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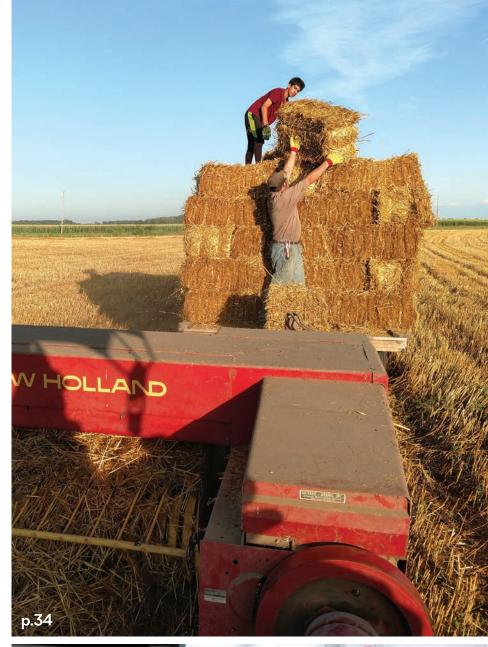
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The chef talks about his career, his food, and what he's learned from 50 years in the business



Feeding Our Community with Food Bank For New York City

Providing food—and dignity—to thousands of New Yorkers in need











Soon, our local farm partners will be pulling their first spring crops.



TJ MURPHY,

CEO

EMAIL:

TMURPHY@

RAI DORFOOD CO

The quality of their harvests depends a lot on what they did months before—tasks like labor and crop planning, land surveying and soil testing, and of course, planting. Every bit of preparation makes a big difference. You reap what you sow, as they say.

Over the last year, we've been having our own planning and planting season here at Baldor.

Early in 2024 President Michael Muzyk retired after three decades with the company. Mike had a huge impact on Baldor—and on me. He helped steer the business after my dad Kevin, founder of Baldor, passed away from cancer in 2013. And he taught me how to lead with integrity and care.

When we first discussed Michael's desire to retire two years ago, we started planning what seeds to plant before he left.

I especially wanted to expand our leadership team, to help scale our mission and vision. So, in the last several months, we added 15 execs, from successful brands like Tropicana, Pepsico, Samsung, FreshDirect, Sabra Hummus, and Union Square Hospitality. The most recent is our new Chief People Officer Regina Picciano, who joins us from Southern Glazer's Wines and Spirits. We looked for executives who believed in our mission, and who were servant leaders to their employees. I couldn't be happier with the team we have working for you.

We've also enhanced our technology infrastructure, including upgrades to our ERP (enterprise resource planning) system, our warehouse management system, and our driver routing systems. The goal: Getting every order to your kitchen on time and in full. In addition, we signed a lease on a distribution center in Maryland that will double our space and help us service customers in the D.C. area more efficiently.

All in all, 2023 was full of pre-harvest activities. We made significant investments in people, technology, and real estate that will grow into customer-facing benefits. Here are a few of the things on our roadmap for 2024:

- Providing better continuity of our product catalogue across all our locations (Murray's Cheese in all branches!)
- Ensuring we have the right product differentiation where it matters (all Baldor locations should have local items from their region available to them)
- Expanding our delivery areas to markets adjacent to where we do business, such as coastal Maine and the mid-Atlantic shoreline
- Integrating Pierless Fish, a sustainable fishmonger we acquired in 2020, into our Baldor experience
- Continuing to evolve our website and digital experience, as well as launching our new app

These are just a handful of the changes that we'll be debuting soon; our plan is to deliver continual service improvements throughout the year. I hope we will see you at Baldor BITE on April 24—our biannual party-meets-food-show—so we can tell you all about what we're up to. (Scan the QR code to the left to register!)

Baldor today is bigger than my dad or Michael ever imagined. But as much as we've grown, we aim to feel small to our customers. We're still a family company, and we care deeply about the people we work with and for. I hope you see this in our actions. But if not, please drop me an email at tmurphy@baldorfood.com; I will personally work to get it right for you. After all, I'm growing this business to enable your success.

TI Murphy CEO

TJ Murphy, CEO

Get tickets for

BITE 2024





What's New in Bakery



Original Sunshine Gluten Free Bagels (BRGF; BRGF2; BRGF3)

It's not easy to make a gluten-free bagel so good that the most revered bagel shops across New York City will carry it, but that's exactly what Original Sunshine has done. This California-based company-which makes a private-label bagel for the Los Angeles boutique grocer Erewhon-has a devoted following. As the East Coast distributor, Baldor has regional exclusivity on this product. "If you're going to eat the carbs, it better be damn good," says Emily Murphy, Director of Specialty Merchandising. "These are worth every bite."



Farmer Direct Domestic Grains and Flour (FLOURFD; FLOURFD2; FLOURFD3; FLOURFD4; FLOURFD5)

You may not have heard the Farmer Direct name before, but you've probably tasted or used some of their products: They've been milling for generations, including for King Arthur over the past 20 years. Their products are minimally processed to



EMILY MURPHY, DIRECTOR OF SPECIALTY MERCHANDISING

maintain the grain's natural taste and nutrition and are farmed regeneratively to improve soil health, reduce carbon emissions, and conserve water. And they're vertically integrated, which allows us to go directly to the source for their whole wheat rye, heirloom wheat, all purpose, red wheat, and white whole wheat flours.



Crepe Cake Slices (SPCAKE; SPCAKE2; SPCAKE3)

Unlike chocolate chip cookies or a simple layer cake, this delicate, intricate dessert is hard to perfect in a home kitchen or, frankly, in professional kitchens as well. "This is a product you're better off buying," says Murphy. Made with less sugar than typical American cakes, these



crepe cakes from Japan—available in vanilla, matcha, and strawberry flavors—are a growing trend. As a readyto-eat, pre-sliced baked good, this dessert works well across the foodservice industry, from restaurants to cafés to retail settings.



Baker's Cupboard Breadsticks (SPTBC; SPTBC2; SPTBC3; SPTBC4)

So long, sad, bland breadsticks. Female-founded Baker's Cupboard-based in Clifton, New Jerseychanges the game with their flavor-forward artisanal creations. "The cracker category as a whole is a bit lackluster," Murphy says. "These really stand out, with great texture, taste, and a homemade look." They're hand-stretched and come in flavors such as Sea Salt & Olive Oil and Gruyere & Roasted Garlic.



Traiteur de Paris Gratin and Cheesecake (FZPOTT; DESSERTAD)

As the exclusive East Coast distributor of Traiteur de Paris products, Baldor brings a little bit of France to the US. Their Basque cheesecake is light and balanced, their savory potato-and-cheese gratin is rich and melting. Both come frozen; once defrosted, they're on the plate in no time.





for our newest arrivals.

What's New in Dairy

Cuisine Solutions Egg Bites (EGGSCS)

Sous vide egg bites have been around for a while, but they're often lacking in texture and taste. That's not the case with this version from Cuisine Solutions, a pioneer in the sous vide slow-cooking method. They take the time to properly seal and flash-freeze these bites so they're soft and velvety. "Whether you're a chef, caterer, or hotel operator, they offer convenience and consistency without the hassle," says Franklin Romero, Dairy Category Manager.



Chevoo (CHEESEBC1; CHEESEBC2)

This product combines two of life's greatest pleasures, cheese and olive oil. This season, we're offering two variations: marinated goat cheese and marinated feta, which come in small 4-oz glass jars for retail purposes as well as larger tubs built for catering and large-scale foodservice. These products, which are made with the highest quality cheeses plus hand-blended marinades, work well on cheeseboards,



FRANKLIN ROMERO, DAIRY CATEGORY MANAGER

in salads, and can even be eaten straight from the jar.



