

Synergy School News

Summer ANC
Issue 4, June 2013

Greetings Everyone:

It has been a long and challenging year for many of us in the school foodservice industry, not only from a manufacturing sales standpoint, but also from a food service director's position. New USDA regulations had us all scrambling to find products that met the guidelines as well as creating new menu's that qualified for reimbursement. The additional scrutiny over the \$.06 reimbursement and everything that that entailed, was an adventure in itself.

*Again with a full year's worth of the new regulations under our belt, it is time for us to focus on new items and products to make your job as school foodservice personnel a little easier. This issue of **Synergy School News** is our Summer/ANC issue and features new products and items that will be featured at the upcoming School Nutrition Association's Annual National Conference, which is being held in Kansas City, Missouri. The dates of the Conference are July 14-18. And as if that were not enough, our featured director this edition just happens to be Leah Schmidt, who will be installed as the new 2013-14 President of SNA on Wednesday, July 17th! How exciting! Way to go Leah, we are all very proud of you and the fine work you have done for the Association!*

As always, please let us know if you have any questions on anything below. We hope everyone out there is having a terrific summer and hope to see many of you in Kansas City next month!

Tom Hoenig & John Pickert

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- Meet The Director: Leah Schmidt, Hickman Mills School District
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Events & Important Menu Dates:

- June 21- Summer Begins
- June 27-National Bomb Pop Day
- July 4-Independence Day
- July 13-Synergy Summer Blast!
- July 14-18-ANC-Kansas City, Missouri
- July 27- Take Your Houseplant For A Walk Day
- July 29- National Chicken Wing Day
- August 16-\$FNDA Back to School Social
- September 2-Labor Day



MISSOURI COMMODITY NEWS



Synergy Food Sales wants to personally thank all of the schools that purchased from any of our eight participating manufacturers!

The Missouri Commodity Distribution Warehouse contract has been awarded to a new vendor, Lanter Distributing. Lanter is a leader in temperature sensitive LTL deliveries. With a solid base of refrigerated equipment, Lanter fulfills your delivery needs of perishable, frozen and dry commodities. Their mission is to provide a dependable, cost-efficient, multi-temperature logistics solution for their customers, who demand exceptional service and on-time deliveries made by their professional and courteous drivers. Lanter 's asset-based service area spans into the greater Midwest, South, Southeast and Southwest.

There will be more details on this coming from the State in the very near future.

We have completed our surveys on the Fee for Service products that will be delivered through the new warehouse. We appreciate the time and effort you put into completing those packets! Please recall that we offer flexibility so if you find that you are not happy with a product or have too much of a product, we can fix it. Just give us a call.

Currently, GoldKist NOI surveys are out and Jennie-O NOI surveys will be out soon. Please note that you are not locked into the products on the NOI survey. **The most important thing we need from you is your awarded NOI distributor.** This will prevent delays in loading your banks so you can begin utilizing your entitlement.



SYNERGY MANUFACTURERS CORNER

This section contains news and information about new items that are available from Synergy's fine manufacturers...



Below are a just a few great recipe's from Asian Food Solutions that will be featured at booth 1745. Our chicken products are very versatile and can be used in several other menu applications. Please stop by the booth or ask us for our other recipes' using our delicious Asian chicken!

Kickin' Chicken Nachos

- 2 meat/meat alternate; 2 grain equivalent, ¼ cup legumes
- Allergens: Wheat, Milk, Soy
- Yield: 40 servings

Cooking Equipment: sheet pans, pan liners, steam table pan, thermometers

Ingredients:

1 bag spicy chicken
50 oz tortilla chips
1.25 #10 can refried beans
9.6 ounces cheddar cheese

Procedure:

1. Pre-heat oven to 350 degrees F.
2. Place thawed spicy chicken in an even layer on sheet pan.
3. CCP: Bake spicy chicken in oven for 20-25 minutes or until chicken reaches 165 degrees F. Sauce should caramelize while baking.
4. CCP: Heat refried beans and hold at 140 degrees F until service.
5. Nachos are made to order: Place 18 tortilla chips (may vary depending on brand) on tray, top with #16 scoop refried beans, and #12 scoop spicy chicken. Garnish with 1 TBSP cheddar cheese. Optional garnishes include: salsa, guacamole, sour cream, and jalapeno peppers.

