

FOOD SERVICE  
**DiCarlo**

January 2019



# Cheese of the Month



## **Whole Milk Ricotta #11365 6/3 lb.**

Made the old fashioned way using only the finest ingredients. Our Ricotta will give consistent performance across your menu

## **Grated Imported Pecorino Romano Cheese Blend #15180 4/5 lb.**

Piquant aged cheese for an added dimension of flavor. This blend is finely grated for ideal texture in many dishes.



## **Grated Imported Parmesan Cheese Blend #19950 4/5 lb.**

Grated Parmesan Cheese is a salty, nutty Italian-style cheese and an essential ingredient in a number of recipes. The perfect blend for both your dishes and on the table top.

# Pasta of the Month

## **Jumbo Round Pumpkin Ravioli**

#187005 72/1.17 oz.

## **Jumbo Round Lobster Ravioli**

#187266 72/1.16 oz.

## **Jumbo Round Butternut Squash Ravioli**

#187278 72/1.16 oz.

## **Cheese Tortellini**

#187117 4/3 lb.

## **Jumbo Round Cheese Ravioli**

#187321 72/1.16 oz.

# DiCarlo

BRAND

## **Cheese Stuffed Shells**

#187276 80/2 oz.

## **Jumbo Round Spinach Ravioli**

#187331 72/1.16 oz.

## **Cheese Manicotti**

#187251 40/3.2 oz.

## **Jumbo Round Mushroom Ravioli**

#187256 6/12 ct.

## **Manicotti Skins**

#187271 3/5 lb.





# What's new at DiCarlo...

## Pork & Beef Meatball 2 oz. Cooked

#144164 1/10 lb.



These meatballs offer scratch made taste and appearance with much less work. They are precooked and IQF. Some serving ideas:

- Make a meatball sandwich topped with melted provolone and sautéed peppers or onions.
- Create a meatball scallopine loaded with peppers and onions in a tomato sauce.
- Try sliced as a pizza topping.



## Heritage Tuscan Blend

Item# 681 4/3 lb.

40% red components may contain  
Lolla Rosa, Red Oak, Red Leaf

60% green components may contain  
Green Oak, Tango, Green Leaf



northshire farms



This ready to serve blend is an upscale and sophisticated combination of colorful lettuces that can withstand hearty toppings like meats, nuts, and seafood. The multi-dimensional nature of leaves provides unmatched lift on the plate.

### General Usage Ideas:

- Upgrade house salads with this colorful, hearty blend
- Pair with bold flavors like blue cheese, pickled onions, roasted fennel, or shaved Parmesan
- Top with proteins such as grilled salmon, poached eggs, sliced steak, or stir-fried tofu
- Finely dice and use to top tacos and tostadas
- Combine with watermelon chunks, pepitas, and crumbled Cotija cheese; serve with creamy avocado-jalapeno dressing on the side
- Use as a base for grilled tuna, salmon, and swordfish
- Pair with beef, green beans, oranges, portobello mushrooms, and walnuts
- 100% usable product

# 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 Angus Beef Ribeye Filet 8 oz.**

#141516 24/8 oz.

This is a boneless ribeye steak with the cap removed. It has a rich, beefy flavor and generous marbling. Makes for a great center of the plate item.



**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!**





## Barramundi Fillet 7-9 oz. Skin-on Boneless

#264848 1/10 lb.

Have you ever tried Barramundi? From the pristine waters of the Red Sea – the high salt and oxygen levels of the water produce the premium texture and sweet flavor characteristic of wild fish. It has flaky white flesh with a mild flavor making it perfect for so many applications. We stock 6-8 oz. boneless/skinless fillets with skin-on fillets coming in a few weeks. This fish is 100% free of added processing chemicals – a premium fish as it should be. Here is a simple recipe.



