



The National Newsletter of the Premier Foodservice Program

Issue 1 2018

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What's In. What's Out. What's Coming on Strong.

In this expanded edition of Culinary Trendwatch, we've gathered farsighted predictions from a wide variety of trusted sources on what will be filling pantries, shaping menus and impacting operations this year. Delight customers and staff by showcasing these dishes, ingredients and concepts making mainstream moves in 2018.

A New Look for Proteins

- ◆ Slower-growing chickens and older dairy cows and beef cows will be used more frequently, allowing for a better return for farmers and a compelling tale for customers.
- ◆ Meaty new cuts is the #1 hot trend according to American Culinary Federation members, who predict shoulder tender, oyster steak, Vegas Strip Steak and Merlot cuts will go big in 2018.
- ◆ Lesser known fish, such as porgy and lionfish, sometimes unappetizingly called 'trash fish' may find acceptance as sustainability of oceans becomes a more urgent priority.

Sustainability at the Core

- ◆ The food waste-not movement takes on new urgency as foodservice operations look to ramp up recycling, composting and bio-chemical processing rather than add to landfills.
- ◆ Creative use of leftovers, head-to-tail and stalk-to-stem preparation of meats and vegetables cut waste at the start.
- ◆ Mindfulness, a consumer attitude of wanting to understand everything possible about the origins and values of a particular food or brand, will focus on environmental responsibility, local sourcing and humane treatment of animals.

The New Ethnic

- ◆ Mexican food will continue its reign as regional cuisines are explored, from tradi-

tional family recipes to contemporary twists. Chinese food will take a similar path, with diverse regions and flavors and contemporary food coming into the spotlight.

- ◆ The Jewish deli will come back, with latkes, pickled herring, corned beef, pastrami and matzo ball soup popping up in fast-casual and full-service operations across the country.
- ◆ Deeper dives into cuisines such as Japanese izakayas, casual tasting plates with bold glazes, tangy sauces and seaweed seasonings; East Africa, with the signature seasonings and sauces of Tanzania and Ethiopia; Middle East with influences like Persian, Israeli, Moroccan, Syrian and Lebanese rising; and Burmese, a blend of Chinese, Laotian, Indian and Thai flavors.
- ◆ Inspired by street foods from across the globe, Thai-rolled ice cream and dishes featuring tempura, kabobs, dumplings and pupusas will come into American restaurants' friendly confines.
- ◆ Breakfast will incorporate ethnic favorites such as chorizo scrambled eggs, coconut milk pancakes.
- ◆ New flavors for adventurous taste buds will abound with global spices such as harissa, curry, peri peri, ras el hanout, shichimi; and condiments like sambai, chimichurri, gochujang, zhug.

Foods to Boost Health & Wellness

- ◆ Strict fasts and juice diets will make way for foods that can help facilitate the body's natural detox processes.
- ◆ No sugar tonight, as more alternatives to sugar-laden sodas and juices will appear in 2018, led by drinking vinegars and sparkling beverages.
- ◆ Emerging ingredients with an emphasis on healthful qualities include antioxidant-rich coffee bean pulp, inflammation-reducing turmeric powder, beet roots to lower blood pressure and fight cardiovascular disease, and moringa tree leaves, a powerhouse of protein, fiber, calcium and vitamins.
- ◆ Fermented foods will reach full potential in 2018, due to their role in fueling the

digestive system with cultivated probiotics.

- ◆ Flexitarian eating will increase, as more people opt for a plant-based diet with the occasional inclusion of meat.
- ◆ Kid's meals grow up, with healthful, ethnic-inspired, gourmet and whole-grain items as top choices.

Veggies Continue to Bloom

- ◆ For vegans, vegetarians, flexitarians and occasionally, even carnivores, veggie-centric dishes will offer appealing alternatives in 2018 with more choices than ever. Look for organic veggie noodles, real veggie chips, jackfruit tacos, hominy ceviche and mushrooms galore.
- ◆ Cauliflower will continue as the go-to vegetable, riced or mashed, and used in everything from Indian curries to Italian pasta.
- ◆ Flower power will grow, with epigallocatechin in green tea; orchid, lavender and elderflower in sweet treats; and rose water in a variety of dishes.
- ◆ Ube, the purple yam, often used in Filipino cuisine, will become more ubiquitous, adding its beautiful natural color to ice cream, power bowls and more.

Food Goes High Tech

- ◆ Substitutions encouraged as plant-based ingredients will continue to be transformed by tech into more authentic products, such as sushi-grade 'not tuna' made of tomatoes and 'bleeding' vegan burgers.
- ◆ New extrusion methods pave the way for unique snacks such as popped cassava chips, puffed pasta bow ties, seaweed fava chips and puffed rice clusters.

Finally, keep your presentations picture-perfect. Vibrant-colored foods and elegantly arranged dishes will rule as the Instagram generation continues to snap, eat and post. Even the Culinary Institute of America will start offering classes in 2018 on how to take "Insta-ready" photos of food. Look for pink chocolate, purple carrots and edible flowers in the spotlight.

Sources: Mintel, Datessentials, National Restaurant Association, Whole Foods, AF& Company, Food Processing's Emerging Ingredients Report, Innova Market Insights

An Appetite for Learning: Members Make the Most of Premier's Culinary Clinics

The latest ingredients, recipes and presentation techniques have been served up to almost 1,500 participants since the Culinary Clinics began a decade ago, combining the excitement of a cook off challenge with the seasoned wisdom of a dedicated team of executive chefs. In 2017, more than 200+ foodservice staff embraced the opportunity to sharpen their culinary presentation and preparation skills... knife training included!

