

# AT THE PASS



FESTIVE MENUS  
WINE PAIRINGS  
SEASONAL DESSERTS







## ENJOY A LITTLE EXTRA ON THE SIDE THIS CHRISTMAS.

A week's holiday in the Maldives.  
Just one of the many exciting rewards  
you can enjoy with Relish.

  
**Relish**  
- R E W A R D S -



**PLEASE NOTE**  
Alcohol is available  
in the Republic of  
Ireland only

For the inside  
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Instagram channel  
@pallasfoods



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## Welcome

to the November/December edition of At The Pass, equipping you with menu ideas, recipes and expert advice for the busy Christmas season. This is the time of year to introduce elegant additions like surf and turf or perfectly curated sharing platters that can command a higher price point, while also offering your signature twist on the staple menu items customers expect for Christmas. Learn which wines pair perfectly with our glazed ham, roast lamb and seared rib eye, then glean some inspiration for festive desserts that will add a sweet finish to any meal. Learn more about the local suppliers of some of our signature ranges, and find everything you need for the Christmas rush.

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# Centre Plate

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# Roast rack of Slaney Valley Irish lamb with braised red chicory and tarragon pickled wild mushrooms

Serves 4

- 200g caster sugar Z313002
- 200ml tarragon white wine vinegar VR109
- 200ml water
- 400g wild mushroom mix VW769
- 2 tsp tarragon, chopped HB557
- 4 heads chicory, chopped SL215
- 1l vegetable stock
- 200g Kerrygold Butter DY173
- 2 Slaney Valley French Drsd Lamb Rack Cap On (2 x 650g) LM630
- 50ml rapeseed oil 490116
- Maldon sea salt 490054
- Black pepper SP293

- 1 To make the pickled wild mushrooms, bring the sugar, tarragon vinegar and water to the boil, pour over the mushrooms and allow to cool. Strain the mushrooms, then add the chopped tarragon. Set aside and reserve.
- 2 Preheat an oven to 160°C.
- 3 Place the chicory halves on a tray. Heat the stock and pour over the chicory, just covering it. Put a little knob of butter onto each piece and cover the tray with cling film. Braise for 20 minutes, then uncover the chicory and return to the oven for a further 10 minutes to finish cooking.
- 4 Divide each lamb rack into four portions and season. Heat a heavy bottomed pan and add a little oil. Seal the lamb and put it into the oven until cooked to your liking.
- 5 To finish, place the lamb onto the centre of a plate and prop the chicory alongside it. Add a spoon of the tarragon pickled mushrooms to the plate between the lamb and the chicory. Serve with a little red wine jus.



**LM630**  
Slaney Valley Frnch Drsd Lamb Rck Cap On 2x650g



## MATCH IT

Full-bodied, peppery and heady, Shiraz is a perfect pairing for this lamb. The wine's intense flavours of sweet blackberries, cherries and plums make it a natural match for weighty, rich lamb, since the slight fattiness softens the wine's robust, mouth-drying tannins.

491907 Wakefield Shiraz 6x750ml S/C

LM627	Slaney Valley Frnch Drsd Lamb Rack Cap Off 2x480g	
LM625	Slaney Valley Frnch Drsd Lamb Rack Cap On 2x750g	
LM640	Slaney Valley RTC Lamb Rump 4x275g app	





# SEASONAL STEAK



**BF403**

Irish Nature Beef Cube Roll  
(Rib Eye) 2.6-3.9kg



## MATCH IT

The tannins in this rustic Côtes du Rhône act as a palate-cleansing astringent to cut through the richer rib eye, but the fact that it is a medium bodied red lends itself as an ideal fruity complement to delicate prawns.



**491904** Cotes du Rhone Reserve de l'Abbe 6x750ml S/C



## Irish Nature beef rib eye steak with steamed langoustines and a café de Paris butter

Serves 6

For the café de Paris butter:

- 20ml extra-virgin olive oil OL102
- 2 shallots, finely diced VW801
- 10g BRAKES Madras Curry Powder 33582
- 150g Kerrygold Butter DY173
- 1 tbsp flat leaf parsley, chopped 490066
- 1 tbsp fresh basil, chopped 491005
- 1 garlic clove, crushed VW733
- Juice of 1 lemon FW611
- 2 tsp Lea & Perrins Worcestershire Sauce Z419008
- 4 anchovy fillets in sunflower oil FS998
- 1 tsp mini capers Z98
- Maldon Sea Salt, to taste 490054

Black pepper, to taste SP293

For the surf and turf:

- 1.37kg Irish Nature Beef Cube Roll (Rib Eye) 2.6-3.9kg BF403
- Maldon Sea Salt, to taste 490054
- Black pepper, to taste SP293
- 50ml cold pressed rapeseed oil 490138
- 12 whole medium langoustines FS1019Z
- 20g Kerrygold Butter DY173
- 100ml white cooking wine (seasoned) AL402
- 1 garlic clove, crushed VW733
- 1 tbsp flat leaf parsley, chopped 490066

- 1 To make the café de Paris butter, heat a little olive oil in a pan and sweat off the diced shallot and curry powder. Once the curry powder has cooked out, allow the mixture to cool.
- 2 Soften the butter, and mix the rest of the ingredients into the butter in

a food processor. Add the curried shallot mix and mix thoroughly.

3 Roll the butter into a 2cm-wide cylinder and set aside to chill.

4 Slice the beef cube roll into 227g steaks. Season the steaks, then cook on a hot frying pan until finished to your liking.

5 To cook the langoustines, heat a large frying pan until smoking then add the oil, followed by the seafood. Cook until the shells begin to colour. Reduce the heat then add a little butter to the pan.

6 Once the butter melts, add the wine and garlic to the pan. Cover and steam the langoustines for 30 seconds until cooked through. Scatter some fresh parsley over the shellfish.

7 To finish, serve the steak on a plate with a disc of the café de Paris butter melting over it, alongside two of the langoustines and some French fries on the side.

## Perfect prawns

Find the right option for your surf and turf — or any other dish.

FS1203Z	Wild Atlantic Prawns IQF HOSO 10/20 2kg		
FS1033Z	Vannamei RPD Tail Off Prawns IQF 26/30 10x1kg		
FS897Z	Whole Raw King Prawn 8/12 600g Net		
FS1206Z	Irish Prawn Tails Frozen (Shell On Tail Off) 40/60 10x1kg		
FS507Z	Cooked Peeled Tail On King Prawn 31/40 1kg		

### Make it special

Christmas is a great time of year to show off innovative menu ideas and luxury choices — this is a time of year when diners are more willing to treat themselves.

### Promote luxury

Position the most profitable items at the top and bottom of the menu; these locations are where they'll attract the most attention.

### Strike a balance

A Christmas menu should strike the balance with the traditional favourites diners expect to see, yet incorporate a unique flair from your restaurant. You always want regular customers to see your restaurant as their destination of choice, even during the Christmas season.