## Pan Seared Barramundi with Tomato Caper Salsa

### Ingredients:

- 2 barramundi portions
- 2 1/2 tbsps olive oil
- 1 tbsp. lemon juice
- Lemon, cut into wedges
- Mixed salad leaves
- 1 ripe tomato, finely diced
- 1 tbsp. Baby capers
- Chopped fresh parsley
- Salt and pepper to taste

Combine tomatoes, capers, parsley, lemon juice and 1 1/2 tablespoons of olive oil in a bowl. Add salt and pepper, mix and set aside. Pat fish dry with paper towel, salt and pepper. Using a non-stick fry pan and remaining oil, cook fish over medium-high heat for 5 minutes. Turn fish and continue cooking on a medium heat until cooked. Serve fish with mixed salad leaves and a wedge of lemon. Spoon tomato caper salsa over the top of the fish, and serve.



**Cultivated Mussels  
Vac-Pac**  
#246266 10/1 lb.



**Calamari Todarodes 5-8"**  
Tubes & Tents #261921 4/2.5 lb.  
Tubes Only #261926 4/2.5 lb.

*As seen on front cover*



**New Zealand Lamb Racks**  
14-16 oz. #145113 20 ct.  
16-18 oz. #145112 20 ct.

# *It's Soup Season!*



**Frozen Soups,  
just heat and serve!**



## **Chicken Noodle Soup**

#230175 4/4 lb.

This soup is prepared the old fashioned way, chunks of hearty vegetables and diced chicken slow simmered in a seasoned chicken broth with ribbons of egg pasta.

## **Spiced Pumpkin Bisque**

#230889 4/4 lb.

Creamy and sweet pumpkin puree is gently blended with light cream, sweet potatoes and a delicate medley of spices.

## **Shrimp & Roasted Corn Chowder**

#230993 4/4 lb.

A delightful creamy combination of sweet roasted corn, tender shrimp, zesty red peppers and potatoes, finished with a touch of spice.

## **Chicken & Poblano Pepper Soup**

#230996 4/4 lb.

A creamy blend of diced chicken and spicy peppers accented with corn and black beans and finished with a hint of lime.

## **New England Clam Chowder**

#230999 4/4 lb.

Authentic New England Clam Chowder, thick and rich, made with sweet cream and flavorful clam broth, loaded with chunks of clams, potatoes and spices.





## Soup Crackers

### Old Fashion Oyster Crackers

#480205 150/.5 oz.

Created to proudly float on soups and chowders, Westminster Old Fashioned Oyster Crackers will make your customers say "These are the best crackers I've ever eaten!"



### Saltine Crackers

Salted #480302 500/2 pk.  
Unsalted #480218 300/2 pk.



## Soup Serving Solutions



#544110	Soup Spoon Heavy Black	1/1000 ct.
#546050	Soup Spoon Medium White	1/1000 ct.
#546077	Soup Spoon Heavy Beige	1/1000 ct.
#545220	Soup Bowl Plastic 12oz.	1/1000 ct.
#542147	Soup Bowl Foam 8oz.	1/1000 ct.
#542149	Soup Bowl Foam 12oz.	1/1000 ct.
#546515	Paper Soup Container w/ Lid 12 oz.	10/25 ct.
#546520	Paper Soup Container w/ Lid 16 oz.	10/25 ct.
#553535	Deli Container w/Lid 8 oz. Translucent	1/240 ct.
#553545	Deli Container w/Lid 16 oz. Translucent	1/240 ct.
#553540	Deli Container w/Lid 32 oz. Translucent	1/240 ct.



### Fire Braised Chicken Breast

#123071 2/5 lb.

Fully cooked 4 oz chicken breasts are first fire seared before being slow-cooked in their own juices. The result is a tender and juicy chicken breast. It's natural shape and caramelized exterior makes this chicken breast indistinguishable from scratch cooking. On trend preparation method that doesn't require special equipment. Quick and easy to prepare, so it saves time and labor.



# FEATURED PRODUCE ITEM

**New!**



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## Tri-Color Fingerling Potatoes

#378 1/50 lb.

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.

## Garlic and Parmesan Fingerling Potatoes Recipe

### Ingredients

1 pound mixed color fingerling potatoes  
1-2 garlic cloves, minced  
1/4 cup grated parmesan cheese  
2 tablespoons olive oil  
2 tablespoons butter, melted  
1 tablespoon fresh parsley, minced  
kosher salt and ground pepper to taste



Preheat oven to 425° F.

Cut fingerling potatoes into halves.