Pictured below are a few highlights from our year in the kitchens:

A Salute from the Department of Veterans Affairs

Staff from the VA Medical Center in Lebanon, PA gave the Clinic a 5-star rating, praising it as "well organized, a great value with uniform, knives, recipe book, access to top talent instructors and a tremendous number of tips." Lauri Coffey, Chief of Nutrition and Food Services, said: "I would highly recommend this training. Thank you for offering such excellent training opportunities!"



L to R: Devon Shellehamer, Penni Leibold, and Luis Nazario, VA Medical Center

Presenting: the next round of superstar recipes.

Every Clinic participant worked as part of a small team to apply skills learned in a series of practice sessions, with corporate chefs proffering helpful suggestions and improvements along the way. As US Foods Chef Kathleen Hoffman told the group: "I truly enjoyed the camaraderie of our group, and the discussions sparked as we all continue to figure out the best ways to connect with our customers."

Here's the Scoop.

Pastry Chef Thelma Charpentier, CSM Bakery Solutions, offered a hands-on demo of alternative applications for blueberry and corn muffin batters that went way beyond the usual:



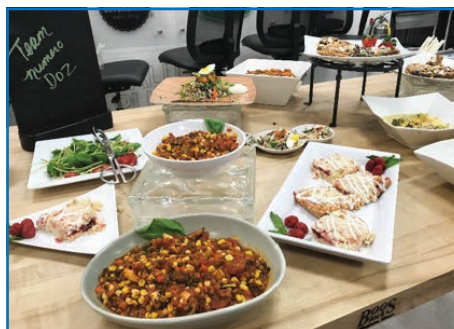
Sweet Burritos, Fiesta Corn Casserole, Pani-ni Cornbread Fish Taco and an ultra-healthy Blueberry Quinoa Crunch Bread, featuring energy foods, grains, and antioxidant filled berries (recipe below).

Ingredients

- ◆ Karp's Old Fashioned Blueberry Scoop-N-Bake™ Muffin Batter
- ◆ ½ cup cooked quinoa
- ◆ 1 cup granulated sugar
- ◆ ¼ cup rolled oats
- ◆ 1 pint fresh blueberries
- ◆ Flavored or plain cream cheese

Directions

- ◆ Remove desired Karp's batter from freezer, and allow to thaw.
- ◆ Using two level #6 scoops (white), scoop batter into a greased ¼ hotel loaf pan.
- ◆ In a separate bowl, combine ½ cup cooked quinoa, 1 cup of granulated sugar, ¼ cup rolled oats. Sprinkle over top.
- ◆ Bake at 325° in convection oven for 25-35 minutes. Internal temperature should be 205° F.
- ◆ Remove from oven and brush Butter Buds™ or butter spray over top.
- ◆ Serve with flavored or plain cream cheese spread.



"The biggest takeaway for me was how to bring out the flavor of food without using salt. The focus on spices and marinades was very helpful, as many of our patients are on sodium-restricted diets, and have minimal appetites due to medications."

– Kathy DeRose, RML Specialty Hospital, a long-term acute care facility in Chicago

"There were so many terrific ideas I'll bring back with me – oatmeal made with ancient grains, cooking different types of fish, a kale pesto pizza."

– Lori Rupert, St. Margaret's Hospital, Spring Valley, IL

"This was an amazing experience, it was great to learn from others. We like to balance familiar dishes like meat loaf and mashed potatoes with new choices for our residents, and there were many exciting ones presented at the Culinary Clinic."

– Ray Gutierrez, the Garlands of Barrington senior living community

Going against the grain



Chef Jason "Jay Z" Ziobrowski, In Harvest, urged attendees to "consider all the ways to showcase what grains can do. Keep trying to incorporate them into different dishes and don't give up... it's all about discovering the next new thing."

Driving a Better Distribution Process in 2018

Supply Chain Update

**A Message from Rob Burkart,
Vice President-Premier, US Foods**

As Premier's long-time distribution partner, US Foods is committed to ensuring excellence all along the supply chain for members. We are facing a number of headwinds in the food-service marketplace, resulting from issues that have not been seen previously. Chief among them are transportation labor availability and a fast-growing warehouse industry requiring rapid upgrades in technology to decrease errors. US Foods is responding by putting into place operational and process changes that will greatly enhance the experience for Premier members, from beginning to end.



Our culture of continuous improvement is a key component of US Foods' plan as we focus on these areas:

- ◆ **Damage Reduction:** Enhanced employee training in product handling and stacking
- ◆ **Truck Shorts:** Loading and short running process improvements
- ◆ **Zone Stacking:** Designed for easier unloading by the delivery driver

We'll be sharing more details with you in upcoming Supply Chain Updates in *Viewpoint*, beginning with a look at transportation metrics affecting food deliveries, and how US Foods is addressing the issue. As a Premier member, you can – and should – expect to receive the right product, at the right time, at the right price. We will continue to deliver on this commitment in 2018, and well beyond.

