

AUGUST 2022 NEWSLETTER

THIS MONTH'S INDUSTRY EVENTS

AUG 28-30 WESTERN FOODSERVICE & HOSPITALITY EXPO,
LOS ANGELES

NEXT MONTH'S HOLIDAYS & EVENTS











time to start planning!

SEPT 5 LABOR DAY
SEPT 11 PATRIOT DAY
SEPT 23 FALL BEGINS
SEPT 25-27 ROSH HASHANAH

all month long...
NATIONAL SANDWICH, PANINI
AND PEACH MONTH

ICON KEY:

Look for these icons throughout the newsletter for easy identification of attributes that may be important to you.

-  **ALL-NATURAL**
-  **ANIMAL WELFARE**
-  **CERTIFIED HUMANE**
-  **DAIRY FREE**
-  **EGG-FREE**
-  **FAIR TRADE CERTIFIED**
-  **GLUTEN FREE**
-  **GRASS FED**
-  **KOSHER**
-  **LACTOSE FREE**
-  **LOCAL**
-  **LOW SODIUM**
-  **NON-GMO / NON-GMO VER.**
-  **NUTS FREE**
-  **SOY FREE**
-  **SUGAR FREE**
-  **TRANS FAT FREE**
-  **VEGAN**
-  **ORGANIC / USDA ORGANIC**



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Sysco | Shop

AND THE AWARD GOES TO...

Over the last few weeks, two prestigious cheese competitions took place: the International Cheese & Dairy Competition and the American Cheese Society Competition. While we already know our cheese suppliers are exceptional, we love when we see them recognized as best-in-class in industry competitions. Below are a couple who truly stole the show this year.

LONG CLAWSON DAIRY | INTERNATIONAL CHEESE & DAIRY COMPETITION

Long Clawson Dairy has been making English cheeses for over a century, including award winning Blue Stilton and Leicestershire Red cheese. Their **Blue Shropshire** competed against over 4000 other entrants and took home the



Supreme Champion at the 125th International Cheese & Dairy Awards. Their Shropshire Blue has a very similar recipe to their Blue Stilton, and is a full-bodied cheese with a creamy texture, rich flavor and distinctive blue veins. They also won a number of Golds and Silvers for their Blue Stilton, White Stilton, Rutland Red and blended cheese too, placing gold, silver or bronze in a total of 9 classes.

AMERICAN CHEESE SOCIETY AWARDS

The ACS Competition shines the spotlight on American cheesemakers by showcasing their talents and work as leaders within the industry, both for their excellent cheesemaking and commitment to food safety. Growing from just 89 entries 37 years ago, the 2022 event received nearly 1400 entries in 120 categories. While many of our suppliers received awards, here are those who took first in their category:

The Artisan Cheese Exchange — **The Robin**, Colby
Beehive Cheese — **Red Butte Hatch Chile**, Cheddar with Hot Peppers
BelGioioso Cheese — **Burrata**, Burrata
Cabot Creamery Cooperative — **Extra Sharp Cheddar**, Aged Cheddar
Ellsworth Cooperative Creamery — **Natural Ranch Cheese Curds**, Cheese Curds with Flavor Added
Grafton Village — **Clothbound Cheddar**, Cheddar wrapped in cloth
Tulip Tree Creamery — **Trillium**, Triple Crème
Uplands Cheese — **Pleasant Ridge Reserve**, Washed Rind Cheeses

Sysco Employees and Customers:

To shop all items in this month's newsletter, click on the Sysco Shop icon.

UNDER THE DOME

Jeff Babcock, Cheese Specialist

MORE CHEESE, PLEASE!

We're growing with Milton Creamery and along with their expansion we have expanded our assortment.



Milton Creamery is the result of dreaming in Southern Iowa - a place with rolling hills, woodlands, rivers, and rich soil. A dream of doing something to help others in the agriculture world and beyond, adding value to the milk for dairy farmers, creating jobs in the local community, and bringing consumers a product created with art and passion.

