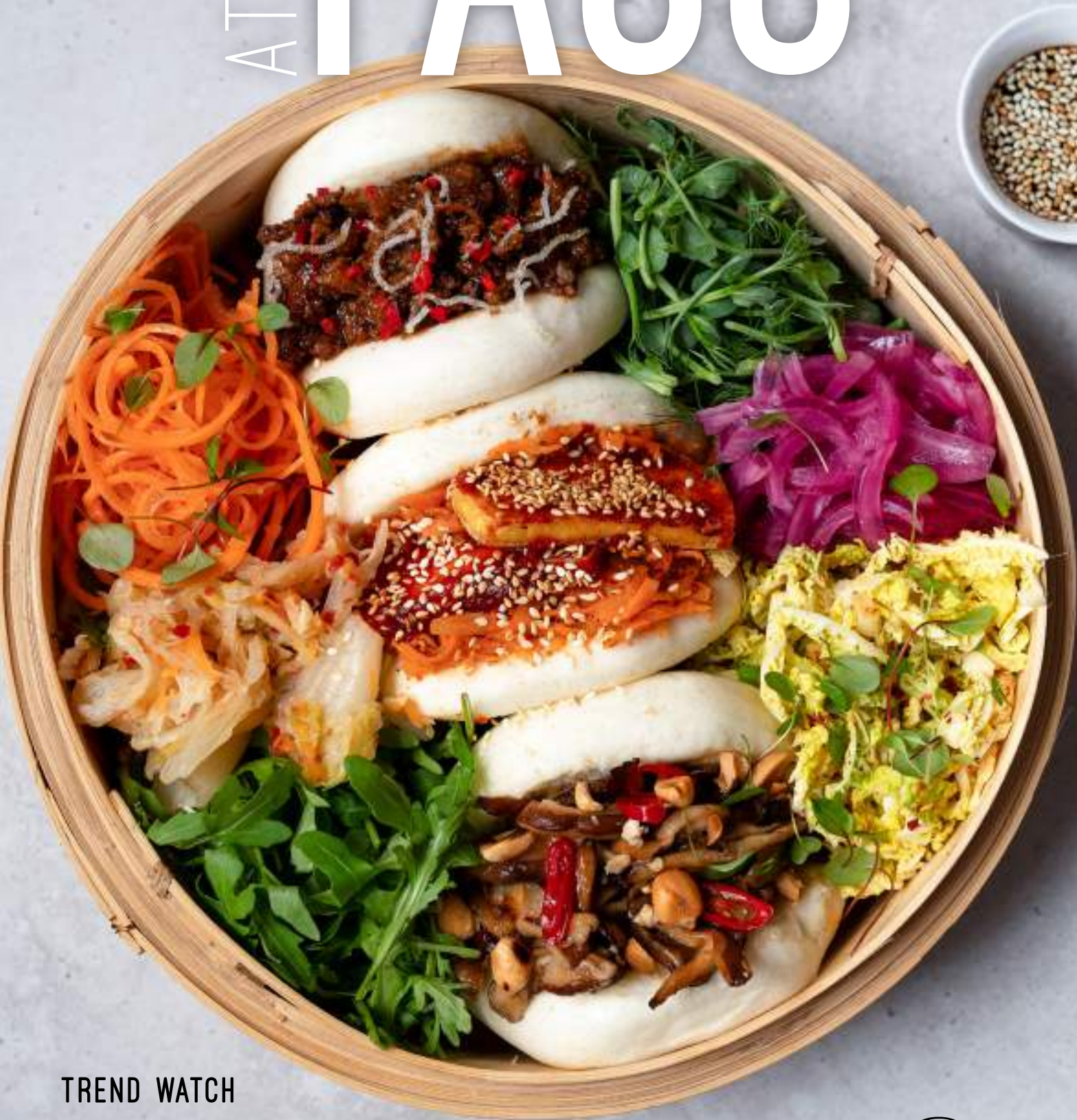


AT THE PASS



TREND WATCH
GOING GREEN
TASTEFUL TREATS





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Relish
- R E W A R D S -



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Welcome

to the January/February edition of At The Pass, filled with everything you need to meet your customers where they are at this time of year. Here, you'll find insider information on the food trends to watch in 2020; details on the most popular eating regimens for the new year; handy tips on how to make healthy menu items every bit as irresistible as more indulgent meals; and fabulous vegan-friendly recipes that even meat-eaters will crave. Learn which plant-based milks make the best cappuccino foam, find rich and decadent desserts perfect for Valentines Day, and get to know more of our local Irish producers, the backbone of everything we bring to your business.

KEEP AN EYE OUT FOR OUR



ONLINE
DISCOUNT PRICE

€33.00/ €32.85 per Case

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Trend Watch

05 Flexitarian 06 Bao Buns 08 Asian Cooking For Vegan - Pho
10 Mediterranean Diet - Pizza 12 Seafood

GET WITH THE TIMES

Eating more plant foods is becoming a mainstream trend, meaning that — for 2020 and beyond — plants are the new best friend of the considerate menu creator. Restaurants across Ireland are experimenting with adapting their menus to a flexitarian way of eating. The challenge is to offer a variety of plant-forward foods that are as tempting and tasty as they are healthy, incorporating variety in flavour and texture while giving animal proteins a smaller role.

FEELING FLEXIBLE

A flexitarian diet, also known as semi-vegetarianism, is one that is predominantly plant-based, but occasionally includes meat or fish. It's a way of eating that shifts the focus towards vegetables, fruits, legumes, whole grains and sometimes dairy and eggs, and in which meat and fish are viewed more as an infrequent indulgence. When those on a flexitarian diet choose to deviate from vegetarian eating, they're often on the hunt for ethically sourced options. Sustainability is key, and organic or wild meat and fish are considered best.

TIPS FOR ADAPTING YOUR MENU

- **Work with in-season** fruits and vegetables wherever possible to catch produce at its best and appeal to those in the know.
- **Utilise nuts and seeds** to add texture and visual appeal, as well as a boost of healthy fats and protein.
- **Experiment with global cuisines** that are already low on meat, such as Indian dishes or the hearty *cucina povera* ("poor kitchen") style of cooking from rural Italy, which includes dishes like pasta with beans, or bread and tomato soup.
- **Make use of cooking techniques** normally associated with meat and fish, such as searing, braising and smoking; these can add serious flavour and texture to plant-based menu items.
- **Layer flavours** with clever use of marinades, sauces and garnishes.
- **Think "nose-to-tail"** when preparing plant foods too, minimising waste while offering unique menu items. Root-to-stem dishes like roasted carrots with carrot top pesto or pickled kale stems provide an appealing story behind the food.
- **Presentation is key.** A variety of colour makes thoughtfully prepared fruits and vegetables extra Insta-worthy, working for your social media as well as attracting attention on your customers' feeds.
- **Offer starters and mains** as vegetarian or vegan, but provide the option of adding meat, fish or cheese.
- **Provenance and sustainability** are crucial. Focus on ethical sourcing and choosing local producers.

TELL THE STORY

Market intelligence company Innova Market Insights named storytelling the top trend for 2020, explaining, "Manufacturers are increasingly focusing on the stories behind their products, as well as ingredient provenance platforms, to highlight the taste, quality, and benefits of their products, as well as their uniqueness and sustainability efforts. Provenance platforms can communicate a whole range of messages to the consumer, including flavour/taste, processing methods, cultural and traditional backgrounds, as well as geographical origin. Together, these efforts help to build trust in the brand."

TRIO OF BAO BUNS

Serves 4

12 Bao buns 492221 (4 buns per filling)

PULLED OAT BAO WITH SHREDDED CABBAGE, SMOKY BBQ SAUCE, CRISPY GLASS NOODLES

120g pulled oat mince VG967z
100ml Santa Maria Bourbon BBQ sauce MS710
5g Santa Maria smoked paprika SP199
80g Savoy cabbage, shredded VW326
5g Santa Maria kimchi seasoning Z494071
Deep-fried glass noodles, to garnish OR570

- 1 Mix the kimchi seasoning with the savoy cabbage and reserve (best done one day in advance).
- 2 Steam four bao buns for 5-6 minutes.
- 3 In a pan, combine the pulled oats, BBQ sauce and smoked paprika. Cook for a few minutes, adding a splash of water if needed.
- 4 Fill the buns with the pulled oat mixture. Top with some cabbage and garnish with some crispy noodles.

CHAR-SUI SHITAKE MUSHROOM AND SCALLION BAO WITH ROAST PEANUTS AND CHILLI

30ml sesame oil OR308
10g red chilli, sliced VW757
120g shiitake mushrooms, sliced VW768
80ml char-sui sauce OR305
20g peanuts N130
2g Santa Maria red chilli spice mix 491266.
60g scallions, sliced VW710

- 1 Heat 20ml of the sesame oil in a non-stick frying pan and gently fry off the red chilli. When starting to colour, cook the shiitake mushrooms. Add the char-sui sauce and a touch of water and continue to cook until the mushrooms are nicely glazed.
- 2 Steam four bao buns for 5-6 minutes.
- 3 Blanch the peanuts in water and drain. Fry the peanuts in the remaining sesame oil until golden brown, then remove from heat and mix in the chilli spice mix.
- 4 Fill the buns with the mushroom mix topping with the sliced scallions and chilli nuts.

MATCH IT

These buns are very light in flavour, so what matters most is what's put into them. To play it safe, choose a well-made fresh Pinot Grigio. To be bolder, try something more aromatic like a Spanish Verdejo, which has floral and slightly perfumed aromas but a good balance of acidity.



