an industry leader.
Annually, Sysco sells and distributes over $3 billion of fresh produce, utilizing over 130 distribution centers throughout North America. Discover how Sysco leverages this volume in providing value to our customers, helping them to succeed in the fresh produce category.

quality... second to none!
As the fresh produce leader in the foodservice industry, the Sysco Quality Assurance Team assumes the responsibility of collaborating on current agricultural issues. Our practices such as social responsibility, traceability and recall management, local grower support, environmental sustainability, Good Agricultural Practices (GAP), pesticide management, and water conservation ensure that the supply chain coexists with the environment. Additionally we believe ensuring the product integrity and consistency our customers have come to expect is best served by our own dedicated food safety and quality assurance team. Learn more about what separates Sysco from the pack.
At Sysco, we know how important produce is to your business. In fact, produce makes up half of every plate! That is why we created this product catalog... to provide our operators with a produce-specific guide to help build business in this highly profitable category. We’ll show you innovative ways to increase your produce yield through menu expansion and quality assurance. You’ll also learn why Sysco is committed to making the necessary investments to ensure high quality, competitively-priced, safe and sustainable food is being provided to our customers.
From Field to Fork: Sysco Quality Assurance

> why we’re the leader!

As the leading supplier of fresh produce in North America, Sysco is dedicated to the discipline of food safety – and it shows. We start with the food service industry’s largest team of highly-qualified quality assurance professionals and technical services experts, and partner them with industry leading, like-minded suppliers. Together, we utilize a unique and exacting quality control regimen to ensure the highest safety standards from field to fork.

Food-borne illnesses affect millions of people every year. It takes just one case of illness linked back to your operation for you to lose credibility, profits and possibly even your business. That is why your food service distributor must possess qualities for staying vigilant, forward-thinking and positive – and Sysco delivers! Our uncompromising dedication to excellence begins with food safety.

Every Sysco branded produce item follows rigid specifications that are:

> Equal to or more stringent than USDA standards
> Monitored daily by both the producers and by our personnel, both in the fields and processing plants
> Harvested in early morning, packed to order, and loaded from source

In addition, any farm that offers Ready to Eat (RTE) produce must adhere to the following:

> Each grower has to have an approved GAP (Good Agricultural Practices) audit for each farm used to supply Sysco Operating Companies

> Click here for a full list of RTE items we offer.
> Audits must be uploaded into our Sysco GAP database

> Traceability on all Sysco branded master containers

> Specific water quality, crop applications and equipment sanitation standards

> Verifiable recall protocols

> You Can’t Expect What You Can’t Inspect – Sysco GAP Program

Sysco GAP is a secure web-based program which stores all third-party good agricultural practice audits for suppliers that sell/distribute Ready to Eat (RTE), high risk, fresh produce products to Sysco, Sygma and FreshPoint. This process, along with harvest crew audits, is a means to move our suppliers beyond the letter of guarantee. We now hold our suppliers more accountable by requiring GAP audits for all farms and ranches that produce RTE items.

Beyond auditing our growers, we also strictly monitor our produce processing facilities using GAP audits, such as HACCP (Hazard Analysis Critical Control Point). HACCP is a control system that identifies where hazards might occur in the food production process and puts into place stringent actions for preventing the hazards from occurring. In addition, our Sysco QA team makes scheduled unannounced audits of field practices and processing facilities.

> Sysco GAP/GMP facts

GAP relates to the core practices of produce food safety in the field where the products are grown and harvested.

GMP (Good Manufacturing Practices) are a means to ensure that processing facilities maintain the same vigilance with food safety and quality assurance as we mandate in the fields.

Currently, Sysco has over 880 suppliers invited into the GAP system, making up over 73,000 GAP and GMP audits.

> Click here to learn more about Sysco Quality Assurance!
Sysco Corporation is closely aligned with the Produce Marketing Association (PMA), which is dedicated to increasing the presence of fresh produce in our daily diets.

Sysco is also working with the Produce for Better Health Foundation (PBH). This group is focused on educating our kids on the importance of healthy diets.

Sysco is taking a leading role in support of a new vision for agricultural practices designed to protect the land and environment. After World War II, when global demand for agricultural commodities increased, chemical use and specialized farming practices followed suit, creating unintentional and unfortunate consequences. These include soil erosion, chemical contamination of aquifers and higher levels of pesticide residues, which have all played a part in the decline of family farms and the economic weakening of rural areas.

It is a Sysco goal to foster the success of differentiated agriculture products in order to help all participants in the supply chain, incorporating farmer ownership and control.

We plan to do this by following a series of initiatives that include:

*Integrated Pest Control.* Using environmentally-friendly pesticides only if necessary

*Buy Local, Sell Fresh.* A local food system initiative supplying natural and organic food items

*AG-in-the-Middle Procurement.* Family-owned farms producing value-added products

*Business Coalition for More Sustainable Food.* Ensuring sufficient productivity in the future
Never Break the Chain...

Cold Chain Management:

One of the most important aspects of food safety is cold chain management. With this process, Sysco guarantees maximum freshness by constantly monitoring produce temperatures as the product moves from field to fork.

Sysco follows strict cold chain management guidelines that ensure our customers have the freshest and most wholesome product possible by the time it reaches your kitchen. We know that an unmanaged cold chain impacts product performance, durability and can ultimately lead to shrink. That’s why we keep all of our produce in the correct temperature zones along their journeys from near and far, guaranteeing that you are getting the best quality produce available with the expected shelf-life you can count on.

Sysco Quality Assurance mandates that our product be picked during specific early morning harvest schedules. This avoids heat elevations of product pulp prior to packing. Once packed, we monitor compliance of appropriate pre-cooling processes and product temperatures at time of loading.

The chart below shows the product’s path, and the locations where temperature monitoring takes place.

“We have been using Sysco as our main produce supplier for over two years now and could not be happier. In addition to being farmers’ market quality, it always arrives fresh and ready to eat. They somehow manage to get vibrant red tomatoes all year. We have also enjoyed the style in which the produce is packed, it makes it easy to stack and store without compromising the integrity of the product.”

