

2024 ISSUE #4

FAMILY-OWNED AND OPERATED  
**UPPER LAKES FOODS**  
EST 1967

# The Feed

APRIL - JUNE

## DISCOVER

hand-picked products, marketing tips, and recipes to spark your creativity.

## FATHER'S DAY FAVORITES

We've got tons of BBQ and grill-ready menu ideas to celebrate dads.

UPPER LAKES FOODS | 801 INDUSTRY AVENUE | CLOQUET, MINNESOTA 55720  
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# KOREAN NACHOS

These globally-inspired Korean Nachos are packed full of flavor! Spicy, tangy, cheesy, and perfect for sharing.



*Switch up your protein.* Pork belly, marinated steak, and ground beef are all **delicious alternatives** to pulled pork. **Make them vegetarian** by swapping the pulled pork with black beans or jackfruit. *Need less heat?* Top nachos with a dollop of sour cream or mix the gochujang sauce with mayonnaise to **adjust the spiciness**. Drain kimchi well, this prevents the chips from getting soggy.

## Our Recipe

- 4 oz. Cloverdale Pulled Pork (553544)
- 2 oz. Wildbrine Korean Style Kimchi (283180)
- 3 oz. Old Dutch Tortilla Chips (202564)
- 2 oz. Sauce Craft Gochujang Sauce (463594)
- 1 oz. Tabasco Sriracha Sauce (289905)
- 2 oz. Burnett Dairy Shredded Mozzarella Cheese (211375)
- .5 oz. Mann Green Onion, Sliced (138884)
- 1 oz. Mann Veggie Power Blend (133963)

**PREP** | Heat pulled pork and veggie blend together in sauté pan. Add Gochujang sauce and mix thoroughly.

Place tortilla chips in ovenable bowl. Top with pork, veggie blend, cheese, and kimchi. Bake in oven until cheese is melted, about 5 minutes.

Garnish with a drizzle of sriracha sauce and green onions. Serve Immediately.



Sure, many of us may aim for three square meals a day but Datassential found that sizable swath of consumers incorporate snacks into their diets on a daily basis – and nearly a third (29%) say the last snacks they ate replaced a meal.

And even if it's not happening every day, snacks are still very important: 74% of consumers say they have a snack in place of a traditional meal at least once per week.



## WINGS



**FULLY COOKED OVEN ROASTED NAKED CHICKEN WINGS**  
681525 - 2/6 lb.

**FULLY COOKED BONELESS COUNTRY STYLE CHICKEN WINGS**  
681598 - 2/5 lb.

## SAUCES



**GARLIC PARMESAN SAUCE**  
235236 - 2/1 gal.

**BUFFALO SAUCE**  
235237 - 2/1 gal.

# APPETIZERS & SHAREABLE SNACKS



**BREADED CREAM CHEESE JALAPENO POPPER**  
705772 - 6/2 lb.

**3/8" BATTERED SPICY DILL PICKLE FRIES**  
706030 - 4/3 lb.

**BUTTER BREADED MUSHROOMS**  
704743 - 1/2.5 lb.



**NAKED WHITE CHEESE CURDS**  
624279 - 20/8 oz.

**BREADED WHITE CHEDDAR CHEESE CURD**  
624316 - 4/2.5 lb.



**OR SKIN-ON SEASONED THICK FRENCH FRY**  
702787 - 6/4.5 lb.

**1/4" OR CRISPTOGO ONION RING**  
702788 - 6/2 lb.

**1/2" TEMPURA BATTERED ONION RING**  
702794 - 6/2.5 lb.



**3/8" PXL CLEAR COAT REGULAR FRENCH FRY**  
702383 - 6/5 lb.

**3/8" SUPERCRUNCH HEAVY COATED LONG FRENCH FRY**  
702362 - 6/5 lb.

# LABOR-SAVING MENU STRATEGIES

This persistent shortage of restaurant staff has left operators struggling to provide top-quality service and maintain profitability.

Sixty-two percent of operators say their restaurant doesn't have enough employees to support customer demand.<sup>1</sup>

Here are five labor-saving strategies you can employ to navigate this difficult landscape.

## CONSIDER BOWLS AND CASSEROLES

One effective way to save labor and streamline your kitchen operations is incorporating bowls and casseroles into your menu. These dishes are not only on-trend but are also easy to prepare ahead of time, making it possible to serve your customers quickly. For example, The Porch at Christie's, a restaurant in Westport, Connecticut, offers a Rice and Beans Bowl, where all the prep work is done in advance, allowing their staff to assemble bowls to order in no more than 30 seconds.<sup>2</sup> This approach minimizes kitchen labor and improves efficiency.