### Feeling saucy

Steak dinner and premium beef dishes are menu items perceived





as luxurious, yet can hold appeal for even fussy eaters. Try offering a selection of accompanying sauces to allow a degree of customisation: Béarnaise, garlic butter and peppercorn sauce are perennial favourites, while lighter options like chimichurri have a more modern feel. For a truly decadent option, include a surf and turf on your list of main courses — the combination of fat, sweet prawns with a juicy steak is a difficult one to resist.

490596	Hereford Prime Striploin Steaks - 2X(5x283G)		
BF228	Irish Nature Beef Striploin Steaks 10x227g		
BF230	Irish Nature Beef Striploin Steaks 10x283g		
BF301	Irish Nature Beef Topside - Rolled & Tied 4-6kg		
BF304	Irish Nature Beef Sirloin (Rump) 5-7.5kg		
BF471	Irish Nature Beef Spare Rib 1.6-2.2kg		
BF100	Irish Nature Beef Top Rib R/Tied Beef Hkeepers Cut 4.5-7kg - IN		



A serious seafood platter doesn't necessarily call for vast variety (oysters, prawns and smoked salmon alone, for instance, can be impressive in the right quantities), but demands generosity. These fail-safes are must-haves in constructing the best platter for a Christmas menu.

# PERFECT PLATTERS

<b>FS999</b>	Irish Cooked Crab Meat Extra 500g	
<b>490779</b>	Salmon Supremes Skinless, S & P 25x140g E	
<b>492758</b>	Sole Crown FZN 70g 5kg Case	
<b>FS1019Z</b>	Irish Langoustines Whole Medium 16-20 1kg	

**FS1217Z**  
Irish Half Shell King Scallop  
(8-10) 1kg



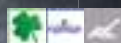
**FS208**  
Oysters x 30 (Gigas)



price per oyster €0.65

**FS948**  
Dalys Hot Smoked Salmon  
(BBQ) 700g

**FS222**  
Portico Smoked Salmon  
Sliced VacPac unit of  
125kg



**FS1099Z**  
Irish Crab Claws Frozen 1Kg  
Net Single Pincer



## The add-ons

Seafood walks the enviable tightrope between healthy — packed as it is with lean protein — and deeply desirable.

A platter is the perfect option for lovers of fresh seafood, providing a myriad of flavours and textures. Make yours shine with bespoke dipping sauces designed with shellfish in mind.

### The classics

You can't go wrong with classic Marie Rose, a tangy tartare sauce or mignonette for those fresh oysters.

### Tarragon and lemon aioli

Add fresh tarragon and lemon juice to a classic aioli to create a delicious binding sauce for crab meat.

### Thai-style dipping sauce

Combine rice wine vinegar, caster sugar, mirin, fish sauce, lime juice and finely sliced chillies for a Thai-inspired balance of flavours that's perfect for tempura prawns.

### Sticky sweet chilli jam

Combine sweetness with a touch of heat — ideal with soft shell crab or golden brown calamari.



Chicken will always be a fall-back menu item for diners, so give them something exciting to try over Christmas. The rise of chicken-centred casual dining restaurants (think Korean chicken burger joints or wings-only spots) proves the Irish market is hungry for creative chicken ideas. Make use of jointed, prepared chicken cuts to save time in the kitchen, giving you the space to put your mark on this blank canvas cut.

## Chimichurri roast half chicken with seasoned fries and pickled slaw

Serves 12

200ml extra-virgin olive oil OL102  
150g Santa Maria BBQ & Grill Chimichurri Spice 491267  
12 x 500g Glin Valley Split Chicken CC316  
300ml sweet pineapple and jalapeño glaze MG224  
150g Santa Maria pickling mix Z494073  
2kg coleslaw dry mix 491000  
4 red onions, thinly sliced VW740  
20g coriander, chopped HB563  
2kg Lamb Weston skin-on fries VP354Z  
30g taco original spice mix MX141

- 1 Mix the olive oil and the chimichurri spice in a large bowl. Add the chicken and allow to marinate for one hour.
- 2 Preheat an oven to 160°C and roast the chicken for 30 minutes.
- 3 Coat the chicken in the pineapple and jalapeño glaze and heat for a further five minutes until sticky and well glazed.
- 4 Meanwhile, in a large bowl, combine the pickling spice, slaw and red onions. Allow to rest in a fridge for one hour. Add the coriander afterwards.
- 5 Deep-fry the skin-on fries until crisp, then toss them in the taco spice mix.
- 6 To serve, place some foodservice grade brown paper on boards or plates. Put the chicken onto the paper alongside some slaw and a bowl of seasoned fries.

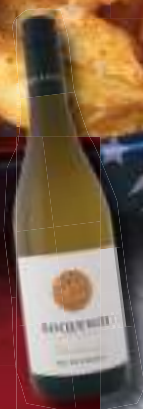


**CC316**  
Glin Valley Split Chicken



## MATCH IT

Play to this unoaked Chardonnay's flavour profile with this spiced yet delicate chicken. The wine's smoothness balances the pickled bite from the chicken, while its fruity notes cut complement the pineapple glaze beautifully.



491896

Roquende Reserve Chardonnay  
6x750ml S/C

<b>C158</b>	Glin Valley Chicken Supreme Kiev 15x227g	
<b>C314</b>	Glin Valley Chicken Maryland 20x170g	
<b>C205</b>	Glin Valley Chicken Crowns 15x1200g	
<b>C202</b>	Glin Valley Chicken Drumsticks 8.5kg	
<b>C290</b>	Glin Valley Chicken Supreme 50x220g	
<b>C292</b>	Glin Valley Chicken Fillets Skinless 50x150-180g	



**D1**  
6 Silver Hill Duck Oven Ready Fresh



## MATCH IT

Duck is juicy, gamey and flavourful, and needs a wine companion that is lighter bodied and slightly fruity, with good acidity.

This Rioja, with a lovely cherry quality and hints of vanilla, is a soft wine that will not overpower the duck. A good Rioja will also have a bit of earthiness to match the gaminess found in duck.



**491848** Montecillo Rioja Crianza 6x750

Rich and flavoursome, duck is a menu offering that shouldn't be overlooked. Its deeply succulent meat and crispy skin pair perfectly with other hearty winter flavours and textures: think dark, leafy greens, root vegetables, wild mushrooms, whole grains like barley, creamy gratins and rich gravies.