Alfonso Giacomucci
The Whiskey Warehouse
Charlotte, N.C.
All Sysco trucks are equipped with sophisticated temperature recorders that monitor produce as it travels from the growing regions to our distribution centers. These units ensure that proper product temperatures are maintained while in transit. Additionally, Sysco captures all the in transit data from these units and reviews it monthly for any trending by carrier or supplier that requires attention.

Once product is received into our distribution centers, product is moved to appropriate cooler zones that maintain temperatures compatible with specific fruits and vegetables. The cold chain is kept intact as we move our fresh produce to our customers on our fleet of multi-temp zone delivery trucks. See cooler storage specification at left.

**Keeping Cool**

Best if stored at:

- **56-65 °F**
  - Bananas
  - Onions
  - Potatoes
  - Tomatoes

- **45-50 °F**
  - Blueberries
  - Cabbage
  - Corn
  - Kiwi
  - Leaf Lettuce
  - Mushrooms
  - Strawberries

- **33-35 °F**
  - Apples
  - Apricots
  - Blueberries
  - Cabbage
  - Corn
  - Iceberg
  - Kiwi
  - Leaf Lettuce
  - Mushrooms
  - Strawberries

- **40-45 °F**
  - Avocados
  - Cucumbers
  - Eggplant
  - Peppers
  - Pineapple
  - Red Potatoes
  - Squash
  - Zucchini

- **33-39 °F**
  - Herbs
  - Parsley
  - Pears

- **33-35 °F**
  - Green Onions
  - Sprouts
  - Artichokes
  - Asparagus
  - Broccoli
  - Carrots
  - Cauliflower
  - Celery
  - Cherries
  - Grapes
  - Peaches
  - Radishes

- **40-45 °F**
  - Cantaloupe
  - Green Beans
  - Honeydew
  - Lemons
  - Limes
  - Melons
  - Oranges

**COOLER DOOR**

**COOLING UNIT**

**Storage outside cooler**
Where you store product in your cooler is one of the most important factors of preserving freshness and quality. Ethylene can cause premature ripening of some produce items and will damage others. Sysco follows ethylene standards while transporting and storing their products.

See our guide to learn how to properly store produce in your cooler and kitchen.

<table>
<thead>
<tr>
<th>Commodity</th>
<th>Ethylene Production</th>
<th>Sensitivity to Ethylene</th>
<th>Reaction to Ethylene</th>
</tr>
</thead>
<tbody>
<tr>
<td>Apples</td>
<td>VH</td>
<td>H</td>
<td>Less crunchy</td>
</tr>
<tr>
<td>Apricots</td>
<td>H</td>
<td>H</td>
<td></td>
</tr>
<tr>
<td>Asparagus</td>
<td>VL</td>
<td>M</td>
<td>Toughness</td>
</tr>
<tr>
<td>Avocados</td>
<td>H</td>
<td>H</td>
<td></td>
</tr>
<tr>
<td>Bananas</td>
<td>M</td>
<td>H</td>
<td></td>
</tr>
<tr>
<td>Beans, snap/green</td>
<td>L</td>
<td>M</td>
<td></td>
</tr>
<tr>
<td>Broccoli</td>
<td>VL</td>
<td>H</td>
<td>Yellowing</td>
</tr>
<tr>
<td>Brussels sprouts</td>
<td>VL</td>
<td>H</td>
<td></td>
</tr>
<tr>
<td>Cabbage</td>
<td>VL</td>
<td>H</td>
<td></td>
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<tr>
<td>Cantaloupe</td>
<td>H</td>
<td>M</td>
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</tr>
<tr>
<td>Cauliflower</td>
<td>VL</td>
<td>H</td>
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<tr>
<td>Cucumbers</td>
<td>L</td>
<td>H</td>
<td></td>
</tr>
<tr>
<td>Endive/escarole</td>
<td>VL</td>
<td>M</td>
<td></td>
</tr>
<tr>
<td>Figs</td>
<td>M</td>
<td>L</td>
<td></td>
</tr>
<tr>
<td>Grapefruit</td>
<td>VL</td>
<td>M</td>
<td></td>
</tr>
<tr>
<td>Greens, leafy</td>
<td>VL</td>
<td>H</td>
<td>Loss of Color</td>
</tr>
<tr>
<td>Honeydew</td>
<td>M</td>
<td>H</td>
<td></td>
</tr>
<tr>
<td>Kiwifruit</td>
<td>L</td>
<td>H</td>
<td></td>
</tr>
<tr>
<td>Lemons</td>
<td>VL</td>
<td>M</td>
<td></td>
</tr>
<tr>
<td>Lettuce, iceberg</td>
<td>VL</td>
<td>H</td>
<td>Russet spotting</td>
</tr>
<tr>
<td>Limes</td>
<td>M</td>
<td>M</td>
<td></td>
</tr>
<tr>
<td>Mangoes</td>
<td>M</td>
<td>H</td>
<td></td>
</tr>
<tr>
<td>Mushrooms</td>
<td>VL</td>
<td>M</td>
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<tr>
<td>Nectarines</td>
<td>H</td>
<td>H</td>
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<tr>
<td>Oranges</td>
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<td>Papayas</td>
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<td>Peaches</td>
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<td>Pears</td>
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<tr>
<td>Peas</td>
<td>VL</td>
<td>M</td>
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<tr>
<td>Plums/prunes</td>
<td>M</td>
<td>H</td>
<td></td>
</tr>
<tr>
<td>Spinach</td>
<td>VL</td>
<td>H</td>
<td></td>
</tr>
<tr>
<td>Tomatoes</td>
<td>VL-M</td>
<td>H</td>
<td></td>
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</tbody>
</table>

**Key:**
- **VL** = Very Low
- **L** = Low
- **M** = Moderate
- **H** = High
- **VH** = Very High
P.L.O.T. Your Menu with Fresh Produce!

