Back To School with Synergy Food Sales Issue 14, September 2019

Greetings Everyone!

We hope this issue of our **Synergy School News** finds all of you happy and well! Our Back to School edition focuses on items, recipes and information from most of the 21 manufacturers we represent as well as news and information from the contributing state agencies in the region.

A lot has happened at Synergy since our last newsletter back in January. We parted ways with Darlington Snack Company but we have recently welcomed Hadley Farms Bakery & Albie's (see more info under the new manufacturer heading) to the Synergy family!

We enjoyed seeing many of you at ANC in St. Louis in July and hope that you find the contents of our newsletter informative and interesting. Please contact us for further information on anything that sparks your curiosity within.

Finally, please take a gander at our **Fall Word Scramble** contest on page 17 and a chance to be a winner of one of 5 Target gift cards, courtesy of our featured manufacturer, Alpha Foods Company!

Welcome back and thank you for reading!

The Synergy Team

Tom Hoenig, John Pickert, Diana Blanck, Kristine Bridgeman, Sarah Shelton



NERGY Welcome Back!

Events & Important Menu Dates:

- ♦ Thursday, September 5 Cheese Pizza Day
- ♦ Friday, September 27 Heart of America Meeting

 1st Meeting
- ♦ Tuesday, October 1 National Homemade Cookies Day
- ♦ October 14-18 National School Lunch Week
- ♦ Wednesday, October 16 Kohl Food Show
- ♦ Thursday, October 17 Get to Know Your Customers Day



- ♦ October 18-20 Missouri School Nutrition Assoc Conference/Food Show/Synergy Party!
- ♦ Thursday, October 24 1st SFNDA General Meeting
- ♦ Saturday, October 26 Make a Difference Day
- ♦ Wednesday, October 30 Illinois State Board/SNA host USDA Food Show
- ♦ Thursday, October 31 Halloween
- ♦ Monday, November 11 Veteran's Day
- ♦ Friday, November 15 Heart of America 2nd Meeting
- ♦ Sunday, November 17 National Take A Hike Day
- ♦ Thursday, November 28 Thanksgiving
- ♦ Thursday, December 12 2nd SFNDA General Meeting
- ♦ Friday, December 20 National Ugly Sweater Day
- ♦ Wednesday, December 25 Christmas



Illinois State Board of Education



Welcome back to school! The Illinois State Board of Education would like to provide a few helpful reminders to Illinois schools, as the school year begins.

New staff will need new user accounts for the Illinois Commodity System (ICS), and possibly the DOD Fresh FFAVORS system, K12, and ProcessorLink. Please contact ISBE to obtain new user accounts at cnp@isbe.net or 217-782-2491.

Ensure your delivery sites are correct. Contact ISBE at cnp@isbe.net or 217-782-2491 if changes to delivery site information are needed.

• The Planned Assistance Level (PAL) factor for school year 2019-20 increased as of July 1, and as a result, school districts may have additional funds to spend. Please check your PAL balance in ICS and place additional orders if you have funds remaining.

Check the ICS Message Board for important information related to the Food Distribution Program.

The Illinois State Board of Education is also hosting a USDA Foods Show on October 30, 2019, at Jennifer's Garden Banquet and Convention Center, in Morris, IL. Watch for additional details!

Missouri Department of Education

Missouri DEPARTMENT OF ELEMENTARY & SECONDARY I EDUCATION ...

REMINDER

If you sign for it you pay for it! Each month when your delivery shows up, please take the time to check it & make any necessary notations regarding shortages on the drivers bill of lading. We know there are times the delivery truck arrives that are not the most convenient but Lanter is required to call with 2 day notice with an estimated 2 hour delivery window so you can try to have staff available. On the flip side, if it is not on your bill of lading don't accept it. The driver should never leave anything extra – that just means someone else is missing it!

Clear communication is the key to a successful year. If you are having trouble with a delivery please call right then so your concerns can be addressed. After the truck leaves may be too late for us to help.