## RETHINK YOUR SOUP OF THE DAY

Using a ready-to-eat frozen soup for your soup of the day is an excellent strategy for labor saving in your restaurant. Hot and ready for both lunch and dinner, this approach can save you valuable kitchen prep time while offering your customers a comforting and delicious option. Consider repeating favorite soup recipes weekly, such as classics like broccoli cheese or tomato basil, or introducing seasonal soups, such as autumn squash in the fall and lobster bisque in the summer.

## CROSS-UTILIZE INGREDIENTS ACROSS DISHES

Cross-utilization of ingredients is a clever strategy to maximize the use of versatile elements like slow-cooked meats and sauces. These can be prepared in advance, stored, and used across various menu items, reducing kitchen labor and saving time.

For example, you can slow cook proteins, such as pork, chicken, short ribs, and turkey, the night before and use them in countless recipes, from appetizer nachos to high-end meat and potato offerings. Think of layered dishes, such as chicken enchiladas using leftover pulled chicken.

## MAXIMIZE ACROSS DAYPARTS

Can last night's dinner scraps become today's delicious breakfast? Pam Schwartz, co-founder and general manager of Ranch 45, told the National Restaurant Association that she cross-utilizes as many ingredients as possible across dayparts.<sup>3</sup> "I'm not going to buy any product I can't use in at least two dishes between breakfast, lunch, and dinner." For example, the scraps from the New York Strip and beef tenderloin prepared for dinner service can become tomorrow's lasagna at lunch. Think about how to use the remaining cuts of meat, the discards of chopped vegetables, and any other leftover ingredients to take advantage of the work that's already been done.

## BATCH PREP IN BULK

Finally, preparing items like dressings and sauces, and deli salads in large batches can help reduce waste and save time. Pre-cutting and flash-freezing fruits and vegetables can also help with future time savings. With smart planning, chefs can implement labor-saving strategies that reduce time and create efficiencies.

<sup>1</sup>"Restaurants Added Jobs in 24 Consecutive Months," National Restaurant Association, Jan. 6, 2023

<sup>2</sup>Cobe, Patricia, "Recipe Report: Labor-Saving Dishes," Foodservice Director, Sep. 9, 2021

<sup>3</sup>"Restaurants streamline menus to combat higher costs," National Restaurant Association, Sept. 1, 2022

Source: UniPro Foodservice, Operator's Edge

# FATHER'S DAY

Don't miss celebrating the special men in our lives!  
 Father's Day is Sunday, June 16th.  
 Plan ahead now to have all of your guests covered!



Signature  
BREADS

**FRENCH PETIT PAIN ROLLS**

716027 - 144/1.75 oz.

Baker Boy

**BAKED WHITE DINNER ROLL**

717141 - 6/30 ct. 1.2 oz.

**BAKED WHOLE GRAIN WHEAT DINNER ROLL**

717142 - 6/30 ct. 1.2 oz.



**USDA CHOICE BALL TIP**

526735 -32/5 oz.  
 526738 -20/8 oz.

**CHOICE SEASONED FLAT IRON STEAK**

526742 - 20/8 oz.



**N/D CHOICE LIPON RIBEYE**

518681- 14/12 oz.

**N/D USDA CHOICE TOP BUTT CAP STEAK**

490393 - 1/10 lb. avg. 8 oz.



**MARINATED RIBEYE STEAK**

519564 - 20/8 oz.  
 519565 - 16/10 oz.  
 519566 - 14/12 oz.

**SEASON WITH**



**KOSHER SALT PEPPER & GARLIC SEASONING**

290902 - 1/24 oz.



**U-15 ROUND GOLD PACK SHRIMP**

604612 - 1/2.5 lb.



**12-15 HOMESTYLE BREADED DEEPCUT SHRIMP**

604648 - 1/3 lb.

**U12 BREADED FANTAIL SHRIMP**

604623 - 6/2.5 lb. avg

◆ Father's Day Promotion Ideas ◆

**Cheers to Free (or Cheap) Beer!**  
 Advertise to dads that their first beer is on the house, or offer deeply discounted drafts to dads all day long.

**Don't Forget Grandpa**  
 Marketing to all fathers on Father's Day, including grandfathers, speaks to an extra generation and increases your party and ticket size.

**Free Dessert**  
 Promoting a free dessert is an effective way to bring in fathers and families that want a sweet way to end their day.

**Open a Conversation and a Contest**  
 In 2017, national fondue chain The Melting Pot called on their Facebook fans to share how they're celebrating their fathers this year for the chance to win a \$100 gift card. The contest generated nearly 1,500 comments, which made the content more likely to appear in Facebook users' news feeds.