## Roast whole duck with spiced plums and oranges, honey roast veg

Serves 12

200ml extra-virgin olive oil OL102  
6 Silver Hill Duck Oven Ready Fresh (case 6 x 1900g) D1  
300ml extra virgin olive oil  
200g Maldon sea salt 490054  
1kg plums punnet red FW586  
1 tsp ground cinnamon SP288  
5 oranges, segmented FW597  
6 carrots Chantenay VG878  
6 parsnips VW742  
10 whole cloves garlic VW733  
4 red onions VW740  
300ml Mileeven Pure Honey JM232

- 1 Preheat the oven to 150°C. Rub each duck with olive oil and sea salt.
- 2 Place the ducks onto a wire rack and roast for 90 minutes, turning the temperature up to 180°C for the last 10 minutes to crisp the skin.
- 3 Meanwhile, cut the plums in half and toss them in the cinnamon.
- 4 Put the plums onto a tray and roast for 30 minutes until tender. Add the segments from the oranges and set the tray aside until needed.
- 5 Cut the carrots, parsnips and red onions into chunks and toss them in honey. Add the garlic cloves and roast in a foil-covered tray.
- 6 To serve, cut each duck in half. Serve one leg and one breast per portion, alongside the roasted plums and oranges and some vegetables.

<b>DU344</b>	Duck leg confit vac pac 4x1.55kg	
<b>D79</b>	Silver Hill Duck Oven Ready Fresh Case 6x2200g	
<b>D75Z</b>	Crispy Roast Boneless Duck Cooked Case 10x600g	
<b>D82Z</b>	Silver Hill Duck Leg Confit Cooked with Fat 20x250g	
<b>DU143Z</b>	Silver Hill Oven Ready Duck Case 6x2kg	
<b>DU145Z</b>	Silver Hill Oven Ready Duck Case 6x2.2kg	
<b>DU146Z</b>	Silver Hill Oven Ready Duck Case 6x2.3kg	



# COOK SMART

A touch of ingenuity can render cheaper cuts of meat into craveworthy dishes ideal for a winter menu, creating an offering that stands out from the crowd while maximising profit margins.



**BF100**

Irish Nature Beef Top Rib R/Tied Beef Hkeepers Cut 4.5-7kg - IN



Pot roasts and stews are never as desirable as during the winter months, and — when well-made — can be more satisfying than any pricey cut. Use quality Irish beef and slow-cook in rich gravy until the meat is fall-apart tender. Add your creamiest mashed potato on the side to hit all those comfort food notes; try including an extra layer of flavour in your mash, like wholegrain mustard, roasted garlic or root vegetables like celeriac or carrots.



Use sausage meat to create a rich, herby stuffing for roast turkey, or pair with soft-boiled eggs to make Scotch eggs as a lunch or starter option. For a cuteness factor that's as appealing as the flavour, try using quail eggs to make a miniature version — a stand-out finish to a pork-based plate.

**PK178** Sausage Meat 1kg

The collagen in bacon hocks adds a mouthwatering mouthfeel to stocks and soups. For the ultimate comfort food, simmer ham hocks in parsnip or celeriac soup, then shred the meat and return to the pot to serve. A chunky ham hock and bean soup served in a bread bowl is a gorgeously rustic lunch option that'll have plenty of appeal on a cold winter's day.

**BC514** MCCarrens Bacon Hocks - Chilled 2x1.25kg







**BC501**  
McCarrens BACON  
GAMMON BONE IN  
- GREEN 9 - 10kg



## MATCH IT

A slightly floral and herbal Sauvignon Blanc complements the sweetness of the ham and cuts through the saltiness with flavours of fresh citrus, light berries and a hint of acidity.



**491895** Roquende Reserve Sauvignon  
Blanc 6x750ml

Never more popular than during the festive season, be sure to include baked ham on your menu this winter — whether paired with turkey for the classic seasonal dinner, as a tempting main course in its own right, or as a component of a Christmas-themed sandwich.

## Honey and mustard glazed Irish ham

Serves 12

**1 x 10kg McCarrens bacon gammon bone in (green 9-10kg) BC501**  
**Brakes whole cloves 84810**  
**130g Mileeven Pure Honey - Raw & Unblended JM332**  
**130g demerara brown sugar Z313001**  
**50g Dijon mustard MT110**

- 1 Steam the bacon gammon until fully cooked, then remove from the steamer. Set aside and allow to cool.
- 2 Once cooled, remove the skin. Score the fat in a criss-cross and stud with cloves.
- 3 In a bowl, combine the honey, mustard and sugar into a glaze.
- 4 Rub the glaze over the ham and bake in an oven until dark brown and hot through.

## Twist on a classic

Glazed ham is a Christmas staple, but mimicking the same flavours using different cuts of bacon or pork brings a festive touch to any menu.

<b>BC500</b>	OakPark Bacon Gammon Bone in Smoked 7.5-9.5kg		
<b>BC555</b>	Oakpark Smoked Horseshoe Gammon 7kg App		
<b>PK215</b>	Oakpark Pork Loin Smoked Irish 3.5-4.5kg		
<b>BC101</b>	Mcarrens Bacon Collar-Boned/Rolled Green Irish 3-4kg		
<b>BC503</b>	McCarrens Bacon Gammon Boned/Rolled Green Irish 7-9kg		
<b>BC504</b>	McCarrens Bacon Gammon Horseshoe 4.5-6kg		
<b>BC538</b>	McCarrens Gammon Boned & Rolled Halved 3.5-4.2kg		
<b>BC539</b>	McCarrens Gammon Boned & Rolled Halved 3.5-4.2kg		
<b>BC543</b>	Mccarrens Bacon Gammon Log 5.8-6.8kg		
<b>BC610</b>	Mccarrens Bacon Gammon Horseshoe 4.5-6kg		
<b>BC501</b>	McCarrens Bacon Gammon Bone in - Green 9-10kg		
<b>L5000</b>	Loughnane Frozen Cooked Cocktail Sausage 5x1kg FZN		



# INVOLVED IN EVERY STEP

**15 YEARS OF  
HIGH-QUALITY  
OAKPARK PRODUCTS**

**O**akpark Foods has a proud tradition for many generations of offering pork and bacon products which are tasty, wholesome and traceable back to the farm. As part of the Brett Group in Callan, Co. Kilkenny, they are committed to producing food to the highest standards by caring for the land that supports it. Their mill in Callan produces the feed for their pigs in Three Castle before their range of bacon products are produced in Cahir, Co. Tipperary.

Oakpark Foods have been supplying Pallas for 15 years and during this time their product range has grown considerably.

"Since I began working with the Pallas Foods account, I have gained a greater insight into the Food Service sector and see the huge potential for a larger range of products," says Siobhan McGrath from Oakpark. "Pallas have allowed us to engage with their sales development team to get feedback on our range of products and what their customers are looking for. This information is key in order to ensure growth for the Oakpark and Pallas relationship and the Food Service sector as a whole."

## **Oakpark products currently available from Pallas Foods include:**

- BC865 - Smoked Maple American Style Streaky Bacon 15x510g
- PK415 - Pork Baby Rib Smoked 1x 9-10kg
- TY724 - Turkey Rashers Unsmoked 10 x 400g



- BC093 - Bacon Rashers Back Maple Cure 4x2kg
- BC099 - Back Bacon Rasher Rindless Smoked centre Cut 4x2kg

## **For Christmas Oakpark will also be supplying:**

- Bacon Gammon Bone in Smoked 7.5 - 9.5Kg
- Bacon Gammon Boned and Rolled Smoked 7-8.5kg
- Smoked Horseshoe Gammon 7kg App

Unique for Oakpark is that all their smoked products are smoked on site in their own Smokehouse. Each cut is individually hung and slowly smoked over smouldering beechwood chips to give a distinctive naturally smoked product.