About 12% of your business is produce, and 40% of that comes from Potatoes, Lettuce, Onions and Tomatoes or what we often refer to as “P.L.O.T.” These four versatile vegetables are produce standards, and we at Sysco take great pride in providing consistent quality and freshness. While only the beginning of our vast produce category, The key to your success is to P.L.O.T. your course in menu development!
**Potato Chowder**

Yield: 24 servings

- 8 medium SYS IMP carrots, sliced ½-inch thick (about 3 cups)
- 8 medium SYS IMP celery ribs, finely chopped (about 3 cups)
- 2 medium SYS IMP yellow onions, finely chopped (about 2 cups)
- ¼ cup minced garlic cloves
- 8 ounces unsalted butter
- 1½ cups all-purpose flour
- 3 quarts chicken stock or broth
- 4 bay leaves
- 2 tablespoons chopped SYS NAT fresh thyme leaves
- ¼ teaspoon ground nutmeg
- 8 pounds SYS IMP Idaho Russet potatoes, peeled and cut into large dice
- 1 quart heavy cream
- ¼ cup chopped SYS NAT fresh flat-leaf parsley leaves
- 4 teaspoons salt
- 2 teaspoons ground black pepper

1. In large stockpot, sauté carrots, celery, onions and garlic in butter until vegetables are almost soft, stirring occasionally; stir in 1¼ cups flour. Gradually stir in stock; stir in bay leaves, thyme and nutmeg.

2. Add potatoes and heat to simmering; reduce heat to low, partially cover and simmer 10 minutes, stirring occasionally.

3. In medium bowl, whisk together cream and remaining ¼ cup flour; stir mixture into soup. Simmer 15 minutes or until soup thickens, stirring occasionally. Stir in parsley, salt and pepper; remove and discard bay leaves.

“Being a General Manager in Ocean City for 35 years, one thing that stands above all else is quality. This is what you get with Sysco... a very professional team that is second to none. In the future I expect nothing less than what I’ve always received, the finest produce at reasonable prices.”

Les Morris
General Manager
Thrashers French Fries
Ocean City, Maryland
est. 1929
Perfect Potatoes

Baked potato with a steak, fries with a burger, mashed potatoes with turkey and chips as an anytime snack... it’s no wonder the potato is known as America’s favorite vegetable. In fact, the USDA recently reported that annual potato consumption was nearly 125 pounds per capita.

Sysco Imperial potatoes as with all Sysco branded products, are packed with food safety and quality specifications that exceed industry standards. For example, industry standards as they relate to size have tolerances that can lead to inconsistent sizing. At Sysco, our specification for sizing supports consistent plate presentation and portion control. Industry standards allow for hollow heart, but Sysco brand specifications do not tolerate this defect. These attributes combined with a cleaning process eliminating excess dirt, provide you with a value that allows you to focus more on your customer and less on the cost of kitchen prep.

“I can count on Sysco Produce for the consistency of high quality standards, food safety, peace of mind and reliability of supply.”

Beat Hegnauer,
C.C.C. Executive Chef
The Banff Center
Banff National Park
Alberta, Canada
Sysco variety:
Here are just a few of the many potato possibilities…

- Fingerling and other gourmet varieties
- Idaho Burbank Russets
- Round White
- Sweet
- Yukon Gold

Pre-packaged potatoes

Fresh, ready to serve, and full of flavor, Sysco prepared potatoes come in a variety of forms and sizes – mashed, diced, shredded and sliced. Fresh means these potatoes are superior in texture, never soggy like frozen spuds. And with our consistent batch process, you’re guaranteed high-quality results without the imperfections of scratch-made potatoes.

Click here to learn about our wide variety of fresh refrigerated prepared salads.
“… Sysco finds the finest and freshest products available, so we don’t have to spend our time looking, we just count on Sysco.”

Ron Popp
Owner
Wheat Fields Baking & Catering Co.

**All About Lettuce!**

Premium quality, freshness and variety. At Sysco, we work with only the best producers to provide you with superior lettuce for all of your needs. From iceberg for sandwiches to artisan petite tango green leaf, we’ve got you covered. Packed in the field and never processed, each is carefully selected to ensure peak flavor, texture, freshness and quality. No other private label produce distributor highlights their organization’s name on the box like Sysco does. There is a reason for that!

**Iceberg** – Easily recognized for its soft green sphere shape and mild flavor. Sysco palletized lettuce is packed 24-count whole heads with consistent size and weight. Further processed 24-count whole head trimmed and bagged iceberg is another popular food service option.

**Red and green leaf** – With a mild taste and a nice crunch, red and green leaf lettuce makes any salad instantly more colorful. We also offer artisan leaf lettuces and blends including petite oak, petite gem and petite tango.

**Romaine** – Our romaine lettuce comes in traditional 24-count heads, hearts or crowns, washed, trimmed and ready for use. Romaine provides great versatility and can be used in salads, sandwiches or a crunchy garnish for entrées.

> **Click here to see how Sysco lettuce specifications outshine industry standards.**

**Salad Trends**

With high profitability potential and faster preparation, there are many benefits to expanding your menu to include additional salad options:

> As some consumers see salads as side dishes, there is a tremendous opportunity for growth, particularly with entrée salads that include protein.

> With endless options, salads can be featured year-round, and adding seasonal touches will increase perceived value and appeal.
> A recent survey conducted by a major food manufacturer shows that consumers ordering salads are looking for fresher ingredients, better topping variety, and more salad base options.

> A strong salad offering provides a positive position for operators focused on health and wellness.

> Consumer tastes continue to evolve, as shown by the fact that Americans now eat an average of 30 pounds of lettuce a year – that’s roughly five times as much as the early 1900s.

> Artisan lettuce blends continue to grow in demand and popularity, showing the general increase in appetite for expanded salad offerings.

> Other Sysco Lettuce Blends

**butterleaf**
Great for seasonal or full-time menu placement, Butterleaf is known for its sweet, buttery flavor.

**chopped cascade**
Considered an "upper-tier" salad but can be featured as casual or for more formal events.

**hearts and hearts**
Great as an event salad, with much more body than a spring mix, this blend pairs nicely with fish, chicken or beef.

**spring mix**
A mixture of small, young salad greens and herbs creates a combination of textures with sweet, spicy and bitter flavors.