Premier Time: Make Plans to Join Us

We have a fully loaded schedule of educational events, webinars and contests for members in 2018. Use our convenient **Calendar Check Off** below to see dates, details and deadlines for the first half of the year:

Nominate a Shining Star for Premier's Illuminating Excellence Award. Let us know about a peer who has demonstrated exceptional leadership in the food and/or nutrition field. Five winners will be chosen – Acute Care, Continuum of Care, Nutrition, Education and Commercial – and announced at the Foodservice Forum at Breakthroughs in June.

Deadline: March 16, 2018: Nomination forms on Premier Connect or by emailing foodserviceprograms@premierinc.com

Rise and Dine: Enter Premier's 'Breakfast All Day' 2018 Culinary Creations Contest. Four finalists will be selected to attend the Foodservice Forum at Breakthroughs in June and have their recipes put to the test at the Premier Culinary Creations Dinner. The winner will receive the top culinary award. Criteria include:

- ◆ No more than 12 oz. and between 1 – 3 oz. of lean protein per serving
- ◆ \$3.00 or less per portion, including garnish
- ◆ Maximum use of fresh ingredients whenever possible
- ◆ Use of minimally processed foods and ingredients

- ◆ Plant-based ingredient focus
- ◆ Use of whole grains, healthier fats and oils
- ◆ Incorporation of modern sauces
- ◆ Focus on flavor, taste and appearance
- ◆ Add/increase flavor without adding sodium or sugar

Deadline: April 13, 2018: Contest forms at: <https://premierconnect.premierinc.com> or email chris_schude@premierinc.com

Choice 365 Webinars. A review of the many tools available to members to implement and conduct robust health and wellness programs in their communities.

March 27 11:00 CST (12 EST, 10 MST, 9 PST) <https://goo.gl/iCXL7t>

Or April 25 1:00 CST (2 EST, 12 MST, 11 PST) <https://goo.gl/f4ZsTN>

Healthcare Menu Options Webinars. Simplify the process of developing menus with Premier's resources...appropriate for a quick menu refresh or a completely revamped menu program.

March 26 1:00 CST (2:00 EST, 12:00 MST, 11:00 PST) <https://goo.gl/hcxZLV>

Or April 23 12:30 pm CST (1:30 EST, 11:30 MST, 10:30 PST) <https://goo.gl/UnWzxw>

Register for all webinars at:

<https://premierconnect.premierinc.com>

June 19-22 Premier Foodservice Forum at Breakthroughs Conference and Exhibition
Gaylord Opryland Hotel and Convention Center, Nashville, TN. More information to come!

The Scoop on Sustainability: Product Launches from US Foods

The rise of diners such as climatarians (those who select foods based on their carbon footprint) and reducetarians (people who have cut back on, but not eliminated, red meat, poultry, seafood and dairy) has opened the door to new product innovations. US Foods has stepped confidently through it with a new line of Scoop products for winter '18 focused on sustainability, humane treatment of animals and clean labels. This is authentic 'food with integrity,' with offerings that include:

- ▶ Maplewood smoked bacon, made from pigs raised without antibiotics
- ▶ Gluten free breaded chicken chunks, made from vegetarian-fed chickens raised without antibiotics
- ▶ Organic slaw blend, with snap peas
- ▶ Coho salmon from Chile, nourished with a proprietary feed that maintains a high rate of omega 3s
- ▶ Pressed pollock, sustainably sourced, a good alternative to other white fish
- ▶ Organic four-berry assortment from Chile - strawberries, blueberries, blackberries and raspberries provide a rich source of vitamins and antioxidants
- ▶ Non GMO sliced wheat bread
- ▶ Hibiscus berry iced tea made with Rainforest Alliance-certified green tea



Sustainability, Redefined: a New Feature in *Viewpoint*

Sustainability is a journey, with many routes to the ultimate destination, and Premier is proud to travel this road with our vendors. Together, we're coming to terms with the tenets of this important movement, which include local sourcing, responsible purchasing, traceability, naturally grown. We believe the impact suppliers can make on sustainability in their community is manifold, ranging from where products are grown, manufactured and processed to where their employees work and raise families. Each supplier has a compelling story to tell of how their products make a difference... to the marketplace, to the communities they call home, and to the planet we all seek to preserve. We're thrilled to share these with you in upcoming issues of *Viewpoint*.

Smucker's: nourishing a healthy respect for the environment

Smucker's commitment to sustainability is woven throughout their large product portfolio, available on contract to Premier members. The company's ambitious 2020 goals include diversion of 95% of waste from landfill to alternative uses, 15% reduction in water usage and 10% reduction in greenhouse gas emissions. Seven Smucker's manufacturing facilities have earned LEED® Certification for construction.



"We understand the importance of doing the right things and doing things right. Respect for the environment and a strong commitment to actively supporting the communities we serve have been defining attributes of our company since our founding 120 years ago."

Mark and Richard Smucker, Founders
J.M. Smucker Company

Jams, Jellies & Preserves, specifically the classic grape and strawberry, start with hand sourced fruits that are harvested within 120 miles of a processing plant. Grower partnerships are selected for their commitment to a supply chain mindful of economic, environmental and social impacts. Family businesses also play an important role in its network of growers, processors and manufacturers.

Liquid Coffee is responsibly sourced to enable a viable livelihood for producers, integrated with environmental efforts to reduce landfill waste and use equipment with energy-saving power systems. Coffee grounds are burned to generate fuel and all other wastes are recycled, composted, or used as fuel.

