

December 2019
Newsletter



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December 21ST marks the winter solstice. As we enjoy the shortest day of the year, we can also rejoice in the return of longer hours of sunlight.

QUALITY SALES HOLIDAY HOURS:

Tuesday, 12/24/19:
Closed at 1:00
Thursday, 12/12/19:
Closed at 2:00 to prepare for our Bash
Wed, 12/25/19 Closed
Saturday 12/28/19:
Closed for Inventory
Wed, 1/1/20 Closed

MARKET UPDATES:

We have Romaine in stock that is harvested from non-contaminated fields.

The potato shortage has not yet affected our supplies of French Fries. However, we expect to see another price increase in the next month or 2 because of this.

DECEMBER FESTIVITIES

The holiday season is in full swing. Restaurants are busy with Christmas parties, New Year's parties and many catered events. Fairbanks will come alive for the season with many holiday ballets, bazaars and concerts.

Quality Sales is also getting ready for our big event: **The 22nd Annual Customer/Employee**

Appreciation Bash. "Roar into the Twenties" with us at the bash as we welcome 2020. Attending the Bash this year will be representatives from Golbon, Tony Taylor and Pam Padilla. Also attending will be Rich Miller from Fontanini and Hormel, Gail Hubble from Pierce Cartwright brokers, Justin Bass from King's Command, and Deborah

Azizi from Key Impact brokers. These people will be eager to answer any questions about their products, especially food that we are preparing for you that night.

Don't forget the Egg Nog!



RECIPE: BLACK FOREST BROWNIE TRIFLE

Use this simple idea to create an elegant holiday dessert without taking time from all your other holiday preparations

INGREDIENTS:

- Best Maid Frosted Brownies (#21303)1 tray
- Seneca Premium Cocktail Cherries (#701901)2 jars
- Rich's "On Top" Whipped Topping (#1004)1 pastry bag
- Chocolate shavings, for garnish or Ghirardelli chocolate topping (#538071)

half of the cherries, then thawed whipped cream topping. Repeat once more, ending with whipped cream. Garnish with chocolate shavings, or drizzle with chocolate sauce.

INSTRUCTIONS:

Cut brownies into 1-inch cubes. Divide half of the brownies between 4 individual glass bowls, followed by



ANNUAL CUSTOMER APPRECIATION BASH

If you have not received your invitation yet, call your sales rep. The event is Thursday, Dec. 12TH

We will have food:



We will have door prizes. Everyone gets a chance.



We will have customer awards:



TRENDS TO WATCH FOR IN 2020

Here are some trends to watch that were presented at the 2019 MUFSSO (Multi Unit Food Service Operators) Conference

SWITCHING

In a panel discussion on beverage trends, Adam Hodak beverage director at Bonanno Concepts in Denver, explained a fairly new technique called “switching,” by which the bartender will super-chill spirits so that the water freezes, but the alcohol doesn’t. Then they remove the water and replace it with an equal volume of tea, juice or other liquid, allowing for a revved-up flavor that doesn’t dilute the spirit, and eliminating a step in the drink making at service.



CAULIFLOWER

The vegetable itself is trending, but where this cousin of cabbage is really getting

attention is as a lower-carb alternative to starches, such as *Caulipower’s* gluten free tortillas, pizza crust and cauliflower breaded chicken tenders.



DUCK WINGS

Chicken wings continue to fetch premium prices, especially during football season, and that paves the way for other, similar items, such as fried duck wings from Maple Leaf Farms.



DON'T LOSE MONEY BY IMPROPER RECEIVING

Quality Sales would like to remind everyone about our standard receiving procedures. Please have the designated receiver at your facility take the time to check in the product with the delivery driver. **You must make sure products received match what is billed on the invoice.**

The driver is responsible for putting freeze and chill products in the appropriate storage area unless told otherwise. Our drivers have been instructed to make sure that the all products delivered match the invoice before leaving. Any discrepancies **must be documented on the invoice with our driver in order to receive credit.**

Once the invoice is signed, that indicates that all is well with the delivery and you have accepted and received everything on the invoice.

Our goal is to have flawless deliveries, but there will be instances when items are not on the load, damaged, or the customer does not want or need it. In these situations, we will be glad to issue credit but **ONLY** if it's been documented on the invoice. It's very important to note this in detail on our copy of the invoice for us to issue proper credits.

If you need immediate replacement of any product, please call your sales rep or the office to arrange this. Our driver can only document the missing product but cannot arrange for re-deliveries.