Contacts:

DESE Donated Foods Team 573-751-7253

Lanter Distributing (MO)
Kim Ackerman
816-459-4823 x 4202 kackerman@lanterdist.com



New Manufacturer





EZ Jammers WOWButter & Grape Jelly Sandwich

- · Wow!Butter is a Toasted Soy Spread
- IW Thaw & Serve
- EZ Jammers can be used as a Vegetable or Protein CN Credit!
- 72-2.4 oz. 1 MMA / 1 GRAIN or ¾ C VEGETABLES (Legume) / 1 GRAIN Mfr. #607 (No Crust)
- 40-4.6 oz. 2 MMA / 2 GRAINS or ½ C VEGETABLES (Legume) / 2 GRAINS- Mfr. #608 (WITH Crust!)



Calzone Varieties



- Pizza-Pepperoni, Mozzarella & Pizza Sauce
- 48-4.5 oz 2 MMA / 2 GRAINS Mfr. #813
- Pizza-Turkey Pepperoni, Mozzarella & Pizza Sauce
- 2 MMA / 2 GRAINS Mfr. #814
- Enchilada Empanada-Chicken, Enchilada Sauce & Mozzarella
- 48-5 oz 2 MMA / 2 GRAINS Mfr. #860
- Fiesta Breakfast Calzone-Eggs, Salsa & Mozzarella
- 60-3 oz. 1 MMA / 1 GRAINS Mfr. #865



- Cheese-Mozzarella & Pizza Sauce
- 2 MMA / 2 GRAINS Mfr. #816
- Country Breakfast-Eggs, Sausage & Mozzarella
- 1.5 MMA / 2 GRAINS Mfr. #815
- Sunrise -Eggs & Mozzarella-Pork Free
- 2 MMA / 2 GRAINS Mfr. #823



Apple Filled Jammer Sticks

- Delicious bread sticks stuffed with apple filling and coated with cinnamon/sugar glaze. Sticks are individually wrapped, simply thaw and serve, or can be heated.
- . C.N. Equivalents of 1/8 cup FRUIT / 2 GRAINS
- 72/3.5 oz. Apple Jammer Stick Mfr. #711





Pizza & Cheese Jammer Sticks

- Sticks are par-baked, shipped frozen with serving bags included.
- 2 Pizza Sticks and a dipping sauce make a great ala carte item or trayed lunch.
- Ask about our other varieties!
- Each Stick contains C.N. Equivalents of 1 MMA / 2 GRAINS
- 72/3 oz. Pizza Stick Mfr. #701 72/3 cz. Cheese Stick Mfr. #703



Albie's Foods, Inc. was started in 1987 as a carry-out Pasty Shop in Metropolitan Detroit. It soon became obvious how much people enjoyed our pasties, so in 1990, Albie's began manufacturing them in a U.S.D.A. approved plant. This allowed the company to wholesale their pasties to foodservice and retail distributors. A new plant was built in Gaylord, located in the northern part of Michigan's lower peninsula. This facility began operating in the Spring of 1995, and five expansions later, it currently stands at over 25,000 square feet. Many products have been added over the years manufactured in our "peanut free" facility. Through the years of continued growth and new product lines, our commitment remains the same:



New Manufacturer



Since 1980, the DeHaan family has owned and operated Hadley Farms Bakery. Three generations of the DeHaan family work with nearly 150 dedicated employees to produce a full-service line of bakery products for food service and wholesalers. Determination, hard work, flexibility and the willingness to meet the demands of an ever-changing market have earned Hadley Farms high standing and respect within the industry. Hadley Farms has maintained an excellent safety record in the food industry. Our production facility operates under the HACCP program and the HACCP plan is constantly reviewed to ensure compliance. We obtained SQF certification in June 2019. Hadley Farms holds a Tablet K Certificate in Kosher Products and is a nut-free facility since 2011.













Healthy Alternatives Whole Grains are a necessity in every diet. The bakers at Hadley Farms have perfected recipes for Croissants, Cinnamon Rolls and Sweet Rolls that deliver great taste combined with the health benefits of whole grain and zero trans fat. Healthy eating CAN taste good!

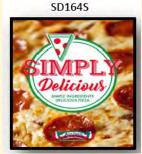
Croissants Hadley Farms' Croissants are made from carefully crafted dough which is spread with butter or margarine and then folded over and over to create the tender, flaky layers of a true croissant. They are available in numerous sizes; as fully-curved, semi-curved and sliced or unsliced.