**valley blend**
A tender green leaf blend with a minimum of eight different baby lettuce components and is available with or without ribbon-cut carrots.
Grilled Romaine Salad with Creamy Blue Cheese Dressing

Yield: 24 servings

Creamy Blue Cheese Dressing
1½ teaspoons salt
¾ teaspoon garlic powder
½ teaspoon white pepper
1½ teaspoons hot sauce
3 tablespoons fresh lemon juice
1½ cups buttermilk
1½ cups sour cream
3 tablespoons fresh lemon juice
3 cups mayonnaise
18 ounces crumbled blue cheese (about 4 cups)

Grilled Romaine Salad
1½ pounds bacon
1½ pounds shredded Parmesan cheese
1 cup extra virgin olive oil
1½ teaspoons dried basil
1½ teaspoons dried oregano

24 (5-piece) shrimp skewers
¼ cup Cajun seasoning
24 medium SYS NAT hearts of romaine
1½ teaspoons salt
1½ teaspoons ground black pepper
8 large tomatoes, diced
2 medium red onions, thinly sliced

1. Prepare Creamy Blue Cheese Dressing: In large bowl, whisk together salt, garlic powder, white pepper, hot sauce and lemon juice. Whisk in buttermilk, sour cream and mayonnaise; fold in blue cheese. Cover and refrigerate.

2. Prepare Grilled Romaine Salad: Bake bacon on parchment-lined sheet trays at 350° until crisp; once cooled, cut bacon julienne. Spread cheese ¼-inch-thick on parchment-lined sheet tray and bake at 350° until golden brown; once cooled, break into large pieces. In small bowl, whisk together oil, basil and oregano.

3. Sprinkle both sides of shrimp skewer with Cajun seasoning. Cut 1 romaine heart lengthwise in half through core; brush cut sides with oil mixture and sprinkle with salt and pepper. Oil flat-top griddle; cook shrimp on griddle 3 minutes per side or until cooked through. Grill romaine, cut side down, briefly just until surface is charred. Transfer romaine, cut side up, to plate.

4. To serve, sprinkle romaine with tomatoes, onions and bacon; garnish with Parmesan croutons. Insert shrimp skewer into romaine and serve with dressing.

Unique and versatile, Artisan Romaine offers a new way to enjoy lettuce using the leaf whole for filling, dipping or even grilling!

“The quality of the product (Artisan Romaine) is outstanding, both visually and texturally.”

International Culinary Center

> Click here to view the recipe video!
Local Grower Support

Buy local and sell fresh – a philosophy that we’ve helped create. We’re invested in providing markets for local farmers and providing your customers with the natural, organic and locally grown foods they crave.

Our commitment to the local grower is strong. Sysco sponsors workshops around the country to promote them getting involved in our fresh produce supply chain and to aid them as they begin the transition. Sysco has also set up local grower co-ops to allow for daily communication regarding product quality and availability. These farmers, as with all Sysco partners, are subject to our high standards and specifications. We provide independent farmers the opportunity to distribute to wholesale foodservice operators and they allow us to maximize the use of local, in-season fresh produce. Sysco hopes to create strong links between consumers and the farmers/stewards of the land resulting in long-term relationships that benefit all participants with health, economic success and a sense of community.

> Click here to learn more about our local grower initiatives
Onions and Tomatoes: Facts and Varieties

A staple in almost any cuisine, onions are an important produce item for food service operators all over the world. Here in North America, the average person consumes 20 pounds per year. With over 300 varieties sold by type and size, try incorporating new onion flavors and colors into your menu.

Onion Varieties:

leek – Both the white bulb and tender parts of the green can be used. With a mild, nutty flavor that is enhanced when cooked, use leeks in vinaigrettes, soups and gratins.

green onion – Green onions are young plants harvested when the onion bulb is small. The green leaves are tender and usually mild, sometimes used as a raw garnish in salads and on baked potatoes. The leaves and bulbs can also be sautéed, grilled or stir-fried.

yellow onion – The most common onion, preferred for its strong, intense, sweet flavor and its ability to turn a rich, dark brown color when cooked. It gives French onion soup its sweet full flavor, and is the preferred cooking onion in most kitchens.

red onion – Red onions are mild and sweet enough to eat raw. They tend to be medium to large in size and are often used to add color to salads and other dishes. They may lose their color when cooked, but when grilled or sautéed they reveal a sweet caramel flavor.

white onion – White onions are the mildest of onion varieties and are the traditional onion used in Mexican cuisine. Like the yellow and red, the white onion should be stored in a cool, dry, well-ventilated place – not in the refrigerator, where they are prone to mold.

shallot – Like garlic, shallots grow with a head made up of cloves wrapped in a thin papery skin. The flavor of the shallot is milder than that of onions, and typically used as a seasoning.
The Sysco promise... consistent size, consistently fresh, great cost control. Fresh from the fields, our tomatoes are grown and picked in a variety of colors and sizes. From here, tomatoes are sorted and selected for consistency in color, size and firmness, and repacked fresh daily to meet user specifications.

**Tomato Varieties:**

*cherry and grape tomatoes* – Cherry and grape varieties offer sweet bursts of flavor in bite-sized packages.

*romas* – Oval-shaped Romas are fleshier and contain less water, resulting in thicker, richer sauces.

*beefsteaks* – Beefsteaks are the big daddy of the tomato kingdom, being the sturdiest, meatiest tomato on the block.

*heirloom* – Unique varieties that are often passed down through several generations, heirlooms vary in appearance depending on original cultivation.

*See following page for our Tomato Ripening Guide, broken down into six stages >*

> **chef tip!**

Use Sysco heirloom tomatoes to make a Caprese Salad.

> **Click here to learn about the Sysco Tomato Hothouse Program!**
Tomato Ripening Guide

> six stages

Premium quality, superior taste. Each tomato is picked and packed based on Sysco high quality standards. This includes tighter sizing and coloring tolerances for perfect presentation and aesthetics. Our commitment to consistency allows for greater standardization in food costs and yields.

Below is a guide to the various stages of tomato ripening. Because of our repacking process, Sysco is able to deliver boxes that meet your operation’s needs, from mild green tomatoes to ripe red tomatoes, and everything in between.