Nutrition Facts

Calories: 380 kcal
Fat: 14.25 grams
Saturated Fat: 3.46 grams
Trans Fat: 0 grams
Cholesterol: 57 milligrams
Sodium: 665.30 milligrams
Fiber: 5.98 grams
Protein: 23.10 grams

**Nutrient information calculated without optional garnishes*

Thai Chicken Wrap

- 2 meat/meat alternate; 2.5 grain equivalent
- Allergens: Wheat, Eggs, Milk, Soy
- Yield: 40 Servings

Cooking Equipment: sheet pans, pan liners, steam table pan, cutting board, thermometers

Ingredients:

1 bag General Tso's Chicken
40 8" tortillas
10 oz wonton strips
20 oz shredded purple cabbage
40 oz Sesame Oriental Dressing

Procedure:

1. Pre-heat oven to 350 degrees F.
2. Place chicken chunks in an even layer on sheet pan lined with parchment paper.
3. CCP: Bake chicken in oven for 40-45 minutes or until chicken reaches 165 degrees F. For best results, ensure that chicken is golden and crispy.
4. CCP: If sauce is not thawed, boil or steam bag for 10-12 minutes or until product reaches an internal temperature of 165 degrees F.
5. Once chicken is done cooking, empty into serving pan and pour hot sauce over chicken. Gently combine chicken with sauce and serve.
5. While chicken is cooking, ensure tortillas are thaw. Place tortillas in warmer for best result.
6. Wraps are made to order: Place #16 scoop shredded cabbage in center of tortilla, top with heaping #12 scoop of general tso's chicken, 1 oz sesame oriental dressing, and pinch of wonton strips. Fold wrap and cut in half.

Nutrition Facts

Calories: 362 kcal
Fat: 8.54 grams
Saturated Fat: 2 grams
Trans Fat: 0 grams
Cholesterol: 45 milligrams
Sodium: 710 milligrams
Carbohydrates: 50.7 grams
Fiber: 5.5 grams
Protein: 19.33 grams



Bongards' Creameries is pleased to announce that it will be featuring their new mozzarella cheese slice that was formulated for schools that want to control cost when using shredded mozzarella to top their pizza's. This product can also be used for making delicious Italian sandwiches. Please visit us at booth **916!**

Also at ANC, Bongards' will be featuring their newly reformulated, creamy, 3 ounce cheese cups.

These cups come in cheddar and jalapeno flavors and are shelf stable. Please request a sample today by using these code numbers below:

EC1006A Cheddar 3 oz. Cup

EC1006B Jalapeno 3 oz. Cup



*Bonnie the Bongards' cow
says
"Mooove over
to good nutrition!"*



Giorgio Foods Introduces New Whole Grain Calzonettes at ANC!

Giorgio Foods is pleased to announce their introduction of whole grain mini calzones to their K-12, product line up. These calzonettes will come in two flavors, cheese and turkey pepperoni. Please stop by booth **934** to see all of our exciting products that meet the new USDA's guidelines with whole grain options and reduced sodium profiles.

Item 9073 - Wheat Turkey Pepperoni Calzonette

Item 9074 - Wheat Cheese Calzonette

Nutrition Facts

Serving Size (142g)	
Servings Per Container	
Amount Per Serving	
Calories 350	Cal from Fat 120
% Daily Value*	
Total Fat 13g	20%
Sat Fat 7g	35%
Trans Fat 0g	
Cholest 30mg	10%
Sodium 400mg	17%
Total Carbohydrate 35g	12%
Dietary Fiber 5g	20%
Sugars 6g	
Protein 24g	
Vitamin A 8%	• Vitamin C 15%
Calcium 35%	• Iron 15%
*Percent Daily Values are based on a 2,000 calorie diet. Your daily values may be higher or lower depending on your calorie needs.	
	Calories 2,000 2,500
Total Fat	Less than 65g 80g
Sat Fat	Less than 20g 25g
Cholesterol	Less than 300mg 300mg
Sodium	Less than 2,400mg 2,400mg
Total Carbohydrate	300g 375g
Dietary Fiber	25g 30g
Calories per gram	
Fat 9 • Carbohydrate 4 • Protein 4	