Cinnamon Rolls Our Cinnamon Rolls feature a rich cinnamon smear that bursts from swirls of moist dough. They are available in several sizes and packaging styles.



AS164













S	P	1	6	4	R

AS162	16" Cheese Pizza- NON WG, Par-baked Crust, Heat & Serve	72/5.86 oz
AS164	16" Pepperoni Pizza- NON WG, Par-baked Crust, Heat & Serve	72/5.93 oz
SP162R	16" Sgt. Pepperoni's Garlic Butter Rolled Edge Cheese Pizza- Bake to Rise	72/5.88 oz
SP164R	16" Sgt. Pepperoni's Garlic Butter Rolled Edge Pepperoni Pizza- Bake to Rise	72/5.94 oz
SP169R	16" Sgt. Pepperoni's Garlic Butter Rolled Edge- Bake to Rise Mega Meat Pizza	72/6.31 oz
SD162S	Simply Delicious 16" Cheese Pizza/ Skinny Crust	72/4.88 oz
SD164S	Simply Delicious 16" Pepperoni Pizza/ Skinny Crust	72/4.96 oz
SD162WS	Simply Delicious 16" WG Cheese Pizza w/ Skinny Crust	72/4.75 oz
SD164WS	Simply Delicious 16" WG Pepperoni Pizza/ Skinny Crust	72/4.86 oz







2019 is a New Year for Nutrition! Not only is Amazin' Raisin a Smart Snack, it also meets your ½ cup fruit requirement! Here's an AMAZIN' IDEA: put Amazin' Raisin at the end of your salad bar for a quick and delicious topping!

Amazin' Raisin PLUS Sunflower Seeds is a great 1:1 option for your breakfast in the classroom, grab-and-go and after school snacking! Top yogurt or oatmeal with Amazin' Raisin PLUS Sunflower Seeds for breakfast and provide lasting energy throughout the day!

All our products are manufactured in a facility that is free of all 8 major food allergens, and they are vegan and certified kosher. No matter what special dietary needs you may have, Amazin' Raisin is a great addition to your 2019 lineup!



Trust Bongards to be your school's commodity cheese provider! As a farmer owned co-op since 1908, you can rest assured knowing your students are getting the nutrition they need with the taste they deserve!













Cherry Central

8 Delicious Applesauce Flavors









Code #	Product Description	Case Weight (Ibs)	Serving Size (oz)	Portions per Serv- ing	Servings per Case
9119	Cinnamon Cups (4.5 oz)	27	4.5	1	96
9118	Strawberry Cups (4.5 oz)	27	4.5	1	96
9117	Mixed Berries Cups (4.5 oz)	27	4.5	1	96
9702CP	Strawberry Banana Cups (4.5 oz)	27	4.5	1	96
9699CP	Mango Cups (4.5 oz)	27	4.5	1	96
9116	Applesauce Cups (4.5 oz)	27	4.5	1	96
9700	Blue Raspberry Cups (4.5 oz)	27	4.5	1	96
9701	Birthday Cake Cups (4.5 oz)	27	4.5	1	96



DAVE'S BAKING CO.







Vendor#	Pack	Description	Contribution	Smart Snack
5800	60/ 3.65 oz.	Red Pepper Frittata	2 M/A	No
225	72/ 2.2 oz.	Fudge Brownie	1 Gr.	Yes
325	45/ 2.2 oz.	Crumb Square	1 Gr.	Yes
350	28/ 3.6 oz.	Banana Square	2 Gr.	No
150	128/ 1.7 oz.	Cornmeal Superstar	1 Gr.	Yes





"Nut"ritious



DELICIOUS

HEART RIDGE FARMS



©Pilgrim's, 2019

















Almonds are one of the most nutrient-rich nuts on earth.



Al<mark>monds</mark> are an excell<mark>ent</mark> sourc<mark>e o</mark>f calcium, vitamin E, ma<mark>g</mark>nesium and a good source of fiber, copper, phosphorous and riboflavin.



The natural oil found in almonds is highly unsaturated and cholesterol free.



With Almonds, you can add great taste, nutrition and diversity to your diet.