491900 Fonte Della Vigna Pinot Grigio 12x750ml

CRISPY GOCHUJANG TOFU BAO WITH SESAME AND SPICY CARROT SALAD

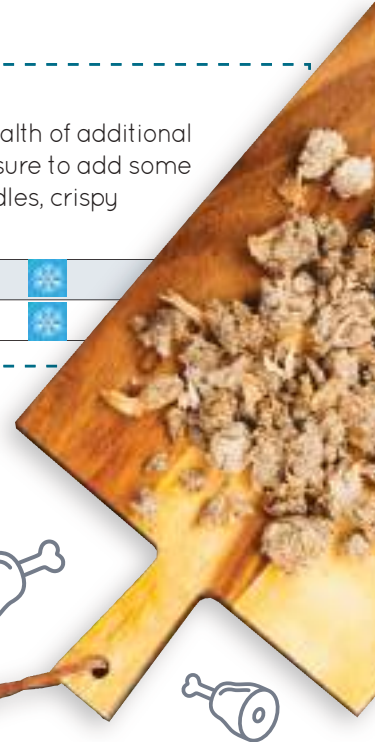
4 x 20g strips of tofu 1065
20g gochujang paste, mixed with 10ml sesame oil
80g carrot, julienned or shredded VP692
3g Santa Maria orange pepper spice mix SP223
3g Santa Maria cocoa chilli spice mix SP224
2g fresh mint, chopped HB560
2g fresh coriander, chopped HB563
5g toasted sesame seeds 35005

- 1 Deep fry the tofu strips until golden and crispy, toss through the gochujang and sesame mix.
- 2 Steam four bao buns for 5-6 minutes.
- 3 In a bowl, combine the carrot, orange pepper, cocoa chilli, mint, coriander and sesame seeds.
- 4 Fill the buns with the tofu and add the carrot mixture on top.

PLANT-BASED PERFECTION

Add a rainbow of colourful vegetables to vegan-friendly bao buns, with a novel texture and a wealth of additional protein provided by vegan mince or other meat alternative. With baos being soft by nature, be sure to add some crunchy or crispy texture to make the dish come alive — chopped peanuts, deep-fried rice noodles, crispy seaweed strips or a vibrant Asian slaw will all do the trick nicely.

492971 Loughnanes Vegan Mince Frozen 4 x 500g 2kg case



MAKE IT MEATY



Try smoked chicken fillets with a spicy and smokey rub, pickled ginger and a drizzle of wasabi mayo.

C30 Chicken fillets smoked x2 (vac pack)



Try shredded duck in a hoisin sauce with a spring onion salsa, white cabbage, fresh chillies and coriander.

D8Z Silver Hill Honey Roast Half Duck Case 10 x 300g



BREAKFASTBAO

A breakfast bao bun is a fun and novel way to marry Ireland's love of the classic fried breakfast with an increasing interest in global cuisine.

PK068Z Loughnanes Pork sausages 16s Gluten Free



PK861 Loughnanes White Pudding Gluten free 20x280



PK862 Loughnanes Black Pudding Gluten Free 20x 280



TY724 Turkey Rasher Unsmoked 10 x 400g

BAO DOWN TO DESSERT

The soft texture and mild taste of bao buns lends itself to sweetness just as readily as savoury fillings. Why not create an elevated ice cream sandwich, deep-frying the bun to create a bao doughnut or "baonut"? Alternatively, use bao as a replacement for scones in an oriental-inspired afternoon tea. Other mouthwatering ideas include an apple pie bao bun with custard; a 'Baonoffee' filled with bananas, toffee and cream; or caramelised pineapple with a dash of rum and some quality ice cream.



TIP
In place of the veggie balls, add cashew nuts and tofu. For meat eaters, add cooked chicken thigh meat marinated in chilli and ginger, or beef or pork meatballs.

MATCH IT

Being a non-wine producing culture, there's no easy region-to-region pairing for Vietnam's food, but inspiration can be found around the globe. Try a Riesling with its floral but very crisp fruity and sometimes sweet palate. A fresh vintage from German works more so than Alsace.



491905 Gravel & Loam Sauvignon Blanc New Zealand 6 x 750ml

Vietnamese pho with Pulled Oats Veggie Balls

Serves 10

For the broth:

2 Santa Maria Cinnamon Sticks, broken SP289
3 cloves Z494014
1 Santa Maria Star Anise PU345
1 large white onion, peeled and quartered VW707
4 pieces of fresh ginger, peeled and halved lengthwise VW764
1L vegetable stock or broth
1L water
2 tbsp low salt soy sauce OR574
150g rice noodles OR570
1 tbsp sesame seed oil OR342
120g shiitake mushrooms, thinly sliced VW768

Salt SP148

Santa Maria Black pepper SP293

Per portion, to serve:

50g spring onions, chopped VW710
5g chilli, deseeded and chopped VW658
1 carrot, peeled and julienned VP692
Pak choy VW407
Pickled Ginger OR223
5 Gold & Green Pulled Oats Veggie Balls Frozen VG968Z
Fresh coriander HB578
Fresh flat leaf parsley HB583
Lime FW580

1 Put the broken cinnamon sticks, cloves, and star anise in a pot and toast for 3-4 minutes until fragrant, stirring occasionally.

2 Add the onion, ginger, vegetable stock, water and soy sauce. Bring to a boil, then simmer for 30 minutes for the flavours to infuse.
3 In the meantime, prepare your rice noodles and keep aside.
4 Heat the sesame oil in a skillet over a medium heat until shimmering. Cook the shiitake mushrooms with some seasoning.
5 Strain the onions, ginger and spices from the broth and check seasoning.
6 Into warm bowls, add the cooked noodles, mushrooms, spring onions, chilli, carrots, chopped pak choy, a little pickled ginger, Veggie Balls and fresh herbs. Ladle over the hot broth.
7 Garnish with some lime and serve immediately, with chopsticks and soup spoons.

WHAT ARE PULLED OATS?



Pulled oats are the latest trend in vegan meat replacements, joining jackfruit amongst the ranks of plant-based alternatives to classic dishes such as pulled pork and barbacoa. Incorporate convenience-first pulled oat products into tacos, curries, chillies, over nachos or piled into floury baps or ciabbattas for meat-free sandwich options.

WHY PULLED OATS?

- 100% animal-free
- No additives
- No soy or wheat
- High nutritional value
- More protein than chicken
- High in fibre and minerals
- Smooth taste and consistency
- Easy to prepare

VG968Z Gold And Green Pulled Oats Veggie Balls Frozen 4x1.5kg



MIX AND MATCH

USE THE SAME BASE RECIPE TO CREATE A VARIETY OF PHO ON YOUR MENU



Slow-cook braising steak in the broth to add incredible deep flavours and showcase Irish beef.

BF137 Irish Nature Beef Braising Steak 10x170g



BF128 Irish Nature Beef Braising Steak 20x227



Chicken breast will appeal to customers focused on lean protein.

C225 Chicken breastmeat Diced 4 x 2.5kg



The delicious fatty flavour of duck is a rich option for those looking for something a little more indulgent, but still healthy.

D7Z Silver Hill Honey Roast Half Duck Case 10 x 250g



D17 Barbary Duck Legs 2 per pack skin on



D16 Barbarie Duck Breast 2 x 200-250g



492398 Female Duck Breast Vac Pack



ASIAN INGREDIENTS PERFECT FOR VEGANS

From fresh Vietnamese summer rolls to fiery Indian vegetable curries, there is a wealth of ingredients hailing from across the continent that make Asian cooking a natural, easy fit for any vegan lifestyle.

Tofu, tempeh, seitan: these versatile soy products are packed with protein.

Coconut milk: add a fantastic creamy flavour to curries and soups, as well as offering a cooling contrast to chillies.

Kimchi: good for the gut and full of

flavour, expect to continue seeing kimchi on menus for the foreseeable future. Just be sure there's no fish sauce in the one you buy — or make your own.

Rice: a staple across the continent, rice and rice noodles are suitable for vegans and for gluten-free eaters, too.

Umami-packed ingredients: Items like fermented bean curd or chili bean paste add layers of umami without relying on meat.

Lentils and chickpeas: popular in Indian cuisine, these legumes provide plant-based protein and fibre as well as adding substance to a dish.

Roti: unlike naan, traditional roti bread is vegan-friendly, made primarily using whole-wheat flour and water.

Herbs and spices: The breadth of fresh herbs and spices employed across the continent of Asia allows for maximum creativity in your vegan offering.

The Mediterranean diet was ranked first in the U.S. News & World Report's annual ranking of the best diets 2019, having shared the top spot in 2018. Numerous studies have shown it to promote health and prevent chronic disease.

While there is no single definition of the Mediterranean diet, it is typically high in vegetables, fruits, whole grains, beans, nut and seeds, and olive oil. The main components of Mediterranean diet include:

MEDITERRANEAN VIBES



Weekly intake of fish, poultry, beans and eggs



Moderate portions of dairy products



Limited intake of red meat



Daily consumption of vegetables, fruits, whole grains and healthy fats



Other important elements include sharing meals with family and friends and enjoying a glass of red wine.