<table>
<thead>
<tr>
<th>Stage</th>
<th>Color</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Green</td>
<td>The surface is completely green in color. The shade of green may vary from light to dark.</td>
</tr>
<tr>
<td>2</td>
<td>Breakers</td>
<td>There is a definite “break” in color from green to tarnish-yellow, pink or red on less than 10% of the surface.</td>
</tr>
<tr>
<td>3</td>
<td>Turning</td>
<td>10% to 30% of the surface shows a change in color from green to tarnish-yellow, pink, red or a combination thereof.</td>
</tr>
<tr>
<td>4</td>
<td>Pink</td>
<td>30% to 60% of the surface shows pink or red in color.</td>
</tr>
<tr>
<td>5</td>
<td>Light Red</td>
<td>60% to 90% of the surface shows pinkish-red or red.</td>
</tr>
<tr>
<td>6</td>
<td>Red</td>
<td>More than 90% of the surface is red.</td>
</tr>
</tbody>
</table>
One way to evaluate costs and add value to your produce is by purchasing pre-cut fruits and vegetables. Doing so drives labor costs upstream to the supplier. This provides focus on cost-per-use rather than cost-per-case. Consider the actual cost of a dish once you factor in labor and materials. Value-added produce reduces cost while increasing yield.

**Benefits of Value-Added Produce:**

- Convenience – triple washed and ready to eat
- 100% useable produce and increased yields = no guess work
- Consistent product and uniformity
- Year-round supply
- Reduces injury in the kitchen
- Reduced necessary storage space
- Controlled food-cost portioning as well as fixed menu costs
- Food safety – HACCP facilities
- Safer and cleaner coolers
- Easier to inspect for quality – the bag is a window to the inside
- Better inventory management
- Reduced waste/disposal costs
- Allows re-allocation of labor
- *Increases Revenue!*

See page 24 for a value-added yield comparison tool.
Fresh in Minutes!

Fresh Spring Rolls with Chili Dipping Sauce

Yield: 24 servings

Chili Dipping Sauce
3 cups rice vinegar
¾ cup sesame oil
¾ cup granulated sugar
¾ cup Sriracha hot chili sauce
6 tablespoons minced SYS IMP garlic cloves
¾ cup nut topping

Spring Rolls
48 spring roll wrappers
SYS NAT fresh cilantro leaves
Large SYS NAT fresh mint leaves
6 medium avocados, peeled, pitted and thinly sliced
6 SYS NAT green onions, cut crosswise into 2-inch pieces then thinly sliced lengthwise
3 red bell peppers, cut into matchstick-thin strips
1 small English (seedless) cucumber, cut into matchstick-thin strips
3 medium SYS IMP carrots, cut into matchstick-thin strips
12 ounces cooked small salad shrimp

1. Prepare Chili Dipping Sauce: In large bowl, whisk together all ingredients except nut topping.

2. Prepare Spring Rolls: Fill 2-inch, half hotel pan with warm water. Working with a few wrappers at a time, soak wrappers in warm water 2 to 3 minutes or until flexible and transparent; place wrappers on work surface. Arrange 3 cilantro leaves and 2 mint leaves on bottom half of each wrapper, leaving 1-inch border around edge. Top with some avocado, then green onion, bell pepper, cucumber, carrot and 4 shrimp. Fold sides of wrappers over filling, then roll tightly to enclose filling completely.

3. To serve, cut spring rolls in half; serve with dipping sauce sprinkled with nut topping.

> chef tip!
Wrap prepared spring rolls in plastic wrap and refrigerate up to 2 days.
Try serving with plum sauce in addition to the Chili Dipping Sauce.

> make it easy!
Save time and prepare this dish, and other menu items, with Sysco Natural julienned vegetables.
Increase Your Yield

Chopped, shredded, diced, sliced, or julienned… no matter the cut, the benefits are the same. Sysco value-added fruits and vegetables can become an operation’s best tool for reducing environmental waste, increasing quality, and reducing storage space. However, the best benefit is cost avoidance. Pre-cut produce transfers labor costs to service areas, reducing insurance costs and stabilizing food costs.

Below is a price comparison example for commodity vs. value-added produce using lettuce.

<table>
<thead>
<tr>
<th></th>
<th>Iceberg Heads</th>
<th>Chopped Lettuce</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Start Weight</strong></td>
<td>42 lbs</td>
<td>20 lbs</td>
</tr>
<tr>
<td><strong>Waste</strong></td>
<td>12.5 lbs (30%)</td>
<td>0 lbs</td>
</tr>
<tr>
<td><strong>Useable Products</strong></td>
<td>30.5 lbs</td>
<td>20 lbs</td>
</tr>
<tr>
<td><strong>Case Price</strong></td>
<td>$16.00</td>
<td>$16.00</td>
</tr>
<tr>
<td><strong>Plus Labor 45 mins @ $12/hour (Coring, Cleaning, Chopping, Drying)</strong></td>
<td>$9.00</td>
<td>$0.00</td>
</tr>
<tr>
<td><strong>Plus 20% Benefits</strong></td>
<td>$1.80</td>
<td>$0.00</td>
</tr>
<tr>
<td><strong>Total Price</strong></td>
<td>$26.80</td>
<td>$16.00</td>
</tr>
<tr>
<td><strong>Useable Price per Pound</strong></td>
<td>$0.87</td>
<td>$0.80</td>
</tr>
</tbody>
</table>

Ask your Sysco MA for more information and resources to help calculate your food costs, and see for yourself the potential savings of value-added produce.

> Click here for an easy-to-use yield comparison tool.
Relying on Mother Nature for menu planning and cost analysis can be a frustrating experience, which is why we have provided a tool to aid in the effort. At Sysco, we stock a wide variety of alternative products in the event that weather causes havoc on the quality and/or availability of an item. This chart identifies not only seasonal availability but also the time of year for a fruit or vegetable’s peak flavor. Your Sysco Marketing Associate will work to keep you current on market conditions, product quality and fresh alternatives to ensure a return on investment and a dining experience that always exceeds customer expectations!

### Availability Guide

#### VEGETABLES

<table>
<thead>
<tr>
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<tbody>
<tr>
<td>Artichokes</td>
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<tr>
<td>Lettuce Green Leaf</td>
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</tbody>
</table>

### Availability Guide

- **Not Available**
- **Available**
- **Peak**
- **Sporadic**

Products are based on availability and are subject to weather conditions in their regions.

> Click here for the complete availability guide.
Mushroom Medley

The first sign of a quality, fresh mushroom is a firm cap that is free from blemishes. This is just one specification that Sysco mushrooms must meet in order to be deemed acceptable. They are also checked for size, surface quality, veil condition and color. Our wide variety of mushrooms includes the types below.