**"Relish" in the Dad Jokes**  
 RecBar, an arcade bar and restaurant in Louisville, KY, is including two joke contests - one for kids and one for dads - in the agenda for their Father's Day events.

Source: Toast, "How to Run A Successful Father's Day Restaurant Promotion," AJ Beltis.

Getting the word out about a Father's Day promotion is a great way to utilize your restaurant's social media channels, but even if you don't have any discounts or specials this year, be sure to wish all the dads a happy Father's Day. Consider sharing a picture of the dads that work in your restaurant as a way of celebrating!

# WOOD + BBQ 101

From Hormel Foodservice

When it comes to the meticulous tradition of smoking meat, the secret is in the wood. Whether it's Pecanwood, Cherrywood or a blend of Hickory and Oak, each unique option results in a different flavor. And that flavor is what draws in diners and makes smoked meats (and beyond) so deliciously distinct.

How does it all work? We put together this simple overview to make it easier to select the right flavors for your menu.

## WOOD FLAVORS

Each type of wood offers its own flavor and aromatic element due to the climate and soil in which it is grown and the species of the specific wood. You can think about smoking woods on a spectrum from mild to strong.

On the mild side are fruit woods — Apple, Peach, Cherry and Pear. They impart sweetness but are subtle enough to use with lighter foods like poultry or fish, and sometimes pork.

Middle-of-the-spectrum woods include Hickory, Maple, Pecan and Oak. They're great with pork and strong enough to stand up to beef and game meats.

Mesquite has a bold, earthy flavor and is arguably the strongest wood of all. We typically consider it a category of its own. Softwoods like cedar, spruce, redwood and pine should be avoided in cooking altogether.

## CHIPS VS LOGS

The type of wood used will impact heat and time, which is the foundation for any good BBQ. Wood chips (usually around ¼" – 1" thick) will burn hot and fast, while wood chunks (larger pieces

up to 4" in size) will burn slowly and release smoke over a long period of time.

Chunks don't need to be soaked but it's recommended that chips are (in water), so they don't burn up too quickly. Other soaking methods might include apple juice, wines or lagers. In commercial settings or when using large offset smokers, wood logs are typically used and can be up to 18" in length.

We prefer to leave the bark on our wood and often incorporate wood chips during smoking for a truly authentic barbecue preparation. Some pitmasters remove the wood's bark before smoking meat but both applications are acceptable options.

## THE WOODS AND WHAT THEY'RE USED FOR

While there are dozens of smoking woods out there, here are some of the most commonly used types:

**APPLE:** Sometimes referred to as the "butter of smoking wood," Applewood goes well with almost anything. Mild and sweet, Applewood flavors take time to permeate the meat so anticipate several hours of smoking. Applewood can also be used with poultry, beef, game birds, lamb and some seafood. It tastes great alone but mixes well with other woods.

**CHERRY:** Cherrywood has a sweet and mild flavor that pairs well with beef or pork and the smoke turns meat a rich, mahogany color. Cherrywood is delicate in flavor and not overpowering, making it suitable for mixing with other woods such as Apple, Hickory or Oak.

**HICKORY:** Sweet, savory and a bit bacon-y, Hickory is often considered the most versatile choice for smoking food. Hickory is a good match for hamburgers, fatty beef cuts and lean pork. Tip: since too much Hickory can be overpowering and cause the meat to have a bitter flavor, we recommend being conservative with this wood or using a blend.

**MAPLE:** Smoking with Maple is similar to smoking with other fruitwoods like **CHERRY.** It gives the food a subtle sweet flavor and is especially delicious for smoking ham and bacon. Maple's sweet smokiness also pairs well with poultry and vegetables.

**MESQUITE:** Ideal for grilling dark meats like beef, this intense, oily wood burns hot and fast so it's not ideal for long barbecues or lighter poultry or fish. Mesquite offers a bold earthy flavor and mixes well with other woods but can produce a harsh or bitter flavor if it's not used correctly.

**OAK:** Stronger than Apple and Cherrywood, Oak has a medium smoky flavor that is great on its own and works well with just about any meat. It's a particularly great choice for novice barbecue smokers and will rarely result in an overpowering taste.

**PECAN:** Part of the Hickory family (although milder than Hickory), Pecanwood is stronger than fruitwood and burns slowly. With a delicate flavor, this wood is a great choice for poultry or pork.