In a cast iron skillet, combine potatoes, butter, olive oil, garlic, parsley, half of the parmesan cheese, salt and pepper. Stir and mix until potatoes are fully seasoned.

Place skillet in the oven and bake for 25-30 minutes, or until potatoes are slightly crispy and tender on the inside. (Should be able to easily pierce with a fork). Let cool for 5 minutes, top with the remaining parmesan cheese and serve.



# Winter Is Here!

## Leverage These Four Tips to Drive Sales

Don't let harsh winter weather impact your sales. While many operators anticipate a drop in sales during the winter months,<sup>1</sup> it doesn't have to be the slowest time of the year. With a little creativity and some extra effort, you can attract customers with seasonal offerings, winter weather promotions and an elevated to-go service.

**Check out these four tips to drive sales this winter!**



### 1. Give the Menu a Makeover

Lure customers in from the cold with a seasonally inspired menu that features classic comfort food with on-trend ingredients like apples, Brussels sprouts and winter squash. Be sure to keep your best sellers and signature items on the menu while updating seasonal specials like hearty stews and pot pies. Updating your menu with in-season ingredients and holiday-inspired fare such as roast turkey with sweet potatoes and cranberry sauce can create a nostalgic appeal for diners. By combining a variety of flavors and quality ingredients, you can pay tribute to the foods Americans love while elevating them into more-sophisticated contemporary dishes. For example, combine seasonal flavors with classic dishes such as a pomegranate maple glazed roast turkey with sweet potatoes and pears, chicken pot pie with root vegetables, braised short ribs over mashed cauliflower or flavorful stews like hearty pumpkin chicken chili.

### 2. Highlight High-Value Menu Items

Don't forget to highlight high-quality ingredients and where they come from. Research shows that premium ingredients can influence purchases. For example, one-third of all consumers think sustainably sourced and organic ingredients are very important in their purchasing decisions.<sup>2</sup> When it comes to meat consumption, today's consumers, especially millennials, consider animal welfare and sustainability as well as the absence of antibiotics, hormones and preservatives as major factors when choosing what and where to eat.<sup>3</sup> Telling customers you source organic apples from a nearby farm or that you're committed to serving antibiotic-free chicken and turkey can help set you apart from the competition. After all, you may find that being transparent with your customers could result in higher profits.

### 3. Take Advantage of Takeout

Colder weather and darker days may lead people to opt for grab-and-go offerings more often. Take advantage of to-go sales with takeout menus, proper packaging and special promotions. When it comes to takeout, making sure the food reaches your customer in the same condition in which it left the kitchen is often the biggest challenge, but shouldn't be a deterrent from offering to-go orders. Test the packaging and make sure it travels well, maintains the integrity of the food, doesn't leak or break and keeps the hot food hot and the cold food cold. With so many restaurants offering takeout service, you may want to consider partnering with a third-party delivery service like UberEATS, Seamless and GrubHub to increase sales opportunities.

### 4. Leverage Digital Marketing

In order to be successful, you must be ready to adapt to generational and technological changes that are shaping the way consumers engage with restaurant brands—from social media to digital marketing.<sup>4</sup> It's crucial to have a digital presence; this includes an easy-to-navigate website and engaging social platforms. Social media offers you the opportunity to get the word out about your operation while also helping build your brand and communicate changes, special promotions or LTOs. Facebook is a must for all restaurants, because of its built-in reviews, messaging and media-sharing capabilities. Instagram and Snapchat are where your customers are most engaged and most likely to venture in-store when they see, share and mention your restaurant. Meanwhile, use Twitter to strengthen your brand voice and Yelp to provide social proof and support your online image.<sup>5</sup> Content can include anything related to the restaurant that is of interest to your consumers, such as new menu items, seasonal promotions and even social responsibility. Email marketing is another great way to keep your restaurant top of mind, especially during the winter season. Encourage guests to sign up by offering exclusive email promotions and discounts.

From seasonal flavors to third-party delivery services, there is a variety of ways to set your establishment apart and drive traffic this winter. Try these five tactics to help strengthen sales this season.



*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.







