly sliced...
**Partobello “Bacon” BLT**

**CHEF OJAN BAGHER**  
**SYSCO HOUSTON**  
**SERVES 2**

**Juice of 1 lemon, divided**  
**1 Tbsp. Sysco Classic olive oil**  
**2 tsp. Sysco Classic garlic paste**  
**1 tsp. Sysco Classic hot pepper**  
**½ tsp. kosher salt**  
**¼ cup fresh Italian parsley**  
**½ cup dry white wine**  
**1 cup Arrezzio Imperial grated Parmesan cheese**  
**Salt and pepper**

**For the bacon:**

- In a saucepan over medium-low heat, heat the olive oil. Add the garlic paste and cook, stirring, until fragrant, about 3 minutes. Remove from the heat. Add the flax seeds and pistachios. Cook, stirring, until fragrant, about 2 minutes. Remove from the heat.

- In a blender, combine the lemon juice, olive oil, parsley, white wine, Parmesan cheese and salt and pepper. Blend until smooth.

**For the lettuce:**

- In a medium bowl, combine the lettuce, bacon and tomatillos. Toss the salad lightly. Drizzle with the honey-lemon dressing. Serve the salad at room temperature.

_Serve with avocado slices and white bread._

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**Sun-Dried Tomato and Caper Snapper Piccata**

**SYSCO CULINARY TEAM**  
**HOUSTON, TEXAS**  
**SERVES 4**

**1 cup Arrezzio Classic extra-virgin olive oil**  
**3 cloves garlic, minced**  
**4 cups sun-dried tomatoes**  
**1 cup dry white wine**  
**½ tsp. kosher salt**  
**1 tsp. freshly ground black pepper**

**FOR THE TOSS:**

- Heat the olive oil in a saucepan over medium-high heat. Add the garlic and sun-dried tomatoes. Cook, stirring, until the tomatoes are tender and the oil is fragrant, about 4 minutes. Add the white wine and cook, stirring, until just heated through, about 2 minutes. Serve the pasta topped with a snapper fillet, drizzled with the sauce and sprinkled with the grated Parmesan and the sun-dried tomatoes.

_Serve with lemon slices, toasted walnuts and watermelon slices._

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**Portobello “Bacon” BLT**

**CHEF OJAN BAGHER**  
**SYSCO HOUSTON**  
**SERVES 2**

**2 Tbsp. Sysco Classic olive oil, divided**

**1 6-inch Baker’s Source Panini**  
**Salt and pepper**  
**Arugula leaves**  
**Cheese slices**  
**2 grilled avocado slices**

**For the bacon:**

- In a small sauté pan, heat 1 tablespoon olive oil over medium-high heat. Add the garlic and sun-dried tomatoes. Cook, stirring, until the tomatoes are tender and the oil is fragrant, about 4 minutes. Add the white wine and cook, stirring, until just heated through, about 2 minutes. Serve the pasta topped with a snapper fillet, drizzled with the sauce and sprinkled with the grated Parmesan and the sun-dried tomatoes.

_Serve with lemon slices, toasted walnuts and watermelon slices._

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**RECIPEs**

**1 ½ oz. Arrezzio shredded mozzarella cheese**  
**2 tsp. Sysco Classic roasted garlic paste**  
**1 tsp. kosher salt**  
**½ tsp. fresh-ground black pepper**

**For the sauce:**

- In a bowl, combine the mozzarella, garlic paste and salt and pepper. Mix until smooth.

**For the potbello:**

- Heat the olive oil in a sauté pan over medium-high heat. Add the garlic and sun-dried tomatoes. Cook, stirring, until the tomatoes are tender and the oil is fragrant, about 4 minutes. Add the white wine and cook, stirring, until just heated through, about 2 minutes. Serve the pasta topped with a snapper fillet, drizzled with the sauce and sprinkled with the grated Parmesan and the sun-dried tomatoes.

_Serve with lemon slices, toasted walnuts and watermelon slices._

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**Fettuccine With Kale and Lemon-Garlic Cream**

**CAROLINA’S PASTA**  
**SOUTH WINDSOR, CONNECTICUT**  
**SERVES 4**

**1 cup Arrezzio Imperial extra-virgin olive oil**  
**2 cloves garlic, minced**  
**½ cup dry white wine**  
**1 cup Arrezzio Imperial grated Parmesan cheese**  
**Salt and pepper**

**FOR THE KALE:**

- In a saucepan over medium-low heat, heat the olive oil. Add the kale and cook, stirring, until just heated through, about 3 minutes. Serve garnished with the freshly ground black pepper.
Delivering Real Value

Customers find real value from a culinary session.

As a teenager in Stratford, Ontario, Chef Kyle Brandt started out in the food industry by washing dishes. But curiosity and key mentors helped launch a career that led him to his role as Culinary Specialist and Chef at Sysco Ontario South. He now has the opportunity to give back what the industry has given him, as he helps Sysco customers find success in their operations.

“At my first job, I asked a lot of questions about the food,” says Brandt. The head chef took note of his burgeoning interest, and after two months, put him on pastries. “At age 14, being given that kind of responsibility was unheard of,” says Brandt. “It made me feel like part of the team. Seeing people enjoying the food that I had made was life-changing for me.”

Helping Build Success

Chef Brandt went on to occupy a range of positions in the industry, working the kitchens in private fine dining, family-owned pubs and corporate groups. This range comes in handy now as he works with a wide array of customers.

One particular Sysco customer didn’t have much experience in the industry but was eager to seize on the smokehouse trend. Brandt helped him build the concept from the ground up. “We made sure his menu design and wording were right,” says Brandt. “We put specific menu items in the right places and helped him position vegetarian and vegan items throughout the menu to add depth and interest.”

“We went with a kale slaw instead of the standard cabbage, so it would add a pop to the plate. I also walked him through the type of labour that hand-chipped fries entail so he could make a decision that was right for his business. Sysco carries amazing fresh potatoes, but we also have value-added products to help customers manage their workload.”

Growing Relationships

When customers come in to meet with Brandt and his colleagues, he first pulls samples of products to show them. “A lot of customers find real value from a culinary session here,” says Brandt. “And there is no pressure to purchase. We never push product on the client.”

Customers come from near and far to consult with Brandt and team, with one from as far away as Dubai. “They sold these little dessert buns, but they didn’t have much experience with a full restaurant,” says Brandt. He helped the client to broaden their menu to include more dinner fare. Brandt even makes offsite visits to help operators do things such as program special ovens and equipment.

Brandt feels that he’s now able to pay forward the support he received throughout his career. “Chefs are very different people,” he says. “We’re passionate, artistic. When we see another person to mentor, we jump at the opportunity. Watching that potential grow and bloom is really special.”
Chipotle Black Bean Veggie Crumbles are deliciously made with plant-based ingredients. Explore our full line of veggie products made with real ingredients you can see.

MorningStar Farms* Chipotle Black Bean Veggie Crumbles are deliciously made with plant-based ingredients. Explore our full line of veggie products made with real ingredients you can see.

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