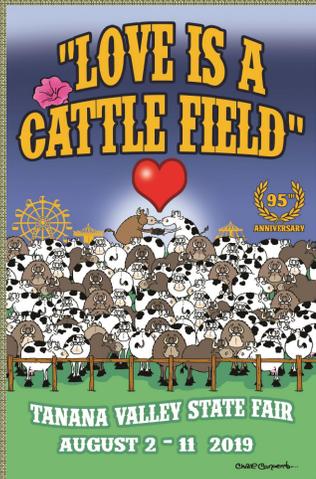


July/August 2019
 Newsletter



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Welcome Fair Vendors!

Quality Sales will deliver to the fairgrounds every morning except Sunday. Be sure your account is up to date and place your order the day before. Ask about our online ordering options.

7TH ANNUAL TOUR OF FARMS

August 11th: Free self-guided tour of some of Interior's finest growers. Presented by Fairbanks First.



CHEF AT THE MARKET
 The Farmer's Market will feature 3 more free demonstrations featuring local ingredients: July 31st, August 7th and August 21st.

ALASKA ON FIRE THIS SUMMER

Alaskans have been affected by a record wildfire season this summer. With the coming of August rains, we hope to get some relief.

Quality Sales appreciates the loyalty and patience our customers have demonstrated as we worked hard to keep our warehouse stocked for everyone,

including the people feeding the hard working firefighters. The camp for the Shovel Creek fire has now been shut down which will alleviate some of the demands on our inventory and our staff.

August starts with the Tanana Valley Fair and

soon after that, it's time to get ready for the start of another school year. As always, Quality Sales will have many USDA approved products for your day care, elder care and other health facilities.



BAKED POTATO MAC & CHEESE

This can be served as a snack, a small plate, or even an entree

INGREDIENTS:

- Potatoes, russet.....6 ea
- Olive oil.....2 tbs
- Salt.....3/4 tsp
- Black pepper.....3/4 tsp
- Stouffer's White Cheddar Macaroni and Cheese (#21311).....31oz**
- Bacon, cooked, chopped.....4 oz
- Parmesan, grated.....6 tbs
- Panko breadcrumbs.....4 oz
- Garlic powder.....1/2 tsp
- Parsley, minced.....2 tbs
- Garlic chips.....54 ea
- Chives, minced.....1/2 cup

METHOD:

Rub each baked potato with 1/2 teaspoon olive oil and season with salt and pepper. Bake at 350° for 45-50 minutes or until fork tender.

Slice in half and scoop out center of potato, leaving 1/2" of potato flesh around the edges.

Mix mac and cheese with 1/2 the amount of breadcrumbs and bacon. Scoop 1/2 cup macaroni and cheese mixture onto each potato half.

In a medium bowl, mix together parmesan, remaining breadcrumbs, garlic powder, parsley, and salt and pepper to taste. Sprinkle remaining breadcrumb and bacon on potatoes.

Return to oven and bake 25-30 minutes or until breadcrumbs are golden brown.

Garnish each with a sprinkle of chives and garlic chips.



WHAT'S NEW AT QUALITY SALES:

We've been busy this summer stocking our warehouse with many new products as well as keeping up with the old favorites.

Look for these products in the coming weeks:

ORGANIC PRODUCE:

Organic Spring Mix #4796



As we explore the market for organic produce, Spring Mix will be the first product we stock.

CN LABELED PRODUCTS

We are bringing in products to satisfy specifications for Fairbanks schools and also many bush school districts. Schools in Fairbanks start August 19th. Other school districts also start in August varying from August 14th to August 21st. We will have some extra products available such as



Whole Grain Corndogs
#96063

COMPOSTABLE PAPER PRODUCTS

We have cups, bowls, plates, containers, since many were recently added to supply fire camps.



12" compostable platter
#78753

MEATLESS CRAZE

Plant based foods are not just a passing fad. The demand for meatless food comes from multiple sources: Health, weight management, animal welfare, the environment and sustainability, even taste. Even though Alaska is often isolated from the rest of the world, we need to analyze the need for vegan or vegetarian options on our menus.

This is from the business website Single Platform:

There's been a 600% increase in people identifying as vegans in the U.S. in the last three years.

So, just how is veganism affecting the restaurant industry? It's been identified as a major food industry trend for 2018 by chefs around the world. And some restaurants are already acting on it.

But, let's take a step back for a minute. Even before the rise of veganism, restaurants throughout history have had to make adjustments to suit all different kinds of needs, from dietary restrictions like allergies to including vegetarian options. Being dynamic is an essential part of being a business, especially a restaurant, owner. Having the capability to adapt to this increase in veganism can help you gain a competitive edge. As more people make the decision to go vegan, there will be a heightened need for more inclusive

dining options. Be there to fill that void before every other restaurant does.

Incorporating vegan items into your dining landscape is an example of how you can dynamically adapt to change. Of course, that's not to say that you should change every menu item from sirloin to tofu, but having a diverse offering can help you expand your customer base. An all-inclusive approach can not only help to win you more business but keep each and every customer satisfied.



If you are planning to go vegan, make sure you let your potential customers know. With 93% of people looking at online menus, it's pretty much guaranteed that people are specifically looking for vegan options. Your in-house and online menus should accurately and clearly reflect your offerings so you can drive more business and fill more seats

REINHART/PFG MERGER

This month, Performance Food Group (PFG) Co. announced it had entered into a definitive agreement to acquire competitor Reinhart Foodservice LLC from Reyes Holdings LLC. The transaction is valued at \$2 billion. The acquisition will create a company with \$30 billion in net sales, according to PFG. The move brings together two of the largest foodservice distributors in the U.S. at a time when scale is more

important than ever. The trucking shortage has recently put increased pressure on a fragmented industry with low profit margins.

Here in Alaska we've seen the big distributors buying other companies. For instance, FSA was bought by US Foods.

Despite this nationwide trend, Quality Sales remains an independent, locally owned business.