Gold Kist Whole Grain Chicken Products Available Commercially for the 2013-14 School Year

What's new with chicken? Some of the new items from Gold Kist are:

Whole Grain Chicken Smackers – 10 of these large whole grain rich popcorn chicken bites will yield 2 oz M/MA and 1 oz whole grain rich grain equivalent. Easily served with a 1 cup spoodle these commodity bites work well in an Asian sauce, as part of a mashed potato bowl or just by themselves.

Our Chris P Chicken is whole grain rich. Schools across the country are increasing their participation by using their commodity dollars to purchase whole muscle chicken. Students and teachers alike appreciate the fact that their school serves a high quality whole muscle product that rivals what is served in casual dining facilities. The fee for service cost per serving for the whole muscle white meat products is under \$0.64 per serving. With the dark meat menu strips priced at \$0.25 per serving, your average fee for service food cost is \$0.46 per serving.

Gold Kist has worked with our breeding suppliers to make the transition to whole grain products seamless. We believe we have developed whole grain rich breaded products that will work as well and that your students will love just as much as our current product offerings.

Hope to see you at ANC this summer in KC! Stop by booth 226 to see what's new!



Jennie-O Turkey Store New Products!

Jennie-O Turkey Store is excited to introduce several new products at ANC in Kansas City. Stop by booth 1742 to see the new Turkey Crumbles that were recently introduced. These IQF Crumbles are available in Savory (product # 640140) or Italian (product # 640240) flavors and are perfect for bringing the homemade flavor of speed scratch cooking into the cafeteria with ease and convenience.

Are you looking to improve the nutritional profile of your pizza? Try product # 213008, the new Pepperoni Style Seasoned Turkey. This coin size slice might be small in size, but it is packed with flavor. Team it with the Italian Crumble for a winning combination that the kids will love and you will love to serve!

Complete your K12 school menu with two new turkey choices that rival many comparable proteins. The new Turkey Patty is a tender flavorful dark patty that makes a great tasting and nutritional burger when served on a whole wheat bun. The versatility of the new turkey meatballs will make your menu planning easier. Each meatball will meet a 0.5 oz mt/mt alt so add as many as you need to complete your protein requirements for the week. With a light Savory seasoning, they will compliment a pasta dish or a sandwich.

We have several other new innovative products in development, so stop by our booth to see "what's cooking" from the Jennie-O Turkey Store!



Let's Create Great Dishes Together!®

***JTM is headed to the
"Heart of the Nation"
for the 2013 ANC!***

Join us at **booth 826** for a healthy serving of **food, fun and inspiration!** Take your taste buds on a trip around the world while sampling over **25 products and recipes** from our Caramba Cantina, Soaring Dragon, Cecilia's Italian Favorites, Main Street Café and Meatless Monday stations including these **NEW items!**

- **Formax® Tender-Form® Burgers:** Our new equipment allows for better texture and eye appeal. Stop by and see it for yourself.
- **Mushroom Beef Patty:** Ground beef blended with mushrooms and lightly seasoned create this juicy, delicious burger.
- **Shredded Cuban Pork:** Tender, shredded pork that is lightly seasoned. Perfect for Cuban Sandwiches or blended with your favorite bar-b-q sauce!
- **Ropa Vieja:** This classic Latin dish is made from slow-cooked shredded beef that is blended in a tomato-based sauce.
- **Newly Formulated Whole Grain Rich Mac & Cheese:** Featuring our new whole grain rich pasta (straight and elbow available) in our rich and creamy cheddar cheese sauce. This new formula holds well while delivering great flavor.
- **Reduced Sodium, Ready-to Use Vegetarian Soups:**
 - Creamy Tomato Soup
 - Vegetarian Tortilla Soup
 - Vegetarian Minestrone



**We hope to see you there.
Stop back each day because menus will be updated daily!**



***Los Cabos adds products
to help you meet
changing guidelines
in School Foodservice!***

Los Cabos breakfast wraps are a terrific choice to help you meet the current and new breakfast regulations. Also, the Cabo Primo burritos fill a similar 'niche' for a la carte in light of the new proposed competitive foods rules.