"Life in the food sector is fast paced and no two days are the same. In Oakpark, innovation is constant and while the process's involved in this can take time, once the end product is a success it is all worth it. Receiving feedback from customers is crucial in order to ensure our products are working for them and their customers."





# Sweet Things

15 Caffeine Fix   16 Mince Pies   18 Festive Desserts

20 Pudding Perfection   21 Ice Cream



# FESTIVE FLAVOURS

For many, a focus on healthy eating goes out the window during the run-up to Christmas, and no wonder — the cultural emphasis is on indulgence. As a result, this is the perfect opportunity to roll out limited-time offerings such as seasonal desserts and premium beverages to increase individual bills and boost overall sales.

## TOP TIP

Drinks can be treats, too! Flavoured syrups, whipped cream, sweet drizzles and sprinkles can easily elevate your coffee offering and send those profit margins soaring. Make sure your presentation is visually impactful.



### Time is ticking

Make the most of the **short-term nature** of seasonal drinks — once customers know an item is only available for a limited time, they're less likely to say no.



### Insta perfection

Social media is a powerful way to create demand before **potential customers** even arrive at your door, and luxury-laden coffees with indulgent toppings are infinitely 'Instagrammable'.



### On the mind

Ask your staff to make **active suggestions** around those items you're eager to push. "I recommend the hazelnut cappuccino — it's only on the menu for another week or so and it is divine!" Placing a separate, stand-alone menu for these seasonal creations on each table is another good way to **spark impulse buying**.

**R292** Drink Me Chai Latte Spiced 1kg Tin

**R293** Drink Me Chai Latte Vanilla 1kg Tin

**CT645** Zuma Original Hot Chocolate 2kg

**SY203** Davinci Hazelnut Syrup 1Ltr

**SY193** Davinci Gingerbread Syrup 1Ltr

**SY202** Davinci Caramel Syrup 1Ltr

**SY199** Davinci Vanilla Syrup 1Ltr

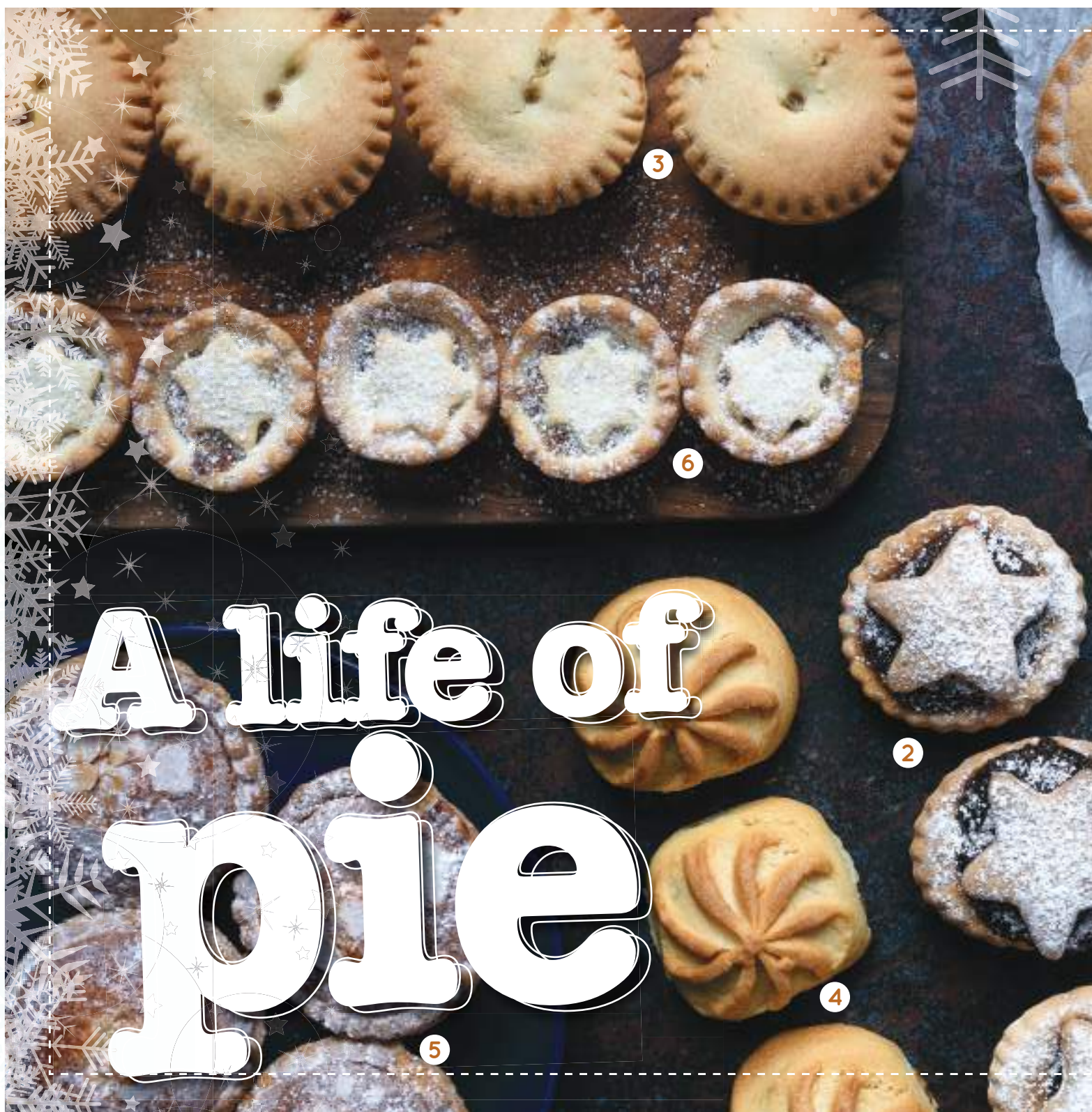
**SY190** Davinci White Choc. Sauce Unit 2.5Ltr

**SY189** Davinci Caramel Sauce 2.5Ltr

**Z935008** Nescafé Gold Blend 750g

**Z937908** Lyons Original 1 Cup 600 per case





## Mince pies

The aromas arising from traditional Christmas desserts make your establishment a warm, welcoming place, drawing customers in from the cold outdoors. Mince pies are always a welcome inclusion at this time of year, inspiring feelings of seasonal nostalgia and providing an attractive low-commitment choice that's ideal for tempting customers as an accompaniment to an order of tea or coffee.



# TOP TIPS

## SERVING SUGGESTIONS



### Extra touches

Always serve mince pies warm, dusted with a little icing sugar, and be sure to offer a little something extra on the side — these easy-to-execute added touches will help to drive customer satisfaction.

### Old reliables

Whipped cream, custard or a scoop of ice cream are classic choices that will never go out of favour.

### Get fresh

Serving mince pies with crème fraîche is a great alternative for those who want a little less on the calorie front, and the slight lactic tang is a great foil for the sweetness of the pies.

### Trip the light fantastic

Likewise, a combination of natural yoghurt and fresh berries makes a nice, light change.

### Spoil your customers

For more indulgent option, go for clotted cream or brandy butter. Make your own flavoured cream by adding a little enhancement: try brandy, whiskey, rum, Baileys, Amaretto, vanilla extract, grated orange zest, brown sugar and cinnamon, or crushed praline.

### Hmmm, interesting....

Make the most of the sweet-savoury contrast by offering mince pies with a piece of strong blue cheese, such as Stilton! It may not be for everyone, but more adventurous palates will be drawn to the novelty.

1	T80	Mince Pies Homemade Casex24	
2	CE636	Gluten Free Christmas Mince Pies Case 16x55g	
3	CE899Z	Mince Pies 2-Inch Unbaked Case 156x60g	
4	T478Z	Luxury Crown Mince Pies Case 100 Unbaked-Frozen	
5	T824Z	Bakewell Mince Pie Case 18x98g	
6	100084	Mini Mince Pies 72 per case	
7	84717	Baked Mince Pies Case 60x53g	
	490670	Mince (Mince Pie Filling) 12.5kg Bucket	
	490684	Mince Meat 2.5kg (Mince Pie Filling)	



# 'TIS THE SEASON

## Add seasonal cheer to your menu.

You may not want to revamp your entire menu for the festive season, but adding one or two decadent desserts that scream Christmas is a no-fuss way to bring in the seasonal flavours diners crave, like gingerbread, cinnamon and peppermint.



**36204**  
Mini Trio Of Chocolate  
Desserts 3x12s



**33724**  
La Boulangerie French  
Macaroon Selection 72 Pieces



**114854**  
Brioche Pasq. Petit Fours  
Black & White Fzn 1x48



**479369**  
Baileys Profiteroles Fzn  
2x850g



**32814**  
Premiere Chocolate &  
Caramel Box 1x12



**114855**  
Brioche Pasquier D'Antan  
Petit Fours Fzn 1x48



**492447**  
Chocolate Christmas Muffin  
28x115g



**DT544**  
White Icing Paste 5kg (ready  
to roll)



**T308Z**  
Chocolate & Caramel  
Pyramid 12x60g



**492410**  
Christmas Doughnut  
38x88g



**492283**  
Christmas Star Cookie  
30x40g



**492151**  
Banoffee Dessert 12x110g  
Frozen



## OFFER ALTERNATIVES

Not every customer is interested in traditional options, but many will still be in the mood for indulgence. Rich chocolate desserts and creamy, fruity concoctions still have a place.



**FF208Z**

Mini Bouchee Delights Case  
125x20g



**482537**

O'Hara's Iced Segment Cake  
6x550G



**492148**

Ruby Choc Layered Cheesecake 12x110g Frozen



**492150**

Mango & Passionfruit Cheesecake 12x110g Fzn



**492149**

Belgian Choc Mousse Torte 12x110g Frozen



**CE482Z** Christmas  
Chocolate Yule Log  
1.2kg

**CT954**

Christmas Lollipop with Milk  
Choco 24x35g







# PUDDING PERFECTION



**CE002**  
Christmas Log Pudding 1.15kg  
10-12 Ptns. Case 3



**CE003**  
Marguerites Xmas Pudding  
Bowl Wrapped 4x900g



**CE1216**  
Individual Christmas Pudding  
12x100g



**CE001**  
Marguerites Xmas Pudding  
Log 3x3LBS 10-12 Ptns



**CE1218**  
Gluten Free Christmas  
Pudding 10x110g Case



**492446**  
Christmas  
Pudding Log  
Case 3x1.7kg

## PETITS TREATS

Petits fours are an elegant way to offer a little something extra with the tea and coffee course, increasing customer satisfaction at the very end of the meal experience.



**DT287Z**  
Petit Four Premium Selection 63  
Per Case



**CE1375Z**  
Macaroons Mixed Flavours Case  
48 Pcs



**4435**  
Assorted Petits Fours  
56xEACH Fzn





# I SCREAM, YOU SCREAM...



Luxury ice creams are good for more than a scoop on the side. From over-the-top milkshakes to nostalgic ice cream truck recreations, ice cream makes an ideal canvas for creative Christmas desserts.



## TOP TIP

Extra fresh fruit is the perfect pairing for rich desserts like lemon meringue, banoffee pie and raspberry roulade and adds a thoughtful touch.

492070	Glenown Gin & Elderflower Sorbet	
IC320Z	Glenown Raspberry Cheesecake IC	
IC321Z	Glenown Dulce De Leche Ice Cream	
IC323Z	Glenown Cookie Dough Ice Cream	
IC324Z	Glenown Chocolate Orange IC	
IC236Z	Glenown Irish Cream Liqueur IC	
SY189	Davinci Caramel Sauce 2.5ltr.	

## A lighter option

Healthy options like fat-free yoghurt are consistently popular these days, with consumers increasingly looking for protein-based snacks with minimum sugars and fats.

YT539	Glenisk GO20 High Protein 0% Fat Free Yogurt & Fruit and Seed Granola 170g
YT538	Glenisk GO20 High Protein 0% Fat Free Yogurt & Dark Chocolate Granola 170g







# Seasonal Staples

**23** Wine and Dine   **24** Supplier Feature: Stonewell   **25** Beers   **26** Non-Alcoholic Options

**28** Prep, No Problem   **30** Cheese   **32** Non-Food   **34** Supplier Feature: Fusco Foods



# WINE AND DINE

The right wines should complement your Christmas menu perfectly and add a touch of seasonal elegance. Familiar varieties like Sauvignon Blanc, Shiraz, Merlot and Chardonnay are ever-popular, while this season full of celebrations is the perfect time to start promoting sparkling wine.

## Key facts from The Irish Wine Market Report, released September 2019

- The consumption of wine per capita across the State fell 3.6 per cent last year. The report also says overall wine consumption fell 2 per cent. This decrease reflects the general trend of declining alcohol consumption in Ireland.
- Wine has a 27 per cent share of the overall alcoholic drinks market, second only to beer.
- Chilean wines remain, by far, the most popular in the Irish market, accounting for more than a quarter of all wine sales.
- Australian wine is second for Irish drinkers with 15.6 per cent of the market, with Spanish wines third on 13 per cent, French on 11.9 per cent and Italian on 9.4 per cent.
- Marginally more white wine than red is consumed in Ireland, a reversal of the trend from a decade ago when red was more popular.



