

Solutions

& TOOLS



BUCKHEAD MEAT
OF MINNESOTA a Sysco company



Value

LUXURY

New

Comfort

Sysco
At the heart of
food and service

HOW DO YOUR CUSTOMERS DEFINE VALUE?

What are the TOP THREE factors diners consider when deciding if a FOOD ITEM is a good value?

	TOTAL	GEN Z	MILLENNIALS	GEN X	BOOMERS
Great taste	75%	77%	68%	77%	81%
Low price	62%	64%	66%	61%	58%
Healthy/nutritional content	46%	40%	41%	46%	56%
My entire household will eat it	36%	28%	39%	40%	33%
Brand	21%	26%	21%	23%	18%
Convenience	21%	23%	25%	17%	20%
Familiarity/comforting	21%	24%	19%	19%	24%
Sustainability	12%	13%	15%	10%	8%
New/unique	5%	5%	7%	6%	2%

VALUE WILL CONTINUE TO BE TOP-OF-MIND FOR CONSUMERS IN 2024

Inflation rates were far lower in 2023 in general (3.2% in October versus 7.7% in October 2022), but food costs remain high, pushing value to the forefront for many. Here's a look at what consumers think about food costs and value in the year ahead.



Gen Z is notably more concerned about brand than other generations, while Millennials are most likely to say low price is important to food being a good deal. Boomers place more importance on taste than any other generation.



92%

OF CONSUMERS AGREE THAT FOOD PRICES HAVE BEEN TOO HIGH FOR TOO LONG

FAMILIAR COMFORT



Different generations have different expectations. When we think about regulars, those customers that have been helping us pay our bills for years - we know they come and dine with us because they like something on our menu. We all want to make sure we take great care of all our loyal customers.

Consumers in older generations order entrees almost every time they visit our restaurants. Younger generations order entrees at a lower rate. We see older generations ordering fewer appetizers and desserts while those menu parts are ordered more often by younger generations. Making sure your entrée category is profitable and has appealing value will anchor your menu for your repeat customers.

Updated comfort food are the perfect candidate for this menu part. Tender braised pot roast, a former blue plate crowd pleaser, gets a refresh when paired with more healthful, seasonal side items like roasted root vegetable and modern garnish like crispy onions and fresh herbs.

Last Visit: Food/Beverages Ordered

	Gen Z	Millennial	Gen X	Boomer
Entrée	85%	83%	84%	92%
Appetizer/side	62%	61%	53%	32%
Non-alcoholic beverage	34%	37%	36%	38%
Dessert	33%	32%	23%	11%
Beer	9%	19%	18%	14%
Cocktails/spirits/liquor	24%	19%	15%	7%
Wine	10%	11%	8%	7%

B3: Which of the following did you order during your last casual dining restaurant visit?

statistically higher statistically lower



BUCKHEAD
Pride



Sysco Imperial Cowboy Corn Bites

Sysco Imperial Cowboy Corn Bites are breaded with sweet corn kernels, jalapeno, cream cheese, and bacon inside. Sysco Imperial bites are made with high quality ingredients, offer fast cook times, versatile menu applications, and are exclusive to Sysco.

SUPC	Description	Pack
7122194	Appetizer Cowboy Corn Bite	2/5#

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BUCKHEAD
Pride



Sysco Imperial Ham & Cheese Bites

Sysco Imperial Ham & Cheese Bites are lightly breaded, and filled with the perfect ratio of chopped ham, Swiss, and American cheeses. They eat like tiny little ham & cheese sandwiches! Sysco Imperial bites are all made with high quality ingredients, offer fast cook times, versatile menu applications, and are exclusive to Sysco.

SUPC	Description	Pack
7122199	Appetizer Ham & Cheese Bites Small	2/5#
7122202	Appetizer Ham & Cheese Bites Large	2/5#

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BUCKHEAD
Pride



Classic Pulled Pork

This locally produced pulled pork product is fully cooked, and comes ready to heat in the pouch that it is packed in. Packed in its own cooking juices, the fork-tender product is lightly seasoned, but ready to take on whatever unique sauce or seasoning that would make it your own!