GLAZED SOUTHWEST ALASKA POLLOCK 3.6OZ CN







More delicious innovation is on its way



Offer

- Provide a quarterly bonus through Cool School Cafe points
- · Districts are encouraged to use points to purchase JOTS Branded merchandise and marketing material
 - Posters, Wrappers, Stickers, Clings, Paper Lunch Bags, Paper Trays
 - · Pens, Rulers, Magnetic Clips, Kitchen Equipment, Small Wares and other items available in catalog

Quarterly Bonus Points Structure

- Q1 ends Sep. 30th: Reach 25% Utilization, receive 15,000 CSC Bonus Points
- Q2 ends Dec. 30th: Reach 50% Utilization, receive 15,000 CSC Bonus Points
- Q3 ends Mar. 31st: Reach 75% Utilization, receive 15,000 CSC Bonus Points
- Q4 ends June 30th: Reach 85% Utilization, receive 15,000 CSC Bonus Points
- Terms and Conditions
 - Promotion is subject to change with no notice
 - Minimum of 750 pounds available by July 1st to qualify
 - Cool School Points to be deposited quarterly





Turkey Sausage & Country Gravy



Enjoy the delicious versatility of our fully-cooked Turkey Sausage. It comes in a creamy white country gravy, and it's free of allergens, great anytime of day and a comfort food fav.

#284328



This fun-in-a-bun goes above and beyond the regular frank. It's full of juicy flavor and the 3 oz bigger size (vs. a 2 oz regular frank) will keep kids' hands and tummies full.

#613620



Country Breakfast Scramble

scrambled eggs, cheese, turkey sausage & potatoes



#5164 COUNTRY BREAKFAST SCRAMBLE

Packed: 30 lb/6 bags \cdot 131 svgs/case 3.65 oz. serving = 2.0 M/MA \cdot 431 mg sodium \cdot 11 g. fat

Recipe Ideas...









Find these recipes and more at www.jtmfoodgroup.com.



71272 – All Natural chicken and 2 cheese burrito

2/2, bulk or IW, made with **NO ANTIBIOTICS EVER** chicken, bakeable mylar

4.65 oz burrito = 2 M/MA & 2 grain





61470 En Fuego (on fire) Burrito

Bulk 2/2 (also comes in IW in attractive flames graphics, bakeable mylar)

6.05 oz burrito = 2 M/MA & 2 grain



71883 – Brand New Bean, Cheese and Rice Burrito

2/2 IW, bakeable mylar that looks like foil, very attractive

6.55 oz burrito = 2 M/MA & 2 grain



- Nutritionally sound
- CN labeled to meet meal patterns



NACHO MEAL FIESTA PACK with interactive games & educational information Popular flavor profile Popular flavor profile

- ·Brand name components
- Perfect for field trips and after school





Packed in a protective, sturdy, ready-to-go box!

The *two* meat sticks in this kit now count as 1 M/MA and provide additional protein along with the accompanying cheese stick - an additional 1 M/MA.

- ·Less mess Easy to eat
- High protein cheese
 meat sticks
- Delicious flavors!



#100398

Packaged in a Clear Grab and Go Pouch

notables[®]

Breakfast · Snacks · Meals

notables.com











ANNOUNCEMENT

July 9, 2019

I am pleased to announce that **Quincy Wiley** will be joining the Red Gold Team, in the Foodservice Div, as Southern Regional Sales Manager on the Non-Commercial Operator Sales Team. He will focus on Education and Government customers. In this role, he will report directly to Jodi Batten,

SNS, National Sales & Marketing Director - Education & Government. Quincy comes to us with over 18 years of experience in Foodservice sales. He started his career working for Hormel Foods in Connecticut; there he was calling on both Operators and Dist. He moved to Kellogg's and relocated to Kansas City to work on their Direct Sales Team, where he discovered his passion for the K-12 customer community. In 2014, Advance Pierre Foods recruited him to join their newly-formed K12 Sales Team where he developed a greater knowledge of the school segment, as well as broker management. When Advance Pierre Foods was acquired by Tyson Foods, Quincy transitioned to a new role in training and development, supporting the Sales Teams, focusing on CRM implementation and increasing product knowledge. His diverse Foodservice and K12 experience will enable him to grow in his new career at Red Gold, in a newly created Region, managing the K12 segment and other key Non-commercial customer segments like College & University and Healthcare. Quincy earned his Bachelor's degree in Marketing at Kansas State University. He and his wife, Kim, have two children, Hazel and Oscar. They live in Overland Park, KS. Please join me in welcoming Quincy to the Red Gold family. *Tim Ingle * Senior Vice President*