OV108

Pitted Black Olives with Garlic 1.9kg Tray

1150

Mozzarella 190g

1019

Florentin Hummus Case 6 x 200g Tray Org



492585

Florentin Mini Falafel 8x150g



492615

Florentin Hummus Coriander 6x170g



1015

Florentin Organic Falafel Case 6 x 240g Tray



492612

Florentin Hummus Plus 6x170g



Z803

Vegetables Mixed Grilled 1.9kg Tray

492614

Florentin Hummus Jalapeno 6x170g



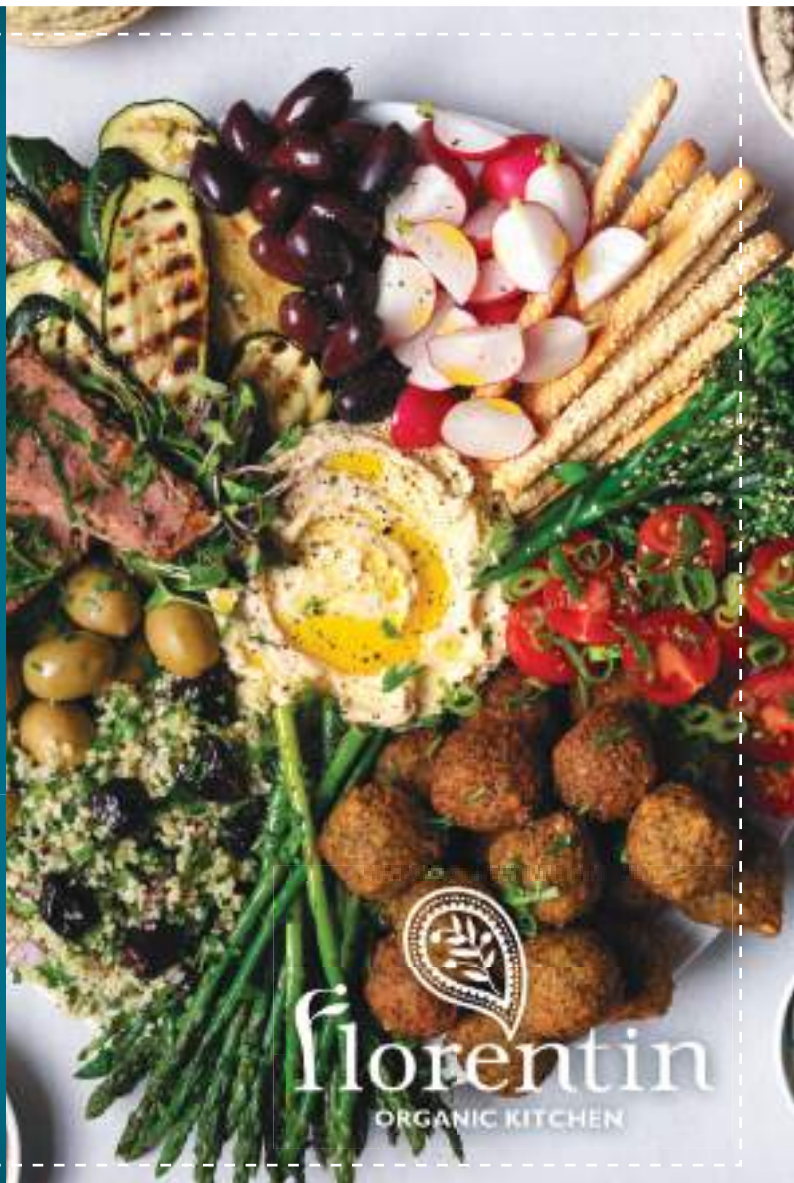
492616

Florentin Hummus Avocado 6x170g



1042

Florentin Sweet Potato Falafel - Yummy Yams Nuggets 240g



Omnivores can choose to add meats like Serrano ham or salami for a small additional price. Add a touch of luxury by finishing with a drizzle of quality extra-virgin olive oil.

CM536 Ham Sliced 1kg Unit



CM617 Serrano Ham Boneless 1 per Case 5.3kg app

CM255 Salami Coated with Pepper 2kg

CM605 Tapas Mix 120g Unit

THAT'S AMORE

Plant-based meat replacements like pulled oats, falafel and vegan burgers can be broken down and spiced to replicate the traditional meaty toppings on a pizza. The vegetarian pizza is getting an upgrade too, with ingredients like sliced and deep-fried candied beetroot or fried sweet potato.



MATCH IT

Grenache has a light fruitiness balanced with lightly spicy flavours that don't overpower. Try a Côte Du Rhone. Pinot Noir can also work, providing the pizza isn't overpowered with garlic or onions. For white, a Sauvignon Blanc will keep the palate nicely cleansed.



491904 Reserve de L'Abbe Cote du Rhone 6 x 750ml

Vegan "meat cheater's" pizza

Makes 6

For the pizza dough:

650g type 00 flour FU204
7g dried yeast FU161
2 tsp fine salt SP147
25ml olive oil OL102
325ml soya milk 5350
50ml warm water
1 tbsp sugar Z313002

For the topping:

360g Pizza Si pizza sauce PZ152
300g Gold and Green Pulled Oats
Veggie Mince Frozen VG967Z or
Loughane's Vegan Mince 492971
240g pepperoni-style slices 1110
150g roasted peppers VG110
240g Cheezly vegan
Mozzarella-style cheese 1150
240g rocket leaves SL326

- 1 For the dough, combine the flour, yeast and salt together in a large mixing bowl and stir in the olive oil and soya milk.
- 2 Gradually add the water, mixing well to form a soft dough. Knead for about five minutes or until fully smooth and elastic.
- 3 Transfer to a clean bowl, cover with cling film and leave to rise until doubled in size.
- 4 When the dough has risen, knock it back, then knead again until smooth, roll into a ball and set aside for 30-60 minutes until risen again.
- 5 Divide the dough into six equal portions and roll these out into 20cm bases.
- 6 Top with the sauce, followed by

- the pulled oats, pepperoni and the Cheezly Mozzarella-style.
- 7 Bake at 190°C for seven minutes, then top with a handful of fresh rocket and serve.
- 8 You can add a little deep fried or dehydrated candied beetroot or sweet potatoes for texture and additional colour after cooking.

FROM THE SEA

Low in fat and rich in protein, minerals and vitamins, seafood is an attractive option for healthy eaters. With Irish and sustainable options available, it's also suitable for flexitarians and pescatarians.

FS842Z	Beer Batter Cod Fillet 20 x 170-200g	❄️
FS169Z	Panko Coated Squid Rings 6 x 700g	❄️
FS194	Tuna Chunks in Brine Pouch 10 x 1.025kg	
FS372	Tuna Chunks In Brine 6 x 1.88kg	

Moules marinière

Serves 4

2kg mussels FS210
 2 shallots, finely chopped VW801
 20g unsalted butter DY517
 100ml Roquende Sauvignon Blanc 492108
 120ml fresh cream DY231
 Handful of parsley leaves, coarsely chopped HB583
 Ground white pepper SP287

- 1 Clean all mussels, pulling out the beards protruding from between closed shells and removing any barnacles with a large knife.
- 2 Wash the mussels with plenty of cold water. Discard any mussels that remain open when tapped against the work surface.
- 3 In a pot, sauté the shallots in the butter. Add the mussels and Sauvignon Blanc and turn up the heat. Cover with a lid and steam them in their own juices for 3-4 minutes until open, giving the pot a good shake every now and then.
- 4 Spoon the mussels into four large warmed bowls and keep warm.
- 5 Add the cream to the pot along with the chopped parsley and pepper. Reduce for two minutes.
- 6 Pour the creamy juices over the mussels and serve with crusty bread.



FS210
 Mussels Rope
 1 x 5kg.



Going Green

14 Vegan Ravioli 15 The Scoop on Avocados 16 Non-Dairy Milks
17 Supplier Profile: Alpro 18 Irish Meat 19 Supplier Profile: Loughnane's 20 Burgers



MATCH IT

A touch of light, crisp acidity is needed to lift the flavours, so a young Italian Soave or Pinot Grigio is perfect. There is a delicateness to it that is very pleasing.

491900 Fonte Della Vigna Pinot Grigio 12 x 750ml.

Turnip and mushroom ravioli with blueberries and hazelnut dressing

Serves 3

For the pickling liquor:

240ml white wine vinegar VR106
200g demerara sugar Z313001
1 garlic clove VW274
1 small shallot, diced VW801
50g tarragon 491016

For the ravioli:

1 punnet of wild mushrooms, sliced VW769
2 garlic cloves, diced VW274
2 shallots, diced VW801
1 whole turnip VW756
20g hazelnuts NU122
40g blueberries, washed FW592
6 baby courgettes VW727

For the cooking liquor:

200ml Sojade Soya Milk Natural Green Unsweetened 5350
80g dairy-free Flora 491863
40g icing sugar SG171

For the tarragon vinaigrette:

Tarragon 491016
Olive oil 100262

White wine vinegar VR106

Garlic, diced VW274

To garnish:

Tarragon 491016
Rosemary 491011
Red Amaranth HB590
Sorrel 490228

1 Make up a pickling liquor. Remove the enoki mushrooms from the mushroom mixture, add to the liquor and set aside to pickle.

2 Sauté the wild mushrooms with diced garlic and shallots. Season and set off to the side to in a strainer to drip dry. We do not want any moisture in the mix.

3 Slice the turnip into wafer-thin slices using a mandoline. Use a large circular cutter to cut into ravioli shapes.

4 In a pot, combine the soya milk, Flora and icing sugar. Bring to a gentle simmer until the margarine has dissolved. Add the turnip and poach for five mins. The margarine and icing sugar acts as a sealer for the ravioli,

removing the need for beaten egg.

5 Remove the turnip and set off to the side on a wire rack.

6 The dried and cooled wild mushroom mixture can be placed in the centre of the turnip ravioli. Press the edges together to seal.

7 Steam the turnip ravioli for four minutes in a steamer or a pan of simmering water.

8 Toast the hazelnuts in a dry pan; this helps to release extra flavour.

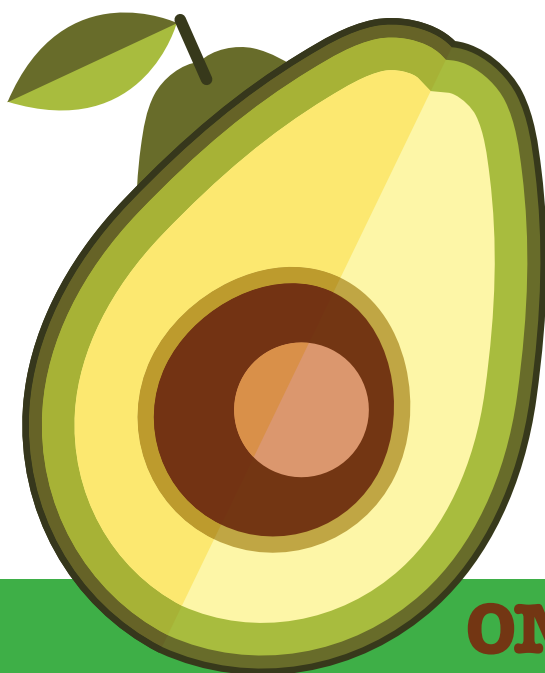
9 Flash fry the baby courgettes with some garlic.

10 For the vinaigrette, combine a little diced garlic, white wine vinegar and olive oil. Whisk together, season to taste and finish with the chopped tarragon.

11 To assemble, place three warm ravioli on a plate and dress with the pickled enoki mushrooms, baby courgette, blueberries and hazelnuts. Drizzle with tarragon vinaigrette and garnish with the rosemary, red amaranth and sorrel.

12 Serve immediately.

AVOCADOS: STILL ON TREND



The buyer's view

The demand for avocados across Europe continues to grow, with increases of 162% in the UK from 2013-2018 and up to 248% in Spain, Italy and The Netherlands. Whilst new sources are in the early stages of commercial production, we in Europe continue to be reliant on Chile, Israel and Spain to cover our winter season.

A number of challenges lie ahead for avocado buyers:

- Avocado trees are bi-annual bearing, which means one year the trees produce a high volume of fruit, but the following year's yield is smaller. This winter is expected to be a smaller year in the main producer countries.
- Falls in the GBP/USD and GBP/EUR will have significant effect on raw materials, compounded with the changes in IMO shipping regulations on sulphur emissions. With most avocados brought into Europe on the water, the effect of raised shipping costs will be significant.
- As a result of Chilean droughts and subsequent early picking, there will be a reduction in the amount of larger fruit available. Demand has also increased from the USA, following poor domestic production.

Don't forget avocado can be cooked, too. Coat thick slices in panko breadcrumbs, deep-fry until golden and serve in soft tacos with crunchy slaw, coriander and hot sauce. Who needs guacamole?!

ON YOUR TABLE

Think visual

Despite increased demand for local and sustainable options, the popularity of the avocado shows no sign of waning. With a reputation for being a particularly 'Insta-worthy' food, be sure that your avocado-centric menu items are visually impactful to drive social media interest in your establishment.

Think contrast

For maximum impact, aim for contrast. The richness of avocado pairs well with acidity — citrus fruits in particular really make it shine. Crunchy or crisp textures provide a good foil for its creamy texture, while vibrant colours like red chillies or deep yellow egg yolks are fantastic visual matches!

Think versatility

The fat content in avocado makes it an ideal healthy replacement for other fats. Swap it into chocolate desserts in place of butter, use puréed avocado as a substitute for mayonnaise in vegan-friendly sandwiches, add it to creamy dairy-free salad dressings or create eye-catching avocado ice cream!

AVOCADO SOURCING CALENDAR

Country of Origin	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Colombia	Available	Available	Shoulders of seasons						Shoulders of seasons	Available		
Tanzania North					Shoulders of seasons	Available	Available	Shoulders of seasons				
Zimbabwe					Shoulders of seasons	Available	Available	Shoulders of seasons				
Tanzania - Southern Highlands								Shoulders of seasons	Available	Available		
Mozambique			Available	Available								
Mexico - Jalisco								Shoulders of seasons	Available	Available		
Peru - La Costa					Shoulders of seasons	Available	Available	Shoulders of seasons	Available			
South Africa				Shoulders of seasons	Available	Available	Available	Shoulders of seasons	Available			
Peru - Andes			Shoulders of seasons	Shoulders of seasons	Shoulders of seasons							
Chile	Available	Available						Shoulders of seasons	Shoulders of seasons	Available	Available	Available
Israel	Available	Available	Available	Shoulders of seasons	Shoulders of seasons							Available
Spain	Available	Available	Available	Shoulders of seasons	Shoulders of seasons	Shoulders of seasons						
Morocco	Available	Available	Shoulders of seasons								Available	Available
USA - California			Shoulders of seasons	Available	Available	Available	Available	Shoulders of seasons				
Portugal	Available	Available	Available	Available	Available							
Kenya							Available	Available	Available	Available		
Brazil					Shoulders of seasons	Available	Available	Available	Available			
Dominican Republic	Available	Available	Available					Available	Available	Available	Available	Available
Guatemala			Shoulders of seasons						Shoulders of seasons			

Available New growing countries Shoulders of seasons

NON-DAIRY MILKS THE BARISTA BREAKDOWN

Cater to your vegan and lactose-intolerant customers with alternative milk(s); each option will add different flavours, while some dissolve and foam better than others. Remember to weigh these factors in addition to availability and cost.



How is foam created?

Protein molecules melt when they are heated, so incorporating air into heated milk or non-dairy alternatives causes these proteins to trap the air and "stretch" the milk into a foam.



Soy milk has a smooth and creamy texture with a relatively neutral taste. Soy milk's good 'stretch' is one reason it has been a popular alternative to dairy for so long, and knowledgeable baristas can produce a foam similar to that of dairy milk.

TIP

Soy milks without preservatives may be more prone to separating in your customers' coffee.

491981	Alpro Soya Organic Unsweetened 8x1 LT	V	Vegan
9925	Alpro Milk Uht Soya Original Gmof HI Khr Gf Vn 5x3x250 MI	V	Vegan
9927	Alpro Milk Soya Professional Or Barista 12x1 LT	V	Vegan
5350	GREEN Soya Milk-Natural Case 6 x 1Lt Org	V	Vegan
5351	BLUE Soya Milk-Calcium and Apple Juice 6 x 1Lt Org	V	Vegan
5352	YELLOW Soya Milk-Vanilla and Calcium C 6 x1Ltr Org	V	Vegan
5353	Sojade Soya Cream - Cuisine 200ml Org	V	Vegan

RICE MILK



Because **rice milk** is both nut- and soy-free, it works well for those with both nut allergies and lactose sensitivities. Rice milk has a very neutral taste that lets the coffee shine; however, its thin texture does not provide the creamy consistency that customers crave. In addition, it doesn't contain enough protein to create a good foam.

5355	Sojade Rice Milk Enriched w Calcium Case 6x1Lt Org	V	Vegan
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CASHEW MILK



Cashew milk is popular because of its creamy texture and slightly sweet taste. Cashew milk has a decent stretch when it comes to steaming, but its bubbles tend to be larger, so its foam is less dense than that of dairy milk. Many baristas argue that house-made cashew milk is better for taste and steaming. If you want to incorporate cashew milk into your coffee offering, weigh the costs and benefits of producing your own.

491378	Rude Health Cashew Drink Case Of 6x1 Ltr	V	Vegan
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OAT MILK

Surprisingly full-bodied and with a richness that rivals whole milk, **oat milk** is quickly becoming a leader in non-dairy options. It has a smooth texture perfect for coffee, and provides a fibre boost for nutrition-conscious customers. Oat milk can be foamed, though it produces larger bubbles than dairy milk due to a lower protein content and may also take longer.

492052	Alpro Oatmilk For Professionals 8x1 Lt	V	Vegan
491399	Rude Health Oat Drink 6x1 Ltr	V	Vegan

PLANT-BASED PIONEER

How long has Alpro been in business?

We've been creating delicious plant-based alternatives for nearly 40 years, made from either non-GM soya beans, coconuts, almonds, hazelnuts, cashews, rice or oats. On top of a growing line-up of retail products, we offer a one-of-a-kind 'For Professionals' range — with oat, soya, coconut and almond drinks specifically developed for baristas.

What do you love about your work?

We're part of a vibrant, dedicated and driven team where we can all make a difference. Alpro's mission is to 'change the way the world eats for the better' by encouraging people to add more plant-based foods to their diets. This way of eating is better for people's health and better for our planet. It's hard to think of a more motivating reason to go to work every day.



What makes Alpro special?

We're the pioneer of plant-based eating, and have been using a wide variety of plant-based ingredients for years. Not only do we know the market inside out, but we're the only brand to offer a complete plant-based solution for coffee shops, with soya, almond, coconut and oat. This makes us the go-to brand for operators looking to make the most of the one-in-four coffee drinkers (27.7%) who say they now want to see more plant-based drinks options.

What kinds of products do you supply? How would you describe your products? What makes them unique?

Our Alpro For Professionals range has been specifically developed to deliver optimum performance in hot drinks — so baristas can create delicious plant-based coffees without compromise. Not only does it taste great, but it's easy to work with and doesn't curdle with acidity or heat. It also delivers a rich, glossy microfoam that contributes to a delicious drink, and the possibility to pour latte art.

What's more, sustainability is at the heart of everything we do, so baristas can rest assured that they're choosing a brand that always looks to minimise its environmental impact — whether that means sourcing almonds from the Mediterranean, or ensuring we never use soya beans from deforested areas or any GMO produce.

Do you have any new and exciting developments?

Our NPD team is always working hard to respond to consumer trends and launch innovative products to the market — watch this space! We're primed and ready to help more outlets broaden their plant-based offering outside hot drinks.



ALMOND MILK

Almond milk is one of the most popular nut milks. Its nutty flavour can sometimes taste bitter, so customers may prefer sweetened almond milk to balance better with coffee. To combat curdling, avoid pouring cold almond milk into very hot coffee. You can create a silky foam with almond milk, but it has a tendency to separate when heated; this means foam made with almond milk may look nice, but could leave a watery drink underneath.

1009922 Alpro Almond Milk Unsweetened 8x1 Lt

9921 Alpro Almond Original 8x1 Lt

DY522 Alpro Almond Milk For Professional Or Barista 1x12ltr

491881 Rude Health Almond Drink 6x1ltr



COCONUT MILK

Prized for its thick texture and exotic flavour, **coconut milk** is quickly becoming a favourite alternative, and coconut cappuccinos are the hot new trend on the coffee scene. Thanks to its dense consistency, it won't water down your coffees. However, its distinctive flavour can be divisive and, while some people love it, others may feel that it overpowers their coffee. Coconut milk creates a less dense froth with larger bubbles than dairy milk.



113655 Alpro Milk Coconut Professional Or Barista 12x1 Lt

491377 Rude Health Coconut Drink Case Of 6x1 Ltr



THE EMERALD ISLE IS BEST

Not only is it environmentally-friendly to buy Irish beef, but it makes good sense from a quality perspective, too: Irish beef is the best in the world, thanks largely to a grass-based diet. In fact, 54% of consumers surveyed globally said that the term "grass-fed" would influence their choices, and 64% said they would pay more for grass-fed meat (Teagasc, 2018).



Raised without the use of growth hormones
























Out to pasture for a certain period every year

Treated responsibly with the use of antibiotics

More than 80% grass-fed

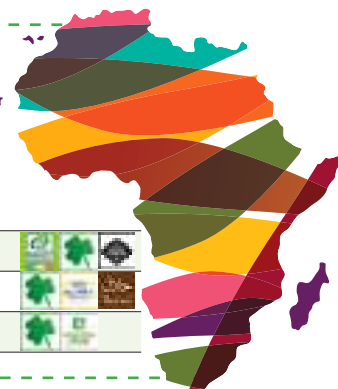
Fully traceable from farm to fork

From quality assured farms and processing systems

491258	Good Herdsman Organic Beef Fillet chain on 2-3kg				
491257	Good Herdsman Organic Beef Striploin 5.5-7kg				
BF202	Irish Nature Beef Striploin 6-6.9kg				
BF223	Irish Nature Beef Striploin 9-11 kg				
BF208	Irish Certified Hereford Prime Beef Striploin 6.4-7.8kg				
BF603	Irish Nature Beef Fillet Chain On 3.17-3.7kg				

IT'S TIME FOR AFRICA

One cuisine that's tipped to be huge this year is West African food. Use flavoursome, slow-cooking cuts of Irish beef, lamb and venison and get ready to embrace cachupa stews, peanut-based braises and jollof rice.









BF104	Irish Nature Beef Diced 2.5kg			
LM104	Slaney Valley Lamb Diced 2.5kg			
VN107	Wild Irish Game Venison Diced 2.5kg			

Corn-fed chicken has an exceptional roasted flavour.






BEAUTIFUL BIRDS

Viewed as a healthy alternative to red meat due to its high protein and low fat, chicken is a menu mainstay that's going nowhere. Birds cooked bone-in retain the best flavour and moisture.

492650	Rotisserie Whole Chicken 8 x 1.6kg		
492651	Corn Fed Chicken Supreme 10 x 200g		
492652	Chicken Supreme 40 x 227g		

KNOW YOUR PRODUCER

Glin Valley chicken is produced by Shannonvale, an Irish family business dedicated to the production of quality poultry. The O'Regan family involvement in the poultry business can be traced back through four generations. Glin Valley focuses on high quality, fully traceable, 100% Bord Bia approved Irish chicken.

CC991	Glin Valley Chicken Fillet breaded Gluten Free 275G			
CC992	Glin Valley Chicken Kiev Gluten Free			
CC254	Glin Valley Chicken Supreme Free Range Skin On			





Do you have any new and exciting developments?

Taking inspiration from our Eden range and the ever expanding vegan market, we have developed a new Meat-Free Beef Burger which has the look, taste and texture of a real beef burger. Our new burger is lower in fat than those of competitors, is produced in Ireland and has an amazing 26g of protein per 5oz patty. Our delicious meat-free burger is also available as mince, perfect for a meat-free spaghetti Bolognese.

What makes Loughnane's special?

Based in Galway City on the west coast of Ireland, Loughnane's is a specialist producer of sausages and black and white pudding for both own-label retail and foodservice markets in chilled or frozen and raw or pre-cooked formats.

At Loughnane's, we're experts at developing bespoke products for own-label clients. Customer satisfaction and quality holds a major emphasis within our business.

What kinds of products do you supply? How would you describe your products?

We produce and sell sausages and puddings to the retail, fast food and foodservice markets. Our experience in making quality traditional Irish sausages and puddings goes back four generations of butchers to 1934. We continue to adjust to the ever-changing modern marketplace through creating innovative products and adapting to suit market trends, and NPD is at the centre of the company's future plans.

In 2019, Loughnane's decided to bring a positive change to our consumer's diets and the environment using our years of experience in food production, and the Eden brand was born. Based in a separate production site, Eden's mission is to make tasty nutritious go-to meal options for conscious and convenience driven consumers and young families, tackling the 'meat-free' market with a product range that was created with a true appreciation of ingredients, texture and flavour.

Loughnane's vegan burger

Serves 1

1 x Loughnane's Veef Burger
20x170gm 493002
1 x vegan burger bun 492537
40ml Kenny's vegan
mayonnaise MS637
20g gherkin, chopped 86823
20ml American-style mustard
MT114
1 x slice Violife vegan cheese
122001
2 x slices beef tomato TM198
20g mixed leaves SL343
10g red onion chutney 86274

1 Grill or pan-fry the burger until thoroughly cooked.
2 Toast the burger bun.
3 Combine the vegan mayonnaise with the gherkins and the mustard and coat both the top and bottom of the bun.
4 Lay the burger on the bottom of the bun, then top with the vegan cheese and glaze under a grill or flash through the oven until the cheese starts to melt.
5 Add the mixed leaves and beef tomato. Finish with the onion chutney, close the bun and serve immediately.



MATCH IT

This savoury burger delivers rich umami flavours of grilled mushrooms and a slice of melted buttery, nutty Swiss cheese. A Merlot, with its strong red fruit and ample acidity is a must.



491891 Otra Tierra Merlot Chile 6 x 750ml **€37.24/£NA per case**

BEST BREAD



Use your best judgement to pair each type of bun with the perfect burger, or allow your customer the freedom to decide for themselves.

492606 Amish Burger Bun Case of 48x70g



492409 Americana Grill Marked Buns 48 x 80g



492537 Vegan Burger Bun 48x70g



SAY CHEESE



Don't forget the cheese! Melting cheese vastly increases craveability and improves mouthfeel.

1151 Red Cheddar Style Cheese 190g

1152 White Cheddar Style Cheese 190g

1155 Hard Italian Style Cheezly 6 x 190g (Parmy)

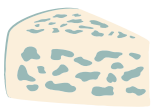
122001 Violife Vegan Slices 1x200g (10 Slices)

OLD FAVOURITES, NEW FLAVOURS



Meat-based burgers still belong on the menu, but the modern incarnation is a luxe item crafted with quality meat and carefully considered toppings and sauces.

MIX IT UP: BEEF



**3 BEEF
BURGER
FLAVOUR
MATCHES:**

Blue cheese mayo + port caramelised onions + rocket
Chimichurri + melted Gouda + avocado
Soy glaze + kimchi + Korean slaw + pickled chillies

Good Herdsmen was founded in 1989 with the aim of coordinating the supply of Irish organic beef and lamb to the retail and catering trade. There were only a handful of organic pioneers spearheading the sector in Ireland at that time, but today a very significant number of organic farmers form the customer's supply base. The Good Herdsmen philosophy is to offer customers the best quality beef from grass-fed organic cattle. With animal welfare tipped as one of the most important food trends for 2020, it's smart to buy organic — and those customers eating meat less often will be happy to pay a higher price point when they do.



BF809 Good Herdsman Organic Beef Burger 20 x 170g



The Slaney Valley brand is recognised as a quality brand with a reputation for excellence and consistency. Recognising the opportunity to deliver an exceptional dining experience to the foodservice industry through a superior lamb offering, Irish

Country Meats and Pallas Foods joined forces to launch the Slaney Valley range of premium lamb. This range fulfils the requirements of a dynamic sector where reputation, customer loyalty and menu differentiation are paramount. This partnership offers unrivalled lamb quality and freshness, combined with countrywide distribution — a fully integrated and reliable service offer.