**Conventional Mushrooms**

*white (button)* – The most popular mushroom consumed in the United States with a mild, earthy flavor.

*portabella / crimini (baby bella)* – From the common white mushroom came the granddaddy of all, the portabella and its smaller version, the crimini. Criminis are picked very young and are perfect for sautéing. Meaty and earthy portabellas are harvested later with full, open caps and excellent when marinated then grilled.

*shiitake* – These Asian gems originated in Japan and Korea and have smooth, dark brown floppy caps and are primarily used in stir-fries and sautés.

*oyster* – Broad, with oyster-shaped caps, these robust and slightly peppery mushrooms are often used in soups, stir-fries and sautés.

**Specialty Mushrooms**

*blue oyster* – Firmer and denser than traditional oyster mushrooms, blue oysters have a slight shellfish flavor.

*black trumpet* – A member of the chanterelle family, the black trumpet’s fragrant, earthy flavor works well in soups, stews and casseroles.

*chanterelle* – With a golden yellow color and buttery, nutty and fruity flavor, chanterelle mushrooms are great served alongside poultry, fish or heavier game meats.

*hen of the woods* – Also known as Maitake mushrooms, these flavorful, robust mushrooms are perfect to break up and add to sautéed dishes.

*porcini* – Prized for its texture and rich, buttery flavor, the porcini mushroom is highest quality in May, June, September or October.
The Best Choice

The Sysco branded fresh vegetable program, both commodity and pre-cuts, is packed under our corporately controlled specification guidelines that exceed industry standards. Our “Branded Program” stands in contrast to competitive “label programs” in the marketplace that utilize supplier specifications that traditionally meet but do not exceed industry standards. Sysco brand specifications exceed industry standards.

<table>
<thead>
<tr>
<th>Vegetable</th>
<th>Principle Varieties/Types</th>
<th>Primary Grades</th>
</tr>
</thead>
<tbody>
<tr>
<td>Asparagus</td>
<td>Green</td>
<td>US #1, US #2</td>
</tr>
<tr>
<td>Broccoli</td>
<td>Calabrese</td>
<td>US Fancy, US #1, US #2</td>
</tr>
<tr>
<td>Cauliflower</td>
<td>White, Green, Purple</td>
<td>US #1, US #2</td>
</tr>
<tr>
<td>Carrots</td>
<td>N/A</td>
<td>US #1, US #2, US #1 Jumbo</td>
</tr>
<tr>
<td>Celery</td>
<td>Green/Pascal</td>
<td>US #1, US #2</td>
</tr>
<tr>
<td>Beans, Snap</td>
<td>Green, Yellow Wax</td>
<td>US Fancy, US #1, US Combination, US #2</td>
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<tr>
<td>Green Onions</td>
<td>N/A</td>
<td>US #1, US #2</td>
</tr>
<tr>
<td>Peppers (Sweet)</td>
<td>Green Bell, Red Bell</td>
<td>US #1, US #2, US Fancy</td>
</tr>
</tbody>
</table>

> Click here for a vegetable nutrition fact sheet.
Tuscan Tuna, White Bean and Avocado Salad

Yield: 24 servings

72 ounces canned solid white albacore tuna in water, drained
2 medium SYS IMP red onions, diced
6 tablespoons chopped SYS NAT fresh basil leaves
6 tablespoons chopped fresh chives
6 tablespoons extra virgin olive oil
6 tablespoons fresh lemon juice
6 tablespoons red wine vinegar
1 tablespoon kosher salt
1 tablespoon ground black pepper
3 medium tomatoes, diced
6 cups rinsed and drained cannellini beans

24 ounces SYS NAT spring mix salad greens
12 medium Casa Solana avocados
Thinly sliced French baguette, brushed with oil and toasted (optional)

1. In large bowl, flake tuna with fork. Add onions, basil, chives, oil, lemon juice, vinegar, salt and pepper and toss to combine; fold in tomatoes and beans.

2. To serve, place greens on plate; top with avocado half. Scoop tuna mixture into avocado half and serve with baguette toasts, if desired.

> Fresh Avocados

No more waiting for avocados to ripen or be in peak season. Our Casa Solana® prepared Hass avocados are mature, fully ripened, peeled and seeded and available year-round. They come frozen, but thaw quickly in your refrigerator maintaining their natural shape and texture. We also offer pre-packaged, ready-to-serve 100% Hass Chunky Fresh guacamole saving you labor costs, with no compromise on freshness.
Specialty & Gourmet

As the fresh produce specialists, Sysco carries and has access to every exotic, specialty or gourmet item you might want to infuse into your menu. Great to eat, or use as a garnish, some of our unique options are below.

**persimmons** – Popular in Asian cuisines, persimmons are available in 1-layer trays. These bright orange beauties are available in two varieties – Hachiya and Fuyu. Hachiyas should be ripened until squishy-soft, while Fuyus are still firm when ripe.

**starfruit** – Starfruit adds visual impact and bright, crisp, refreshing flavor to any salad or dessert. The fruit, often used as a garnish, is entirely edible.

**jicama** – A large root belonging to the morning glory family, jicama is great in salads or can be served with a dip as an appetizer for the more health-conscious.

**ornamentals** – During the holidays, our ornamentals serve as excellent table accents. Choose from fresh mini pumpkins, squash mixes, cornstalks and more.

> how to trim an artichoke

Artichokes should have tight, green leaves and feel heavy for their size. The leaves and stems should be trimmed just before cooking. To prevent the cut surfaces exposed to air from oxidizing, or turning brown, trimmed artichokes should be either rubbed with the cut side of a lemon or placed in acidulated water (1 quart cold water mixed with 1½ tablespoons vinegar or 3 tablespoons lemon juice). Artichokes will also turn brown if cooked in iron or aluminum pots.

1. Holding artichoke on its side, cut 1 inch off top of artichoke with serrated or sharp knife.

2. Bend back and snap off dark outer leaves from base of artichoke and discard.

3. With scissors, cut off about ½ inch from top of each leaf to remove thorny tips.
Irresistible Herbs

The Sysco fresh herb program offers the freshest possible product with the highest guaranteed yield. Our food safety specifications ensure that our herbs are harvested on a daily basis, cut with minimal stems, leaving a totally useable product for our customers.