Item #	GTIN	Product Description	Pack Size
REDY59P	3-00-72940-11574-9	Red Gold 33% Fancy Ketchup	6 / 114 oz jug
HUYYW9P	8-00-72940-74738-9	Huy Fong Sriracha Hot Chili Sauce Ketchup Sweetened with Sugar	6 / 114 oz jug
REDYL9P	8-00-72940-74737-2	Red Gold Naturally Balanced Ketchup Sweetened with Sugar	6 / 114 oz jug
REDOA9P	8-00-72940-74739-6	Red Gold Naturally Balanced BBQ Sauce Sweetened with Sugar	6 / 114 oz jug
RED2A9P	3-0072940-74748-3	Red Gold Yellow Mustard	6 / 105 oz jug



* Commodity Processing Discount Available * Splash-free, Easy-Pour Opening * Convenient Self-Serve Option * Easy Grip Handles * Handy Resealable Cap * Ideal for Back-of-House Use



Sliced Apple Dippers with Caramel Dip MFG# SA35R 35/4 OZ IW BAGS





Sunset Orchard 23770 Hustler Ridge Drive Richland Center, WI 53581

Meets 3/4 cup fruit equiv



IW 3oz Sliced Apples MFG# SA100C 100/3 OZ IW BAGS



New Items & Recipes!



PASTABILITIES!

AFTER SCHOOL MEALS!

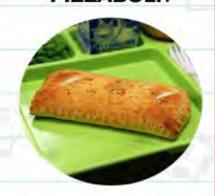
PIZZABOLI!



☑ Speed scratch video series in creative new recipes



- ☑ Hot Meals
- ☑ Thaw & Serve
- ☑ Shelf Stable



- ☑ New spin on pizza
- ☑ Cross between a Stromboli & Calzone

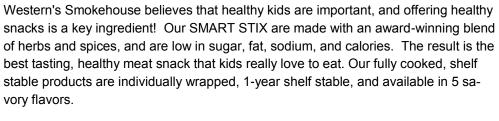
www.tastybrandsk12.com



Western's Smokehouse

Turkey Smart Snack Compliant Snack Stick!

Western's Smokehouse recently introduced a new smart snack compliant Turkey snack stick that has the great taste that students really love! The items are .5 oz in size, low in sugar, sodium, and calories, and a great addition to your a la carte' menu lineup.





About the Products:

Smart Snack Compliant

0 Trans Fats

Low Carb-Low Calorie

No MSG



"Yangs 5th Taste Recipe Concept"

Korean-Style Chicken Recipe

Yield: 32 servings

INGREDIENTS	QUANTITY
Yangs Chicken Nuggets	1 5lb bag
Yangs Mandarin Orange Sauce	1 pkg (36 oz)
Gochujang (Korean fermented chili paste)	4.5 oz
Garlic, minced	1.8 oz
Garnish suggestions: sesame seeds, green onion, cilantro	To taste





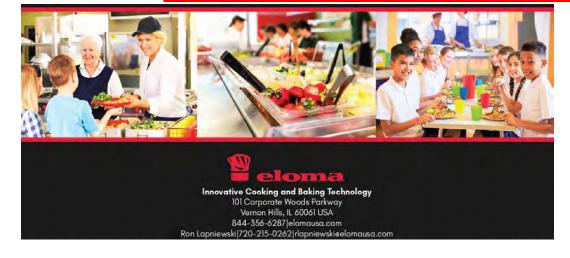
Cook Yangs Chicken Nuggets according to package directions. Mix Mandarin Orange Sauce with Gochujang & garlic. Heat mixture gently in microwave or on stove. Mix with cooked, hot chicken. Serve as part of rice or noodle bowl and garnish as desired.