Please stop by booth 315 at ANC to sample these new items and note that Los Cabos has a new Cabo Primo variety, the SW Style Black Bean and Cheese (and corn). This has a spicier style red sauce and is very delicious! Nutritionals and new promos for these products are available per request and at our booth!

Los Cabos®
Mexican Foods

**Mexican Favorites
for the
Heartland!**

Booth 315

- 51% Whole Grain Rich Tortillas
- Lowered Sodium - Heightened Flavor
- Proven Menu Success
- Commodity Processing
- New Breakfast Entree Varieties
- New to Market Flavors

MyPlate.gov

SNA PATRON

K12 FOODSERVICE.com

ACDA
American Commodity Distribution Association

WHOLE GRAIN
20 grams per serving
Whole Grain Council.org

M.C.I. Foods, Inc. • 13013 Molette St. Santa Fe Springs, CA 90670-5521 • Phone (800) 704-4661 • Fax (562) 977-4099 • www.mcifoods.com



notables® launches own line of 100% fruit juice



MINNEAPOLIS (May 16, 2013) – Minneapolis-based notables® is now introducing its self-branded line of 100% fruit juice.

Available Summer 2013 in three great-tasting juice flavors – apple, orange tangerine and fruit punch – notables® juices will be fortified with vitamins and calcium with no added sugar.

notables® Co-Founder and Executive Director Sarah Lindberg says these juices will be perfect for child nutrition programs for breakfast, lunch, afterschool meals, as well as summer nutrition programs and emergency meals. She adds that the juice is also compliant with the Alliance for a Healthier Generation and Healthier US School Challenge.

“We feel the introduction of notables® brand juices is a natural extension of the notables® grab ‘n go meal line, and provides meal programs with an affordable, refreshing juice product for a more mature audience,” says Lindberg. “notables® juice moves beyond the playground and into secondary schools with ease.”

Made in the USA, the notables® apple and orange tangerine juices will come in 4.23 fluid ounce juice boxes, while the fruit punch will be served in a 6.75 fluid ounce juice box.

Earlier this year, notables® introduced 3TG™, a complete meal in a bag containing a nutritious blend of crunchy granola, strawberry infused cranberries and honey roasted soybeans and sunflower seeds.

For more information, call 800-967-1702 or email info@notables.com.

notables® provides nutrition conscious foods, including a variety of breakfast kits and afterschool snacks, that meet the USDA meal pattern guidelines.



Red Gold introduces NEW 2.6 ounce Salsa Dipping Cups!!!

Please visit us at booth 1010 at ANC for new salsa dipping cups and other exciting new items from Red Gold! It meets a 1/2 cup of vegetable credit!!!!

RED GOLD ITEM #: REDSC2Z

PACK: 84 / 2.6 OZ CUPS PER CASE

INGREDIENT DECLARATION: Tomato Puree (Water, Tomato Paste), Diced Tomatoes, Jalapeno Peppers, Water, Vinegar, Dried Onion, Sea Salt, Salt, Sugar, Dried Garlic, Natural Flavor, Spice

SHELF LIFE**: *6 month shelf life is preliminary shelf.

FEATURES / BENEFITS:

- GREAT TASTING SALSA IN A CONVENIENT CUP
- *LOW SODIUM
- *2.6 OZ SERVING - MORE THAN A STANDARD 2 OZ CUP
- *CREDITS AS A 1/2 CUP VEGETABLE FOR NSLP NEW
- USDA MEAL PATTERN REQUIREMENTS
- DOES NOT CONTAIN HFCS

MATTHEW'S MOTIVATIONAL MESSAGE

This section contains a motivational message taken from Matthew Essner's FREE weekly motivational email called the Monday Morning Ignition. In addition to working for DESE, Matthew is a motivational speaker who is available for events. His company, Ignite-the-Passion, custom creates presentations to fit the requests of individual groups. For more information visit www.Ignite-the-Passion.com or "Like" the Facebook page.