491847  
Marchesi Prosecco  
Frizzante 6x750ml



491902  
Hereford Reserva  
Malbec 12x750ml



491904  
Cotes Du Rhone Reserve  
De L'abbe 6x750ml S/C



491900  
Fonte Della Vigna Pinot  
Grigio 12x750ml S/C



491905  
Gravel & Loam  
Sauvi-gnon Blanc  
6x750ml S/C



491906  
Wakefield Chardonnay  
6x750m

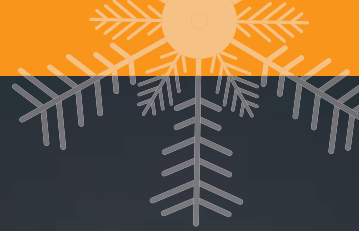


491907  
Wakefield Shiraz  
6x750ml S/C



491901  
Fonte Della Vigna San-  
giovese Merlot 6x750ml S/C





# STONEWELL

Stonewell Cider was founded 10 years ago in Nohoval, Kinsale, Co. Cork by husband and wife team Daniel and Géraldine. Stonewell was the first Irish-made craft cider brought to market in the modern era. It was born out of a desire to produce a cider made in a traditional way using only fresh apple juice, whereas most industrial producers use concentrate and glucose syrup. Géraldine comes from a French wine-making family in the Loire valley, and Daniel was keen to start a business with integrity and an honest proposition to the cider-consuming customer; the result was Stonewell. They pressed their first apples in 2009 and have been busy meeting consumer demand ever since.

Stonewell prides itself on maintaining strong relationships with their suppliers and consumers, from the Irish farmers who grow the apples to the neighbours who give them a dig out when things get busy. October and November are particularly busy months in the best way possible; it's when Stonewell recruits teams to help them press their apples for production. Volunteers have come from Africa, the USA, mainland Europe and Ireland, and is another means for Stonewell to spread their ethos of honest, quality cider-making methods using 100% apple juice.

Stonewell Cider is the only Irish alcohol producer to have been awarded Supreme Champion across all categories at the National Irish Food Awards and was recently recognised at the Guildhall in the International Cider Awards with Gold awards across multiple categories and a special trophy for innovation.

The products are wide and varied in style, ranging from medium sweet to extra dry. Stonewell use different apple varieties to accentuate varied flavours within the ciders. They are easy drinking, crisp and clean in taste profile. The producers take every effort to ensure that their ciders come to market in pristine condition reflecting the care and attention they take when making them.



491942 Stonewell Medium Cider 12x50cl

# SLÁINTE

Provide your customers with an interesting selection of craft beers in addition to the regular, big-brand offering.

There is a growing trend towards prioritising quality over quantity, said the Irish Brewers Association (IBA) in a statement for Checkout magazine (2019). As a result, the drinks industry is going through a 'premiumisation phase', as shown by a continued growth within the premium, super-premium and craft categories.

In addition, a 2018 survey conducted by TheTaste on behalf of the IBA showed that 51% of beer drinkers either always or often opt to pair beer with food, rather than wine. For establishments with both a beer selection and a food offering, this presents an enormous opportunity.



## The cheat's guide to beer pairings

- **LAGER:** Spicy food, burgers, salads, roast chicken
- **WHEAT BEER:** Spicy food, shellfish, poultry, soft cheeses
- **PALE ALE:** Fried foods, burgers
- **IPA:** Steaks, Indian food, Mexican food, strong blue cheeses
- **AMBER ALE:** Pizza, fried food, smoked pork
- **BROWN ALE:** Stews, sausages, red meat, gouda
- **PORTER:** Seafood, coffee desserts, wild game, BBQ ribs
- **STOUT:** Chocolate desserts, shellfish, red meat, cheese



Z990368  
WB-40 Dank India  
Pale Ale 24x330ml



Z990371  
Wicklow Weiss  
(Wheat Beer) 12x500ml



AL514  
Dungarvan Black Rock  
Stout 12x500ml



AL515  
Dungarvan Copper  
Coast Red Ale 12x500ml

491937	Eight Degree Bohemian Pilsner 24x33cl
492034	Wicklow Brewery Gingerknut Craft Beer 12x500ml
492035	Wicklow Helles Craft Lager 12x500ml 4.3%
AL516	Dungarvan Helvick Gold Blonde Ale 12x500ml
AL517	Dungarvan Comeragh Challenger Gluten Free 12x500ml
AL518	Dungarvan Mine Head American Pale Ale 12x500ml



# CLEAN LIVING

Sales of low and non-alcoholic beer increased by 60% in Ireland between 2017 and 2018 — and since 2001, the average per adult alcohol consumption in Ireland has fallen by 23.2%\*.

A 2018 survey\*\* with over 1,300 respondents, carried out by TheTaste and the Irish Brewers Association (IBA), showed that 57% of people in Ireland would like to see greater availability of non-alcoholic beer.

Jonathan McDade from the Irish Brewers Association (IBA) commented that low and non-alcoholic beer alternatives have proven useful to consumers “who may be up early the next day for work, who may be training in the gym or watching their weight or indeed... just trying to cut down on alcohol consumption.”

“Elsewhere, we also see this trend materialising throughout other countries across Europe, leading to a significant increase in the sale of non-alcoholic beers.” McDade concluded, “It is anticipated that low and non-alcoholic beers will become increasingly popular...as this trend continues through 2019.”

491944

Stonewell 0% Cider  
12x33cl case

491943

Heineken 0% 24x33cl



\* CSO Population and Migration Estimates August 2018; Revenue Commissioners, Alcohol Clearances data, 2018. \*\* [www.thetaste.ie](http://www.thetaste.ie)

## BACK TO BASICS

Grab-and-go bottled water is a convenient, healthy choice to offer, and makes for low-commitment impulse buys when placed beside the counter.

Z918702  
Deep River Rock Sparkling  
Water PET Case 24x500ml



Z918701  
Deep River Rock Still Water  
PET Case 24x500ml



# IT'S BEERMUNCH

Drive incremental drink sales with Brew City, our **NEW** hot shareable bar snacks, made from authentic ingredients that are perfect paired with craft beer.

Creating Beermunch time on your menu will help you:

- Make more in food sales
- Make extra drink sales
- Create an event so more customers notice and join in!



## FIERY JALAPEÑO SLICES

Small but mighty slices of red and green jalapeños in a tempura batter. Some are hot; some are not – great for drinkers who are up for a challenge.

**3 X 1KG**  
**CODE: 492593**



## FRICKLES

Dill pickle fries in a mustard coating – a big flavour hit that pairs brilliantly with craft and premium beer.

**3 X 1KG**  
**CODE: 492591**



## GOUDA & MOZZARELLA BITES

A deliciously melting combination of Gouda & mozzarella cheese in a crispy IPA beer batter.