The Musser Family has solely owned and operated Milton Creamery since 2006. Rufus III, his wife Jane and their son Rufus IV "Junior" work with local Amish and Mennonite dairy farmers and manage the team of nearly 30 people.

TRULY SMALL AND LOCAL

Fine cheese starts with the right milk. From the very beginning, Milton Creamery has been adamant that all milk is sourced from local, small dairy farms. By local, they mean that all milk comes from 30 miles of the facility. By small, they mean that all of their dairy farmers' herds are managed and milked by the immediate family and have no more than 120 milking animals. Traditional small family Amish and Mennonite farmers produce the milk used at Milton Creamery.



HANDCRAFTED WITH OLD-FASHIONED VALUES



Milton's cheesemakers hand-craft each batch before packing, pressing, and aging to perfection. Swiss heritage and Midwest traditions of hard work and attention to detail combine to create unique flavors in Milton Creamery's line of cheeses. According to Founder, Rufus Musser, "The old cheesemakers tell us you can taste the difference

between stirred curd (machined curds) and the old-fashioned way that way we do it."

SUSTAINABILITY

Sustainability is something Milton practices and doesn't just preach. They use reusable wooden crates instead of corrugated boxes. Whey bi-product is not disposed of but

used to feed livestock. They use a reclaimed water conservation process. Finally, by buying local milk and producing the cheese locally, Milton simultaneously creates a smaller carbon footprint and community jobs.



They like to call their Old Style Cheddar "a nice, approachable, everyday cheese." Aged 5 to 6 months, it is mild to medium in flavor with a creamy, smooth texture. It's a highly versatile cheddar that can be used in multiple recipe applications during all day parts.

7183608 Old Style Cheddar

1/5 lb.

Stocked in IL, TX, VA, and CA.



An "American Original," Morning Harvest is slightly sweet with a nice hint of caramel and a nutty finish. Aged 4-months, it is firm yet sliceable with superb meltability similar to that of a Havarti or Fontina. While Morning Harvest has a mild yet complex flavor, it isn't overpowering, so chefs and consumers alike can add their own touches in recipe applications and it won't take center stage.

7182414 Morning Harvest

1/5 lb.

Stocked in IL, TX, VA. Non-Stock in CA.



Combined with sundried tomatoes for a pop in color and savory garlic for a pop in flavor, Tomato Garlic Cheddar has dual applications in both recipes and cheese boards. Try melting this cheese into pasta or slicing to elevate any sandwich or panini.

7183609 Tomato Garlic Cheddar

1/5 lb.

Stocked in IL, TX, VA., and CA.



WILD AND UNIQUE FOODS

Tim Doyle, Meat & Game Specialist

BRINGING ITALY TO THE U.S.

MAESTRI

Charcuterie Masters

We are excited to bring to the American market the first authentic Italian guanciale from the Masters of Prosciutto at Maestri. Authentic guanciale is a deli meat specialty of the Lazio and Umbria regions in Italy. Guanciale originates from the Italian word “guancia,” meaning “cheek,” and Maestri Guanciale exclusively uses pork jowl from swine born and bred in Italy. This ensures the right balance between fat and lean, and provides its exclusive taste.

Though all of their Guanciale is authentically from Italy, it is sliced and packaged in their state-of-the-art facility in Lakewood, NJ for maximum freshness to the American consumer. Their specialized food technicians guarantee the highest standard in the industry.



Guanciale is an unsmoked, traditional Italian bacon obtained from a pig's cheek. It is an extremely savory cut of

meat with lean veining and a noble fat part that has a different composition compared to lardon (backfat) and pancetta (belly fat).

Pig jowls or cheeks are very tender and are cured in a traditional

fashion: a mix of natural spices is added through a massaging process, then the product is covered with pepper to create the traditional superficial crust.

Guanciale is slow cured for approximately three months before reaching its ideal texture and unique aroma. Only after having passed all of Maestri's qualitative tests, which include an accurate check of each single unit, the product can finally be vacuum packed and shipped.

Guanciale is typically mild, due to the fat delicacy, and at the same time spicy, because of the addition of pepper, offering the perfect balance between salinity and fragrance.

AUTHENTICALLY ITALIAN

As a token of its special bond with the territory, Guanciale is used in lots of recipes of Italian cookery, both as it is and after a short cooking. Among the several uses, it perfectly

matches with pasta, such as in the most famous Amatriciana and Carbonara, but it can also be used for special sandwiches or as a pizza topping. Cut very thin it will just about melt over vegetables and casseroles for a unique mouth-watering flavor.



Guanciale Maestri does not contain gluten or milk derivatives. All ingredients are allergen free and do not come from GMOs.



7144076

Guanciale

Stocked in IL, VA, and CA. Non-Stock in TX.

7191314

Guanciale Chub

Stocked in IL, TX, VA.

2/2.65 lb.



12/8 oz.



SPECIALTY GROCERY

Ryan LaMere, Grocery Specialist

WHAT'S THAT SOUND?

While growth in the Ready-to-Drink beverage category continues at a brisk rate, the share of no calorie and reduced calorie options increased by almost 9% in 2021.

Sound In my search for quality and delicious offerings to fit this need, I found **Sound Beverages**. With gorgeous branding and super refreshing taste, I couldn't get enough of these good-for-you tea and botanical infusions. With varying levels of caffeine, they fit into every daypart.



Sound makes sparkling waters with organic tea, botanicals and fruit extracts. By using real tea and botanical ingredients, they deliver more function, flavor, and body than traditional sparkling waters.

Sound was born from the desire for a better tasting, more exciting unsweetened beverage. Tommy Kelly, an engineer and lover of crisp carbonation, kept running into bland flavored waters and amped up sugary drinks. He wanted to find

the sweet in unsweetened. But how? To bring the concept to life, Tommy teamed up with then-co-worker, nowco-founder, Salim Najjar, a fellow engineer, avid tea drinker and wellness enthusiast. Beverage ideas began bubbling up as the two tinkered and tested tea blends, sharing a mission to redefine the sugar-laden carbonated category once and for all. The result? A first-of-its kind line of drinks that combine the crisp refreshment of sparkling water with the unique notes and elevated flavors of organic tea, botanicals and fruit extracts. Sparkle on!

Be Sweeter than What You're Drinking

With unique and thoughtfully crafted flavors the ingredient quality is best-in-class. They are completely unsweetened, Certified Organic, Non-GMO and Whole 30 Approved.



Sound believes the world needs more sweet people and less sweet drinks. They also believe that to truly make an impact, they have to do more than make a beverage. They donate a portion of sales and time to an organization on the front lines of the fight for better nutrition and food access.

Individual cans are all 12 FL. Ounces.

All Below Items Stocked in all Divisions



Tangy in all the right places, the Blueberry & Hibiscus are bright and refreshing with subtle hints of Cinnamon.

7207184 **Blueberry** 1/12 ct.



A balanced attack of juicy and dry, the Tangerine and Lemongrass combine with Green Tea for just enough caffeine to get you through the afternoon.

7207189 **Tangerine** 1/12 ct.



Grapefruit & Lavender with Ginger Tea brings a blend spice, citrus and floral notes that'll keep your taste buds on their toes.

7207188 **Grapefruit** 1/12 ct.



Like the healthiest Orange Creamsicle you've ever tasted, this lightly caffeinated flavor combines notes of Blood Orange and Vanilla with a Black Tea base.

7207180 **Blood Orange** 1/12 ct.

SPECIALTY GROCERY

Salima Ghariani, Grocery Specialist

A FAMILIAR NAME WITH A BRITISH ACCENT



You know the names. You recognize the labels. But did you know that the original British Heinz recipes are different from the ones in the U.S.? These recipes contain less ingredients that are more recognizable with no artificial colors, preservatives, and flavors, generally containing less sugar and sodium. The factory in Wigan, England is where the magic happens. There, 850 employees make 1 billion cans of soup, beans and pasta every year.