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Creating a spark to help fulfill your dreams!

Matthew E. Essner
Public Speaker, Writer
Motivational, Personal Development

Matthew.Essner@Ignite-the-Passion.com
www.Ignite-the-Passion.com
[www.Facebook.com/MatthewEssnerITP](https://www.facebook.com/MatthewEssnerITP)
[www.Twitter.com/MatthewEssner](https://www.twitter.com/MatthewEssner) **573-225-0386**

"If it is important to you, you will find a way. If not, you'll find an excuse." - Zig Ziglar

Do you have a tendency to bite off more than you can chew? Do you ever find certain tasks making it on your to do list day after day, but you can't seem to complete the task to ever cross it off the list? You're not the only one, that's "normal". But you strive to be better than "normal". What you need to do is FOCUS.

If you find yourself in the midst of too many things to do and not enough time to finish them all, then it's time to prioritize and focus. With focused intensity; you can accomplish anything. With too many things to do, you make excuses, i.e. there wasn't enough time in the day, something more important came up, etc.

You know what's important to you and what makes you happy. If you find yourself making excuses for why certain tasks continue to move down the to do list, then it's time to assess your to do list and prioritize. With a prioritized list in hand, you will find the way to focus your intensity towards completing tasks of importance and meaning. It's time to jump off the excuse train and prioritize your time. When you are focused on completing important tasks, you will find yourself happier, because the worry of less meaningful tasks goes away. Worry less, do more!!

Do you have an In-Service day planned for your Nutrition Services this summer?

Is your school district hosting a Staff Development day and looking for a "Spark" to start the 2013-2014 school year on the right foot?

Here's what others are saying about Ignite-the-Passion.com presentations:

"Thank you Matthew, for coming to talk to us! I walked out of there Friday with a good feeling of knowing "change" can do a person good. Felt as if your message was directed to me somehow with what I have going on in my life. Keep up the great work you do, what an inspiration you are! Thank you again!"



The USDA has recently updated their Tool Kit on their website. Below is a sample of the information on the web page. If you have not done so already, please check it out via this link:

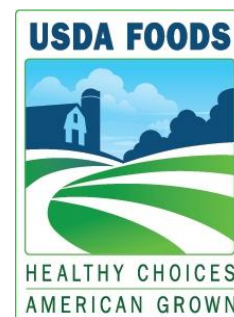
<http://www.fns.usda.gov/fdd/foods/healthy/ToolKit.htm>

USDA Foods Toolkit

The USDA Foods Toolkit is a collection of valuable resources to assist School Nutrition Professionals and educate students, school staff, and the community about the healthy and nutritious contributions that USDA Foods provide to school meal programs.

- **NEW USDA Foods Infographic**
- **NEW Chefs Recipe for Success**
- **USDA Foods Video**
- **USDA Foods Banner Kit**
- **Food Buying Guide Calculator for Child Nutrition Programs**
- **USDA Foods: Healthy Choices for Our Schools**
- **Communicating with School Administrators about USDA Foods: Presentation and Talking Points**
- **USDA Foods Overview**
- **USDA Foods Program Identifier Style Guide**
- **SNA Culinary Demonstration Recipes**
 - **USDA Foods Denver Public Schools Culinary Demonstration Recipes - SNA ANC 2011**
 - **USDA Foods Nashville Public Schools Culinary Demonstration Recipes - ANC 2011**
- **National School Lunch Program (NSLP) Fact Sheets**
- **USDA Foods Improvements**
- **Food and Nutrition Service Core Nutrition Messages**
- **Supplemental Nutrition Assistance Program (SNAP) Toolkits**

The SNAP Toolkit includes some generic templates that can be adapted to meet the marketing and outreach needs of school meal programs.
- **School Breakfast Resources**
- **USDA Foods Nutrition Links**



MEET THE DIRECTOR

Name: Leah Schmidt

School District: Hickman Mills C-1

Food Service Director Since: 1998

Family: Married to Scott, Children - Trey, Chessa, Trevor and Lauren, one grandchild (Channon), also have three stepdaughters and one stepson