**3 X 1KG**  
**CODE: 492592**



## IPA FRIES

Thin-cut, skin-on fries with a classic IPA batter.

**4 X 2.27KG**  
**CODE: 492588**



## MAC 'N' JACK BITES

A combo of Monterey Jack cheese and macaroni pasta, all wrapped up in a crispy IPA beer batter coating.

**3 X 1KG**  
**CODE: 492590**



## ONION STRAWS

A twist on a favourite – easy-to-eat strips of onion coated in a crunchy black pepper crumb.

**3 X 1KG**  
**CODE: 492586**



## SALT AND PEPPER POTATO POPS

Mini barrels of crispy shredded potato.

**5 X 2.5KG**  
**CODE: 492587**



## HERBY TOMATO & MOZZARELLA ARANCINI

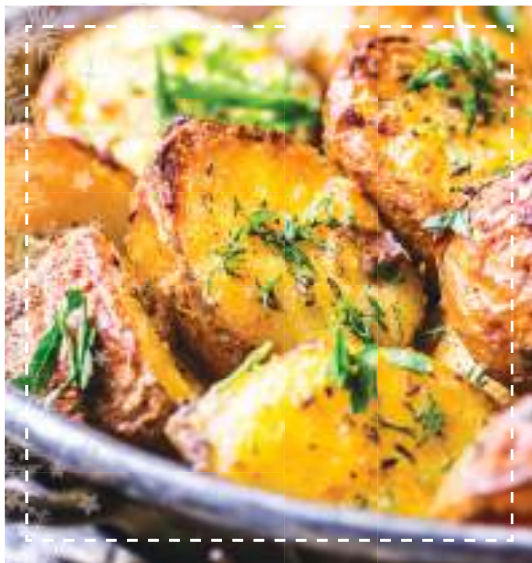
A blend of risotto rice, tomato and mozzarella in a crispy herb coating.

**3 X 1KG**  
**CODE: 492589**





# PREP, NO PROBLEM



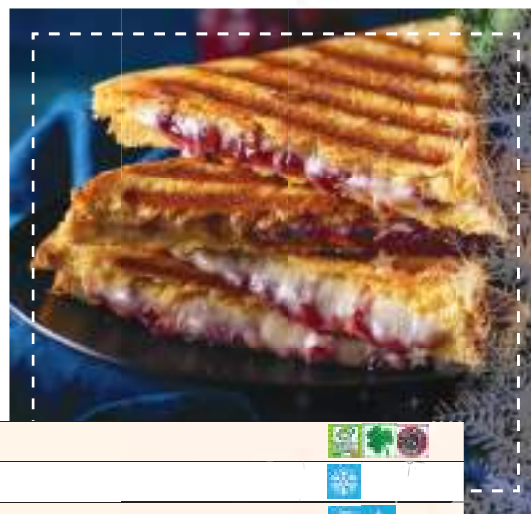
The Christmas season is always hectic, and both front and back of house are working at peak capacity. Take the stress out of kitchen prep with ready-to-rock frozen veg — the easy option that retains all of the nutrients and quality. Pre-prepped seasonal favourites like roasties, Brussels sprouts and croquettes make it easier to serve high numbers of covers by eliminating the need for extra peeling, chopping and prep time, letting you focus on getting creative where it counts.

## Perfect potatoes

VG933Z	McCain Signature Roasts 4x2.5kg Case	
3919	Brakes Potato Croquettes 4x2.5kg FZN	
VG863Z	Aviko Gratin Potatoes 6x1.5kg	

## On the run

Make sure your grab-and-go options reflect a range of palates, situations, needs and times of day. Seasonal sweet treats will do well at this time of year, while deli counters and cafés are well-placed to offer an over-the-top Christmas sandwich, baguette, bagel, panini or wrap. Try a **ham, Cheddar and cranberry toastie**, or a novelty “Christmas dinner” bun loaded with everything from turkey and ham to roast potatoes, veg and gravy.



CM315	Cooked Ham Crumbed Half 2.5kg Block & Barrel	
492304	Mixed Case Premium Soda Range 12x550g Frozen	
492409	Americana Grill Marked Burger Bun 48x77g	
RM159Z	Hot Dog Lattice Unbaked Case 36x110g	



## Seasonal produce

4766	BRAKES Medium Brussels Sprouts 4x2.5kg FZN	
4748	BRAKES Broccoli Florets 6x2kg FZN	
4740	BRAKES Roasting Parsnips 4x1.5kg FZN	
4756	BRAKES Baby Carrots 1x2.5kg FZN	



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**VEG PAKORA 1,5KG**  
(27g x 56pcs)  
Code: FF682Z



**DUCK SPRING ROLL 2,4KG**  
(60g x 40pcs)  
Code: FF684Z



**TAIL-ON SHRIMP ROLL 1KG**  
(10g x 100pcs)  
Code: O328Z



**SESAME TORPEDO SHRIMP 800G**  
(20g x 40pcs)  
Code: FF508Z



**DIM SUM PARTY PACK 1KG**  
(10g x 100pcs)  
Code: FF210Z



**ORIENTAL CHICKEN SNACKS 960G**  
(12g x 80pcs)  
Code: FF214Z



**CHICKEN TIKKA SAMOSA 1KG**  
(20g x 50pcs)  
Code: FF317Z





# CHEESE PLEASE!

Five ways to present your cheese offering

## Antipasto style

Serve a small selection of cheeses on a platter with cheese, olives, cured meats and roasted vegetables.

**CH4396** Carrigaline Italian Truffle Cheese 1.8kg



## SINGLE, YET SENSATIONAL

Try offering a single top-quality cheese, expertly paired with a particular drink — think dry sherry, port, dessert wine or a well-chosen beer. Your cheese and beverage combo can change every day, week or month, depending on your preference, tapping into the appeal of a “limited time only” offer.

**CH1254** Crozier Blue 350g Unit



**X337** Crozier Blue 1.5kg wheel

## THEMED

Why not create a board based on one type of cheese — three fantastic, but very different blues, for example, or three unique goat’s cheeses? Choose accompaniments that will make that particular style of cheese shine.

**CH4417** Goats Cheese Pearls with garlic in oil 1kg

**Gold Award winner Nantwich 2015 & 2017**



## CHEESE SELECTION

Build a board dedicated solely to cheeses, incorporating a combination of types and textures. Add a few accompaniments, like fruit and nuts, and some good bread.

**490753** Brie Natural Cheese 1x1.5kg Case **Gold Award winner Nantwich 2014 & 2018**

**CH1596** Carrigaline Cranberry Cheese Wedge 120g



**CH1149** Luxury Soft Cheese 2kg



**FOR KIDS:** What’s to stop you adding a kid-focused cheese board to your children’s dessert menu? Add two or three mild cheeses, pre-cut into cubes or triangles, and some child-friendly extras like grapes, apple and crackers.