Noah's Pride Eggs (EGGSN1)

Kreider Farms has long been committed to maintaining its high standards for egg farming, from preserving animal welfare to championing employee well-being. Their specialty egg brand, Noah's Pride, demonstrates their progressive outlook and innovative techniques. Noah's Pride offers premium eggs at a good value: They're organic, cage-free, and backed by Kreiders' dedication to food safety and sustainable practices.







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What's New in Grocery

Feel Good Booch Kombucha (BEVKF; BEVKF1; BEVKF2; BEVKF3)

The team who runs this premium craft kombucha line all used to work with Chef Dan Barber at Blue Hill at Stone Barns. The 'booch was brewed on premises and offered to guests as a pre-dinner drink. "If you're not a kombucha fan because you find it too pungent or strong, you'll like this one," says Suzy Kang, Grocery Category Manager. "It tastes less like vinegar and more like the ingredients it's made from-like purple corn, pineapple, spices, passion fruit, and lime leaf."



La Trafila Fresh Pasta (PASTALT; PASTALT1; PASTALT2; PASTALT3)

This Brooklyn-based brand makes their fresh pasta to order, using traditional Italian methods. "Their claim to fame is their frozen stuffed gnocchi," says Kang. "The filling-to-dough ratio is spot on." The gnocchi can be deep fried as an appetizer or served with tomato sauce as an entrée. "The texture is amazing—very fresh, tender, and delicate, not tough or rubbery at all."



SUZY KANG, GROCERY CATEGORY MANAGER

3 7er

Zero Acre Cultured Oil (OILZA)

This natural, clean fry oil made from sugar cane is a sustainable alternative to vegetable oil, a longtime driver of deforestation. The high smoke-point of cultured oil (485°F) makes it ideal for all kinds of foodservice uses, and there are health benefits too, as it contains a high level of healthy fats. Cultured oil might not be a household product yet, but it's poised to become the new "it" cooking oil in kitchens everywhere.







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What's New in Produce

Trench White Asparagus (AS4)

Although many chefs geek out over asparagus in the springtime, white asparagus practically has a cult following. Not many distributors carry this specialty product, which is hand-harvested and imported directly from France, March through May. "It has a higher sugar content, so it has a sweeter flavor," explains Donald Russo, Senior Category Manager for Veg, "but it can be used in all the same ways as regular asparagus." White asparagus needs to be peeled, and the woody bottom end needs to be removed, but once that's done, it's actually less fibrous than green asparagus.



Goldenberry Farms Sweet Baby Sugar Mangoes (MA9S)

Once you taste one of these miniature mangoes that fit in the palm of your hand, you may never feel the same way about a regular mango again. The sweet red flesh tastes like a combination of coconut and honey, they have a lovely floral fragrance, and



MATTHEW RENDINE, DIRECTOR OF PRODUCE MERCHANDISING



KEN BOWER, DIRECTOR OF SUPPLY CHAIN



DONALD RUSSO, SR. CATEGORY MANAGER FOR VEGETABLE

the thin skin is edible—they've been dubbed the "lunchbox mango" because they're so easy to eat on the go. They're grown exclusively in the Magdalena Region of Colombia, on the Caribbean Coast. "It's an area with a microclimate perfect for tree-ripening these little treasures," says Matthew Rendine, Director of Produce Merchandising. "They're naturally grown with no help from science."

3 Belorta Red Endive (EN1)

Winter has long been synonymous with chicories, but now you can have some of those delicious bitter leaves in the spring, too: Belorta Red Endive, grown in the Netherlands, is a cross between red radicchio and white endive. It's milder in flavor than white endive but with the same crisp texture. "This is a year-round item that plates beautifully," says Ken Bower, Director of Supply Chain. "The burgundy edging makes for a very pretty presentation." If you're looking for something a little different to spice up a salad or side dish, opt for this.

(₄) Oish

Oishii Berries (BE10)

Oishii, known for its exclusive strawberries, is launching a new strawberry varietal: the Koyo. Koyo means "elated" in Japanese, and that's pretty much how we feel about partnering with Oishii and bringing an entirely new flavor profile to the berry sector. Compared to its predecessor, the Omakase berry, "The Koyo has a slightly firmer texture, balanced acidity, fragrant aroma, and refreshing sweetness," says Rendine. Although the berries have roots in Japan, they're vertically farmed in New Jersey-free of pesticides, perfectly ripe, and always in season.







What's New in Protein



Joyce Farms Semi Boneless Poulet Rouge Chicken (MEPO1|FGRL)

This heritage-breed chicken is delicious and humanely raised on regenerative farms. But what really makes it stand out is that it's a "labor saver," says Kevin Lindgren, Director of Protein Merchandising. Chefs don't have to worry about the time it takes their teams to debone chickens. With this product, "A line cook can prep, then roast or flat top. You can have this amazing chicken on a menu without needing high-level butcher skills," explains Lindgren.



Maestri Sliced Iberico Ham (SPMEATMJI)

This rich, flavorful, premium Spanish ham—produced in Spain, aged for 2 years, then sliced in the US by Maestri—makes things easier for chefs and restaurants. "You don't have to worry about having a deli slicer or training staff in how to slice meat—you just plate, serve, and let your

guests enjoy," says Peter Mistretta, Protein Category Manager. And because it comes in 1-lb packages, there's the added benefit of knowing your exact yield and price per portion every time.



Maestri Sliced Iberico Chorizo (SPMEATMIC)

This chorizo is a dry-cured sausage that, like the Iberico Ham, is produced in Spain, aged for 2 years, then sliced in the US by Maestri. It has beautiful, well-balanced flavor: The smokey pimenton is subtle but rich at the same time, and the fat covers the entire mouth. It would work well on any charcuterie plate. Lindgren recommends serving the Iberico Chorizo alongside the Iberico Ham with accompaniments such as sardines, Spanish olive oil, and crusty sourdough or airy ciabatta bread.







KEVIN LINDGREN, DIRECTOR OF PROTEIN MERCHANDISING



PETER MISTRETTA, PROTEIN CATEGORY MANAGER



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Spring & Summer Produce Guide

The start of spring signals the return of baby sugar mangoes, rhubarb, and asparagus, which give way to berries, figs, cauliflower, and corn as we progress into summer. There's so much perfectly ripe, peak-flavor produce available that it's hard to keep up—you'll want to work with all of it. Our expert merchants have curated a guide to the very best produce to help you plan your seasonal menus and make them shine.

SPECIALTY

Pink Guava Baby Sugar Mango Pink Muscat Grape Rainier Cherry

BERRIES

Sweetest Batch Blackberry

CITRUS

Grapefruit Cocktail

Oro Blanco Red

Red Globe Pomelo

Lemons

Meyer Sorrento

Variegated Pink Mandarins

Algerian Clementine

Pixie Sumo Citrus

Sunburst Tangerine

Tango Oranges

Mango

Cara Cara

Moro Blood Seville Sour

Tarocco Blood

Specialty Kumquat

Mandarinquat

Meiwa Kumquat

Minneola Tangelo

Vegetables



INGREDIENT SPOTLIGHT

Fava leaves are harvested from the tops of the fava-bean plant because the younger leaves and stems are sweeter and more tender. They have the same vegetal, grassy flavor as the beans, but don't need shell-

ing, blanching, and

peeling. They can be

eaten raw or lightly

cooked.