## WHAT BETTER BBQ MEANS FOR YOUR MENU

We know that Millennials and Gen Z crave experiences. Barbecue, whether grilling at home or going out to enjoy it, can deliver the adventurous and delicious experiences they crave<sup>1</sup>. For you, that means adding more smoky flavors and fusions across your menu, whether it's traditional American or something more worldly, like Korean street BBQ. And the more you understand what gives the meats their distinct flavors, the better your menu will be.

We hope this gives you more insight into the woods that make all the difference. If you have any questions about which smoke flavors are right for your menu, please reach out to us here.

<sup>1</sup> Forbes, 2022

# GRILLED MEATS



**BONE IN PORK BABY BACK RIBS**  
520050 - 1/30 lb. avg. 2.26 - 2.5 lb.

**CTC TRIMMED BEEF BRISKET**  
518126 -4/14 lb. avg. UP

**PORK PRIME RIB RACK**  
553265 - 2/8-10 lb. avg.

**BONE-IN BABY BACK PORK RIBS**  
520051 - 16/3 lb. avg. 2.5 UP

**ABF DUROC BONELESS PORK BUTT**  
519130 - 4/7.5 lb. avg.

**FULLY COOKED SMOKED BEEF BRISKET BURNT ENDS**  
553528 - 2/5 lb.

**FULLY COOKED PORK OSSOBUCO**  
553266 - 6/3.5 lb. avg

# GRILLED VEGGIE SIDES



**BROCCOLINI**  
126210 - 1/14-18 ct.



**N/D TRI-COLOR CARROTS**  
127243 - 1/25 lb.

**LARGE/STANDARD ASPARAGUS**  
125518 - 11/1 lb.

**N/D GREEN BEANS**  
125708 -1/25 lb.

## ★ ULF PRODUCE ★

**YELLOW SQUASH**  
131111 -1/5 lb.

**ZUCCHINI SQUASH**  
131228 -1/5 lb.



# CHICKEN PARMESAN SANDWICH

Winner, winner, chicken dinner sandwich! This Chicken Parmesan Sandwich features crispy ciabatta, tender breaded chicken breast, melty cheese, plus flavorful and tangy tomato sauce for the perfect LTO sandwich.



- 1 ea. Brakebush ParFry Crispy Chicken Breast (682688)
- 2 oz Stanislaus Al Dente Pasta Sauce (290395)
- 2 sli. Belgioioso Sliced Mozzarella (209410)
- 4 leaves Fresh Basil (133025)
- 1 ea. Ace Bakery Piccola Ciabatta Bread (730107)
- 7 oz McCain Mini Masher (690043)
- 1 Tbsp. Grated Parmesan Romano Cheese (212215)
- .5 tsp. Baron Spices Italian Seasoning (290864)
- .25 tsp. Livia's Kosher Salt, Pepper & Garlic (290902)

**PREP** | Combine grated Parmesan, Italian seasoning and Livia's. Set aside.

Deep fry the chicken breast until internal temperature reaches 165 degrees. Place on sizzler and top with pasta sauce and sliced mozzarella.

Place in oven until cheese is melted.

Toast the ciabatta bun and fry the mini mashers. Assemble the sandwich, topping the melted mozzarella with fresh basil leaves.

Season the mini mashers with the Parmesan mixture and serve on the side.

# DESSERTS

According to Datassential's Dessert Decadence report, 77% of consumers say they had their last dessert at home, and operators are facing increased competition for a slice of the dessert pie. To capitalize on consumers reaching for dessert at home, operators could add grab-and-go, take-home dessert options to the menu or offer DIY dessert kits.

57% of consumers are interested in nostalgic desserts.

Source: Datassential Dessert Decadence Report, 2024.



**CHOCOLATE CHIP COOKIE DOUGH**  
738528 - 106/3 oz.  
738526 - 213/1.5 oz.

**LEMON COOLER COOKIE DOUGH**  
738530 - 106/3 oz.



**BLUEBERRY COBBLER WHITE CHOCOLATE CHEESECAKE**  
729216 - 2/5.18 lb.

**WHITE CHOCOLATE RASPBERRY BRULEE CHEESECAKE**  
729204 - 2/5.44 lb.

**ROCKSLIDE CHOCOLATE BROWNIE**  
729338 - 4/16 ct. 4.43 oz.

# AFFOGATO



**16% VANILLA BEAN  
ICE CREAM**  
755187 - 1/3 gal.

*It's a popular treat for coffee lovers and can be enjoyed as a dessert or even as a luxurious coffee break indulgence.*

An affogato is a simple yet delicious Italian dessert that consists of a scoop of vanilla ice cream or gelato "drowned" in a shot of hot espresso. The hot espresso melts the ice cream, creating a delicious mix of coffee and creamy sweetness.