Use our herbs to enhance the flavor of any dish, from breakfast to dessert, with just a sprinkle.

dill – Feathery green leaves, known as fronds, with a pungent and aromatic flavor.

basil – With fresh clove-like flavor, the Greeks referred to this versatile herb as the “Herb of Kings.”

mint – Cool and refreshing, with over 30 varieties available, this sweet herb enlivens dishes with its invigorating flavor.

thyme – A member of the mint family, this herb has a slight lemon aroma.

chives – Slender, hollow stems with a delicate yet mild onion flavor, also known as an appetite enhancer.

cilantro – Parsley-like leaves of the coriander plant with a lively, distinctive flavor that meshes well with spicy dishes.

rosemary – Sweet and highly aromatic with hints of lemon and pine.

flat-leaf parsley – A mild herb with a slight peppery essence, often used to garnish plates.

sage – This woodsy-flavored herb is often used in stuffing, marinades and with poultry dishes.

bay leaf – From the Bay Laurel tree, this herb is widely used in soups, sauces and stews for its earthy flavor.

oregano – Often found in tomato-based recipes, this herb is a member of the mint family and comes in two varieties, Mexican and Mediterranean.

> chef tip!

When substituting fresh herbs with dried herbs, the fresh to dried ratio is 3:1. If you’re using dried herbs, they need to be added earlier in the cooking process as the flavor takes longer to incorporate. Fresh herbs can be stirred in at the last minute.
All-Around Apples

At Sysco, we go the extra mile to make sure all of our fruits meet customer expectations. All Sysco apples are pressure-tested to ensure a “crunch,” and Sysco purchases only U.S. #1, Fancy or Extra Fancy Grade. It’s simple… better quality equals better yields.

There are so many varieties of apples, each with their own unique flavor. Check out some of our offerings:

**SWEET**
- **Fuji** – Spicy, sweet, intense. Its firm flesh make it an excellent fresh eating apple and is great for baking or in applesauce.
- **Gala** – Crisp, sweet. The perfect size for snacking, it’s also great in salads and good for baking and applesauce.
- **Rome** – Sweet, smooth, juicy. The baker’s apple, has mild flavor that grows richer when baked or sautéed.
- **Jonagold** – Pleasant, mildly, tangy. A blend of Jonathan and Golden Delicious apples with a firm flesh that is excellent for eating fresh and/or cooking.
- **Golden Delicious** – Sweet, juicy, crisp. It is the preferred “all purpose” cooking apple since it retains its shape and rich, mellow flavor when baked or cooked.
- **Braeburn** – Aromatic, tart. High impact flavor with both sweetness and tartness that’s just right for snacks and salads. It’s also good in baking, applesauce and for freezing.
- **Winesap** – Spicy, tangy. With an almost wine-like flavor, it’s the cider maker’s first choice and is great as a snack or in salads.
- **Granny Smith** – Tangy, tart. Its crisp mouth-watering tartness really comes through when baked and sautéed.

**TART**

> Apple Sizes at a Glance

Packed in 40-pound fiberboard cartons, apples are designated by count – or the number of apples in each carton. The largest packed size is 48, which means there are 48 apples in each carton. Typically, the smaller the pack size, the larger the piece of fruit. Supplies of larger apples are often very limited. The table on the right shows each size and its approximate weight and diameter.

<table>
<thead>
<tr>
<th>Size</th>
<th>Weight</th>
<th>Diameter</th>
</tr>
</thead>
<tbody>
<tr>
<td>48</td>
<td>14.0 oz.</td>
<td>3.64” / 92.5 mm</td>
</tr>
<tr>
<td>56</td>
<td>12.0 oz.</td>
<td>3.52” / 89.4 mm</td>
</tr>
<tr>
<td>64</td>
<td>10.5 oz.</td>
<td>3.40” / 86.4 mm</td>
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<tr>
<td>72</td>
<td>9.3 oz.</td>
<td>3.29” / 83.6 mm</td>
</tr>
<tr>
<td>80</td>
<td>8.4 oz.</td>
<td>3.19” / 81.0 mm</td>
</tr>
<tr>
<td>88</td>
<td>7.6 oz.</td>
<td>3.05” / 77.5 mm</td>
</tr>
<tr>
<td>100</td>
<td>6.7 oz.</td>
<td>2.93” / 74.4 mm</td>
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<tr>
<td>113</td>
<td>5.9 oz.</td>
<td>2.84” / 72.1 mm</td>
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<tr>
<td>125</td>
<td>5.4 oz.</td>
<td>2.75” / 69.9 mm</td>
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<tr>
<td>138</td>
<td>4.8 oz.</td>
<td>2.68” / 68.0 mm</td>
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<td>150</td>
<td>4.5 oz.</td>
<td>2.62” / 66.6 mm</td>
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<tr>
<td>163</td>
<td>4.1 oz.</td>
<td>2.54” / 64.5 mm</td>
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<tr>
<td>175</td>
<td>3.8 oz.</td>
<td>2.46” / 62.5 mm</td>
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<tr>
<td>198</td>
<td>3.4 oz.</td>
<td>2.39” / 60.7 mm</td>
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<tr>
<td>216</td>
<td>3.1 oz.</td>
<td>2.31” / 58.7 mm</td>
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</table>
Lemon-Crumbed Tilapia
Yield: 24 servings

Avocado Sauce
3 medium Casa Solana avocados
½ small red onion, chopped
1½ cups sour cream
¾ cup whole milk
2 tablespoons fresh lemon juice

Tilapia
Nonstick cooking spray
18 ounces cornflakes, crushed into coarse crumbs
6 tablespoons chopped SYS NAT fresh parsley leaves
2 tablespoons dried basil
2 tablespoons finely chopped garlic cloves
2 tablespoons lemon pepper seasoning
2 tablespoons lemon zest
1½ cups egg whites
24 tilapia fillets (about 8 oz. each)
SYS CLA lemons, cut into wedges

1. Prepare Avocado Sauce: Puree all ingredients in food processor.

2. Prepare Tilapia: In 2-inch hotel pan, combine cornflake crumbs, parsley, basil, garlic, lemon pepper and lemon zest. In 2-inch, half hotel pan, whisk egg whites until frothy. Spray sheet tray with nonstick cooking spray. Dip each tilapia fillet in egg whites, then in cornflake crumb mixture, patting lightly so mixture adheres to both sides; place on prepared sheet tray.