**NAE Whole Chicken**

Fresh #121008 12/3.5 lb. 3.3 - 3.6 lb.  
 Frozen #121044 16/2.88 lb. 2.75 - 3 lb.

**NAE Fresh Chicken Tenders**

#121014 4/5 lb.

**NAE Fresh Chicken Breast 5 oz. Boneless/Skinless**

#121021 4/5 lb.

**NAE Chicken Thighs Boneless/Skinless**

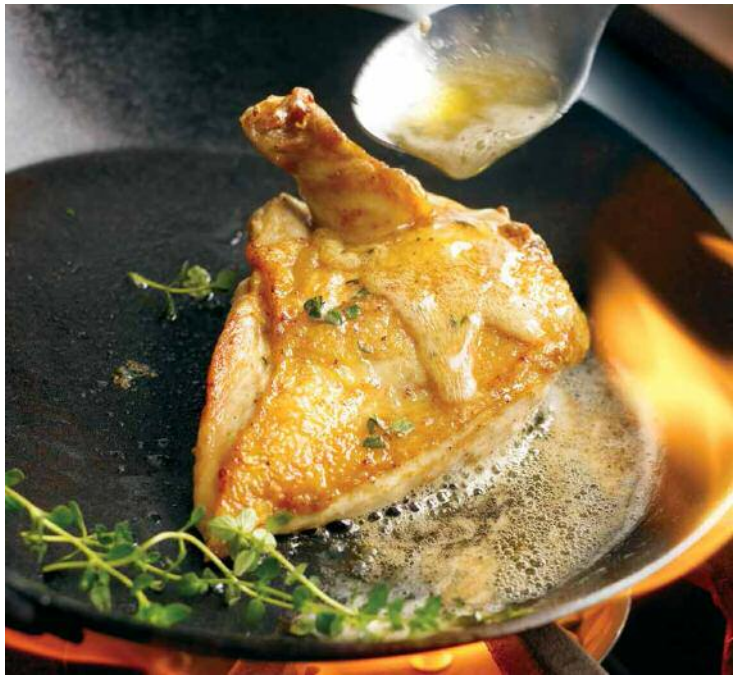
Fresh #121023 2/10 lb.  
 Frozen #121033 2/10 lb.

**NAE Fresh Chicken Breast Random Boneless/Skinless**

Double Lobe #121031 4/5 lb.  
 Single Lobe #121037 2/10 lb.

**NAE Fresh Chicken Cut 8 pc.**

#121043 16 ct. 2.75 - 3 lb. avg.



**NAE Turkey Breast Foil RTC Skin-on**

#123200 2/9 lb.

**NAE Turkey Breast Net RTC Skin-on**

#123215 2/10 lb. avg.

**NAE Turkey Breast Cook-in-Bag Raw**

#123217 2/9 lb. avg.

**Organic Party Chicken Wings 6-9ct. Frozen**

#121078 5/10 lb.

**NAE Oven Roasted Turkey Breast Skinless**

#124102 2/5-8 lb.



**Have you heard about  
 Meal Ticket?**



Meal Ticket is a new online tool to help our customers save \$\$! Meal Ticket bridges the technology gap between operators, distributors, and manufacturers. From Meal Ticket, our customers will be able to track current rebates, view Specials, see new items and much more!





# SANTA MAURO

*Qualita Garantita Dal 1963*

Imported from Italy, Santa Mauro pasta brings old world tradition to your dishes. Our pasta is made the old fashioned way using only the finest ingredients and bronze dies. Bronze die-cut pasta yields a perfect texture for sauces to adhere to.



## Ziti

#183410 2/10 lb.

## Fusilli Rotini

#183420 2/10 lb.

## Spaghetti

#183430 2/10 lb.

## Linguine

#183435 2/10 lb.

## Penne Rigate

#183445 2/10 lb.

## Rigatoni

#183450 2/10 lb.

## Shells

## Conchiglie

#183455 2/10 lb.

## Elbows

#183462 2/10 lb.

## Tri Color Fusilli

#183470 2/10 lb.

## Orzo

#183475 2/10 lb.

## Fettuccine

#183480 2/10 lb.

## Farfalle

#183485 2/10 lb.

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