Ingredient	Calories	Total Fat	Cholesterol	Sodium	Sugar	Protein
Yangs Mandarin Orange Chicken	150	3g	40mg	280mg	10g	11g
Gochujang	5	0	0	62.5mg	1g	0
Garlic	1.4	0	0	.2mg	0	0
TOTALS	156.4	3g	40mg	342.7mg	11g	11g





- Easy 1,2,3 controls for your Staff to use, Creating Recipes for Consistency
 - 37" wide Can Replace your convection oven with Full size sheet pans
- No De-Liming with Patented Heat Exchange technology -42% reduction of Water
- Hands Free Cleaning ~ No Chemical Burns, Cross Contamination, or Cooking with chemicals
- HACCP 30 day documentation displayed instantly on screen or download and print



Meet the Director

Title: Foodservice Director

Name: Kristen Brewer

School District: Bethalto CUSD8, Bethalto IL
Food Service Director Since: December 2012

Family: Husband Nathan, Daughter Blair 9yo, Son Jonah 6yo

High School: Salem Community High School, Salem, IL

Favorite Famous Person: Julia Roberts

If you were in an eating competition what could you eat the most

of? Popcorn

Hobby or Activity you are most passionate about: Reading. I really enjoy stories set during WW2

When/How did you get started in the food service business? A college classmate of mine was leaving the foodservice director position and asked a group of recent Dietetic grads if anyone would be interested in taking her position at the school district. It was not something I had ever considered, but I was looking for a different job at the time and decided to take a leap of faith. I have loved it ever since!

If you were not a foodservice director, what do you wish you would have been? I really love anything in healthcare industry. I wanted to be a nurse, but knew I couldn't handle the blood or needles!



Name: Nichole Bond

Title: Regional Sales Manager

Company: Alpha Foods Co.

ALPHA FOODS CO.

Manufacturer Rep Since: July 2019 – previously a Broker Rep for 5 years

Family: Recently married to my husband, Brad Bond, and now have a combined family with 2 sons – Bradley and Tanner, 2 daughters – Taylor and Tessa, 1 daughter in law - Laura, and 1 Angel daughter - Katrina

High School: Austin High School in Austin, TX

Favorite Famous Person: Matthew McConaughey – not just for his acting but more for his active involvement in Austin, TX and his motivational speeches

If you were in an eating competition what could you eat the most of? Pizza!!! I know, sounds cliché but I have always loved pizza

Hobby or Activity you are most passionate about: We are a family who enjoys water – beaches, lakes, rivers and fishing is almost always involved!

When/How did you get started in the food service business? I actually started in the bid department doing bids for schools for a broker. After about 3 bid seasons, I had an opportunity to go to the sales side and work with the awesome people who work hard to make sure their students are getting healthy meals. I have a great passion for making a difference and a huge added bonus that we get to make a difference in children's lives!

If you were not a manufacturer representative, what do you wish you would have been? In my youth, I wanted to be a nurse but in my older and wiser days, I think a pilot or a ship captain would be a fun way to travel the world!









Trivia Winners from January 2019 Issue



The winners are (insert drumroll here, please) courtesy of our featured manufacturer,

Darlington Snack Company:

Runner Up (\$25 gift card to Target)-Debbie Figgins, Head Cook, Stewardson-Srasburg CUSD 5-a Stewardson, IL

Runner Up (\$25 gift card to Target)-Penny Koontz, St. Elmo Sr. High, St. Elmo, IL

Winner (\$50 Target gift card)-Becky Raineri, Ladd Community Consolidated
District, Ladd, IL



New Game!

Sponsored by Alpha Foods Company



Turn in your answers quickly to Tom
Hoeing and win a Target Gift Card.
tom@synergyfoodsales.com

\$75 winner

\$50 Second Place

\$25 Third Place

\$25 Fourth Place

\$25 Fifth Place

Target Gift Cards

Fall Word Scramble

Unscramble the words and write the letters in the boxes. Use the letters in the shaded boxes to form a new word that answers the riddle.

ULQIT

LAVEES

BEEESTRMP

SVRTAEH

TECTHUNS

AUMUTN

ATOLFLOB

Q. What do you get when you drop a pumpkin?