High School: Oak Park High School (NKC School District)

Favorite Famous Person: Harry S. Truman

If you were in an eating competition what could you eat the most of: Dark Chocolate

Hobby or Activity you are most passionate about: Cooking

When/How did you get started in the food service business : I helped in my school kitchen in 6th grade; Career with Hickman Mills started in 1992

If you were not a foodservice director, what do you wish you would have been: Professional Tour Guide



MEET THE SYNERGY MANUFACTURER REP

Name: Dave Hackman

Company: JTM Food Group

Manufacturer Representative Since: 1998

Family: Wife, Lisa, is an Oncology Nurse here in Cincinnati. Two sons Josh (Sales Mgr in Charlotte, NC) and Brian (Customer Service Consultant, also lives in Charlotte, NC) and a daughter Sarah (Senior at University of Cincinnati) studying Psychology and Sign Language.

High School: St. Xavier HS (Cincinnati)

College: Xavier University BSBA

Favorite Famous Person : Pope Francis (Powerful position but a very simple Godly man)

If you were in an eating competition what could you eat the most of?: Cincy Style Chili

Hobby or Activity you are most passionate about: Enjoy pretending to golf and watching football

When/How did you get started in the food business?: Started in the School Food Service at JTM after a delivery to Janey Thorton when she was the Director at Hardin County KY. I was asking her about what she did and saw the value and importance in the feeding of the children of America and wanted to become a part of the work that School Foodservice people do!

If you were not a manufacturer representative, what do you wish you would have been?: This is actually a second career for me.. before I started at JTM, I considered going back to school to be a High School Teacher and possibly a football coach as I enjoy working with and coaching kids.



SYNERGY TRIVIA CONTEST

Winner from the last edition of Synergy Trivia:

- **Paula Kullman, Assistant Director of Nutritional Services @ Fox C-6 School District, Arnold, Missouri**
1st Runner Up: Carla Sohn, Festus Public Schools, Festus, Missouri
2nd Runner Up: Andy Dudenhoeffer, Supervisor-Donated Food Program, State of Missouri

Correct answers were as follows:

Disney

- 1) What year did Disney World open in Florida? (Bonus: What year did Disneyland open in California?)
Answer: 1971 Bonus Answer: 1955
- 2) What are the four themed parks within Disney World?
Answer: Magic Kingdom, Epcot, Animal Kingdom, (MGM) – Hollywood Studios
- 3) What Disney World attraction features a rapid rollercoaster ride through "outer space"?
Answer: Space Mountain
- 4) What feature allows guests to make 'reservations' for a popular ride to avoid waiting in long lines?
Answer: Disney Fast Pass
- 5) What large object appears at the entrance to Hollywood Studios?
Answer: Water Tower with Mouse Ears or Sorcerer's Hat

Kansas City Trivia Contest

The first person from School Food Service to respond with the correct answers to all of the questions below gets a \$50 gift card to Target, courtesy of our featured manufacturer, **JTM Food Group!** You can use it as a giveaway for your school contests, give it as a gift, or keep it for yourself! Winner & correct answers will be announced in our next newsletter.

- 1) Which famous gangster was involved in the Kansas City Massacre at Union Station?
- 2) Kansas City exists at the confluence of what two rivers?
- 3) The Liberty Memorial commemorates which war? (Bonus Question: Why is it significant?)
- 4) What is Kansas City's primary newspaper called?
- 5) What former Negro League Baseball franchise called Kansas City home? (Bonus Question: What future MLB Hall of Famer started his career there?)



Be Cool To Your School!

If you wish not to receive future copies of the *Synergy School News* newsletter, please let us know and we will remove you from our distribution list.

Synergy Food Sales - West

John Pickert

222 NE Tudor Road
Lee's Summit, MO 64086
(816) 525-7800 Office
(816) 525-2209 Fax



Synergy Food Sales - East

Tom Hoenig

122 Wimbledon Court
O'Fallon, MO 63368
(636) 329-0700 Office
(636) 329-0701 Fax

Proudly Representing the following manufacturing lines:

