

# DiCarlo

FOOD SERVICE

February 2019



# Cheese of the Month



## Burrata

#14098 6/1 lb., 4/ 4 oz. per cup

This fresh cheese resembles a Fresh Mozzarella ball, but when split open, you will be delighted to discover a rich-tasting soft filling of fresh pieces of Mozzarella soaked in heavy cream. This cheese offers a sweet, milky flavor that gently fills the palate. Made to order from fresh milk gathered daily from local farmers, each ball is hand-formed and packaged in water to ensure maximum freshness while maintaining shelf life.

Serving Suggestions:

- Drizzle with olive oil and sprinkle with salt and freshly ground pepper.
- Place atop fresh arugula greens and serve with a drizzle of olive oil.
- Serve with fresh grilled vegetables.

## Burrata Pepperoni Pizza

### INGREDIENTS

1 pound pizza dough, divided  
1 1/2 cup pizza sauce  
1-2 cups fresh burrata cheese, torn  
10-12 slices of pepperoni  
1/2-1 teaspoon crushed red pepper flakes  
1 cup wild arugula  
super thinly sliced rounds of jalapeño



### INSTRUCTIONS

Preheat oven to 450 degrees F.

On a lightly floured surface roll the dough into 2 thin pizza sounds. Transfer each pizza to an oiled baking sheet, and divide the pizza sauce on top and spread, leaving about an inch for the crust. Bake each pizza for 8 minutes and remove. Top with the fresh burrata and pepperoni and transfer back into the oven to bake for 5 minutes. Remove from oven and season with salt, pepper and red pepper flakes. Arrange the arugula on top. Slice and serve immediately.

# Pasta of the Month



## Heart Shaped Cheese Ravioli

#187038 72/1.16 oz.

These unique ravioli are bursting with flavor and filled with creamy ricotta and genuine Pecorino Romano Cheese. A great addition to your Valentine's menu.



## Heart Shaped Lobster Ravioli

#187040 72/1.16 oz.

Decadent and delicious. These ravioli are filled with chunky Canadian lobster meat, creamy ricotta, and just a hint of Parmesan cheese.



# What's new at DiCarlo...



## **Fresh Yellow Wax Beans Clipped**

#2159 2/5 lb.

Try them steamed and topped with fresh breadcrumbs or dressed with a vinaigrette. They can be roasted with olive oil, or boiled briefly and tossed with butter. They're also great raw in salads with cooked tuna or salmon, or served with a creamy herb dip.



## **Tri Color Fingerling Potatoes**

#378 1/50lb.

These fingerling potatoes have a bouquet of flavors and textures from buttery to nutty. Tender skins and moist textures make these tricolored potatoes great roasted as a side dish or used in salads.

**NOW IN STOCK!**

## **Unwrapped Black Jumbo Paper Straws 7.75"**

#545512 8/300 ct.

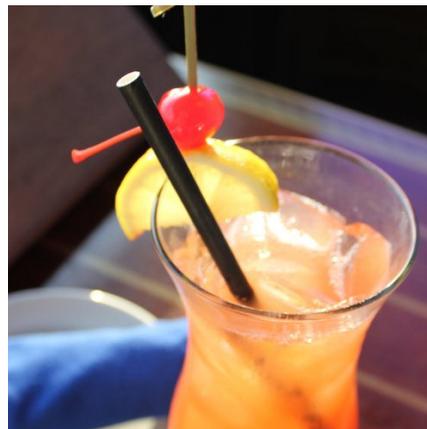


## **Individually Wrapped Black Jumbo Paper Straws 7.75"**

#546855 4/500 ct.

## **Individually Wrapped White Jumbo Paper Straws 7.75"**

#546850 4/500 ct.



# Black Cattle Ranch



*Black Cattle Ranch is a premium fresh meat program sourced from only the finest quality meats. Our variety of cuts are certified traceback, cut and packaged locally. With over 50 years experience in the Foodservice industry, we truly understand the importance of consistency and quality for both you and your customers.*



*This month's featured item...*

## Choice Beef Filet Mignon

#142022 32/6 oz.

This cut is superbly tender with unmatched flavor. The most desirable beef cut. Both elegant and convenient with a fine buttery texture, subtle flavor and compact shape. Always a customer pleaser!



**Be prepared for the first snow storm!**

**Safe-T-Salt Ice Melt**

#560001 1/50 lb.



**\*\* REMINDER \*\***

**During inclement weather, please help keep our drivers safe while they are making deliveries. Be sure to have your walkways and delivery areas cleared of all snow and ice and easily accessible so that deliveries can be made quickly and safely. Thank you!**

# Valentine's Day Menu Items



## Heart Shaped Cheese Ravioli

#187038 72/1.16 oz.