SUPC	Description	Pack
7238305	Pulled Pork Cooked BHP/NPM	2/5.5# avg

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BUCKHEAD
Pride



Classic Pot Roast

These locally produced pot roast products are fully cooked, and come ready to heat in the pouch that they are packed in. Packed in its own cooking juices, the fork-tender product is lightly seasoned, but ready to take on whatever unique sauce or seasoning that would make it your own!

SUPC	Description	Pack
2857136	Beef Pot Roast Whole Cooked	2/5#
7241486	Beef Pot Roast Shredded Cooked	2/5#
2857144	Beef Pot Roast CookedDeli (chuck roll)	2/5#

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COMEBACKS WITH A TWIST



French Onion Patty Melt

A great way to blend a classic that is poised for a comeback with on-trend flavors. Patty Melts are on 11.3% of US Menus, while French Onion is on 8.6%. This dish is particularly on-trend in America's heartland.

71% OF GEN Z
ARE FAMILIAR
WITH PATTY
MELTS, BUT ONLY
44% HAVE TRIED
THEM.

Nasoya Cabbage
Napa Kimchi
6/14 OZ 7099538



Kimchi Rueben

Made with black Russian Rye bread and Korean pickled cabbage, this dish blends new flavors and a crave-worthy classic most young diners would love to try, whether for St. Patrick's Day or year-round.





BUCKHEAD
Pride



Sysco Imperial Reuben Bites

Sysco Imperial Reuben Bites are lightly breaded, and filled with the perfect ratio of corned beef, sauerkraut, and Swiss cheese. They eat like tiny little Reuben sandwiches! Sysco Imperial bites are all made with high quality ingredients, offer fast cook times, versatile menu applications, and are exclusive to Sysco.

SUPC	Description	Pack
7122215	Appetizer Reuben Bites Small	2/5#
7122204	Appetizer Reuben Bites Large	2/5#

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NEW FLAVORS



**77% OF
CONSUMERS ARE
EXCITED ABOUT
NEW FOOD &
BEVERAGE
TRENDS IN 2024**





Above we have used a Canadian and Mexican mash up to create a Value option for our appetizer menu – **Pork Carnitas Poutine**.

MEXICAN CUISINE

- prickly pear
 - squash blossom
 - tepache
 - nopales
 - paleta
 - concha
 - chicharron**
 - pozole
 - mangonada
 - cochinita
 - arroz con leche
 - dessert taco
 - Michelada
 - rajas
 - alambres
 - barbacoa
 - milanesa
 - breakfast quesadilla
 - chalupa
 - chile relleno
 - chimichanga
 - empanada
 - mezcal
 - fried ice cream
 - machaca
 - migas
 - picadillo
 - taquito
 - torta
 - sopapilla
 - mole
 - tinga
 - tampiquena
 - queso fundido**
 - birria**
 - menudo
 - gordita
 - flauta
- huitlacoche
 - salsa macha**
 - mazapan
 - chiles en nogada
 - huauzontle
 - achiote
 - cemita
 - suadero
 - sikil paak
 - atole
 - escabeche
 - chamoy
 - champurrado
 - cafe de olla
 - sotol
 - cantarito
 - tlayuda
 - carne guisada
 - charro bean
 - xango
 - albondiga
 - mollete
 - cabrito
 - huarache
 - aguachile
 - sope

inception
fine dining, mixology, earliest stage

adoption
trendy restaurants + specialty grocers



BUCKHEAD
Pride



Sysco Imperial Spicy Cheese Curds

Fresh Wisconsin white cheddar cheese curds are dipped in our spicy batter and rolled in breading to create the just-right levels of spiciness and crisp breading. These curds perform great as they are, or on a kicked-up burger or poutine item. Put these on your menu, and folks will find their way to them!