SPECIALTY

Fava Leaf Green Almond Green Garbanzo Pea Shoot Washington State Rhubarb Wood Sorrel

ALLIUMS

Green Garlic Red Spring Onion White Spring Onion

ARTICHOKES

Heirloom Purple

Baby Red Frill Mustard Casper Kale Rapini Romanesco

Kyoto

CHICORIES

Domestic Radicchio Rosa Italian Castelfranco

ASPARAGUS

White

BRASSICAS

CARROTS

Spigariello

Escarole

Frisée

Grumolo Puntarelle Radicchio del Veneto Rosa di Gorizia Tardivo

EGGPLANT

Holland Fairy Tale

LETTUCE & SALADS

Specialty

Bloomsdale Spinach Wild Watercress

MUSHROOMS

Black Trumpet Chanterelle Hedgehog



POTATOES

Blue Adirondack German Butterball Magic Myrna Red Adirondack

Upstate Abundance

RADISHES

Green Meat Purple Bordeaux Daikon

SQUASH

Acorn Butternut

Delicata

Fiddlehead Fern Nettle

Kabocha Spaghetti

WILD & FORAGED

Miner's Lettuce Wild Bay Leaf

Wild Onion Flower Wild Spring Onion

Wild Fennel

Wild Licorice Root





SPECIALTY

Champagne Mango Baby Sugar Mango East Indian Kesar Mango Indian Alphonso Mango Haitian Francine Mango Pink Guava Pink Muscat Grape

BERRIES

Green Strawberry Harry's Berries Jumbo Blueberry Sweetest Batch Blackberry

Sweetest Batch Raspberry Tropical Bliss Strawberry

CITRUS

Grapefruit Oro Blanco Red

Star Ruby Mandarins

Minneola Tangelo Pixie Sunburst Tangerine

Tango **Oranges** Cara Cara Tarocco Blood

Specialty

Kumquat Mandaringuat Meiwa Kumquat Sorrento Lemon

STONE FRUIT

Rainier Cherry Unripe Green Apricot Velvet Apricot Aprium Yellow Peach Yellow Nectarine

Vegetables



INGREDIENT SPOTLIGHT

tart taste.

Meiwa kumquats are one of the sweetest varieties and are grown for eating fresh. They're large-3 to 4 cm in diameter—and the peel is covered in prominent oil glands that make it look speckled. The peel is sweet and the flesh acidic, creating a balanced, sweet-

SPECIALTY

Fava Leaf Green Almond Green Garbanzo Pea Shoot Rhubarb Wood Sorrel

ALLIUMS

Green Garlic Japanese Negi Scallion Red Spring Onion White Spring Onion Vidalia Onion

ARTICHOKES

Heirloom Purple

ASPARAGUS

California Holland Jumbo White French Jumbo White

BEANS & PEAS

Fava Bean **English Pea** Sugar Snap Pea

BRASSICAS Baby Red Frill Mustard Broccoli Leaf Casper Kale Hakurei Turnip Hinona Kabu Turnip Rapini Romanesco Spigariello

CARROTS

Castelfranco

Escarole

Radicchio del Veneto

Rosa di Gorizia

Holland Fairy Tale



Kyoto

CHICORIES

Domestic

Radicchio Rosa

Italian

Frisée

Puntarelle

Tardivo

EGGPLANT

LETTUCE & SALADS

Specialty

Bloomsdale Spinach Wild Watercress

FRESH TRUFFLES

Summer (Italy/Spain)

MUSHROOMS

Chanterelle

Hedgehog Morel

South African Porcini

St. George Yellowfoot

RADISHES

Green Meat

Purple Bordeaux Daikon

WILD & FORAGED

Fiddlehead Fern Miner's Lettuce Nettle Ramp Wild Bay Leaf Wild Fennel Wild Licorice Root

Wild Onion Flower

Wild Spring Onion

Scan QR code to see our latest Peak Season arrivals.



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SPECIALTY

Champagne Mango Baby Sugar Mango East Indian Kesar Mango Indian Alphonso Mango Haitian Francine Mango Pink Guava Pink Muscat Grape

BERRIES

Green Blueberry Green Strawberry Harry's Berries Jumbo Blueberry Pineberry Rosé Strawberry

Sweetest Batch Blackberry Sweetest Batch Raspberry Tropical Bliss Strawberry

CITRUS

Grapefruit Oro Blanco Red

White Marsh

Oranges

Cara Cara Tarocco Blood

Specialty

Golden Nugget Mandarin

STONE FRUIT

Rainier Cherry Red Cherry Unripe Green Apricot Velvet Apricot White Apricot Black Pluot Red Pluot White Peach Yellow Peach Peacharine White Nectarine

Yellow Nectarine

Vegetables



INGREDIENT SPOTLIGHT

The Negi scallion is one of the most popular culinary ingredients in Japan, with hollow tubular green tops and elongated white stems that never form into actual bulbs. They are mild, sweet, and can be used like green onions, leeks, and traditional scallions.

SPECIALTY

Purple Asparagus

Rhubarb

Wood Sorrel

ALLIUMS

Garlic Scape

Green Garlic Baby Zucchini with Flowering Chive Blossom Japanese Negi Scallion **Bronze Fennel Red Spring Onion** Chamomile Torpedo Spring Onion Fava Leaf White Spring Onion Fig Leaf Italian Red Tropea Onions Green Almond Vidalia Onion Green Garbanzo Baby Leek Pea Shoot **ARTICHOKES** Pea Tendril

Purple

ASPARAGUS

New Jersey White French Jumbo White

BEANS & PEAS

Fava Bean **English Pea** Sugar Snap Pea

BRASSICAS

Baby Red Frill Mustard Bok Choy Caraflex Cabbage Casper Kale Hakurei Turnip Hinona Kabu Turnip Rainbow Chard Rapini Spigariello

CARROTS

Kyoto

CHICORIES

Castelfranco Frisée

Tardivo

Italian

EGGPLANT

Holland Fairy Tale

LETTUCE & SALADS

Specialty

Bloomsdale Spinach

FRESH TRUFFLES

Summer (Italy/Spain)

MUSHROOMS

Black Conica Morel Blonde Morel Chanterelle Pink Oyster

Shiitake

South African Porcini

RADISHES

Green Meat Purple Bordeaux Daikon

Fiddlehead Fern Miner's Lettuce Nettle Ramp

Spruce Tip Wild Bay Leaf

> Wild Licorice Root Wild Onion Flower Wild Purple Onion Wild Sea Bean

> Wild Spring Onion

WILD & FORAGED

Scan QR code to see our latest Peak Season arrivals.





SPECIALTY

Champagne Mango Baby Sugar Mango East Indian Kesar Mango Indian Alphonso Mango Haitian Francine Mango

BERRIES

Local Berries Gooseberry Green Strawberry Harry's Berries Rosé Strawberry Sweetest Batch Raspberry

Sweetest Batch

Strawberry

Pea Tendril

Wood Sorrel

Rhubarb

Tristar Strawberry **Tropical Bliss Strawberry**

CITRUS

Sorrento Lemon Tarocco Blood Orange White Marsh Grapefruit

FIGS

Arizona Black Mission

MELONS

Canary Cavaillon Galia Golden Honeydew

Vegetables

Kiss Mixed Heirloom

STONE FRUIT

Rainier Cherry Sweet Cherry Velvet Apricot Honey Rich Aprium Black Pluot Dapple Dandy Pluot Mottled Pluot Santa Rosa Plum White Peach Yellow Peach Peacharine White Nectarine Yellow Nectarine



INGREDIENT SPOTLIGHT

Agretti is a spiny succulent native to the Mediterranean basin, related to spinach and beet. The raw leaves have a nice crunch and a mildly salty, mineral flavor; cooked, the taste is very similar to spinach. Historically, it was burned to ash as a source of sodium carbonate, used to make soap and glass.

SPECIALTY Agretti Garlic Scape Baby Zucchini with Green Garlic Blossom Garlic Chive Bronze Fennel Japanese Negi Scallion Celtuce **Red Spring Onion** Fava Leaf Torpedo Spring Onion Fig Leaf White Spring Onion Green Almond Italian Red Tropea Onion Green Garbanzo Vidalia Onion Local Squash Blossom Baby Leek Pea Shoot

ALLIUMS

New Jersey

Purple

White

Fava Bean Romano Bean Wax Bean **English Pea** Snow Pea Sugar Snap Pea

ASPARAGUS

Baby Red Frill Mustard **Bok Choy** Caraflex Cabbage

BEANS & PEAS

Cranberry Bean Dragon Tonque Bean Beauregarde Snow Pea

BRASSICAS

Fioretto Cauliflower



Rapini Spigariello Sprouting Broccoli Tatsoi

Hakurei Turnip

Kyoto

CARROTS

CUCUMBERS

7082 Kirby Lemon Little Potato

EGGPLANT

Holland Fairy Tale

LETTUCE & SALADS

Baby Head Lettuce Baby Mix Little Gem Specialty

Wild Watercress

Scan QR code to see our latest **Peak Season** arrivals.

FRESH TRUFFLES

Summer (Italy/Spain)

MUSHROOMS

Black Conica Morel Blonde Morel Chanterelle Shiitake

RADISHES

Green Meat

SQUASH

Avocado Bossa Nova Centercut Costata Romanesco Gold Bar Green Zucchini Haifa's Finest Cousa Magda Cousa Patty Pan Summer Mix Zephyr

TOMATOES

Caprese Mix Heirloom Sungold Cherry

WILD & FORAGED

Fiddlehead Fern Miner's Lettuce Nettle Ramp Spruce Tip Wild Sea Bean



SPECIALTY

Finger Lime Baby Sugar Mango Haitian Francine Mango Red Currant White Currant

BERRIES

Local Berries Cape Gooseberry Harry's Berries Rosé Strawberry Sweetest Batch Blackberry Sweetest Batch Raspberry Tristar Strawberry Tropical Bliss Strawberry

FIGS

Black Mission **Brown Turkey** White Adriatic

MELONS Canary

Cavaillon Galia Golden Honeydew Kiss Mini Seedless Watermelon Mixed Heirloom Orange Watermelon Piel de Sapo Sugar Cube Yellow Watermelon

STONE FRUIT

Rainier Cherry Sour Cherry Sweet Cherry Velvet Apricot Candy Cot Black Pluot Red Pluot Greengage Plum Shiro Plum Very Cherry Plum White Peach Yellow Peach Donut Peach Peach Pie Donut Peacharine

White Nectarine

Yellow Nectarine



INGREDIENT SPOTLIGHT

Piel de Sapo literally means "frog skin" in Spanish. This melon has a rough, mottled green outer rind (like a toad), juicy white/ pale green flesh, and a flavor somewhere between a honeydew and a pear. There's no aroma when ripe; instead, the skin turns yellowish and the stem end is soft to the touch.

SPECIALTY Agretti **Bronze Fennel** Celtuce Fig Leaf

Local Squash Blossom Purslane

ALLIUMS Garlic Scape Garlic Chive Japanese Negi Scallion Torpedo Spring Onion Italian Red Tropea Onion

Vidalia Onion Baby Leek

Vegetables

BEANS & PEAS

Cranberry Bean **Dragon Tongue** Bean Fava Bean Romano Bean Wax Bean **English Pea**

BEETS

Badger Flame

BRASSICAS

Fioretto Cauliflower Hakurei Turnip Hinona Kabu Turnip Maine Broccoli Maine Cauliflower Rainbow Chard Red Napa Cabbage Tatsoi

CARROTS

Kyoto

CORN

Bi-Color



White Wild Violet Yellow

CUCUMBERS

7082 Kirby Lemon Little Potato White

Fairytale Graffiti Hansel & Gretel Japanese Sicilian Mix

White

Baby Mix

EGGPLANT

Italian

Chanterelle Shiitake **LETTUCE & SALADS**

Baby Head Lettuce

Little Gem Specialty Flower Power Spicy Greens Mix

FRESH TRUFFLES

Summer (Italy/Spain) Winter (Australia)

MUSHROOMS

Black Conica Morel

PEPPERS

Mini Bell Mini Veggie Sweet Patchwork Rainbow Bell Jimmy Nardello 🤳 Shishito J Cubanelle **J** Italian Long Hot 🤳 Hatch 🍑 🍑

Serrano 🔰 🌙

Habanero 🔰 🔰 Scorpion Trinidad JJJJJ Carolina Reaper J J J J

RADISHES

Green Meat

SQUASH

Avocado Bossa Nova Centercut Costata Romanesco Eight Ball Gold Bar Green Zucchini Haifa's Finest Cousa Magda Cousa Patty Pan Summer Mix Tetra Zephyr

TOMATOES

Campari Early Girl Fiorentino Costoluto Golden Rave Green Heirloom Jewel Box Plum Red Grape San Marzano Sunchocola Cherry



arrivals.

Sungold Cherry



INGREDIENT SPOTLIGHT

Celtuce is variety of

stem lettuce native

to China. Prized for

thick asparagus stalk

its woody stem which looks like a

or wasabi root—

celtuce has a nutty,

The leafy tops are

also edible and are

tionally stir-fried in

lightly bitter and

sweet. It is tradi-

Sichuan cooking.

cucumber-ish flavor.

Fruit

SPECIALTY

Champagne Mango Baby Sugar Mango Haitian Francine Mango Red Currant White Currant

BERRIES

Blueberry Rosé Strawberry Sweetest Batch Blackberry Sweetest Batch Raspberry Tristar Strawberry Wild Huckleberry Wild Maine Blueberry Tropical Bliss Strawberry

FIGS

Black Mission **Brown Turkey** Tiger Stripe White Adriatic

MELONS

Canary Cavaillon Crenshaw Galia Golden Honeydew Kiss Little Flower Watermelon Mini Seedless Watermelon

Mixed Heirloom

Orange Watermelon Snow Leopard

Yellow Watermelon

STONE FRUIT

Sour Cherry Sweet Cherry Velvet Apricot **Emerald Beaut Pluot** Flavor King Pluot Greengage Pluot Red Raspberry Pluot White Peach Yellow Peach Donut Peach Peacharine White Nectarine Yellow Nectarine



SPECIALTY

Agretti Baby Artichoke **Bronze Fennel** Celtuce Fig Leaf Fresh Ginger Purslane

ALLIUMS

Garlic Chive Japanese Negi Scallion Torpedo Spring Onion Italian Red Tropea Onion Vidalia Onion

BEANS

Calypso Christmas Lima Cranberry **Dragon Tongue** Fava Flageolet lacob's Cattle Maxibel Romano Wax

BEETS

Badger Flame

BRASSICAS

Hakurei Turnip Hinona Kabu Turnip Maine Broccoli Maine Cauliflower Tatsoi

CARROTS

Kyoto

CORN

Bi-Color White Wild Violet Yellow



CUCUMBERS

7082 Kirby Lemon Little Potato Suyo Japanese White

EGGPLANT

Fairytale Graffiti Hansel & Gretel Italian lapanese Sicilian Mix White

LETTUCE & SALADS Baby Head Lettuce

Baby Mix Little Gem Specialty Flower Power Spicy Greens Mix

FRESH TRUFFLES

Summer (Italy/Spain) Winter (Australia)

MUSHROOMS

Chicken-of-the-Woods Lobster Saskatchewan Chanterelle Shiitake

PEPPERS

Habanada Mini Bell Mini Veggie Sweet Rainbow Bell Jimmy Nardello 🤳 Shishito 🤳 Aii Dulce Cubanelle 🤳 Biquinho 🤳 Italian Long Hot Padron 🤳

Grenada 🌙

Hatch 🤳 🤳 lalapeño 🍑 🍑

Red Fresno 🌙 🥠 Serrano J

Mixed Fish J

Aii Limon Cayenne 🤳 🤳

Aii Roio 🌙 🌙 Sugar Rush

Peach J J J

Habanero 🔰 🔰 Fatali 🔰 🍑 🍑 Ghost JJJJ

Scorpion

Trinidad J J J J

Carolina Reaper J J J J J

POTATOES

Blue Adirondack Red Adirondack German Butterball Kennebec La Ratte Fingerling Magic Molly **Red Norland** Russian Banana Fingerling Upstate Abundance

SQUASH

898

Avocado

Bossa Nova Candy Roaster

Centercut

Costata Romanesco

Eight Ball Gold Bar

Green Zucchini

Haifa's Finest Cousa

Honeynut

Magda Cousa Patty Pan

Summer Mix

Tetra

Zephyr

TOMATOES

Black Velvet Brad's Atomic Grape

Brandywine

Campari Casare's Canestrino

di Lucca

Early Girl

Fiorentino Cosoluto

Golden Rave

Green

Heirloom lewel Box

Magic Mountain

Midnight Roma

San Marzano

Sunchocola Cherry

Sungold Cherry

Yellow Beefsteak

Scan QR code to see our latest **Peak Season** arrivals.



SPECIALTY

Ataulfo Mango

AVOCADOS

Hass

BERRIES

Blackberry Blueberry

Cape Gooseberry

Raspberry Strawberry Tropical Bliss Strawberry

CITRUS

Clementine Finger Lime Key Lime Limes

Moro Blood Orange

FIGS

Black Mission

MELONS

Cantaloupe Honeydew Watermelon

Vegetables

SPECIALTY

Baby Fennel Sea Bean Squash Blossom

Tomatillo

ARTICHOKES

Baby Globe

BEETS

Baby Chioggia Golden

Mixed Red

neu

BRASSICAS

Buds

Caraflex Cabbage

Flowers

Broccoli Cauliflower Caulilini

Florentino
Broccoli di Ciccio
Broccoli Rabe
Carnival Cauliflower
Green Cauliflower

Green Cauliflower
Orange Cauliflower

Purple Cauliflower Romanesco

Leaves

Baby Green Kale Baby Lacinato Kale Bok Choy Collard Green Mizuna

Mustard Swiss Chard

Roots

Baby Turnip **Stems**

Green Kohlrabi Purple Kohlrabi **CARROTS**

Baby French
Baby Mixed Rainbow
Mixed Heirloom
Mixed Rainbow
Thumbelina

CUCUMBERS

Kirby Persian

CHICORIES

Domestic

Radicchio Castelfranco Frisée

Dandelion

EGGPLANT

Holland Graffiti Holland Baby Purple



LETTUCE & SALADS

Baby Head Lettuce

Baby Green Oak
Baby Green Tango
Baby Lolla Rosa
Baby Red Oak
Baby Red Romaine
Little Gem
Artisan Mini Head
Baby Iceberg
Red Gem
Specialty

Baby Watercress

Watercress

Red Watercress Savoy Spinach Wild Arugula

Baby Arugula

Salads & Mixes

Arcadian Mix

Artisan Mix Artisan Romaine Hydro Boston Lettuce

MUSHROOMS

Beech Chefs Mix Exotic Blend Hen-of-the-Woods Maitake

Maitake Oakwood Shiitake

Oyster Pioppino

Pom Pom Royal Trumpet

PEPPERS

Rainbow Bell
Mini Veggie Sweet
Shishito
Cubanelle
Italian Long Hot

Jalapeño

Red Fresno

Serrano

Habanero

POTATOES

Chipperbec Creamer

Kennebec

GPOD

Marble

Norwis Frying Potato

Purple Peruvian

Red Chile

Russian Banana

SWEET POTATOES

Beauregard Garnet

Hannah Okinawa

Purple

RADISHES

Baby French Breakfast
Easter Egg
French Breakfast

TOMATOES

Purple Ninja

Beefsteak Cherry On-The-Vine Heirloom Mixed Cherry

Plum Red Cherry

Red Cherry Red Grape

Scan QR code to see our latest Peak Season

arrivals.







0

N A 550-ACRE FARM IN AUSTIN, MINNESOTA,

about 100 miles south of Minneapolis, Jon and Ruth Jovaag tend to their herd of about 400 crossbred hogs. The Jovaags are one of hundreds of family farms that raise livestock for Niman Ranch, a com-

pany known for its top-tier selection of humanely raised meats, from heritage pork belly to grass-fed Angus beef.

In the coldest month of January, with average low temps sinking to 8°F in these parts, the hogs are known to burrow deep into their straw bedding to stay warm and cozy. The notoriously chilly Midwest winter doesn't bother these animals, though; instead, it's the increasingly dry heat of summer that negatively impacts the pigs, along with the farmers and the food chain.

Last year was the fourth year of drought in Mower County, where the Jovaag's farm is located, and it's taken a toll on the region. For some farms, it translated to mounting overhead costs and reduced yields, which means less availability and higher costs for buyers.

On the Jovaag farm, however, the impact of hotter summers is not as bad. By employing regenerative soil farming and housing the hogs in deep-bedded barns, where the pigs are free to roam about, the Jovaag family is successfully mitigating some of the effects of climate change. "That's why we're doing all of this," says Jon Jovaag. "To create a more steady and consistent food supply."

Extreme weather events caused by climate change—heat waves and flooding, among others—are resulting in

more frequent disruptions to the global food supply than ever before. At Baldor, we see this firsthand: In 2023, a deluge of summer rain in Canada sent carrot prices soaring; heat waves in the Midwest and Southwest impacted quality and availability of domestic beef; and a drought in Spain doubled olive oil costs.

As the country's food supply chain grows more unpredictable, strategies to build resiliency are becoming increasingly important. Recognizing how supply issues can cause stress and disruption for our chef customers, Baldor works closely with businesses like Niman Ranch that are on the cutting edge of climate resiliency in order to deliver greater consistency and reliability to our customers. "We try to honor and spotlight vendors who are pioneers in this space," says Peter Mistretta, Protein Category Manager at Baldor. The stakes have never been higher—the future of our food is on the table.

Food on the Front Lines of Climate Change

According to the United Nations' Intergovernmental Panel on Climate Change (IPCC), the earth's average surface temperature has risen roughly 1.1 degrees Cel-

sius since pre-industrial times and is on track to increase another 0.4 degrees, exceeding 1.5 degrees Celsius, sometime in the 2030s. That might not seem like much, but in the report from 2023, IPCC scientists wrote, "every increment of global warming will intensify multiple and concurrent hazards."

And, if anyone needed more incentive, the National Oceanic and Atmospheric Administration (NOAA) claims that climate disasters in 2022 caused almost \$179 billion in damages in the US alone.









At its most basic, rising temperatures are melting large swaths of the arctic, raising sea levels, and leading to heavier rainfall and flooding, as you likely well know. Meanwhile, long periods of heat and drought strain water supplies and create the dry conditions that serve as fuel for wildfires. According to the NOAA, the last ten years have been the hottest on record, globally.

What's bad for the planet is bad for the plate. "We're in a new climate of what we call whiplash," says Dr. Michael P. Hoffmann, Professor Emeritus in the College of Agriculture and Life Sciences at Cornell University and co-author of the 2021 book *Our Changing Menu*, which documents how climate change and

"After a heavy rain last August, Homegrown's regenerative farms were able to absorb more water, resulting in faster recovery times."

SCOTT MABS, CEO OF HOMEGROWN ORGANIC FARMS our food supply are inextricably linked. "It's all volatility, shortages, and some unavailability," he says. "And that's going to get worse."

Of course, just as climate is having an impact on the food supply, our farming practices are contributing to climate change. According to the UN's Food and Agriculture Organization (FAO), agriculture is responsible for a third of the greenhouse gases (GHGs) produced

by human activity. Gases in the atmosphere like methane and nitrous oxide trap the sun's energy, so more gas equals more heat.

But rather than get mired in climate despair, there's an opportunity for chefs and those with a platform to be

agents of positive change. "The food industry is in a really good place to help," Hoffmann says. "Food has power, we need it to exist."

A Climate-Smart Solution

As climate change becomes more urgent, the phrase "climate smart" has emerged as a catch-all approach to combatting its effects on our food supply. Per a federally funded 2023 National Climate Assessment, climate-smart strategies fall into three general buckets: build resiliency to withstand and quickly recover from adverse weather conditions, adapt to current threats, and mitigate the future impact of climate change.

Among a community of concerned farmers, the phrase climate-smart agriculture (CSA) pinpoints these efforts in farming specifically. The World Bank defines CSA as "a set

of agricultural practices and technologies which simultaneously boost productivity, enhance resilience, and reduce GHG emissions."

Interest in CSA is growing in both the federal and commercial sectors. In 2022, the US government committed \$22 billion to climate-smart agriculture initiatives through the Inflation Reduction Act. In 2022, Kellogg's launched a program to measure and reduce supply chain emissions in partnership with Regrow, a software company that facilitates the decarbonization of agriculture. Oatly, a Swedish brand of oat milk, recently developed a unique marketing strategy to raise awareness of greenhouse gases in the food supply chain.

Climate smart may be a relatively new buzzword, but it isn't new to us at Baldor. Many of our partners have been working on these strategies for decades. Companies like Niman Ranch, Homegrown Organic Farms, First Field, and

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Open Water were founded years ago on the principles of conservation and sustainability. And that's just the start of our inventory of climate-smart goods, which spans a variety of categories from fresh produce to protein to specialty products.

"Through our extensive relationships with the best growers and producers, Baldor will continue to be the solution in this ever-changing landscape," says Donald Russo, Senior Category Manager for Vegetables at Baldor. And true to Baldor's rigorous criteria, not only are these businesses built to be resilient, but they all yield great-tasting products that deliver in the kitchen, too.

Climate Smart in Action

In agriculture, becoming climate smart often means building resiliency through regenerative farming, an approach that prioritizes soil health, leaving the land in better shape for the future. Healthy soil has benefits like improved water retention and greater carbon sequestration. On the Jovaag farm in Minnesota, for example, healthy soils hold on to water for longer, which is increasingly important during those long, dry summers.

Soil is "the foundation when it comes to creating resiliency against climate extremes," says Scott Mabs, the CEO of Homegrown Organic Farms, which supplies Baldor with stone fruit, grapes, and citrus from across the West Coast, including the San Joaquin Valley in Central California. There have been an increasing number of flooding events in the Valley in the past year, including a series of storms in early 2023 that replenished the dormant Tulare Lake while also leaving many farms submerged.

After a heavy rain last August, Mabs notes how the company's regenerative farms in the region were able to absorb



EXCEPTIONAL QUALITY, DISTINCTIVE FLAVOR

We sustainably grow, pack, and ship the highest quality distinctive leafy greens, including watercress, arugula, spinach, and ong choy. We've done this with zero product recalls for over 150 years as one of the largest growers in North America.





Without it, he says, those farms could have lost part of that

Biodiversity is another climate-smart feature of a regenerative farm. A variety of plant and animal life makes the land healthier and more productive, which means relying less on outside fertilizer, pesticides, and feed. Since these inputs are subject to global market fluctuations, regenerative farms are protected from such volatile overhead costs. "Our farmers have so much more stability when they're able to control these factors," says Alicia Laporte, Director of Communications and Impact at Niman Ranch.

Other Baldor suppliers are using adaptation strategy and science to deal with unpredictable weather. At First Field in New Jersey, co-founders Theresa Viggiano and Patrick Leger have been transforming field-grown South Jersey tomatoes into ketchup and canned products since 2012. Over the years, Viggiano and Leger noticed that the seeds typically used in New Jersey were not particularly well-suited for the changing climate. "In the last few years, storms got a lot more intense," says Viggiano.

The couple partnered with plant biologists at the Rutgers Agricultural Research and Extension Center on trials to find seeds that would deliver the best varieties of plum tomatoes,

which have a rich and robust taste, ideal for canning and cooking. The goal of these tests was to select seeds that would not just survive bouts of torrential rain or extreme heat, but also deliver on taste. "They have to perform," says Viggiano.

In the past, agricultural innovation has focused on consolidation and scale. But those farms, whether in California or New Jersey, are not built to withstand the risks associated with extreme weather events. That's why Baldor purposefully works with small, often family-owned operations on the cutting edge of climate-smart agriculture. Our suppliers are deeply invested in the long-term success of their farms. They want something to pass on to future generations.

Plus, the benefits of buying tomatoes from a local company like First Field includes a smaller carbon footprint and less reliance on international tomato trade—when you do business domestically, freight costs from Italy don't matter as much.

Every category in the world of food and beverage is ripe for climate-smart disruption, especially when it comes to reducing GHGs and mitigating long-term damages, the third and final strategy. Jess Page and Nicole Doucet launched Open Water in 2014 as a rebuttal to the waste and inefficiency of the bottled water industry. The industry relies on a business model that ships heavy pallets of water across great distances-transportation emissions are among the biggest source of GHGs in the country.

In addition to bottling their water in highly recyclable lightweight aluminum cans, Page and Doucet engineered a in these businesses has a trickle-down effect—the support

more water, resulting in a faster recovery time and less runoff. | filtration "recipe" that produces consistently smooth-tasting water at fill stations across the country. "We focus on taste as opposed to source," says Page. Their goal is to shorten the supply chain and cut emissions by opening enough warehouses to be within 500 miles of nearly every consumer in

> Open Water is also climate-neutral certified, a program that helps businesses offset emissions, doubling down on its commitment to reduce GHGs. And with such a ubiquitous product as water, it's perfect for making an impact. "It has to be inclusive in order for it to have an impact," says Page. 'Sustainability should not be a luxury."

Our Customers Are a **Key Part of the Solution**

The truth is, being climate smart on a farm or in a factory is less impactful if customers don't use their purchasing power to support those efforts. As Page points out, the more people who choose climate-smart foods, the better chance there is to meaningfully reduce GHGs in the atmosphere.

There are signs this is an increasingly relevant issue, and that Americans are more mindful of climate change than ever before. According to a 2022 Pew research poll, 71% of

> Americans have experienced an extreme weather event in the past year. Pew also states that 54% of all Americans view climate change as a major threat.

> For Baldor's community of customers, this represents an opportunity to be the critical link between climate-smart products in the food-supply chain and consumers who want those options. Our portfolio of climate-smart ingredients can help chefs differentiate their menus, empower diners, and be thought-leaders in this space. "Chefs have an opportunity to combat climate change," says Matthew Rendine. Director of Produce Merchandising at Baldor.

Not only that, but disruptions in supply are the new normal. To adapt, we know our customers will need to have a flexible mindset. As weather changes, maybe citrus will be coming from Georgia, not Florida, and it will be available in off-peak months. Baldor has the resources to help our customers adapt for this and plan their menus with confidence, from our "News from the Farm" dispatches to our team of experts who can offer advice on substitutions. And just as our farm partners are diversifying their crops to increase climate resilience, we are also prepared with a regionally diversified supply of the nation's highest-quality ingredients. So, the next time there's a gap in russet potatoes from Iowa, we have the backups and alternatives you need.