BEANS OR BEANZ?

Comparing the British and U.S. versions of Heinz Baked Beans finds the more natural and traditional British recipe adheres more closely to the food quality desired by many in modern times.



HEINZ BRITISH BEANS



1st Ingredient = **Beans**
 *Sodium = **260mg**
 *Sugars = **4g**



HEINZ USA BEANS



1st Ingredient = **Water**
 *Sodium = **480mg**
 *Sugar = **14g**

*Per 1/2 cup serving

THE BENEFITS OF BEANS

- Branded Beans in Catering Format (1kg and larger) are driving value growth (11.2%) of the category
- Vegetarian – applicable across the menu
- 1 serving counts towards the suggested 5 servings of fruits or vegetables a day

All below items are stocked in all divisions.



7190944
Baked Beans - Single Serving
 48/7 oz.



7190999
Baked Beans - Foodservice
 6/5.77 lb.



7193283
Baked Beans - No Sugar added
 6/5.77 lb.



SOUPS

Nothing says home like a deliciously warming bowlful of Heinz soup. Bursting with rich, satisfying flavor, and made with minimal ingredients that you can pronounce. It's no wonder that these soups enjoy a 63% market share. Just compare the ingredients to see why.



HEINZ BRITISH SOUP



INGREDIENTS: Tomatoes (89%), Water, Modified Corn-flour, Sugar, Rapeseed Oil, Dried Skimmed Milk, Salt, Cream (Milk), Milk Proteins, Acidity Regulator - Citric Acid, Spice Extracts, Herb Extract



LEADING U.S. SOUP



INGREDIENTS: Tomato Puree (Water, Tomato Paste), Water, Wheat Flour, Sugar, Contains Less Than 2% Of: Salt, Potassium Salt, Natural Flavoring, Citric Acid, Ascorbic Acid (Vitamin C), Monopotassium Phosphate, Celery Extract, Garlic Oil. Contains: Wheat



7191008 **Vegetable**
 Stocked in IL, TX, VA, and CA.

24/14 oz.



7191041 **Cream of Tomato**
 Stocked in IL, TX, VA, and CA.

24/14 oz.



7190939 **Potato & Leek**
 Stocked in IL, TX, VA, and CA.

24/14 oz.



7190987 **Classic Lentil**
 Stocked in IL, TX, VA, and CA.

24/14 oz.



7191003 **Cream of Mushroom**
 Stocked in IL, TX, VA, and CA.

24/14 oz.



FOR THE PASTRY CHEF

Cat Carp Wall, Pastry Specialist

THE PEARL OF PASTRIES



Italian pastry excellence

The Perla Company all started with a few ounces of flour and a lot of passion. In 1988 Mauro Piccoli and his family founded their small company in Bergamo, north of Italy, to produce frozen bakery products. They provided quality and innovative products to their Italian customers, specializing in puff-pastry products. They followed the best Italian artisan pastry tradition, and soon the market recognized them for their Italian excellence in puff pastry. It wasn't long before their products were appreciated in the best Italian bars for the generous filling and the scent that they give off during baking.

LOVE AT FIRST SIGHT

Mauro's dream was to bring their product all over the world, and he was aware of the importance of the visual appeal of food products so he was always looking for a distinctive sign for his creations. One morning, while walking on the seaside, he saw a shell and had a sudden inspiration. He ran to the pastry lab and that's how "Perla", the first puff-pastry with a scallop shape, was born.



Mauro registered the product as a patented shape and, since then, Perla has become synonymous in Italy with high-quality puff-pastry, conquering many fans among the consumers. "Perla", the most popular puff-pastry in Italy, is available

with different fillings and has many "sister and brother" products, made with the same quality puff-pastry and distinctive shapes. Today, this uniquely shaped pastry is recognized well beyond Italy and is distributed across the U.S. for retail and foodservice applications.