MIX IT UP: LAMB



**3 LAMB
BURGER
FLAVOUR
MATCHES:**

Adobo sauce + avocado
+ crushed tortilla chips + melted Cheddar
Whipped Feta + pickled cucumber
+ griddled courgette + tomato relish
Harissa + homemade tzatziki
+ fresh mint + red onion

2018
National
Organic Awards
- Chef's Choice
Award

LM613Z Slaney Valley Organic Lamb Burger 5 x (4 x 200g)



MIX & MATCH

Why not offer a customisable vegan-friendly burger menu, allowing customers to choose the patty they'd prefer?

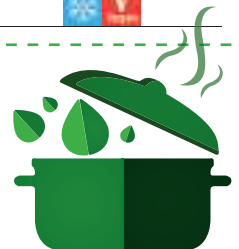
493002 Loughnane's Veef Burger 20x170gm

VG966Z Gold And Green Pulled Oats Veggie Burger Frozen 4x1.6kg



MIX IT UP: VEGAN

The ingredients used in Eden products are sustainably sourced and steamed rather than fried, locking in all the tasty nourishment without added fats. Each patty also provides one portion of vegetables — something worth mentioning on your menu.



1097Z Eden Beetroot Premium Vegetable Burger

491316 Eden Cauliflower Burger

1010Z Eden Garden Vegetable Premium Burger

1099Z Eden Spinach & Feta Slice

491317 Eden Vegan Sausage





Tasteful Treats

23 2020 Trends 24 Healthy Drinks 26 Healthy Snacking
27 Wine 28 Valentine's Day 32 Eco-Friendly Packaging 34 From Our Kitchen



ECO-FRIENDLY PACKAGING

is quickly becoming a new norm, with brands moving away from plastic and embracing recyclable, biodegradable and compostable packaging.

PLANT FOCUSED OPTIONS are becoming more and more popular, both as ingredients and flavours across the snacking category. Think vegetable crisps, fruit leather, roasted chickpeas and fruit-based cereal bars.

PROVENANCE is set to be another big trend for 2020. Customers want to know the story behind the food they buy, and many are focused on buying Irish.

The market for **VEGAN FOODS** has exploded over the last couple of years and demand is still growing. "Vegan" was the third fastest growing on-pack claim for food and drink launches globally over the last five years (Bord BIA, 2019). Many customers who have chosen to adapt a plant-based diet are still interested in imitation meat, and vegan versions of meat-based snacks such as jerky will continue to appear in the market in 2020.

MADE WITH COCONUT, THESE DAIRY-FREE YOGHURTS AND SWEET TREATS FIT RIGHT INTO THE MODERN SNACK SCENE.

Snacking is one of the major trends forecast for 2020, rising to meet the demands of an increasingly flexible and individual culture. (Hanni Ruetzler, 2020 Food Report.) According to the Specialty Food Association's annual State of the Specialty Food Industry research (2019-2020), everyday snacking appeals to close to half (47%) of consumers.



492600	Coconut Collective Mango & Passionfruit Coconut Yoghurt Alt. 6x350g	V	V	V
492599	Coconut Collective Natural Coconut Yoghurt Alternative 6x350g	V	V	V
492602	Coconut Collective Vanilla Coconut Yoghurt Alternative 6x350g	V	V	V
492598	Coconut Collective Blueberry Coconut Yoghurt Alternative 6x350g	V	V	V
492603	Coconut Collective Dairy Free Little Choc Pots Case 6x4x45g	V	V	V
492605	C Dairy Free Little Salted Caramel Pots 6x4x45g	V	V	V

GRAB-AND-GO

TRENDS TO WATCH OUT FOR IN 2020...

Functionality is increasingly relevant, as consumers look for functional ingredients that provide specific benefits to their health, such as added vitamins, ginger, probiotics, turmeric or seaweed.

Quality is paramount, with customers attracted to high quality options and wholefood ingredients. Premium versions of snacking standbys such as chocolate and crisps are popular, as Irish consumers search for a touch of luxury and indulgence within their healthy lifestyle.



Z495345	Kind Bar Almond & Coconut 12 x 40g
Z495343	Kind Bar Caramel Almond & Sea Salt 12 x 40g
Z495341	Kind Bar Dark Chocolate & Sea Salt 12 x 40g
Z495344	Kind Bar Maple Glazed Pecan & Sea Salt 12 x 40g
Z495342	Kind Bar Peanut Butter & Dark Chocolate 12 x 40g

DRINK TO YOUR HEALTH

In-house ferments and pickles are huge right now, with customers increasingly interested in feeding their microbiomes and cultivating a healthy digestive system. The smartest solution? Creating bespoke ferments and pickles using vegetable scraps removes one stream of food waste, and adds interest and a new source of revenue.

CS1154 Preserving Jar 1Ltr 1x12

CS1152 Preserving Jar 500ml 1x12



SPILLING THE TEA

Tea by numbers

- With an estimated consumption of around 85 litres per person per year, tea is the most consumed hot drink worldwide and the most consumed non-alcoholic beverage segment overall. (Statista, 2019.)

Revenue in the tea segment in Ireland amounted to €317.6m in 2019. (Statista, 2019.)

- A 2016 survey revealed that 62% of Irish consumers drink both tea and coffee, with 60% expressing a slight preference for coffee. (Checkout, 2016.)
- When it comes to tea, 58% of Irish consumers are still most likely to go for a traditional Irish breakfast tea. (Checkout, 2016.) Lyons remain the biggest player with a 36 per cent share, with Barry's not far behind on 27 per cent. (Irish Times, 2019.)

Z990227 Lyons Gold Blend Enveloped Teabags 1 x 200s.

490747 Lyons 2 Cup Teabags 1 x 500s

Z937908 Lyons Original Teabags 1 Cup 1 x 600s

Z935008 Nescafe Gold Blend 750g

Z990364 Kit Kat 4 Finger 24 x 41.5g



Healthy grab-and-go options have become a central part of the everyday offering; include gut-friendly options like kombucha and kefir for an easy fix.

With the average per-adult alcohol consumption in Ireland falling by 23.2%* since 2001, consumers are increasingly on the lookout for alcohol-free options outside water and soft drinks. Stock your beer fridge with bottled kombucha for a clever and on-trend solution.

6475 SynerChi Kombucha Raspberry & Rosehip 12 x 330ml

6471 SynerChi Kombucha Ginger & Lemongrass 12x330ml

1006473 SynerChi Kombucha Oranges & Lemon 12x330ml

6477 SynerChi Kombucha Sencha Tea 12 x 330ml



* CSO Population and Migration Estimates August 2018; Revenue Commissioners, Alcohol Clearances data, 2018.

Meatless AND Magnificent

Vegan flatbread with baba ganoush, veggies and Ballymaloe Jalapeno Pepper Relish.



- ✓ 100% Natural Ingredients.
- ✓ Gluten Free.
- ✓ Suitable for Vegans.
- ✓ Made in Ireland by a family company.

Jalapeno Pepper Relish 2.75kg
Pallas Code: Z274



For this delicious recipe go to www.ballymaloefoods.ie



cider



Summer 2019 saw the launch of the Irish Cider Association Market Report, the first of its kind since 2012. The findings reveal that cider consumption rose by 0.43% in 2018. Cider was responsible for 7.5% of the market share in 2018, making it the third most popular alcoholic beverage in Ireland.

The chairman of the Irish Cider Association Seamus O'Hara observed that premium, high-quality ciders are increasingly sought-after. "Consumers are demanding quality products and thus, as an industry, we've had to change our products to cater to that." (Checkout, 2019.) Irish, naturally gluten-free and with non-alcoholic options now available to meet market demand, these quality ciders tick many of the boxes for the modern consumer.

491942 Stonewell Medium Cider 12 x 50cl

491944 Stonewell 0% Cider 12 x 33cl

Tear & Share

Cali Cali is a new range made with real, whole-food ingredients like chickpeas, rice flour, green peas and black beans.

- Less than 70% fat than standard crisps
- All-natural seasoning
- No bad stuff
- Circa 110Kcal
- 15% protein
- Vegan
- No MSG



Salty snacks encourage customers to drink more, a trick that works just as well with non-alcoholic beverages!

492610 Cali Cali Tijuana Hot Sauce Crisps 21X28gm

492611 Cali Cali thai Town Sweet Chilli Crisps 21X28gm

492613 Cali Cali Golden State Tangy Cheese & Onion 21x28gm

492617 Cali Cali Baja Buffalo Chipotle Crisps 21X28gm

THE DELI OF TODAY

The trends of healthy eating, veganism and free-from products have inspired change across the grab-and-go sector. The modern deli counter will need to pivot to include ready-to-eat foods with plant-based ingredients, vegan alternatives and perceived health benefits from protein, whole grains, fibre and functional foods.

Made in Ireland using light, flaky puff pastry, these vegan versions of deli standbys are right on trend. With a mixture of soya and herbs, the sausage roll has a texture and taste that 'eats like meat' but isn't, so it appeals to both meat eaters and vegans alike. The vegan jambon has a samosa-like flavour that appeals to non-vegans, too: perfect for party food or a tasty meat-free snack.



492577 Vegan Sausage Roll 55gmx100



492578 Mini Vegan Jambon 35gmx100

RM551Z Quiche Goats Cheese & Cherry Tomato Case 12 x 180g

491996 Ancient Grain 6 Inch Sub Roll. 40 x 100g

491997 Beetroot & Spinach 6 Inch Sub Roll. 40 x 100g

491863 Flora Dairy Free 6x2kg

491865 Flora Dairy Free Portions 100x10g





Common wine questions, answered

HOW LONG CAN A WINE STAY OPEN?

For white wine, I would say no more than 24 hours; however, putting it back in the fridge will slow down the oxidation, which helps keep it fresh. Usually in red wines there is more alcohol and structure, but after any bottle is opened it begins to change. In some cases, letting red wine breathe and will soften how it tastes on the palate.

Sticking a cork in the bottle or replacing the screw cap will make no real difference, and it's very important to serve a fresh glass to every customer. I recommend vacuuming open bottles at the end of service; this can be done simply with a wine pump and a rubber stopper. Pallas carries these, so ask your Local Area Sales Manager about them.

WHAT'S THE BEST GRAPE?

An impossible question to answer, as there are over 10,000 grape varieties used in the making of wine. To make it a little simpler, most of the wine drunk in this country is down to about 23 grapes. The most popular grapes in Ireland, by far, are the following:

White: Sauvignon Blanc, Pinot Grigio, Chardonnay, Riesling, Verdejo, Picpoul, Albarino, Viognier, Gaganega, Vedicchio, Chenin Blanc, Gewürztraminer, Pinot Blanc.

Red: Merlot, Syrah (Shiraz) Pinot Noir, Cabernet Sauvignon, Grenache (Garnacha) Sangiovese, Gamay, Tempranillo, Malbec, Nebbiolo.

A good wine list will cover as many of the above as possible. Each grape has its own personality, and the real secret to having a great wine list is to pick wines that will suit the menu. When food is matched with the right wine, it creates a sensual experience, and I guarantee that your customers will want to come back for more.



WHICH ARE BETTER, NEW WORLD OR OLD WORLD WINES?

Neither one is better than the other, but they are different. We have this notion that if spending money we must go back to France, Italy or Spain. This is not always the case. Places like Chile and Argentina have been making wines for over 150 years, so they do know a thing or two — and when you spend money on a really great wine from Chile, the same wine made in France would cost twice the price. To be a winemaker is like being a stockbroker: you are never guaranteed the outcome of the market or weather each year. Climate change has had a huge impact on growing grapes to make wine. Europe is suffering some of the worst rains falls in decades, while the New World is becoming far too hot.

Choosing wine is all about understanding and knowing the producers. There are winemakers around the globe creating fantastic wines, and others making very average wines.



WHAT MAKES A WINE VEGAN?

The majority of people are unaware that wine may have been made using animal-derived products. During the winemaking process, the liquid is filtered through fining agents to remove proteins, yeast, cloudiness, 'off' flavours, colouring and other particles.

Popular animal-derived fining agents used in the production of wine include blood and bone marrow, casein (milk protein), chitin (fibre from crustacean shells), egg albumen, fish oil, gelatin, and isinglass (gelatin from fish bladder membranes).

While these may sound offputting, one has to remember that the above are used in parts per million, meaning miniscule quantities.

Most wine producers are moving away from the above fining agents to meet changing consumer demands worldwide. Thankfully, there are numerous fining agents used to make vegan wines, including carbon bentonite clay, limestone, kaolin clay, plant casein, silica gel and vegetable plaques. In addition, there is an increasing number of wine producers around the world electing not to fine or filter their wines, leaving them to self-clarify and self-stabilise. Such wines usually mention this on the label.

VERY VEGAN

Increased demand for vegan options has opened up a new world of plant-based dishes sprouting up on menus across the country; just because customers are living a plant-based life doesn't mean they don't want to indulge in an odd treat or two! Whether it's a grab-and-go treat or a carefully curated menu, plant-based menu items deserve as much attention as the rest of your offering. Plant-based eating communities are brilliant for sharing recommendations on vegan-friendly establishments, so be sure to promote your menu in the right channels to help it gain traction.



Vegan pecan chocolate brownie

Serves 4

For the dark chocolate brownie:

250g 70% dark chocolate CT967
140ml water or chickpea liquid PU347
400g caster sugar SG179
230g veg margarine Z529004
4 tbsp vanilla extract T962
190g Millers Best Self-Raising flour 490050
60g cocoa powder R92
2 tsp baking powder 35023
50g pecan nuts NU107

For the vegan chocolate mousse:

600g Blue Dragon Firm Silken Tofu 127135
200g 70% dark chocolate CT967
40g agave syrup 4915
60g Alpro Oat Milk DY519

For the chocolate clay garnish:

150ml water
300g sugar SG179
200g 70% dark chocolate CT96

To serve:

Vegan non-dairy blueberry ice cream 491447
Redcurrants
Finishing sugar T132r

- 1** For the brownies, melt the chocolate in a bowl. Allow to cool.
- 2** Whisk the chickpea liquid with 200g of the sugar in a mixer until stiff.
- 3** Beat the butter and remaining sugar together until smooth, then stir in the vanilla extract.
- 4** Add the chickpea foam and the cooled melted chocolate and mix until well combined together.
- 5** Sieve together the flour, baking powder and cocoa powder. Fold the dry ingredients into the wet, being careful to not over-mix. Fold in the pecan nuts.
- 6** Transfer into a greased baking tray/ mould and smooth the top with a spatula.
- 7** Bake for 25 minutes at 160°C. Allow the brownie to cool before portioning to the required size.

- 8** For the mousse, melt the chocolate in a microwave-safe dish.

- 9** Using a stick blender, combine the tofu and maple syrup. Add the melted chocolate and blend until smooth.

- 10** Transfer to bowl and refrigerate for approximately one hour until set.

- 11** For the chocolate clay garnish, heat the sugar and water to 160°C on a sugar thermometer, then remove from the heat. Slowly drop in the chocolate chips and keep stirring to form a clay-like texture. Spread out on parchment paper and allow to cool fully.

- 12** To serve, cut the brownies to your required size. Pipe some mousse on top of each brownie slice. Garnish the plate with redcurrants and dust with finishing sugar.

- 13** Put stripe of chocolate clay on a plate and place the brownie portion on it.

- 14** Add a scoop of vegan blueberry ice cream and serve.

SPREAD THE LOVE

Valentine's Day is one of the busiest nights of the year for restaurants, which means it's also the perfect opportunity to impress customers with an unforgettable experience. Keep these tips in mind for making your venue a must-visit this year while minimising the stress on your staff...

1 MAKE IT SPECIAL

Drafting a specific theme for the day can position your offering as a go-to venue, whether it's for a romantic dinner or a casual joint for groups of friends. Think about what makes your venue special; if it's steak, consider offering a steak and wine deal for two, or a signature cocktail for the day. A recent study in the US found that the most popular "romantic" hooks were Italian, French, Spanish and Japanese cuisine, while the friends-only crowds gathered for restaurants promoting tacos, chicken wings and trivia nights. Make sure to promote any special offerings or themes on your social channels.

2 MAKE IT INSTA-WORTHY

Couples and friends will want to document this special day, so extra decorative touches will make your venue more appealing to those who are ready to share their snaps. Think of it as free advertising! Make sure your venue has an Instagram account so that diners can check themselves in, too.

3 OPTIMISE YOUR RESERVATIONS

If you've collected data on how long diners spend at the table on Valentine's Day, use this information to schedule reservations accordingly this year. If not, this is the perfect time to start!



492915
Valentine Doughnut
36 x 88g



492914
Valentine Cookie
30 x 46g



493012
Valentine Chocolate
Lollipop 24 x 84g

87094 Chocolate Truffle Selection 77 Pieces

CT171 Chocolate Praline Selection 85 Pieces

33724 French Macaroon Selection 72 Pieces

R154 Heart Shaped Chocolate Pralines (80 Pieces app)