But we hope the food future also has more CSA farms for us to choose from. We believe that investing





ripples across an entire ecosystem of farmers and producers who are dedicated to improving the land and sea. It helps farmers like Jon and Ruth Jovaag in Minnesota continue to nourish their fields, which rewards them with bushels of straw bedding to keep those happy hogs cozy and warm. The Jovaags are part of a network of farmers, "working together to have transformational change," says Laporte, of Niman Ranch.

Supporting them is as simple as making the right choice, she adds. "That's a really impactful way for chefs to pull a lever for change, just by ordering a different pork chop."

Mahira Rivers is a restaurant critic and freelance journalist based in New York. She writes about restaurants and food culture at large for publications such as The New York Times, New York Magazine, and Food & Wine. She also writes a column for Resy on trends in the restaurant industry, informed by her experience as a former Michelin Guides inspector; her work there was nominated for a James Beard Media Award in 2022.

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"Supporting climate-

smart agriculture is as

simple as making the

right choice. A really

impactful way for chefs

to pull the lever on

change is just by

ordering a different

pork chop."

ALICIA LAPORTE, DIRECTOR

OF COMMUNICATIONS AND

IMPACT AT NIMAN RANCH

The People Who Power Our Systems

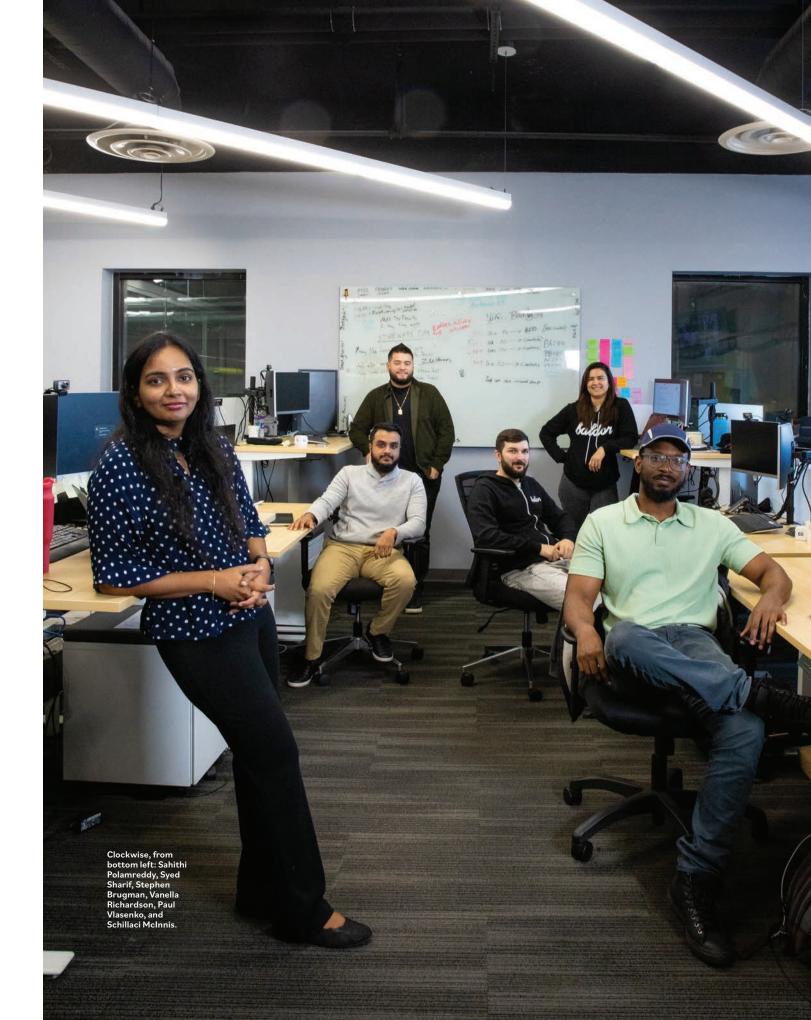
Baldor's tech team is working behind the scenes to make your work life easier. BY MEGAN O. STEINTRAGER



You may think of Baldor as a food company—and of course you wouldn't be wrong. But we're also a tech company: Without technology, we wouldn't be able to take your orders, find the items in the warehouse, pack them up, put them on the right truck, and deliver them to you. Every day, our tech team is pushing industry boundaries and redefining them—they're always exploring new ways to make things work faster and better for our customers, vendors, and our internal teams, too.

"We believe that innovation is the heartbeat of our success," says Eurico Lopes, VP of Technology for Baldor. "From streamlined ordering processes to real-time order tracking and AI solutions, we prioritize technology that fosters efficiency and excellence. Our dedicated team of engineers, product managers, and technicians tirelessly plays a pivotal role in enhancing not only our customers' experience but also elevating our vendor interactions. Our team is committed to crafting smart solutions that seamlessly integrate customer-facing and vendor experiences."

Meet some of the team members who are making our site and systems best in class.



STEPHEN BRUGMAN

Years with Baldor: 8

Role: System Specialist, Warehouse and Manufacturing

What that means: System specialists are referred to as "the SWAT team" at Baldor since they jump in wherever they're needed to tackle problems. They understand the technology, processes, and people across all departments so they can come up with successful solutions, whether that's in sales, transportation, HR, or warehouse.

How did you come to Baldor?

I was picking up a cousin who worked in Hunts Point, Bronx. I saw Baldor and it stood out to me for some reason, so I picked up an application at the security booth. I filled it out, heard back a few days later, and here I am. I started out as a safety coordinator in the warehouse; I didn't get into the tech department until five years later.

How did you get into tech?

During my years in safety, it was part of my job to understand how everything in the warehouse works. Along the way, I picked up a lot about technology, understanding the warehouse management system, and so forth. During Covid, IT had an opening for someone to work on warehouse needs, plus learn coding. I said "yes" and I've been doing IT ever since. I'm lucky—right place, right time. I mostly learned on the job, though I did take some classes online. I had to learn the basics about how to

code, that was totally new for me.

How would you describe what you do now?

I'm kind of a jack of all trades. I'm a developer who writes code, I create procedures and processes from scratch, and I'm a product manager, so I'm the link between IT and operations, sales, and other departments. And I'm a bit help desk, too: I can get in there with my hands and fix your computer if needed.

What are you working on right now?

My main focus now is our warehouse management system. Anything having to do with that system product coming in from vendors, shelving product, packing/preparing orders for delivery—I am involved with in some way, shape, or form. That system talks with every part of our business.

How does your work impact **Baldor customers?**

I help the customers by helping our employees do their jobs efficiently and accurately. If I'm not doing my job properly, our customers might not get their orders because the pickers [the people in the warehouse who gather all the items for

orders] can't pick or because something is not routing correctly so our trucks can't go out, for example.

Did your time in Safety at Baldor help you with your job now?

It helped a ton. I got to know the warehouse system on the front end and then the back end. And just meeting people helped, too. I built relationships with key players so I'm able to talk to them and ask, "All right, what do you need?" And that just makes the job better and easier.



Years with Baldor: Less than a year

Role: Product Manager, Mobile

What that means: A product manager helps identify customer needs and manages fulfilling those needs. As a mobile product manager, Vanella is responsible for overseeing the Baldor app.

How did you get into tech?

I actually used to work in fashion design—I was a menswear designer for a couple of years. I studied at FIT [Fashion Institute of Technology] and that's what brought me to New York. But very early on, I realized that it just wasn't for me. I was trying to decide what to do next and a friend connected me with someone who was a product manager. I looked into it more, and realized it's the perfect intersection of all the things I'm good at creativity, building solutions, and organization.

How did you come to Baldor?