From Snacks with Ease to Reinvented Mac 'n Cheese: How Vendor Collaboration Benefits Premier Members

Vendors are teaming up to offer Premier members the best of all their worlds, and sparking a host of benefits, including enhanced revenues and increased customer satisfaction. We bring you two examples below, and many more to come in future issues of *Viewpoint*.

Smart Snacking from General Mills, Kellogg's, PepsiCo and Mondelez. This partnership stacks up to greater profits for you, offering a proven strategy to drive purchase frequency with the right products in the right place at the right time. Here's how:

- ◆ Start with the Smart Snacking Plan-O-Gram, organized into 'better for you' and 'core' options.
- ◆ Then rack it up with display options available from the Racking Merchandising Guide.
- ◆ Place the racks in high-traffic areas, such as coffee kiosks, beverage coolers, sandwich/salad bars and by the cash register.
- ◆ Offer a range of cookies, crackers, chips and breakfast bars, keyed to daypart



and usage and create an engaging point of sale piece to draw customers in.

- ◆ Finally, designate an employee as 'snack captain' to keep racks stocked and products displayed, and train staff on upselling – chips with a sandwich, cookies with a soft drink, breakfast bar with a coffee.

Your bottom line: 20% or more increase in incremental sales.

Asiago Shrimp Shell Mac 'n Cheese
Creativity, taste and CMAs are all in the mix with this adult spin on a childhood favorite. (see recipe on page 10)



Studies in Excellence

Each issue of *Viewpoint* features members from different business segments who have demonstrated exceptional leadership in food-service. We'll explore their path to excellence and describe how the

EDUCATION

Children's Menu Grows Up: Innovations in Feeding at New Horizon Academy

Member: Jill Weldon, Food and Nutrition Specialist, New Horizon Academy

Situation: Early childhood educator New Horizon Academy was looking to make menu updates in order to better align their offerings with new USDA child and adult care food program guidelines. Going beyond standard kid-friendly foods at all 70+ Midwest locations was critical to Jill Weldon, supporting their mission of providing nutrition to empower children's physical, cognitive, emotional and physical growth.



"While at first we heard 'where's my syrup?' from the children, we're now hearing 'where's my yogurt for waffle dipping?'" – Jill Weldon

Solution: Jill tapped into the expertise of Premier's registered dietitian Stacy Lofton, Director of Nutrition, Strategic Sourcing & Solutions, to help revamp the five-week cycle menu, create and test recipes, and locate products that met established criteria for lower sodium and sugar. Together, they incorporated healthful but somewhat unfamiliar items in a way that appealed to the diverse groups of children, staff and families served at the Minnesota and Idaho centers. For instance, syrup was taken off the menu and replaced with berries, lower sugar yogurt and cinnamon; processed cheese for pretzel dipping was replaced with hummus or honey mustard. The new offerings were rolled out gradually to give the children a chance to acquaint themselves with the different types of meals and snacks.

Premier Foodservice program benefited staff, facility and customers. Learn how these industry stars used our tools to streamline, innovate and save...and fold the lessons into your operation.

Results: The new menus offered healthier choices for children, and majority of items were available as CMAs, resulting in considerable savings for the centers over the past six months. Initially offered only at New Horizon's Minnesota & Idaho centers, the new menus will launch at Iowa and Colorado locations early in 2018.

COMMERCIAL

Eye on Savings: Hawkeye State Taps into the Power of Group Purchasing

Member: Karl Wendt, Purchasing Manager, Central Procurement Bureau, Iowa Department of Administrative Services, Des Moines, IA

Situation: As the purchasing manager for the state of Iowa, Karl was constantly seeking new avenues for food spend savings. Soliciting quotes and bids for each food item was a time-intensive process, and smaller state agencies had minimal purchasing power.

"Utilizing Premier's cooperative contract allows the smallest of agencies to take advantage of the buying power of a large organization."

Karl Wendt, in American City and County Magazine

Solution: Karl signed on with Premier's U.S. Communities Foodservice Program, a cooperative contract designating Premier as prime vendor. The agreement provided agencies with access not only to hundreds of discounted manufacturer agreements, but the entire portfolio of value-added services available to members, such as menu planning assistance and information on nutritional guidelines required by federal agencies.



Results: State agencies were able to take advantage of the wide and growing array of products on contract, and realize savings on everything from dairy and fresh produce to grocery items and beverages. To optimize delivery times and availability, Premier and US Foods used an in-state warehouse with space dedicated to Iowa's most commonly used products.

CONTINUUM OF CARE

A Taste of Home for Seniors: Serving Up Satisfaction at Elderwood Long Term Care

Featuring: Wendy McCarthy, Director of Dietary, Elderwood at Grand Island, NY (now Director of Dietary Services, Elderwood at Williamsville)

Situation: While at Grand Island, Wendy's dual goals were to provide a more homelike dining atmosphere for residents while staying strictly within her budget parameters.



"The bottom line impact of the servery concept is that residents are eating better and enjoying their meals and social setting. The Grand Island team is happy to prepare special items because they know the resident and see the smile that the extra effort brings."