SUPC	Description	Pack
7122196	Spicy Breaded White Cheddar Cheese Curds	4/2.5#

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BUCKHEAD
Pride



Pork Carnitas

Buckhead Pride pork carnitas is a convenient and versatile way to bring flavor and authenticity to your menu. This fully cooked product is perfectly tender and nicely balanced with the flavors of Latin spice and citrus. The menu applications for this product are endless because it simply delivers flavor and texture that diners enjoy at a value that operators can appreciate too.

Good things
come from
Sysco

SUPC	Description	Pack
7301642	Pork Carnitas	2/5lb

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BUCKHEAD
Pride



Beef Taco Filling

Buckhead Pride beef taco filling is an extremely convenient and profitable way to bring tacos, nachos, salads or innovative items to your menu. Sysco offers a thick product that fills shells well and has a well-balanced flavor profile that operators can use with confidence as-is, or further enhance for their own signature taco filling.

SUPC	Description	Pack
7239592	Beef Taco Filling	2/5#

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Flavor Trends

Let's make adding new and on trend flavors to your menu fast and easy. We have identified trending flavors then developed rubs, seasonings, and sauces to accentuate those flavors.

Ranch	12-Mo Growth	4-Yr Growth
Chicken Bacon Ranch	+11%	+49%
Bacon Ranch	+8%	+42%
Spicy Ranch	+12%	+38%
Jalapeno Ranch	+15%	+29%
Buttermilk Ranch	+7%	+13%
Chipotle Ranch	+7%	+10%

Honey	12-Mo Growth	4-Yr Growth
Hot Honey	+20%	+79%
Honey Garlic	+48%	+48%
Honey Lime	+9%	+25%
Honey Lemon	-0%	+11%
Honey Butter	+11%	+10%
Honey Bbq	+13%	+8%
Honey Mustard	+5%	+5%

Top Trending	12-Mo Growth	4-Yr Growth
Honey Lime	+9%	+25%
Cilantro Lime	+11%	+22%
Nashville Hot	+41%	+309%
Salt And Vinegar	+3%	+34%

Twelve Month and Four Year Trend Rates on Top Flavor



Buckhead's Take Flavor Parings

Thai Lime - Gochujang Blue Cheese
 Black and a blue – Buttermilk Ranch
 Nashville Hot - Buttermilk Aioli
 Truffle Parmesan - Honey Chili
 Honey BBQ - Chipotle Ranch
 Salt and Vinegar - Honey Mustard
 Dill Pickle - Cucumber Tzatziki
 Voodoo - Mango Habanero
 Garlic Ranch - Korean BBQ
 Umami Odyssey - Peppercorn Aioli

Pair on-trend rubs and seasons with easy to make sauces for great additions to your menu that keep you on-trend and drive profitability without disrupting your kitchen.

Nashville
Hot with
Buttermilk
Aioli

Umami
Odyssey/
Truffle
Peppercorn
Aioli

Thai Lime
with
Gochujang
Blue
Cheese





Pig Wing™

Add fun and profit to your appetizer menu with Sysco Classic Pig Wing™. From the makers of the original Pig Wing™, these tender pork morsels offer a new and unique appetizer solution. Made from the same lean whole muscle pork as the Pig Wing™. Now available in a bite-size portion. A perfect fit on your appetizer menu.



SUPC	Pack/Size	Product
<input type="checkbox"/> 5098496	2/4.5#	PORK HAM SHANK PIG WING 4 OZ
<input type="checkbox"/> 5098507	2/5#	PORK HAM SHANK PIG WING 2 OZ



Pig Wings™



Menu Idea

Try a bacon-wrapped Pig Wing™ with brown sugar sriracha glaze.



BUCKHEAD
Pride



Dixie Tenders

Buckhead Pride Dixie Tenders are a large, premium tender with a light, southern style breading. Large, marinated tenders are breaded in raw form and frozen immediately to give results that most closely resemble a hand-breaded chicken tender. These large tenders are suitable for a basket, sandwich, wrap, salad, bowl, or kid's meal.

