

DiCarlo

FOOD SERVICE



March 2020

Cheese of the Month



Imported Italian Mascarpone

#19250 6/17.63 oz.

This Mascarpone has a pale, cream-colored paste and soft, spreadable texture. With a feel that is more akin to clotted cream, Mascarpone is made from cow's milk and features a light taste with a slight tang and a rich, silky texture. Mauri uses only the freshest, finest, local cow's milk to create their incredibly full-bodied cheese.

Pasta of the Month

SANTA MAURO

Qualita' Garantita Dal 1963



Ziti

#183410 2/10 lb.

Fusilli Rotini

#183420 2/10 lb.

Spaghetti

#183430 2/10 lb.

#183360 20/1 lb.

Linguine

#183435 2/10 lb.

Penne Rigate

#183445 2/10 lb.

#183355 20/1 lb.

Rigatoni

#183450 2/10 lb.



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.

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.

What's new at DiCarlo...



Thin Sliced Mozzarella Log

#14084 8/1 lb.



Thin sliced and ready to serve. This fresh mozzarella log is the same quality you always expect from BelGioioso. Ensure the same slice size every time for all of your dishes.



Wrapped Green Compostable Straw

#545922 24/500ct.



Giant White Paper Straw 10.25"

#545221 4/300 ct.

Help the environment and comply with the new straw laws.

**New 12 oz.
Pack Size!**

Wenzel Sauce

#401855 4/1 gal.

#401857 12/12 oz.

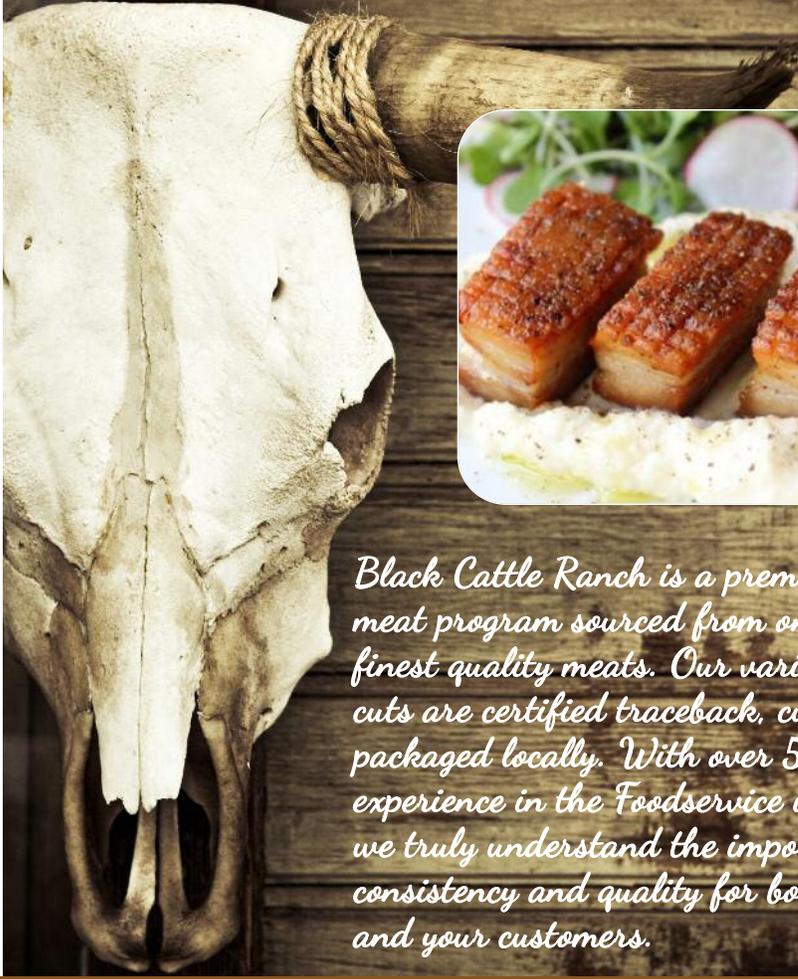
This locally branded product is a spicy and tangy hot sauce with a savory butter undertone making it unique from the rest. Aged red peppers, creamy butter flavoring and the perfect mix of spices creates a special sauce for many applications. It's great on pizza, wings, burgers, ribs, sandwiches and much more!