Solution: Adopting a servery concept, the facility's kitchen was renovated with home-style appliances, and the dining room transformed into a multi-purpose room with tables for games and activities. Wendy also developed resident-focused hospitality training that went beyond the dining room, blending hospitality industry guidelines with everyday etiquette appropriate for a homelike nursing home setting. She continued to attend Premier regional meetings regularly, returning from each with at least one new product, cost savings or recipe idea to implement, and fully optimized the benefits of the CMA program with a 95% utilization rate.

Results: Significant improvement in satisfaction has been noted since the servery concept was implemented, with residents enjoying hotter, fresher items, the experience of seeing and smelling food as it's being served, and the ability to adjust their order at time of service...or even order seconds. In addition, the servery appliances are put to good use between meals to bake cookies and other snacks with residents. Wendy's training program helped to foster a genuinely caring relationship between foodservice employees and residents, whose daily interactions were enhanced in the servery environment. Her sharp focus on savings, consistency and quality continued to pay

dividends. For example, when Wendy learned about the Revolution line of dispensed thickened water and juices at a Premier regional meeting, she used it to fuel savings by reducing waste from bulk thickened beverages. After sharing her success with 20+ other Elderwood senior living facilities, it became a best practice for all.

ACUTE CARE

A Model for Best Practices: Profitable Choices at AnMed Health

Featuring: Greg Kahaly, Foodservice Director, AnMed Health Medical Center, Anderson SC

Situation: Under Greg's leadership, the foodservice department at AnMed has consistently achieved 'best demonstrated practice' status for the Carolinas Health System. To maintain an expected high level of excellence while continuing to drive down operational costs, Greg implemented a series of innovative programs, tapping into his partnership with Premier for valued assistance.



Solution: Greg's vigilant attention to CMAs results in an average 85% utilization, allowing him to use quality products in the cafeteria and for patient feeding while keeping costs low. He conducts a weekly comparison of products to proactively implement changes and renegotiated vending contracts. A Badge Swipe program enabling cashless dining for employees was launched with Greg's guidance, and readily embraced by hospital staff. He also championed the role of providing healthy choices for diners by creating a menu display with calorie content for all items, and eliminating all fryers used throughout AnMed.

Results: Greg implemented a successful weekly Chef's Station featuring upscale selections such as hibachi chicken, beef or shrimp, and a series of specialty bars every Friday. Menu items are carefully selected and analyzed by Greg and his staff for both quality and price, and each station generates \$200+ in revenue daily. The Badge swipe program drove additional revenue for the foodservice department. The South Carolina Health Association has awarded AnMed its Golden Apple Award in recognition of the system's emphasis on healthy eating options.

Teaming Up for Added Value: On the Road with Premier's Winter Regional Foodservice Meetings

Foodservice directors: make plans to attend a Winter Premier regional foodservice meeting, coming to a city near you. Every type of facility - hospital, nursing home, senior living, college and university, K-12 or commercial - can benefit from digging into the myriad savings ideas and program information to be presented.

You'll learn why Premier's foodservice program offers an enormous value proposition to members with integrated offerings that are unique in the marketplace:

- ▶ Resources and tools that go well beyond the first layer of savings on food costs to satisfy demands from the executive suite for trimmer budgets, increased revenues and innovative health and wellness initiatives
- ▶ A full portfolio of solutions, including ready-to-implement retail concepts, menu development services, proven health and wellness programs for employees and the community, culinary skills training for staff, and clinical nutrition productivity tracking and benchmarking
- ▶ Premier Connect, a robust online platform offering access to the

full roster of our value-added services

- ▶ Opportunities to network, collaborate and learn from your peers
- And still more reasons to sign up: explore our new products on contract firsthand during a trio of vendor shows. They're primed and ready to bring savings, brands and fresh ideas to your operation... sample, savor and enjoy these tasty sessions.

Looking to earn educational credits? This meeting has been applied for:

- ▶ 1.5 CEUs and 3.0 exhibit hours for registered dietitians/diet technicians registered
- ▶ 2.5 CEUs and 3.0 exhibit hours from the Certified Dietary Managers Association
- ▶ 3.5 hours of continuing education hours and 3.0 exhibit hours from ACF for certified chefs

Join us! RSVP to your local account manager or visit this link:
premier.eventready.com/events/RegionalMeeting2018

Time	Topic	Presenter(s)
9:00 a.m.	Introduction / CMA update Contract announcements of the newly awarded categories highlighted in the morning show	Premier staff
9:30 a.m.	Morning vendor show	Smallwares: Aladdin Temp-Rite, Dinex International, Cambro, Carlisle, Sterno Candle Lamp, The Vollrath Company, US Foods Culinary Supply, Bon Chef Hot Cereals: Pepsico, Post Dry Baking Mixes: Continental Mills, General Mills, US Foods
10:15 a.m.	Teaming Up for Added Value – Part One Whether you need fully developed retail concepts for additional revenue or health and wellness programs for the community or your employees, Premier has the solutions. Why reinvent the wheel which involves valuable time and resources?	Premier staff
11:15 a.m.	CMA Updates The Premier Foodservice Committee (which is a group of your peers) has been busy awarding contracts that bring you great value and savings. Contract updates will be shared.	
11:45 a.m.	Lunch show with vendors	Dehydrated Potatoes: Basic American Turkey Products: Jennie-O Beef: US Foods, Ameristar (limited cities), Tyson Branding Iron, Ada Valley Meat Co., Strauss Brands Spices: US Foods, Kent Precision Food Bases and Gravies: Custom Culinary, Nestle Professional, Unilever
1:00 p.m.	Teaming Up for Added Value – Networking Network with your peers on specific foodservice topics. Hear how others solved challenges and utilized opportunities for added value.	Premier staff
2:00 p.m.	Food vendor show	Frozen Pizza: Tyson, Schwan's Ice Cream and Frozen Yogurt: Wells Dairy, Nestle, J&J Snacks, Unilever, US Foods, Dannon, Island Oasis
2:45 p.m.	Food Inflation/Market Update Premier Connect Gain insight into the inflation forecasts. See how to access the tools shared.	Premier staff
3:15 p.m.	Fabulous door prizes (Must be present to win)	Premier staff
3:30 p.m.	Adjourn	

