

### Product Spotlight: Carrot Ginger Soup (Vegan)

From our portfolio of recipes:

- Soups and Chowders
- Sauces and Gravies
- Chili and Stews
- Puddings and other desserts
- Mashed Potatoes and Polenta
- Pot Pies, sweet or savory
- Ravioli, Tortellini, Bandolini and Gnocchi
- Pesto and Butters (sweet or savory)

We currently produce many different varieties of Vegan and Gluten Free soup from around the world in both foodservice and retail pouch packs. We can custom make yours too!



### Our Commitment to Food Safety...

Next month, Del Monaco Specialty Foods will partner with Alchemy Systems to launch its first interactive training courses for all employees. The group-based training courses, which require no computer skills and offer bilingual course materials, will be easy to follow and will enhance the management of food safety. We at Del Monaco believe that this process will continue to instill a positive company culture based on food and workplace safety and will enable our Team to retain critical concepts needed to do their jobs safely. The new training courses will give our Team members an opportunity to get the latest information on critical control points in the food manufacturing process. The training system will also deliver increased productivity, trainee records and documentation that meets or exceeds the government's Food Safety Modernization Act.

### Ask the Chef.....

Del Monaco Specialty Foods R&D Chef Nancy Bailey's current project in the kitchen is the ongoing reduction of salt in recipe formulation. Chef Nancy's R&D Team is constantly on the lookout for ingredients with lower sodium content that can be used in the reduction of the salt levels without sacrificing any of the flavor profiles that our customers require. In addition, she experiments with different herb and spice combinations to achieve the same flavor effect that you could get with salt. Chef Nancy comments: "we have the ability to source unique ingredients, spices and herbs from around the world which gives us the ability to develop new flavor profiles with reduced salt content which is what the consumer wants to see in the market place. All this can be achieved while still creating great tasting products. We can still give the customer what they want and it will taste good too." Have a question about salt content? Feel free to contact Nancy direct at [nancy@delmonacofoods.com](mailto:nancy@delmonacofoods.com).

### Customer Spotlight...Fra'Mani

Paul Bertolli's credentials as a chef are impressive, including 10 years at the helm of Chez Panisse. Chef Bertolli left the restaurant world in 2006 to found Fra'Mani in Berkeley California, producing artisan meats (salami, sausages and pancetta). Fra' Mani is now producing a line of fresh ready-to-eat meals that are available at Costco Stores in the Western United States. Paul uses only the finest of ingredients, such as the Piedmontese beef for his Braised Beef in Zinfandel. "It's just what I used to do in the restaurants, tracking down the best ingredients I could find." Bertolli contributes part of his success in the competitive world of ready-to-eat foods with finding a co-packer he could trust and work with to maintain his quality and artisanal cooking standards. Since 2009, Chef Paul has trusted us here at Del Monaco's in producing his products. Bertolli visits the Del Monaco Specialty Foods facility several times a month, sometimes arriving at five in the morning to work alongside our kettle cooks who are producing the Fra' Mani product. Other days, Paul can be found working with our R&D Chefs testing new recipes in the R&D Kitchen. Del Monaco's is happy to meet the Fra' Mani challenges and to continue to partner with them on future projects.

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