- Gluten Free, Kosher and Vegetarian
- Local brand created by a native Long Islander
- Great on Pizza
- Perfect for wings, ribs, sandwiches, burgers



When you purchase Wenzel Sauce, you are supporting the Bulldogs Care Foundation. Visit www.bulldogscare.org for more information.

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...

Fresh Pork Belly Boneless - Rind off

#143270 2/6 lb. avg.

Cut from the tender underside of the hog, pork belly is versatile and a veritable workhorse in the kitchen, whether served on its own or used to impart flavor and richness to a myriad of dishes. Braise, roast, or grill-roast pork belly as a center-of-the-plate option at breakfast, lunch, or dinner. Or use small dice as a flavoring agent for other dishes.



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

Safe-T-Salt Ice Melt

#560006 1/40 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!



St. Patrick's Day Menu Items



Corned Beef Brisket Raw
#110276 2/14 lb. avg. 30% pump

Corned Beef Brisket Ckd
#110280 2/10 lb. avg.



Irish Sausage Bangers 4-1
#110500 4/3 lb. *s/o item



Bran Style Mustard
#284052 4/1 gal.



Spicy Brown Mustard

#284250 4/1 gal.
#284283 12/12 oz.



Sliced Rye Bread Thick Cut
#205866 1/6 ct.

Dinner Napkins 2-ply
#543902 20/500 ct.

Plastic Plates

9" #545212 1/500 ct.
10.25" #545214 1/500 ct.



Cutlery Kit - Heavyweight

black fork, knife, spoon, napkin, salt & pepper
#544004 1/250 ct.



Idaho Potatoes #2
#691 1/50 lb.



Corned Beef Hash
#200405 6/#10



Whole White Potatoes
#36252 6/#10 60-80ct.

Clear Plastic Cup 16 oz.
#545256 20/50 ct.



Green Cabbage
#202 1/50 lb.



Irish Steel Cut Oatmeal
#90555 12/28 oz.



Clear Plastic Cup 16 oz.
#545265 20/50 ct.



Lent season is upon us

Menu Items for Lent



Barramundi Fillets

- 2 oz. Taco Strip Skinless/Boneless #264844 1/15 lb.
- 7-9 oz. Skin-on/Boneless #264848 1/10 lb.
- 7-9 oz. Skinless/Boneless #264846 1/10 lb.



Cultivated Mussels Vac-Pac

#246266 10/1 lb.



Calamari Tadarodes 5-8"

- Tubes & Tents #261921 4/2.5 lb.
- Tubes Only #261926 4/2.5 lb.



Sea Scallops IQF

- 10-20ct. #260260 2/5 lb.
- 20-30ct. #260301 2/5 lb.

Bay Scallops IQF

- 60-80ct. #260205 2/5 lb.

Pasteurized Crabmeat

- Jumbo Lump #242081 6/1 lb.
- Super Lump #242086 6/1 lb.
- Special #242094 6/1 lb.
- Claw #242095 6/1 lb.



Imitation Crabmeat

- #264763 4/2.5 lb.
- #269205 4/2.5 lb.



Portugese Octopus 6-8 lb.

#261974 4/7 lb.

Spanish Octopus Legs Cooked

#261979 1/7 lb. 2 per bag



Crabcakes, Fishcakes & Stuffed Sole

Krabby Cakes 3 oz.

Oven Ready #266212 6/2.5 lb.

Fish Cakes 2 oz.

Ovenable #263152 1/10 lb.

Maryland Crab Cake 3 oz.

#266260 48/3 oz.

Scallop & Crab Stuffed Sole

#262700 32/5 oz.



Ahi Yellow Fin Tuna

- 4 oz. #246875 40/4 oz.
- 6 oz. #246880 1/10 lb.
- 8 oz. #246883 1/10 lb.
- 10 oz. #246889 1/10 lb.

Saku Blocks 9-12 oz. #265115 20 ct.
Goma Wakame Seaweed Salad #60400 5/2 lb.

Lobster Tails

- 4 oz. Cold Water #267510 1/10 lb.
- 5-6 oz. Cold Water #268064 1/10 lb.
- 5 oz. Warm Water #268065 1/10 lb.
- 8 oz. Warm Water #268020 1/10 lb.
- 10-12 oz. Warm Water #268022 1/10 lb.



Lobster Meat

- Broken Claw & Knuckle #246069 6/2 lb.
- Claw & Knuckle #246064 6/2 lb.
- Claw, Leg & Knuckle #246067 6/2 lb.
- Tail, Claw & Knuckle #246071 6/2 lb.



Lobster Sensations

#267000 6/2 lb.

P&D Shrimp Tail-off Raw

- 267086 5/2 lb. P&D Shrimp 16-20 ct.
- 267212 4/2.5 lb. P&D Shrimp 21-25 ct.
- 267500 5/2 lb. P&D Shrimp 31-40 ct.
- 267180 5/2 lb. P&D Shrimp 31-40 ct.
- 267088 5/2 lb. P&D Shrimp 41-50 ct.
- 267092 5/2 lb. P&D Shrimp 51-60 ct.



P&D Shrimp Tail-on Raw

- 269320 5/2 lb. P&D Shrimp 90-100 ct.
- 267399 1/10 lb. P&D Shrimp 8-12 ct.
- 267400 1/10 lb. P&D Shrimp U-15 ct.
- 267402 1/10 lb. P&D Shrimp 16-20 ct.



Wild White Panama Shrimp in Shell Raw

- 267011 10/5 lb. White Shrimp in Shell U-8 ct.
- 267013 10/5 lb. White Shrimp in Shell U-10 ct.
- 267015 10/5 lb. White Shrimp in Shell U-12 ct.
- 267017 10/5 lb. White Shrimp in Shell U-15 ct.
- 267055 6/4 lb. White Shrimp in Shell 13-15 ct.

White Asian Shrimp in Shell Raw

- 267055 6/4 lb. White Asian Shrimp in Shell 13-15 ct.
- 267057 6/4 lb. White Asian Shrimp in Shell 16-20 ct.
- 267059 6/4 lb. White Asian Shrimp in Shell 21-25 ct.
- 267406 1/10 lb. White Asian Shrimp in Shell 26-30 ct.

Cooked Shrimp

- 265908 10/1 lb. Tail-off 70-90 ct.
- 267035 5/2 lb. P&D Tail-on Shrimp 16-20 ct.
- 267045 5/2 lb. P&D Tail-on Shrimp 21-25 ct.

Lent season is
through April 10th

Menu Items for Lent



Breaded Shrimp

Breaded Popcorn Shrimp 75 ct. Raw
Oven Ready #266228 4/2.5 lb.

Breaded Popcorn Shrimp 60-90 ct.
#246410 4/3 lb.

Breaded Deep Cut Shrimp 12-15 ct.
#266254 4/3 lb.

Breaded Shrimp 40-50 ct. Tail-on
#246320 12/7 oz. pouch

Beer Battered Shrimp 31-35 ct.
#246504 1/10 lb.

Breaded Butterfly Shrimp 16-20 ct. Tail-on
#246300 4/3 lb.

Breaded Butterfly Shrimp 21-25 ct. Tail-on
#246302 4/3 lb.

Breaded Butterfly Shrimp 35 ct. Tail-on
#266242 10/1.13 lb.

**Coconut Breaded Butterfly Shrimp
16-20 ct. Tail-on**
#246304 4/3 lb.

Coconut Breaded Shrimp 13-15 ct. Tail-on
#266245 4/3 lb.

**Coconut Breaded Butterfly Shrimp
Round 16-20 ct.**
#266111 4/3 lb.



Breaded Fish

Breaded Fish Stick .8 oz Ckd
Ovenable #260508 1/10 lb.

Breaded Flounder 4 oz. Ckd
Oven Ready #266000 1/10 lb.

Breaded Natural Cod 4 oz.
Oven Ready #246660 40/4 oz.

Battered Cod Wedges
#260675 1/10 lb.

Beer Battered Cod Raw
2 oz. #267667 1/10 lb.
4 oz. #267663 1/10 lb.

Sam Adams Beer Battered Cod Raw
2 oz. #267668 4/2.5 lb.
4 oz. #267662 4/2.5 lb.

Guinness Battered Cod 2 oz.
#260680 1/10 lb.

Battered Country Fry Cod 3.75 oz.
#263557 43/3.75 oz.

Beer Battered Pollock 2 oz.
#246506 1/10 lb.

Potato Crunch Pollock Fillet Ckd
#263530 44/3.6 oz.

Breaded Pollock Wild Wings .84 oz.
#260685 2/5 lb.

Breaded Scallops Raw
30-40ct. #266203 1/10 lb.

Fish Fillets

Natural Flounder Fillet 5 oz. IQF Raw
#264805 32/5 oz.

Salmon Fillets

8 oz. #269050 20/8 oz.

Wild Keta Bnls 4 oz. #269090 1/10 lb.

Wild Keta Sknls/Bnls 6 oz. #269092 27/6 oz.

Pacific Wild Sockeye Sknls 8 oz. #158084 20/8 oz.

Swordfish Fillets

6 oz. 1/4 moon #246890 1/10 lb.

8 oz. Bnls/Skin-on #246892 20/8 oz.

Red Snapper

Bnls/Skin-on Fillets 6-8 oz. #246904 1/10 lb.



Tilapia Fillets

3-5 oz. #264901 1/10 lb.

5-7 oz. #264905 1/10 lb.

7-9 oz. #264907 1/10 lb.



Chilean Sea Bass

4 oz. Boneless/Skinless #246784 40/4 oz.

8 oz. Boneless/Skinless #246780 20/8 oz.

Pollock Fillets IQF

2-4 oz. #264512 4/10 lb.

2-4 oz. Bnls/Sknls #264516 1/10 lb.

Catfish Fillets IQF

5-7 oz. #264810 1/15 lb.

Cod Fillets & Loins

Fillet 16-32 oz. #266054 3/14 lb.

Loin 4 oz. #267652 1/10 lb.

SPECIALTY PRODUCE ITEMS

We carry a variety of specialty produce items. If there is something you need, speak with your DiCarlo Sales Consultant. We'll do our best to source it for you.

ITEM#	DESCRIPTION		ITEM#	DESCRIPTION	
142	ASPARAGUS JUMBO		604	PEPPER ANCHO DRIED	
143	ASPARAGUS LARGE		648	PEPPERS DREID GUAJILLO	
140	ASPARAGUS MEDIUM		637	PEPPERS DRIED CHILI DE ARBOL	
139	ASPARAGUS PENCIL		638	PEPPERS HABANERO	
216	BABY BOK CHOY		649	PEPPERS MINI BELL ASSORTED	
725	BANANA LEAVES		645	PEPPERS ORANGE	
185	BROCCOLINI		633	PEPPERS PABLANO	
1820	CACTUS LEAF		201	PEPPERS RED FRESNO	
211	CARROTS BABAY PEELED W/TOP		632	PEPPERS SERANO	
226	CARROTS TRI-COLOR BABY PEELED W/TOP	773	PEPPERS SHISHITO		
227	CAULIFLOWER TRI COLOR	377	POTATOES FINGERLING		
236	CELERY ROOT		378	POTATOES FINGERLING TRI COLOR	
347	EDIBLE ORCHIDS		674	POTATOES PURPLE	
323	EGGPLANT JAPANESE		679	POTATOES RED CREAMERS	
330	ENDIVE BELIGIAN		659	POTATOES YUKON A	
340	FENNEL	692	POTATOES YUKON B		
163	GOLDEN BEETS	690	POTATOES YUKON C		
157	HARICOT VERT		708	RADICCHO	
102	HIBISCUS "JAMAICA" DRIED		247	TOMATOES BABY HEIRLOOM	
365	JICAMA		859	TOMATOES HOT HOUSE 22-24CT	
170	LETTUCE BIB HYDRO		841	TOMATOES ON VINE	
415	LETTUCE FRISEE		920	WATERCRESS	
420	LETTUCE MACHE		1998	YUCCA	
416	MICRO GREEN RAINBOW		1732	ORANGES BLOOD	
1593	ONIONS PEELED CIPOLINI		1733	ORANGES CARA CARA	
585	ONIONS VIDALIA SWEET	1560	POMEGRANATE		
			2001	JACK FRUIT	



Chef's Cooking Cream

#10012 2/2.5 gal.

Time-saving

Chef's Cooking Cream helps save time in the kitchen and maintains recipe consistency.

Saves money

With no need for reduction, Chef's Cooking Cream provides up to 40% greater yield.

Consistently creamy

Use only what is needed to produce the same smooth, creamy dishes every time.

Lasting stability

Chef's Cooking Cream performs in both acidic and spicy recipes, without splitting or curdling.

Reheat performance

Rely on this high-performing ingredient to stay stable when reheating chilled or frozen dishes.



Chef's Heavy Cream

#10020 12/32 oz.

Key benefits

Consistent dishes every time

Cream that delivers great taste and texture for consistently beautiful and delicious dishes.

High performance and versatility

Anchor™ Chef's Heavy Cream is ideal for a wide range of applications – making it the only cream for all culinary needs.

No after-thickening

Cream that is perfect for making sauces ahead of time to re-heat without any splitting or curdling.

Quality

Chef's Heavy Cream is made with real cream, is Kosher certified and gluten free.



Save the Date!

DiCarlo FOOD SERVICE

Our Buying Show

April 21, 2020 9am - 4pm

The Inn & Spa at East Wind
Wading River, NY



GOT GLOVES?



Vinyl Gloves Powder-free

Medium #545605 10/100 ct.
Large #547438 10/100 ct.
XL #547432 10/100 ct.



Blue Nitrile Gloves Powder-free

Small #545205 10/100 ct.
Medium #545215 10/100 ct.
Large #545217 10/100 ct.
XL #545219 10/100 ct.



Vinyl Gloves Powdered

Medium #547433 10/100 ct.
Large #547435 10/100 ct.
XL #547467 10/100 ct.



Synthetic Gloves Powder-free

Large #547446 10/100 ct.
XL #547448 10/100 ct.



Black Nitrile Powder-Free Gloves

Large #545286 10/100 ct.
X-Large #545288 10/100 ct.



Italian Plum Tomatoes in Juice

#20815 6/#10



FIRST AID



KIT

25 Person First Aid Kit in Plastic Box

#549735 1 ct.



CONTENTS

- (20X) Alcohol Antiseptic Wipes
- (6X) Antiseptic Towelettes
- (3X) Sting Relief Wipes
- (1X) Bandage Scissors
- (1X) Forceps
- (6X) Burn Cream Packets
- (6X) Triple Antibiotic Packets
- (1X) Instant Cold Pack
- (1X) Triangular Bandage
- (32X) Plastic Adhesive Strips
- (2X) Fabric Fingertip Bandages
- (2X) Fabric Knuckle Bandages
- (5X) 3" X 3" Gauze pads
- (1X) 4" Gauze Pad
- (1X) Large Wound Pad
- (1X) 1/2" Adhesive Tape
- (4X) Latex Exam Gloves
- (1X) 1 Fl Oz Eye Wash Solution
- (1X) First Aid Guide

Four Ways to Boost Profits by Streamlining Your Menu

Operators who are facing labor constraints and rising food costs are focusing on innovative ways to increase efficiencies and reduce operating costs while still pleasing guests. Streamlining the menu is a great way to accomplish this, so operators are rethinking ingredients and moving some selections from the left to right side of the menu.

According to the 2019 trends forecast from Baum+Whiteman International Restaurant Consultants, the \$15 minimum wage movement is one of the factors that is exerting pressure on restaurant operators and potentially decreasing already thin margins. Menu costs are also contributing to thin margins. According to the consultancy, for the 12 months ended August 2018, food prices away from home rose 2.6 percent, while food purchased at grocery stores rose only 0.5 percent.

Here are four ways to increase operational efficiencies while still pleasing guests:

1. Cut back on a long list:

In the past year Dunkin', Chili's Grill & Bar and McDonald's reduced the size of their menus. SHARE Most notably McDonald's, which saw sales growth in the first quarter of this year, eliminated the Signature Craft burgers and sandwiches, made some items not available overnight and let franchisees limit which breakfast items to offer all day.

The menu can be an operator's best friend or worst enemy, says Dean Small, founder and managing partner of SYNERGY Restaurant Consultants. "If you've got an extraordinarily large menu it becomes very difficult to train people," he says. "There is a cost associated with training, and when you have turnover it starts over." He recommends a menu mix analysis, which entails pulling point-of-sale system information on which items are selling, accurate food costs for each, and the margins.

2. Buy pre-made:

Inexpensive ingredients can drive up labor costs if every menu item requires intense prep work. "This is an industry with very thin margins to start with," Small says. "You have to be able to manage those prime expenses, food, beverage, labor."

"Years ago it was food costs, but now you are looking at all-in costs," says Sylvia Matzke-Hill, culinary director for Famous Dave's of America, Inc. "So labor issues and efficiencies in back-of-the-house have taken on a more complex twist." She recommends reconfiguring current menu options instead of adding a variety of new items. "We're looking at more of the speed-scratch process for ways in which we can continue to offer quality while reducing part of the prep," says Matzke-Hill. "Prep work isn't always fun when it's cutting a bag of onions." For example, instead of slicing and breading onions to make onion rings, buy pre-cut, breaded or battered onion rings, then add signature toppings or sauces. Instead of peeling and cutting potatoes, high-quality pre-made French fries may be a better choice.

3. Look for cross-utilization:

Operators are also streamlining their ingredient lists. Cross-utilizing ingredients can help lower food costs by limiting food waste. At Shuckin' Shack Oyster Bar, the shrimp sliders were very successful, so the 16-unit eatery added beef sliders, which use the same brioche buns. The chain then decided to add several burgers that use a larger version of the same brioche buns: The Swing Bridge Shrimp Burger, The Breakwater burger, The Crab Trap crab cake sandwich and The Hermit fish sandwich. "We also cross utilize our Texas Toast and French Bread on a number of items," says chief operating officer Bill Bartlett. "We look for dual and triple use of product."

4. From left to right:

Adding menu items does not have to add costs. Operators can look to their appetizer and side menus as a basis for new entrées and shareables. "The appetizer category is a great place to be experimental," Small says. "People are willing to be adventurous because they are not gambling their entire meal on an appetizer." If the small plate is a hit, the operator can develop an entrée or shareable with a similar flavor profile. For example, loaded fries are a crowd favorite, and loaded onion rings, with various sauces and cheeses, are also showing up on menus.

From dropping slow sellers to transforming appetizers into a culinary adventure, easing operational pressures on back-of-the-house is a good way to boost profits. "If you don't streamline the menu, it just makes it very difficult to be profitable," Small says. "At the end of the day you have to make money."



Duefagiani

Italian Tomato Pulp

Polpa di Pomodoro

#20810 2/11 lb. Bag-in-Box



What is Polpa di Pomodoro?

Polpa di Pomodoro is a tomato derivative obtained from fresh Italian tomatoes which have been selected and crushed in to small pieces. Perfect to use on pizza, pasta and as a seasoning for other dishes like lasagna, meats and fish.

Why Polpa di Pomodoro?

- Polpa di Pomodoro is the **highest quality tomato derivative** utilized in Industrial channels, the one that better replicates the sauce made at home from Italian mothers.
- Polpa di Pomodoro is made with **fine and soft pieces** of fresh tomatoes that are not passing through the concentrator to better preserve their **original taste**.
- Consumers recognize Polpa di Pomodoro as a more **natural product** compare to paste and juice also because of "rustic" texture.
- Polpa di Pomodoro is the tomato derivative the **most used from Italian restaurant chefs**.
- 2 cases = 1 case of 6/#10 cans before cooking

DiCarlo

FOOD SERVICE

P.O. BOX 2365 • 1630 N. OCEAN AVENUE • HOLTSVILLE • NY 11742
631-758-6000 • FOR SALES 1-800-DICARLO • dicarlofood.com

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CASH AND CARRY STORE

1630 N. OCEAN AVE, HOLTSVILLE NY

Hours: Mon. thru Fri. 8:00am-5:30pm
Saturday 8:30am-2:00pm

Phone: 631-758-6000 ext. 350



 **The Multi-Unit Group**
National Distribution with Personal Service



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