**CH1398** Knockanore Mature White Cheddar 1.5kg



**CH1395** Knockanore Mature Red Cheddar 1.5kg



**CH1150** Full Fat Cream Cheese 2kg



## BREAKING BREAD

These breads will match well with your cheese selection.

**BR1027Z** Batard Loaf 14 x540g Part Baked FZN



**BR1021Z** Fig Bread 26x330g Part Baked FZN



**BR1025Z** Muesli Bread 26x280g Stone Oven



CH4419

Brie Mini Natural  
Goat's Cheese  
150g



GOLD  
AWARD  
WINNER  
NANTWICH  
2015 &  
2018

CH1104

Knockanore Vintage  
White Cheddar  
150g



CH1105

Knockanore Vintage  
Red Cheddar 150g



CH1309

Carrigaline Cheese  
with Cranberry  
1.8kg



CH4416

Goats Cheese  
Natural log

X337

Crozier Blue  
1.5kg wheel





# DECK THE HALLS

Bring a Christmas mood to your establishment by adapting your table settings. Candles add ambience and warmth to a room, while small themed touches such as festive napkins add a cute, quirky touch.



**492538**

Rocking Robin Lunch Napkin  
33x33 2-ply 4-fold 2000 per case



**492494**

Rocking Robin Dinner Napkin  
40x40 4-fold 2-ply 1800 per case



**492495**

Rocking Robin Dinner Napkin  
40x40 8-fold 2-ply 1800 per case



**PD1204**

Christmas Reindeer Dinner Napkin  
40x40 8-fold 2-ply 1800 per case



**PD1203**

Christmas Reindeer Cocktail  
Napkin 4-fold 2-ply 2400 per case



**PD1205**

Christmas Reindeer Lunch Napkin  
33x33 4-fold 2 ply 2000 per case



**492493**

Christmas Parcel 2-ply Dinner  
Napkin 40x40 4-fold 1800 per  
case



**PD1202**

Christmas Parcel Placemat  
2500 per case



**PD1206**

Christmas Parcel Linstyle Dinner  
Napkin 40x40 8-fold 1200 per case

# Go crackers!

Christmas crackers are a cute and inexpensive way to increase customer satisfaction.

**492539**

Christmas Cracker Gold  
Deluxe 36 per case

**492540**

Christmas Cracker Silver  
50 per case

## TIP

During busy periods, it may be helpful to set tables with cutlery for every course, even if this isn't usually your practice. This simple adjustment eliminates the need to reset between courses, meaning your servers have one less task to complete for every cover served — this can add up to significant time savings over the entire period of service.



**PD1522**

12oz/16oz Black lid  
1000 per case



**PD10080**

12oz Christmas reindeer  
takeaway cup  
500 per case



# IT'S A FAMILY AFFAIR

## 53 YEARS OF FUSCO FOODS

**T**he Fusco family have been in the food business for more than three generations. From the 1930s to the 50s, they originally made ice cream and were involved in the fish and chip business, at one stage even importing real Italian olive oil to Ireland!

In 1966, Fusco Foods was born, specialising in lemon meringue pies, apple tarts, wedding cakes and bread. "My grandfather and father opened a small bakery here in Dublin," says Nicky Fusco, Sales Manager, Fusco Foods. "They saw a gap in the market, so they started supplying local restaurants and cafés."

Soon, the business began selling baked goods to emerging independent supermarkets, as well. "We have a long history of innovating and bringing new products to the market," says Fusco.

**"We've really grown Pallas' pâtisserie section together, it's one of the best-regarded ranges by pastry chefs in Ireland."**

In the 1970s, the company introduced croissants and meringues to retailers in Ireland; later, in the 80s, they were the first to start making carrot cake commercially for retailers.

Since 2010, Fusco Foods has won 20 Great Taste Awards and seven Blas na hÉireann Irish food awards for their delicious cakes and desserts.

Fusco Foods has been the sole supplier of Pallas Foods' Salamander brand since 2005, which is made up of a range of over 30 products. "We've really grown Pallas' pâtisserie section together," says Fusco. "It's one of the best-regarded ranges by pastry chefs in Ireland."

Fusco products look handmade because they are handmade. "We make them at reasonably high volumes — about 30-40 thousand servings per week for Pallas — but everything is done in small batches," says Fusco. "They're all hand-finished, not pumped out by a machine. The crumbles on our tartlets look rustic, the tarts aren't symmetrical — they don't look perfect. This is what the market wants, a homemade-style product that tastes great and won't break the bank."

Fusco desserts are also made from scratch ingredients, such as 100% Irish dairy cream and Armagh Bramley apples. "For our jams and sauces, we only use fruit and sugar. For our lemon curd, we only use Sicilian lemon juice, sugar and Irish cream."

"When customers sell our desserts, they look as if they were made in-house by the operators' own pastry chef." On days when customers are so busy they don't have the staff to keep up, they can simply pull a beautiful Fusco cake or tart from the freezer, saving time and labour.

Fusco supplies cakes and desserts to a number of customers in different markets. In Ireland, however, Pallas is proud to be their largest customer. "We have grown with Pallas. They have the network and resources to really push our products, and we give them great products that stand out against any competitor in the market. That's something of which we're extremely proud."





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### PRODUCT DESCRIPTION

### PALLAS CODE

Knorr Professional Chicken Paste Bouillon 40L (880g) x 2	<b>Z414445</b>
Knorr Professional Vegetable Paste Bouillon 40L (880g) x 2	<b>Z414440</b>
Knorr Professional Beef Paste Bouillon 40L (880g) x 2	<b>Z414442</b>
Knorr Professional Chicken Paste Bouillon 80L (1.76KG) x 2	<b>Z414444</b>
Knorr Professional Vegetable Paste Bouillon 80L (1.76KG) x 2	<b>Z414439</b>
Knorr Professional Beef Paste Bouillon 80L (1.76KG) x 2	<b>Z414441</b>
Knorr Professional Beef Jelly Bouillon 800g x 2	<b>Z414481</b>
Knorr Professional Chicken Jelly Bouillon 800g x 2	<b>Z414479</b>

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\*Points redemption examples based on purchases of Jelly Bouillon 800g x 2. Get double the usual points value on all case purchases of eligible Knorr Professional products made from 01.10.2019 until 31.12.2019. Offer is available on case purchases of the following products: Knorr Gluten Free Beef Paste Bouillon 40L x 2, Knorr Gluten Free Beef Paste Bouillon 80L x 2, Knorr Gluten Free Chicken Paste Bouillon 40L x 2, Knorr Gluten Free Chicken Paste Bouillon 80L x 2, Knorr Professional Beef Jelly Bouillon 800g x 2, Knorr Professional Chicken Jelly Bouillon 800g x 2, Knorr Professional Vegetable Jelly Bouillon 800g x 2. Full terms and conditions are applicable to the UFS Chef Rewards scheme which can be found at: [www.ufschefrewards.com/terms-and-conditions](http://www.ufschefrewards.com/terms-and-conditions)





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