## Heart Shaped Lobster Ravioli

#187040 72/1.16 oz.



## Fresh Strawberries

#1922 1 flat

## Callebaut Chocolate

Bittersweet Slab #90394 5/11 lb.

Semi-Sweet Callets #95285 1/30 lb.

White Chocolate Callets #95320 2/10 kg.



## Real Whipped Cream Aerosol

#14450 12/14 oz.

## Richs On-Top Whipped Topping

*Non-Dairy*

#366700 12/32 oz.

## Richs On-Top Whipped Cream

#366710 12/16 oz. bag

## Maraschino Cherries with Stem

#531950 4/1 gal.

## NY Style Cheesecake

#340652 1/12 slice

## Flourless Chocolate Cake

#340656 1/12 slice

## Belgian Chocolate Tiramisu

#340654 1/12 slice



## Beef PSMO Tenderloin

#143499 12/5 lb. avg.

## Frenched Lamb Rack

#145122 12/28-32 oz.

## Frenched Veal Rib Chop

#145149 10/16 oz.



## Oysters on Half Shell IQF

#246265 12/1 doz.

## Cold Water Lobster Tails

4 oz. #268062 40/4 oz.

5-6 oz. #268064 1/10 lb.

## Warm Water Lobster Tails

5 oz. #268065 1/10 lb.

8 oz. #268020 1/10 lb.



## Red Velvet Cake

#340658 1/12 slice



## Molton Chocolate Cake

#359202 4/9 ct.

## 5 High Chocolate Layer Cake

#340447 2/14 slice

## Chocolate Lovin' Spoon Cake

#340445 2/14 slice





| DiCarlo Item # | Mutti Item# | Item Description                                     | Pack Type | Size   | Packed Per Case |
|----------------|-------------|--|-----------|--------|-----------------|
| 21077          | 11500       | Tomato Paste Double Concentrate (Doppio Concentrato) | Can       | 9 lbs  | 3               |
| 21075          | 12023       | Tomato Paste Double Concentrate (Doppio Concentrato) | Tube      | 4.5 oz | 12              |
| 21081          | 41308       | Finely Chopped Tomatoes (Polpa)                      | Can       | #10    | 6               |
| 21090          | 51440       | Whole Peeled Tomatoes (Pelati)                       | Can       | 2970G  | 6               |
| 21203          | 61380       | Tomato Puree (Passata)                               | Pouch     | 3000G  | 3               |
| 21087          | 55061       | Cherry Tomatoes (Cilieгинi)                          | Can       | 14 oz  | 12              |



## Blended Oils

**90% Canola / 10% Olive Oil**  
#321120 6/1 gal.

**80% Canola / 20% Olive Oil**  
#321127 6/1 gal.

**50% Canola / 50% Olive Oil**  
#321130 6/1 gal.



## 3 Big Changes Looming for Restaurants

Third-party delivery and guest loyalty programs may be undergoing a major change, according to attendees of the TechTable conference.

Several of the mega-forces shaping the restaurant business are set for a near-term change in direction, predicted participants at an industry event recently, citing third-party delivery and guest loyalty programs as particularly likely to veer sharply.

Here's what they foresee for those sales drivers.



### Third-party delivery has 2 years left

At least that's the basis of Bareburger's strategy to grow off-premise profits. Like a host of other operators, the full-service burger chain is pursuing delivery sales through arrangements with Grubhub, Uber Eats and a host of other third parties, CMO Nabeel Alamgir said at this week's TechTable conference. "By 2020, we plan to leave all of them," he said during a panel presentation entitled "Deliver us from Delivery."

He explained that Bareburger is already striving to convert customers ordering through third parties' apps into users of the chain's own channels. Patrons of an Uber Eats or Postmates might be offered a 10% discount on their next order if it's placed through Bareburger's website. The chain can afford a discount that deep because the financial impact is still less than the 20% or 30% discount an outside service typically charges.

Alamgir noted at the start of the panel's presentation that a service started by restaurants for restaurants would have been an attractive alternative to some of the third-party giants. "Let's make our own platform. Let's make our own Grubhub," he said.

### The restaurant loyalty card is dead

Lettuce Entertain You Enterprises, Rich Melman's model multiconcept operation in Chicago, had overcome a host of challenges to develop a single loyalty program for regulars at any of its 120 restaurants and 65 brands. Patrons were even willing to pay a \$25 charge to enroll, which they could only recoup by dining in an LEYE restaurant at least three times.