QUALITY PASTRIES FROM FREEZER TO OVEN

No proofing or extended set up time necessary—these pastries go straight from the freezer to the oven and are ready in minutes. They are made with quality ingredients and the time is put in when they're first made. The dough rests for over 24 hours according to the best made-in-Italy artisan tradition. This is why they are lighter, more fragrant and keeps its integrity long after baking. They are made following this Italian artisanal production process,



with high quality European ingredients, free from GMO's, improvers and hydrogenated fats. They are produced using renewable energy, for the health of our planet.

A FAMILY PASSION

"We are never satisfied: we want to create increasingly good and innovative products in terms of taste, design and nutritional aspects. Our collaborators, suppliers and distributors help us in

this mission and we want to thank them for their support. Because, if you want to do good things, passion is the most precious raw material!"

-Mauro Piccoli, President and Founder



3509587

Perla Vanilla Custard

1/48 ct.

Stocked in IL, TX, VA, and CA.



3509611

Perla Chocolate Custard

1/48 ct.

Stocked in IL, TX, VA., and CA.



3816925

Perla Mini Vanilla Custard

1/225 ct.

Stocked in IL, TX, VA.



3816933

Perla Mini Hazelnut Cream

1/225 ct.

Stocked in IL, TX, VA.

INDUSTRY TRENDS

Retail & Foodservice

THE REVITALIZATION OF PASTA & NOODLES



Keto and low-carb diets impacted pasta's popularity, but a COVID-influenced comfort food movement has revived sluggish sales in shelf-stable pasta,

while refrigerated options, instant noodles, and gluten-free varieties continue to grow.

Sales Stats and Outlook

When at-home meal preparation became the primary focus in 2020, sales of shelf-stable specialty pasta grew 90 times faster in 2019, according to SFA's *The State of the Specialty Food Industry* research. This year's recently released report shows that shelf-stable specialty pasta has grown 17.7 percent from 2019 to 2021 to \$551 million, while refrigerated specialty pasta jumped 39.2 percent in the same timeframe, hitting \$326 million. Short pasta and stuffed pastas helped drive growth in refrigerated while Asian noodles helped grow the shelf-stable category.

Sales Drivers

A renewed interest in center-store shopping, social media's influence for trending recipes gone viral, media coverage, and COVID-inspired health interest, are driving sales of traditional pasta and other global noodles.

A report by Mintel, *The Future of Rice, Grain & Noodle, 2021*, suggests the appeal of customization, along with new flavor opportunities in the affordable instant noodle subcategory, will continue to drive innovation. However, brands must engage consumers by offering healthier alternatives and products that showcase both regional and global flavors, to be able to continue to build on sales.

THE TRENDS

Instant Noodle Appeal

According to SFA's research, Asian noodles were up a whopping 44 percent in sales during 2020's height of stay-at-home mandates, driving some of the wheat pasta category growth and challenging traditional shelf-stable pasta shapes.



"Ramen and soba noodle sales have definitely increased," notes Lisette Campbell, head buyer, Union Market, New York City. "More cooking at home with different cuisines and a growing trend of DIY sauces/condiments seen on social media clips have been a driving force for this," she says.

Intriguing Pasta Shapes

While the temporary halt of bucatini production from legacy brands during the height of lockdown initiated a nationwide shortage, it set the stage for other pasta shapes and brands to gain some well-deserved attention.



According to Mintel's report, brands need to seize the opportunity to keep consumers engaged by offering dry products that are new and exciting while intriguing them with new shapes and more variety. This will open opportunities for customers to learn about the specific role each type of pasta plays in certain kinds of dishes and will broaden their palates beyond penne.

Gluten-Free Adds Functional Benefits

COVID's dramatic influence on consumption patterns left consumers seeking pasta not only for comfort and affordability, but also to benefit their health or complement their lifestyle. Gluten-free and plant-based pastas are still in high demand, but shoppers are demanding more out of brands. Enhanced options infused with vitamins, protein and fiber, or those that are also organic- and/or protein-based have become more appealing to customers.