CE236Z
Gluten Free Raspberry & Gin
Cheesecake 12 Portions



CE241z
GF Blackcurrant & Prosecco
Cheesecake 12 Portions



T484z
ALMONDY Almond Cake with Daim
Gluten Free 12 Portions



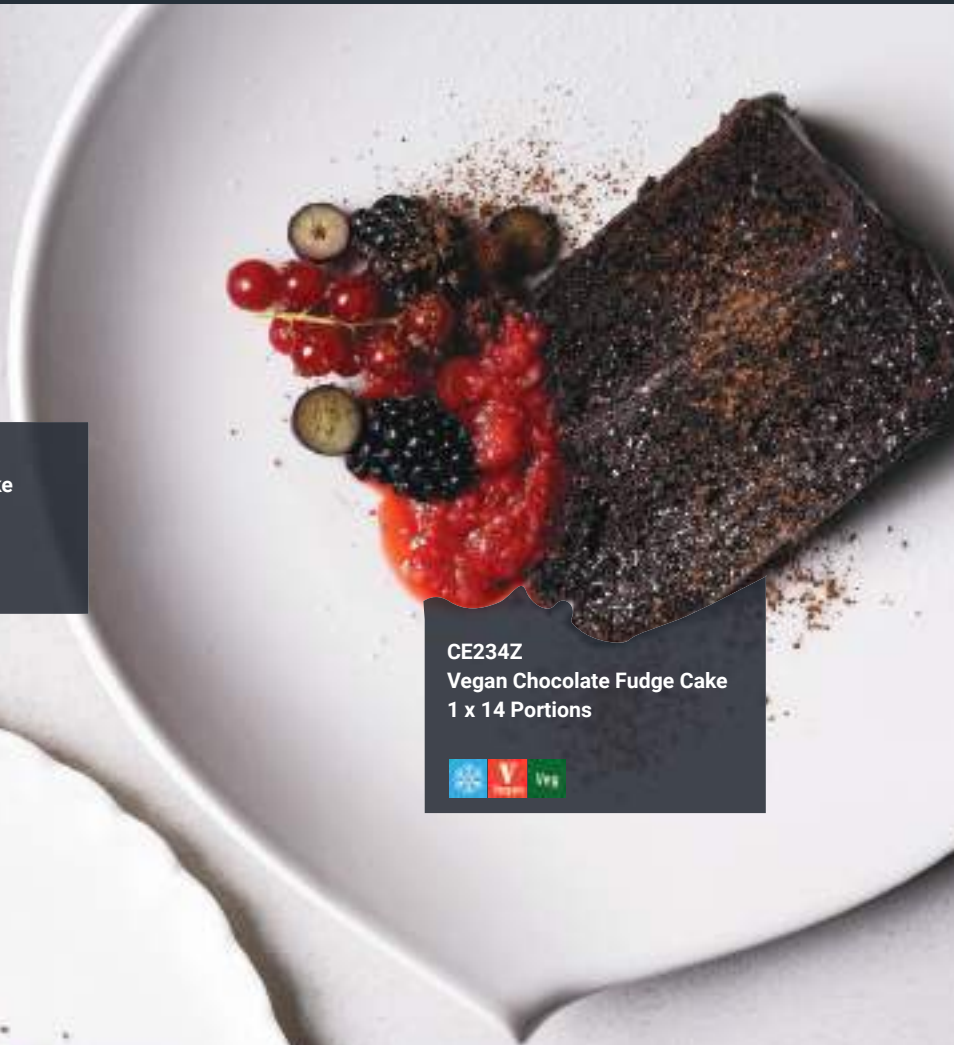
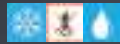
CE235Z Vegan Carrot Cake Traybake 1 x 18 Portion

CE233Z Vegan Caramel Apple Pie 1 x 14 Portions

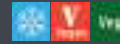




T485z
Peanut & Caramel Cake
GF 12 Portions



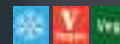
CE234Z
Vegan Chocolate Fudge Cake
1 x 14 Portions



CE980z
Toblerone Cake Gluten Free
GF 12 Portions



121161
Vegan & GF Chocolate &
Coconut Tart 1x14 Portions



121612	Lactose & Gluten Free Vegan Raspberry Almond Tart
492978	Glenown Vegan Chocolate & Coconut Ice Cream



Good for the globe



About Vegware Vegware is a manufacturer and visionary brand, the global specialist in plant-based compostable packaging. Its extensive range of eco catering disposables offers quality environmentally-friendly products at competitive prices.

REAP THE BENEFITS OF COMPOSTABLE PACKAGING

- **Enhance your guest experience.** Show that you care about the environment as much as your customers do.
- **Improve your image.** A sustainable image helps your restaurant stand out from the crowd.
- **Help the environment.** In addition to the more self-serving benefits above, it's also nice to know you're doing your bit by not actively contributing to plastic waste.



COFFEE CUPS

A must-have for cafés and convenience retailers, with one in three Irish consumers purchasing at least one coffee every day — an increase of 10% on the previous year. (Source: Allegra World survey for UCC Coffee Ireland.)

PD9916	12oz White Embossed Compostable Hot Cup 1x500
492095	16oz White Embossed Compostable Hot Cup 1x500
PD1231	Black Compostable PLA Hot Cup Lid 79mm (fits 8oz cup) 1x1000
PD1232	Black Compostable PLA Hot Cup Lid 89mm (fits 10-20oz cups) 1x1000



BOX IT UP

These takeaway containers are ideal for delis, cafes or takeaways, while restaurants can reduce food waste further by giving customers the option to bring leftovers home. Be sure to communicate that these items can be commercially composted so your patrons can dispose of them correctly.

492065	Window Box Compostable Medium 650ml (12 X 12 X 4.5cm) 1 x 300
492066	Window Box Compostable Large 1100ml (18 X 13.5 X 4.5cm) 1 x 300
PD1239	Clamshell Compostable Box Bagasse 9x6in 1 x 200
PD1240	Clamshell Compostable 2 Comp Bagasse Box 9x6in 1 x 200
PD1246	Soup Container Compostable 12oz 1 x 500
PD1247	Soup Container Compostable 16oz 1 x 500
PD1248	Soup Container Compostable Pla Lid 12-32oz 1 x 500
492062	Window Bag Compostable Plastic Kraft 8.5" X 8.5" 1 x 1000
492063	Window Bag Compostable Plastic Kraft 10 X 10" 1 x 1000
492064	Baguette Compostable Bag Side Window Plastic Kraft 4x6x14" 1 x 1000



CLEVER CUTLERY

With eating on the go more prevalent than ever — and single-use plastic widely disparaged — it makes perfect sense to offer eco-friendly cutlery options to your busy clientele.

PD1236	Black compostable PLA Spoon 6.5in 1x1000
PD1237	Black compostable PLA Fork 6.5in 1x1000
PD1238	Black compostable PLA Knife 6.5in1x1000

Storage SOLUTIONS

Our lidded airtight containers reduce the wasteful and costly process of relying on cling film for food storage.

ADVANTAGES:

- Made for durability and re-use
- Transparent storage lets you see what's inside
- Standard gastronorm dimensions
- Reduces your carbon footprint through eliminating the need for cling film
- Reduces costs in the long term through re-use

490899	Airtight 1/6 x 150mm G/N Container with Lid 1 per case
490897	Airtight 1/4 x 150mm G/N Container with Lid 1 per case
490891	Airtight 1/3 x 150mm G/N Container C/W Lid 1 per case
490890	Airtight 1/2 x 150mm G/N Container C/W Lid 1 per case
490888	Airtight 1/1 x 150mm G/N Container C/W Lid 1 per case



STRAIGHT TO SERVICE

For items such as potted prawns or chicken liver pâté, terrine jars can be used for food storage and then for serving. Simply transfer to a serving plate and add the sides and garnishes you desire.



CS1158 Terrine Jar 350ml 1x6

CS1156 Terrine Jar 200ml 1x12

CS1155 Terrine Jar 125ml 1x12



WHAT IS KIS?

Kitchen Innovation Solutions is a service exclusive to Pallas Foods customers, assessing and invigorating your food offering with input from our team of culinary experts. Take the time to come and experience the full range of products that Pallas Foods has to offer. At our Food Solutions Centres in Newcastle West and Dublin, we have state-of-the-art kitchens available, both built to replicate every cooking type, enabling you to test and refine menus in a collaborative, supportive environment.

We are committed to supporting local producers and growers around

the island of Ireland. We also source from suppliers throughout Europe and beyond. A visit to one of our kitchens will highlight the complete range of our capabilities, from sourcing and purchasing through to warehousing and delivery.

This is an excellent opportunity for Head Chefs, owner-operators and other key business decision makers to innovate and refine their food and beverage offering. Pallas Food strives to bring our customers not only the best products for their business needs, but also to build long-lasting relationships through our customer service. Part of this service is providing expert advice about your menu and food offering.

A HEALTHY MENU

Colin Greensmith, Development Chef

January's here, and we need something to draw customers through the door. Everyone has probably over indulged a little so eating better is most likely on their mind.

A lack of definition over what actually constitutes healthy eating often causes menu planners to shy away from menu changes and stick with the tried and trusted. Casual research can also be confusing, and it's easy to disappear down a rabbit hole of too much information. To keep it simple, stick to this handful of basic principles.

Firstly, healthy eating isn't complicated. For many, it's leaner protein and fresh vegetables, simply cooked. For example, grilled chicken or fish alongside some poached vegetables and/or grains.

Next, work some flavour into the dish. Use some spices, rubs or marinades to add to the flavour profile of the proteins in the absence of heavy sauces. Stir fresh herbs through vegetables, or use garlic scented olive oil, lemons or limes.

A lot of people want to reduce their carbohydrate intake, so going lighter on the heavy potatoes, bread and pasta based dishes will work.

Where you are using pasta, opt for the wholegrain variety. Serve baby potatoes with the skin on (for more vitamins and fibre), and add a brown rice as a side dish option. Again, flavoured oils and herbs will help just as much as butter or cream.

Embrace grains. Freekeh, bulghur wheat, quinoa and cous cous all make excellent accompaniments to fish, meat and alternative proteins for vegans. Incorporate plenty of herbs, olive oils and seasoning to add flavour and serve with simple vegetables. Lastly, move away from heavy sauces. Freshly made salsas such as tomato and basil, pineapple and black pepper or traditional salsa verde will work with meat and fish and look colourful on a plate. These are full of fresh, sharp flavours to liven up what are perceived to be dull dishes.

Not everyone wants to do the full January detox, but by keeping it simple you can meet the needs of every customer.





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We have created an *Online Ordering* website that adapts and responds to whichever device you are most comfortable with. If you prefer to create your order on a desktop PC or laptop, then edit it later using a smartphone or tablet, either at home or on the move, then rest assured that *Online Ordering* from Pallas Foods makes it a user-friendly and convenient experience.

Visit pallasfoods.com/online or talk to your Area Sales Manager.



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