But management detected a problem, and it was a biggie: "The average age [of members] was 47," recalled Jennifer Bell, EVP of marketing and a partner in the firm. "It had been 47 for some time, and we had opened all these cool places for young people." Its card-carrying loyalists weren't the customers it was hoping to win and keep with each opening.

The company decided to jump to a new generation of loyalty program, a setup that would appeal to consumers accustomed to dealing with apps. It began the process of luring patrons to that new platform, an endeavor Bell described as dauntingly expensive. Servers were offered a \$5 commission for every person they convinced to download an LEYE loyalty app. Bell also worked with Facebook to identify would-be members and solicit their enrollment.

It also discovered that patrons were more likely to redeem their discounts with an app. Some users of the LEYE loyalty card had run up credits of more than \$1,000, but didn't even realize it because the process for checking balances was complicated. With the app, the discount is instantly accessible and ready to be used.

The tough slog was worth it, Bell attested at TechTable. "Our app now has almost 300,000 people on it. We started with 7,500," she said. And the average age of loyalty program members has dropped to 38.

### Third-party 'partners?' Try would-be competitors

A number of speakers characterized third-party delivery services as partners that bring considerable smarts and infrastructure to the relationship, but always with an agenda of their own. Many portrayed the relationship as a marriage of convenience, and one that could be upended by a transformation of the partners into full-fledged direct competitors.

Will it happen? Might the services start preparing as well as selling food, or otherwise look to eat their partners' lunch? "I don't see why they would not ultimately be a competitor," said Bareburger's Alamgir. He referenced such clear indications of convergence as the \$200 million investment in Grubhub by Yum Brands, the parent of Taco Bell, KFC and Pizza Hut.

In some respects, "I think they [already] are. And they're a good one."

Deliveroo and other services are already opening kitchens and pop-up restaurants in Europe, and Amazon has revealed plans to open 3,000 of its Amazon Go prepared-food outlets.

# FEATURED PRODUCE ITEM



northshire farms

## Escarole

#334 16 ct.

#336 Washed & Chopped 4/2.5 lb.

Escarole is related to Belgian and curly endive but has broad, slightly curved pale green leaves with a milder flavor than either of them. Escarole is available year-round. They should be selected for their fresh, crisp texture; avoid heads with discoloration or insect damage. Store curly escarole tightly wrapped in the refrigerator for up to three days. Use escarole in salads, wilted as a side or used in soups.

Escarole one of the best sources of vitamin K, which is essential in proper blood clotting. Escarole also contains approximately 1.9 milligrams of vitamin C and 64 micrograms of folate.

## Escarole and White Bean Soup

### Ingredients

2 tablespoons olive oil

2 garlic cloves, chopped

1 pound escarole, chopped

Salt

4 cups low-salt chicken broth

1 (15-ounce) can cannellini beans, drained and rinsed

Freshly ground black pepper

6 teaspoons extra-virgin olive oil

Grated Parmesan cheese for serving



*A favorite lunch of  
DiCarlo's office staff made  
often by Vince DiCarlo Jr!*

Heat 2 tablespoons of olive oil in a heavy large pot over medium heat. Add the garlic and saute until fragrant, about 45 seconds. Add the escarole and saute until wilted, about 2 minutes. Add a pinch of salt if needed. Add the chicken broth and beans. Cover and simmer until the beans are heated through, about 5 minutes. Season with salt and pepper, to taste. Ladle the soup into 6 bowls. Drizzle with extra-virgin olive oil and sprinkle grated Parmesan cheese over each bowl. Serve with crusty bread.



**Fresh Orange Juice RTU**  
#78005 4/1 gal.

**Lemonade Concentrate 4:1**  
#364209 4/1 gal.

**Lemon Juice**  
Fresh #78010 6/1 qt.  
Frozen #80610 4/123 oz.

**Lime Juice**  
Fresh #78015 6/1 qt.

**Grapefruit Juice**  
Frozen #78007 6/30 oz.



**Orange Hot Chocolate**

2 cups Sun Orchard orange juice  
1/4 cup powdered cocoa  
1 tbsp. flour  
1/4 cup fine sugar

Pour the orange juice, cocoa and flour into blender. Turn the machine on and let run for 10 seconds or until well mixed. Empty contents of blender into a small saucepan and stir smoothly over low heat. Beat with a fork or wire whisk until well blended. Add sugar and heat the mixture over medium-low heat, stirring occasionally until hot. Pour into cups and enjoy! For garnish: Add marshmallows, whipped cream or a Florida Orange slice.