FEBRUARY – APRIL, 2018

Regional Meeting Schedule – Winter 2018

Location	Date	Location
Albany	3/20/2018	Mallozzi's Banquet & Ballrooms 1930 Curry Road Schenectady, NY 12303
Atlanta	4/5/2018	Smyrna Community Center 200 Village Green Circle SE Smyrna, GA 30080
Boston	4/3/2018	Peabody Marriott 8a Centennial Drive Peabody MA 01960
Buffalo	3/22/2018	Eagle Vale Golf Course 4344 Nine Mile Point Road Fairport, NY 14450
Charlotte	4/3/2018	Gastonia Conference Center 145 Dr. Martin Luther King Jr. Way Gastonia, NC 28052
Chicago	3/14/2018	The Garlands 1000 Garland Lane Barrington, IL 60010 (847) 304-1996
Cincinnati	3/6/2018	Manor House 7440 Mason-Montgomery Road Mason, OH 45040 (513) 459-0177
Cleveland	3/21/2018	Neomed (Northeast Ohio Medical University) 4209 SR 44 Rootstown, Ohio 442727
Detroit	2/22/2018	Suburban Collection Showplace 46100 Grand River Avenue Novi, MI 48374
Houston	3/29/2018	Humble Civic Center 8233 Will Clayton Parkway Humble, TX 77338
Indianapolis	3/13/2018	The Wellington Fishers Banquet & Conference Center 9775 North by Northeast Boulevard Fishers, IN 46037
Jackson	2/28/2018	Sheraton - Metairie 4 Galleria Boulevard Metairie, LA 70001
Kansas City	4/10/2018	US Foods 16805 College Boulevard Lenexa, KS 66219 (913) 907-3541
Manassas	3/7/2018	Anne Arundel Medical Center 2001 Medical Parkway Annapolis, MD 21401
Memphis	4/10/2018	US Foods Memphis Division 5900 East Holmes Road Memphis, TN 38141

Location	Date	Location
Metro NY	3/22/2018	Yale Club of New York 50 Vanderbilt Ave. New York, NY 10017
Miami	4/11/2018	Sheraton Suites-Cypress Creek 555 NW 62nd Street Ft. Lauderdale, FL 33309
Milwaukee	3/20/2018	Four Points by Sheraton Milwaukee North Shore 8900 North Kildeer Court Brown Deer, WI 53209
Minneapolis / Minnesota	4/5/2018	Plymouth Creek Center 14800 34th Avenue North Plymouth, MN 55447
New Jersey / Philly	3/15/2018	US Foods Swedesboro 300 Berkeley Drive Swedesboro, NJ 08085
Phoenix	3/2/2018	Scottsdale Plaza 7200 N. Scottsdale Road Paradise Valley, AZ 85253
Pittsburgh/ Greensburg	3/13/2018	Seven Springs Mountain Resort 777 Water Wheel Drive Champion, PA 15622
Port Orange	3/28/2018	USF Port Orange 5425 S. Williamson Boulevard Port Orange, FL 32128
Raleigh	3/1/2018	US Foods 1500 NC Highway 39 Zebulon, NC 27597
Rapid City	3/21/2018	Hotel Alex Johnson 523 6th Street Rapid City, SD 57701
San Francisco	2/21/2018	Double Tree by Hilton Hotel 720 Las Flores Road Livermore, CA 94551
Seattle	2/20/2018	Double Tree Suites by Hilton Seattle Airport Southcenter 16500 Southcenter Parkway Seattle, WA 98188
Sioux Falls	2/21/2018	Ramkota Hotel & Conference Center 3200 W. Maple Street Sioux Falls, SD 57107
St. Louis	4/4/2018	Renaissance St. Louis Airport Hotel 9801 Natural Bridge Road St. Louis, MO 63134 (314) 453-9000
Southern California	3/28/2018	Hilton Orange County Costa Mesa 3050 Bristol Street Costa Mesa, CA 92626



Commodity Update

A snapshot of the produce market is below. For detailed information on additional commodities, log on to FSDO and click on "Market Update" for new weekly reports.

TOMATOES

Rounds: Round tomato prices continue to drop as supply gets better. Strong production out of Florida has allowed more supply to enter the market. Quality out of Florida looks good, as the state is finally starting to see ideal growing conditions. Mexico remains the primary player in the West. Crops are harvesting at peak levels and are pushing out good quality product.

Cherry: Supplies are increasing out of Mexico and Florida as weather conditions improve. Quality remains strong in both growing regions.

Grape: Grape tomatoes continue to drop in price as supplies improve. The post-Irma crop is pumping out great volume and even better quality.

Romas: Roma prices continue to drop as supplies improve. Romas are still trailing Rounds when it comes to harvested volume, but getting better week-to-week. Florida is pushing out ample supplies of product along

with Mexico. Quality remains strong in both growing regions.

CAULIFLOWER: Quality is strong, with a cream white color and great weights.

ASPARAGUS: The asparagus market is starting to come down. The Mexican season has begun as other regions are wrapping up, which means an increase in volume coming across the border.

BROCCOLI: Good supplies and good demand.

FRUITS

PINEAPPLES: The size curve is trending smaller, and will continue this way for the next couple of months.

BANANAS: The cold weather experienced in most parts of North America in January has also affected growing regions in Guatemala, Costa Rica and Mexico. The cooler temperatures have an impact on fruit grade, sizing, and lower yields, which has a direct impact on volumes.

AVOCADOS: Mexico continues to stay heavy in the fields, and supplies are good. If Mexico continues to harvest without any interruptions, supplies should be good in February and beyond. California is starting to harvest, and

should increase their volume moving into March.

CANTALOUPE: Supplies are expected to be moderate.

HONEYDEW: Moderate supplies and light demand.

RASPBERRIES: Raspberries remain consistent.

STRAWBERRIES: The strawberry market is down. Yields and quality have been affected due to the previous rain.

GRAPES: Imported supplies are expected to improve throughout February, with great quality.

BLUEBERRIES: Blueberry supplies have improved. Quality and prices are good. Demand is strong, and we expect consistent supplies as peak season approaches.

BLACKBERRIES: Blackberry supplies are good. Demand has been consistent and quality has been good.

LIMES: Lime prices have dropped again as supply gets better. Quality remains a struggle, due to weather-related issues. As the weather improves, the quality should too.

From Snacks with Ease to Reinvented Mac 'n Cheese: How Vendor Collaboration Benefits Premier Members

(continued from page 9)

Quantity	Vendor	Ingredients
¼ Cup & 2 Tbsp.	Land O Lakes	Unsalted butter
½ Cup		Flour, all purpose
3 ½ Cups		Rice – Original
1 ¼ Cup	Land O Lakes	Italian blend cheese, grated
1 Tsp.	Frank's Red Hot	Buffalo wing sauce
As needed		Salt and white pepper
1 #	High Liner Foods	21-25 Raw IQF White Shrimp, thawed
2 Tsp.		Italian Seasoning
1 #	Barilla	Medium Shells
As needed		Chopped scallions for garnish

Source: Waypoint

Method

- ▶ Bring 4-6 quarts of water to a boil.
- ▶ In a large sauce pan, melt only ¼ cup butter and add the flour. Stir well to combine. Cook while stirring on medium high heat for about 1 ½ minutes.
- ▶ Whisk in the Rice and water and combine with the roux. Heat on medium low while stirring constantly while it thickens, about 20 minutes.
- ▶ Add the shredded cheese, Buffalo wing sauce and then season with salt and pepper to taste. Heat to melt the cheese, set aside.
- ▶ Toss the shrimp with the Italian seasoning. In a large skillet, using the remaining 2 Tbsp. butter, add small amounts of butter at a time, sear the shrimp in small batches turning on both sides until cooked all the way through. Take out of skillet, set aside.
- ▶ While the shrimp is cooking, add the pasta and salt to the boiling water and cook until al dente, about 8 minutes. Drain.
- ▶ Mix the drained pasta with the sauce and mix until incorporated.
- ▶ Dish the mac 'n cheese into bowls, top with shrimp, more shredded cheese and chopped scallions. Serve immediately.

CMA SPOTLIGHT: SNACK TALKING

As all generations, but particularly Millennials, continue to turn munching and grazing into meal parts, the well-stocked snack pantry has become a must-have for every type of foodservice operation. Premier's snack category has grown from two to three lots for expanded snacking appeal, full of healthy, 'better for you' items, salty favorites like chips, popcorn and pretzels and new offerings such as jerky, fruit snacks and protein-based bars. The portfolio includes a wide variety of products that boast the features consumers are most seeking - reduced sodium, whole grain, allergen free, gluten free, non-GMO, clean label and all-natural. It all syncs up perfectly with America's snack preferences as recorded recently by Mintel:

- ◆ Morning snackers are looking for healthy (29%), light (23%) and energizing (23%)
- ◆ Evening snackers prefer sweet (30%), comforting (25%) and indulgent (22%)
- ◆ Meat snacks are eaten primarily to satisfy hunger (43%) and provide energy (26%)
- ◆ Sales of meat snacks are up 51% from 2011
- ◆ Popcorn snacks continue to explode, registering a 39% increase since 2011

Get ready for snacking time, now officially a 24/7 event, with these sweet, savory and salty offerings on contract:



▶ **Clif Bar**, features products made with organic and sustainable ingredients like oats, almonds and dates.



▶ **Jack Links**, a new supplier, offers beef jerky that provides 10 grams of protein per 1-ounce serving, with no sugar and lower calories. Also available is one of the category's fastest growing brands, Lorissa's Kitchen Korean BBQ, a gluten-free and preservative-free option made with grass-fed beef.



▶ **Enjoy Life Foods**, a new supplier offering an in-demand variety of allergy friendly, gluten-free, paleo, vegan and non-GMO natural snacks.