SUPC	Description	Pack
2104497	Dixie Tenders	2/5#

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BUCKHEAD
Pride

Palisades Ranch Boneless Wings

Palisades Ranch Boneless Chicken wings are produced locally in St. Cloud, MN. They are produced with a light, crisp breading around marinated, whole muscle white chicken breast. This product is uncooked with a minimum of breading to give a perfect, premium boneless wing.



SUPC	Description	Pack
7246544	Boneless Chicken Wing Breaded	2/5#

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BLEND &
SALT-FREE

CHILES

CONFECTIONS

HERBS

MODERNIST

SPICES

SALTS



SPICEOLOGY®

MEET THE PERIODIC TABLE OF FLAVOR.

FRESH MATTERS

Ban the bland - we source the best ingredients, grind fresh and ship fresh for prime aroma, taste and color.

VERSATILITY

Our unique flavor combinations are ultra versatile - your application options are endless.

FLAVOR SOLUTION

Get instant consistency that saves money and prep time without sacrificing innovation.

HIGH-QUALITY INGREDIENTS

We believe in using real flavors like actual vegetable and fruit powders, not flavorings or fillers.

EUROPEAN
— IMPORTS —
a Sysco company

With help from Sysco® Imperial™ spices and seasonings, you'll have no shortage of ways to excite customers' taste buds.

68% of Millennials and Gen Z have gone out of their way to try a novel global food¹

Usage Tips:



Aleppo Pepper has grown **+59%** on menus vs. LY and projected to grow **+77%** over the next 4 years²

Use for a less spicy, fruitier flavor

Season cooked, roasted or grilled vegetables

Mix into hummus for a slight heat and fruitiness flavor

Sprinkle on chicken or fish before grilling
Mix with mayonnaise for an easy Peri Peri aioli
Season steamed vegetables

Peri Peri has grown **+41%** on menus over the past 4 years²



Black Garlic is projected to grow **+32%** on menus in the next 4 years and has the highest awareness with Gen Z & Asian consumers¹

Sprinkle on steak, pork, chicken or fish before roasting or grilling

Dress up a "power bowl" with things such as quinoa, kale, avocado, sunflower seeds, and chicken

Mix into butter to create a flavorful spread

Sources:

¹Datassential, ²National Restaurant News

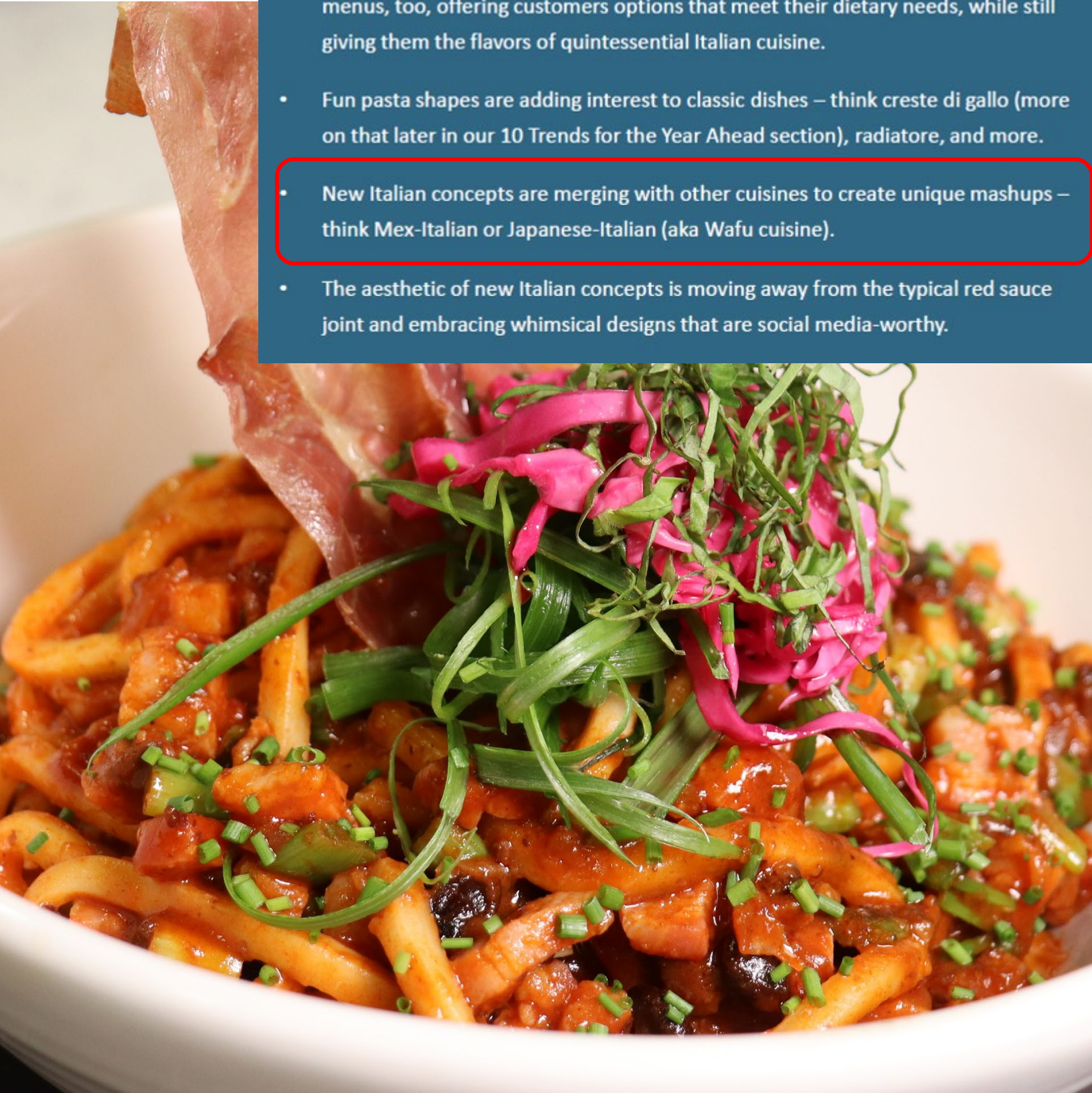
SUPC #	PACK/SIZE	BRAND	DESCRIPTION
9904256	6/14 OZ	IMP / MCC	Aleppo Style Peppe
9904357	6/21 OZ	IMP / MCC	Peri Peri Seasoning
9904255	6/25 OZ	IMP / MCC	Black Garlic Powder Seasoning

New

Pork and Beef
Meatball with
Udon Noodles
and Prosciutto

Hallmarks of New Italian

- Consumers are highly familiar with Italian cuisine, so enterprising chefs are taking inspiration from lesser-known regional Italian dishes and ingredients to offer something a little different – think cheeses like stracchino (up 32% on Italian restaurant menus over the past 4 years, according to Datassential Menu Trends), pastas like paccheri, or dishes like pizza al taglio (Roman-style pizza).
- Gluten-free and plant-based alternatives to pizza and pasta are trending on Italian menus, too, offering customers options that meet their dietary needs, while still giving them the flavors of quintessential Italian cuisine.
- Fun pasta shapes are adding interest to classic dishes – think creste di gallo (more on that later in our 10 Trends for the Year Ahead section), radiatore, and more.
- New Italian concepts are merging with other cuisines to create unique mashups – think Mex-Italian or Japanese-Italian (aka Wafu cuisine).
- The aesthetic of new Italian concepts is moving away from the typical red sauce joint and embracing whimsical designs that are social media-worthy.





BUCKHEAD
Pride

Beef and Pork Blend

This blend of ground beef and pork is a very popular and convenient way to add flavor to your menu items. The 60% pork blended with 40% beef gives an overall fat to lean ratio of 80/20 that is useful for ethnic dishes across many culinary traditions.