3. Bake tilapia at 350° for 15 to 20 minutes or until internal temperature reaches 145°. Serve with Avocado Sauce and lemon wedges.
Sysco Natural Juices

The foundation of juice quality is freshness, and nothing is fresher than Sysco Natural juices. Our juices contain no preservatives, concentrates, or additives resulting in beverages that are 100% all natural and taste like it too. All of our natural juices have a 40 day shelf life in the refrigerator, and can be kept frozen for up to 18 months!

Our juices are gently pasteurized for food safety, assuring that all the natural flavors remain.

Think outside the box and use juices for more than just drinks. Our fresh-squeezed juices can be used in appetizers, entrees, desserts and more. Sysco can work with you to create a beverage program that utilizes the supreme quality of our fresh juices and maximizes your yield.

<table>
<thead>
<tr>
<th>Fruit</th>
<th>Fluid oz. per fruit</th>
<th>Number required to yield 12 fluid oz.</th>
<th>Number required to yield 128 fluid oz. (1 gal)</th>
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</thead>
<tbody>
<tr>
<td>Lemon</td>
<td>1.54</td>
<td>8.8</td>
<td>84.1</td>
</tr>
<tr>
<td>Lime</td>
<td>1.42</td>
<td>9.4</td>
<td>90.1</td>
</tr>
<tr>
<td>Orange</td>
<td>2.77</td>
<td>4.3</td>
<td>46.1</td>
</tr>
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</table>
Using **Citrus**

Citrus fruits are characterized by their aromatic smell and tangy flavor. With few calories and minimal sodium, citrus fruits – lemons and limes, in particular – are great salt alternatives for those monitoring their sodium intake.

> *increase your citrus yield*

Fresh, sweet, ripe citrus fruits are great by themselves but have many other unique uses in the kitchen. Take advantage of every part of your citrus fruits from the juice to the peel and increase your yield with these ideas:

> In-house vinaigrettes  > Preserving color in dishes  > Juice for marinades  
> Dry peelings as a spice  > Salt substitute

<table>
<thead>
<tr>
<th></th>
<th>Taste</th>
<th>Use In/With</th>
<th>Storage</th>
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</thead>
<tbody>
<tr>
<td><strong>Grapefruit</strong></td>
<td>Sweet/tart, slightly bitter finish</td>
<td>Breakfast platters, juice</td>
<td>Keep at room temperature up to 6 days</td>
</tr>
<tr>
<td><strong>Lemon</strong></td>
<td>Tart</td>
<td>Fish, dressings, marinades</td>
<td>Refrigerate up to 10 days</td>
</tr>
<tr>
<td><strong>Lime</strong></td>
<td>Tart and acidic</td>
<td>Fish, chicken, fruit</td>
<td>Refrigerate up to 10 days</td>
</tr>
<tr>
<td><strong>Orange</strong></td>
<td>Sweet, less acidic than others</td>
<td>Marmalades, eating out of hand, juicing</td>
<td>Refrigerate up to 1 week</td>
</tr>
<tr>
<td><strong>Blood</strong></td>
<td>Sweet</td>
<td></td>
<td>Refrigerate up to 2 weeks</td>
</tr>
<tr>
<td><strong>Navel</strong></td>
<td>Sweet and juicy</td>
<td></td>
<td>Refrigerate or keep at room temperature up to 2 weeks</td>
</tr>
<tr>
<td><strong>Valencia</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Featuring Fruit**

From fruit favorites like strawberries and oranges to tropical starfruit and persimmons. Sysco has you covered, supplying only the freshest fruit. Our Sysco Quality Assurance Team monitors supplier harvest and packing crews on a daily basis to ensure that our mandates – and your expectations – are consistently met.

Here’s a quick look at some of our unique, behind-the-scenes quality assurance processes:

> Measuring sugar content (“brix levels”) prior to harvest for perfectly sweet pineapples
> Strict sizing and defect tolerance specifications to ensure consistency and facilitate effective portion control
Our global network of farms allows us to provide an unmatched selection of fruit offerings. Below are just a handful of available fruits for your food service menus.

**strawberries** – With more than 600 wild and cultivated varieties, these brilliant red jewels are the world’s most popular berry. Our strawberries are larger, more uniform in size and have less green tips or white shoulders than the industry standard.

**melons** – Melons are a great addition to any food service menu, whether as a breakfast side dish or featured in fresh appetizers. Sysco carries an entire line of melons, including cantaloupe, honeydew and watermelon.

**cranberries** – Cranberries can range in color from light to dark ruby red. Sysco fresh cranberries require little advance preparation. Simply rinse and remove any stems.

**pineapples** – Sysco pineapples are tested for the perfect sweetness and always taste in season. They are available whole, chunked, crushed, sliced and more.

> Click here for a fruit nutrition fact sheet.
Superior Quality

- From farm to fork.
- Superb consistency.
- Fresh, natural goodness.

Sysco is the global leader in selling, marketing and distributing food products to restaurants, healthcare and educational facilities, lodging establishments and other customers who prepare meals away from home. Our family of products and services also include equipment and supplies for the food service and hospitality industries.

When the goodness of nature meets the quality of Sysco, the wonders never cease. From crisp lettuce and sturdy potatoes to tropical starfruit and gourmet mushrooms, Sysco has all you’ll need to continue the tradition of quality for all of your produce needs.

Keep in Touch

The Sysco Global Produce Procurement and Quality Assurance teams offer real time communications regarding current market conditions, fresh produce management and any other important industry-related information that might impact our customers.

Among these communications is the Sysco FreshPress weekly newsletter. Other produce updates can be read in our monthly newsletters, Sysco HealthyTimes, RetailTimes, SchoolTimes, and DiningTimes, or you can sign up for market alerts which go out as conditions dictate.

Click here to download this week’s issue of Sysco FreshPress.

Click here for a list of produce industry websites.