▶ **Frito Lay** features some of the biggest brands in snacking, including Cheetos, Cracker Jack, Doritos, Fritos, Lays, Rold Gold, Ruffles and SunChips.



▶ **Kraft Heinz** brings Planters to the party, along with CornNuts, Oscar Mayer and Philadelphia's snack assortment of peanuts, mixes, bagel chips with vegetable or brown sugar and cinnamon dips, protein snacks, beef jerky and chipotle peanuts snack, and more.



▶ **General Mills**, another snack giant, has a high-profile brand umbrella that includes: Fruit by the Foot fruit-flavored snacks; Gardetto's snack mix; Food Should Taste Good's multi-grain, gluten-free, non-GMO tortilla; Nature Valley biscuits with almond butter or peanut



butter filling; Annie's clean label, organic Bunny Graham Friends; and Larabar's minimally processed Apple Pie, providing one serving of fruit and 5 grams of fiber per bar.

▶ **Kellogg's** popular brands bring on the sweet and the crunch, including: Pringles, the #1 selling impulse salty snack; Cheez-It, a snack made with 100% real cheese that represents almost 1/3 of the total cracker category; and Keebler's Mini Sandies shortbread cookies in individual serving pouches.



▶ **John B. Sanfilippo & Son, Inc.**, a new supplier, offers pre-packed trays of irresistible Orchard Valley chocolate and nut snacks, made with sea salt, cane sugar and expeller-pressed sunflower oil; and Fisher glazed pecans and honey maple walnuts for dozens of tasty applications.



▶ **McKee Foods** fills school lunch boxes with honey buns, cookies, pecan spins and snack bars under the Fieldstone brand, with whole grain offerings.



▶ **US Foods** offers a full line of salty snacks from Metro Deli and Monarch, including: Kettle Chips in sea salt, BBQ hickory, Jalapeno cheddar, sour cream & chive and sea salt and vinegar flavors; popcorn in white cheddar and olive oil or coconut oil and sea salt flavors; robust snack mix with chips, pretzels, cheese zips and more; and bulk walnuts, sunflower seeds, pecan pieces and sliced almonds.



▶ **Tyson Foods** offers Golden Island Jerky in today's top flavors (Korean BBQ pork, Sriracha pork, Kung Pao beef); Jimmy Dean Breakfast Bowls, a hearty all-in-one meal of protein, potatoes and eggs; and Hillshire Snacking Small Plates, pairing premium meats, all-natural cheeses and toasted rounds for an elevated snacking experience.



▶ **Pop Chips**, new on contract, provides a deeply satisfying, never deep fried snack with half the fat of fried chips, and not a trace of added preservatives, artificial flavors, synthetic colors, cholesterol or trans fats.

Cranberry Health: New Supplier Ocean Spray offers Cranberry +health™ Juice Drink, containing more cranberry compounds to help prevent painful urinary tract infections (UTIs), the most common type of healthcare-associated infection. The formula in this new product has been clinically proven to reduce recurrent symptomatic UTIs by nearly 40%, thus decreasing the need for antibiotic treatment. Ocean Spray's new 27% cranberry concentrate is diabetic-friendly, with just 20 calories and 3 grams of sugar per 4.2 oz. serving. The company is seeking participants for pilot programs to prove product efficacy in healthcare settings...interested members may contact Angela Offerman, aofferman@oceanspray.com.





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IN THE NEWS

Geisinger's Matthew Cervay Featured on Pennsylvania TV News.

Winning Premier's Culinary Creations Cup for his vegetarian Santa Fe Breakfast Bowl was just the start for Geisinger Chef Matt Cervay. First, he was interviewed by local news station WBRE-TV regarding the honor. Commenting on the unfortunate stigma historically associated with the quality of hospital food, the reporter noted the significant shift that has occurred, evidenced by "a greater focus on the preparation process, with chefs whipping up health and tasty creations." Chef Matt agreed: "There is a lot of love happening behind the walls of a kitchen in hospitals now." He shared some of the dishes currently in development, including ravioli, a spinach-centric entrée and orange shrimp paired

with rice and sweet peppers. Later in 2017, WNEP-TV honed in on his latest creation, the vegan Feinburger, made to celebrate National Cheeseburger Day without the beef. Named for and taste-tested by Geisinger's president, Dr. David Feinberg, who is a vegan, the burger is comprised of 14 meatless ingredients, including grains, split peas, amaranth, celery, carrots, onions and seasonings. Matt told the reporter: "Instead of doing the traditional black beans, which has been done a bunch of times, I really wanted to use a grain-based with split peas and amaranth. It just kind of gave it a whole new texture and feel." The key to Matt's culinary success? "At the end it's just good food and that's what our goal is."

USC's Newest Dining Hall Showcases a Forward-Looking Food Philosophy.

A recent article in Food Management magazine explored the launch of a new residential dining hall at University of Southern California, designed and programed specifically around its Food Philosophy principles, which emphasize taste, seasonality, plant-based meals, whole grains, smaller portions of red meat, reduced salt and sugar, healthy hydration, less food waste and rightsized portions. According to the magazine, the hall showcases USC's first "flexitarian" station—where protein is an accent, not the focus—as well as its first vegan station.

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If you have comments, suggestions or questions about Premier *Viewpoint*, feel free to contact the Sr. Director of the Premier Foodservice Program, Bob Juerjens at (704) 816-5947 or via e-mail at bob_juerjens@premierinc.com