The Future

According to Mintel's report, the next two years will bring updated messaging to demonstrate the importance of fiber more clearly in whole grain pastas, possibly turning the negative perception that all carbs have received. Brands that talk up the functional benefits of carbs could help consumers see pasta as a part of a balanced diet for energy, attracting more athletes and fitness-minded consumers.

There will also be significant hurdles to overcome related to supply chain challenges. Notes Fazzolari, "The sheer increase in demand, a lower yield of wheat worldwide, and freight tripling, will bring noticeable price increases."

ALL NATURAL SAUSAGES



Not all sausages are made the same. **Raisin River** sausages are not made with any by products; just simple, honest ingredients.

The chicken sausages are made with all-natural, boneless chicken thighs, which is why it tastes just like chicken should. On top of that, the meat is not comminuted — instead, the chicken bones are passed through a machine with wire brushes to scavenge meat off the bones and the fat is finely ground then added back to the sausage, achieving maximum meat yield and flavor.

The pork used in Raisin River's Andouille sausage comes only from duBreton, all-natural pork. Boneless pork butts, leg meat, and a little fat are used to create the sausages, with no fillers or extenders added. The hogs are vegetable and grain fed and raised with no antibiotics, ever. They are raised on a single family farm, which means happier hogs with less stress on the animals, resulting in a better flavor profile.



Chicken Apple Sausage

These sausages are Applewood smoked and have real chunks of apple and cinnamon flavor.

7417852 Chicken & Apple Sausage

Stocked in IL, TX and VA; Non-stock in CA

1689646 Chicken & Apple Sausage

Stocked in IL and VA; Non-stock in TX and CA

12/12 oz.



2/5 lb.



Chicken Apple Breakfast Sausage

These breakfast-sized sausages are sweet and mild!

8465102 Chicken & Apple Breakfast Sausage 1/15 lb.

Stocked in IL, TX and VA; Non-stock in CA



Sweet Italian Chicken Sausage

This sausage is made using all-natural Free Bird Chicken and is seasoned with fennel, salt and pepper.

1689720 Sweet Italian Chicken Sausage 12/12 oz.

Stocked in IL and VA; Non-stock in TX and CA



Andouille Sausage

This Cajun-style hot link has a rich, smoky flavor and lots of peppered spices with a great back-of-the-mouth heat. Their natural pork casings give them a snap!

1689692 Andouille Sausage 12/12 oz.

Stocked in IL, TX and VA; Non-stock in CA



1689684 Andouille Sausage

2/5 lb.

Stocked in IL, TX, VA and CA



Chicken Andouille Sausage

The chicken version of Raisin River's popular Andouille Sausage is packed with Cajun seasonings, onion & garlic.

1689706 Chicken Andouille Sausage 12/12 oz.

Stocked in IL, TX and VA; Non-stock in CA



Lamb Merguez

A spicy Mediterranean lamb sausage, perfect cooked on the grill and great for couscous and barbeque.

1694936 Lamb Merguez Sausage 12/12 oz.

Stocked in IL, TX and VA; Non-stock in CA



1695048 Lamb Merguez Sausage

4/3 lb.

Stocked in IL, VA and CA; Non-stock in TX



Chicken Merguez

A chicken variant of the spicy Mediterranean sausage.

3864046 Merguez Chicken Sausage 4/3 lb.

Stocked in IL and VA; Non-stock in CA

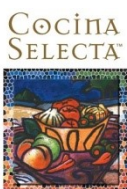
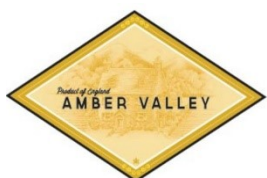


Chorizo Sausage

A traditional Mexican-style fresh sausage made of pork and flavored with chili peppers and paprika.

1648905 Chorizo Sausage 10/1 lb.

Stocked in IL, TX and VA; Non-stock in CA



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