SUPC	Description	Pack
5138076	Ground Beef & Pork Blend Bulk	4/5#
2625160	Meatball Beef Precooked 1oz	10#
1997214	Meatball Beef Precooked 0.5 oz	10#

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The legend of Appert's Fish Fry has remained unchanged for nearly fifty years. We select and secure only the finest raw materials available. We maintain tight specifications and complete dedication to producing the best breaded Alaskan pollock fillets in the industry.



APPERT'S FISH FRY THE GOLD STANDARD

For quality, consistency and value, discover for yourself the Appert's Fish Fry difference.

Appert's Fish Fry offers today's patrons a product of uncompromising quality.

The natural fillet has a beautiful white flesh that is clean eating, not fishy. We coat the fillets in a simple breadcrumb for multiple menu options. These characteristics make it highly desirable for your menu and keep your patrons coming back.

Most importantly, these products offer tremendous food cost value and excellent profit potential for operators in today's marketplace.



once frozen	deep skinned	j-cut	no pump	wild caught
the flesh is firm and white	fat vein removed	belly trim off	no added chemicals	cold Alaskan waters

SUPC 5125602	POLLOCK FIL BRD FFRY 1.5-2.5OZ	10lb case	approx. 80 pieces
SUPC 5125584	POLLOCK FIL BRD LRG FFRY 3-5OZ	10lb case	approx. 40 pieces

To prepare: Small deep fry @ 350° for 3 – 3 ½ minutes
Large deep fry @ 350° for 3 ½ - 4 minutes

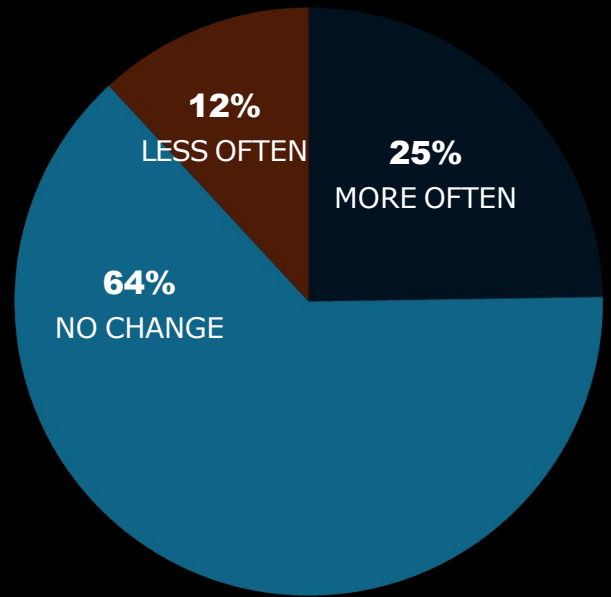


CASUAL DINING IS THRIVING

Improved variety as well as interesting/unique offerings at casual dining restaurants are among the top drivers of increasing visitation. Consumers also point to new locations opening and having more money to spend on food in general. Roughly two-thirds of consumers say their visitation will remain steady. Younger consumers anticipate the most increased visitation.

24% OF CONSUMERS ARE VISITING CASUAL DINING RESTAURANTS **MORE** OFTEN THAN ONE YEAR AGO.

Anticipated Casual Dining Visitation



Casual Dining Increased Visitation Drivers

The variety of food/beverages has improved	35%
New casual dining restaurants have opened near me	34%
I have more money to spend on food in general	33%
They offer more interesting/unique menu items than in the past	32%
The service at casual dining restaurants has improved	29%
I have less time to prepare/make/buy food	29%
Their value has improved	26%
Location(s) near me expanded their food and beverage offerings	25%
Location(s) near me remodeled/expanded	18%
Other	9%

Solutions



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OF MINNESOTA a Sysco company

& TOOLS

Sysco®
At the heart of
food and service