**Low-Fat Parfait Pro Yogurt**  
Vanilla #16561 6/4 lb.  
Strawberry #16582 6/4 lb.

**Bulk Granola Nut-free**  
#372402 4/50 oz.

**Fresh Blueberries**  
#1310 12/6 oz.

**Fresh Strawberries**  
#1922 8/1 lb.



*Making fresh yogurt parfaits  
has never been easier!*





*Save the Date!*

**DiCarlo** FOOD SERVICE

**Our Buying Show**

April 16, 2019

The Inn & Spa at East Wind  
Wading River, NY



## *Meatballs*

- Beef .5 oz. #144127 1/10 lb.
- Beef 1 oz. #144138 1/10 lb.
- Beef 2 oz. #144153 1/10 lb.
- Beef & Pork 3 oz. #144158 1/10 lb.

These meatballs are made with 100% USDA beef, imported Pecorino Romano cheese and a special blend of seasonings and spices combine to create the finest traditional Italian meatball. They are precooked to save time and labor costs. Try them as a pizza topping, in sandwiches or with pasta.



# KITCHEN STAPLES

## Film Wrap with Cutter Box



12" #543290 1/2000'

18" #543300 1/2000'



12" #543305 1/2000'

18" #543310 1/2000'

## Deli Soup Containers with Lids



8 oz. #553535 1/240 ct.

16 oz. #553545 1/240 ct.

32 oz. #553540 1/240 ct.

## Can Liners



Clean Can Liner 24x33 12-16 gal. #545563 1/1000 ct.

Black Heavy Can Liner 40x46 1.3mil #545661 100/40-45 gal.

Black Heavy Can Liner 38x58 1.3mil #545674 100/60 gal.

Clean Can Liner Hi-Density 33x40 16MIC #545687 250/33 gal.

Clear Can Liner Hi-Density 40x48 16MIC #545693 250/45 gal.

Cleanr Can Liner Hi-Density 38x60 16MIC #545697 200/60 gal.

## Aluminum Foil



12" Aluminum Foil Roll #542460 1/1000'

18" Aluminum Foil Roll #542462 1/500'

18" Heavy Duty Aluminum Foil Roll #542560 1/500'

Aluminum Foil Sheets 9"x10.75" #542550 12/200 ct.

Aluminum Foil Sheets 12"x10.75" #542600 12/200 ct.

## Powder-Free Nitrile Gloves

Blue Small #545205 10/100 ct.

Blue Medium #545215 10/100 ct.

Blue Large #545217 10/100 ct.

Blue XL #545219 10/100 ct.

Black Large #545286 10/100 ct.

Black XL #545288 10/100 ct.



## Aluminum Steam Trays & Lids



Half Medium #542716 1/100 ct.

Half Deep #542718 1/100 ct.

Full Medium #542712 1/50 ct.

Full Deep #542714 1/50 ct.

Full Lid #542720 1/50 ct.

Half Lid #542722 1/100 ct.

Full Shallow #542715 1/50 ct.

## Powder-Free Latex Gloves

Large #545290 10/100 ct.

# SNACK TIME!



## Spicy Breaded Chicken Wings Ckd

#124066 2/7.5 lb.



## Breaded Chicken Wings Ckd

#124068 2/7.5 lb.



## Breaded Chicken Breast 4 oz. Ckd

#125165 1/10 lb.

## Homestyle Chicken Tender Fritter

#122025 2/5 lb.



## Breaded Golden Chicken Tender Raw

#122027 2/5 lb.

## Breaded Boneless Chicken Wings Raw

#122030 2/5 lb.



## Potato Tater Kegs

Bacon Cheddar Chive #42230 106/1.5 oz.  
Buffalo Chicken #42232 106/1.5 oz.

ARNEO



## Breaded Mozzarella Sticks 3"

#41950 4/3 lb.



## Battered Mozzarella Sticks

#41952 6/2 lb. 14ct/lb.

## Breaded Cheese Ravioli

#41848 2/5 lb.



## Breaded Jalapeno Cream Cheese Popper

#41857 2/5 lb.



## Breaded Jalapeno Cheddar Cheese Popper

#41859 2/5 lb.



## Battered Mac & Cheese Wedges

#41244 6/3 lb.



## Battered Corn Nuggets

#41846 6/2 lb.



## Battered Mushrooms

#41856 6/2.5 lb.



## Breaded Cheee Curds

#41954 2/5 lb.



## Spicy Battered Pickle Fries 3/8"

#42007 4/3 lb.



## Spinach & Artichoke Dip

#205480 36/6 oz.



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