I was looking for someplace where I would be challenged but supported in my growth. And when I heard about the opportunity at Baldor, it checked off a lot of boxes for me—the excitement of being part of a growing team, and working for a product that's mature but continuing to innovate. I love the fact that we're so close to our customers. It's so rare in the product world to be able to have access to your customer so that you can truly understand their pain points and frustrations.

What are you working on right now?

I've been focused on enhancing the mobile app. For example, we're having the login screen include not just an email and password, but also social logins. I'm also working on initiatives to bring awareness to the fact that Baldor has a mobile app. I've been lucky enough to go on a couple ride-alongs with our delivery drivers and talk to customers about what they would want from our mobile app.

How does your work impact **Baldor customers?**

I picture the mobile app as a sous chef in your pocket who can meet—and even anticipate—your needs. One customer I met said, "My office is upstairs and the kitchen is downstairs, so every time I want to order something I have to go upstairs." So imagine her being able to order right there in the kitchen. Another chef was excited because he has an hour-anda-half commute and he loves

that he can plan his menu or put in an order during the commute. It's all about convenience.

What are you excited about

in the larger world of tech? One thing I'm very curious to explore is how and where sustainability can be incorporated into e-commerce. There's a spirit of innovation and outside-of-the box thinking here at Baldor, and I'm excited that sustainability could be a part of our future tech.



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SAHITHI POLAMREDDY

Years with Baldor: 6

Role: Engineering Manager, Data and Integrations

What that means: Sahithi oversees a team of developers who handle the data on the backend of the Baldor website. For example, if you place an order, her team is the one

managing the information about that data behind the scenes.

How did you come to Baldor? In 2018, I was looking for new opportunities and I found Baldor through a job search. I did some research about the culture and values and was really impressed so I went through with the interview. I'm happy

that I came to Baldor. When I

started, the IT team was just 10 people, including the help desk. We're continuously growing, not just in terms of people but in terms of technology. We're always looking for new technologies and how we can use them to improve our existing applications or build new ones. Plus, Baldor is a family company and the way people interact with each other is really awesome.

What are you working on right now?

Right now we're working on a few changes to how we handle the data about what's in stock. That means we can minimize back orders and substitutions for the customer, which improves their experience. And we're making enhancements to make more data visible, like which item was substituted or shorted on their order. We're also working on automating the price sheets so we can send them out first thing in the morning, which makes it easier for the customers to plan their menus and place orders.

How does your work impact Baldor customers?

We're always looking for new technologies that can improve our customer experience. And we have a flexible, supportive environment so we feel comfortable and safe trying things. Because of that, we can build better applications.

What are you excited about in the larger world of tech?

Definitely Al and machine learning. There are so many ways it can be used, like for demand planning—this means we can use machine learning to predict what the demand will be for a product, and in turn we can improve sales and minimize the shorts to the customer.

What's next in tech at Baldor?

Right now we're working on a "Where's my truck?" feature that will let customers know exactly where their order is on the route. They won't have to call and ask—they'll know it's 30 minutes away, for example. We are also collecting and analyzing data that will help us anticipate customer needs and enhance their whole experience.

PAUL VLASENKO

Years with Baldor: 1 year on staff; prior to that, 7 years as a contractor

Role: Technical Product Manager

What that means: Technical product managers are a link between developers and internal stakeholders. They work with both sides to develop and fulfill expectations for new technology products and enhancements—and to figure out how to make the technology work.

What are you working on right now?

We are working on a big project to redesign the entire website so it has a more modern look and feel. We're doing it section by section, and right now we're updating the invoices and orders portion, where customers can see their invoices and orders and pay for them. We're making sure there will be more detailed information available—that will be the most noticeable thing.

How does your work impact Baldor customers?

When we talk about customers, we mean chefs and other people who order from us, but also internal partners at Baldor. So for the latter, we do things that allow them to do their jobs more efficiently, which ultimately affects the customer as well.

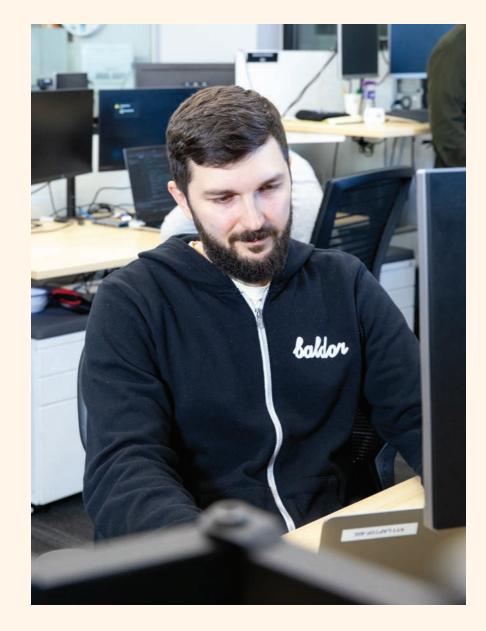
Does customer feedback affect which projects take priority?

Yes. If something is impacting the user experience we put everything else on pause. For example, if we receive feedback from the sales team that a customer is having a hard time searching for some item, we'll immediately go look at the search function and do our best to fix it. In general, we have one responsibility, and that's to do our best to improve customer experience.

What are you excited about in the larger world of tech?

I'm excited about Al and its potential applications. We're looking at ways we can implement it to create a better user experience for our customers and also to promote the most suitable products for our customers. So, for example, if you're a seafood restaurant, we'll make sure you're seeing our best seafood

products when you come to the site. With Al models, you have to teach them properly, but if you do there are a lot of benefits to using them.



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Baldor Specialty Foods Spring & Summer 2024



SCHILLACI MCINNIS

Years with Baldor: 5

Role: Senior Full Stack Developer

What That Means: Full stack developers work on the front end of a website (what you see), plus the backend (what makes it all work behind the scenes).

How did you come to Baldor? I've always worked in tech-

l've always worked in technology—in programming. A recruiter reached out to me and then I met with Adi [Dror, Baldor's Director of Digital Product] and I just really liked how he talked about Baldor and the company's goals. I felt like I would be a perfect fit. Plus, programming and software engineering has always been a passion of mine. Ever since I was a child, I always tinkered with computers. I just really enjoy programming; even when I'm not working I sometimes just program for fun.

What are you working on right now?

Currently we're working on improving our customer integration. We're trying to make sure that all of our customers' information—addresses, contacts, all of that—syncs up faster and more accurately.

How does your work impact Baldor customers?

I think it helps their overall experience. I take pride in working for a company where the customers can go on our website, place an order, and have that product delivered to them with no issues. That involves lots of testing and creating multiple scenarios to make sure there are no hiccups. I'm exclusively focused on trying to give the customer the best technology experience possible.

What's a recent enhancement that you're proud of?

You wouldn't see it on the front end, but we're moving data faster in the background, so each transaction is more seamless for the customer.

What's something you love about working at Baldor?

We have a supportive atmosphere and a positive team culture. We collaborate and work together well. I also like the fact that we're connecting food producers to consumers. I feel like that's a fundamental industry to be in and it offers a sense of purpose and importance for me. It's one of the reasons I've worked here for so long—that sense of purpose. And I love food, too. I'm proud when I see the Baldor trucks going around town and I can tell someone, "If you've been to any restaurant in the city, they're probably working with Baldor."

What are you excited about in the larger world of tech?

I really like working with the cloud. From a developer's standpoint that includes performance and making sure that when you're working on a task you're getting the best performance out of your machine, which optimizes speed and efficiency.

SYED SHARIF

Years with Baldor: 4 years

Role: Engineering Manager, Full Stack

What that means: Syed manages a team of full stack developers—those are developers who work on both the front end of the website or an application and the backend.

How did you come to Baldor?

I was originally contacted by a recruiter via LinkedIn and then I spoke to Adi.

What are you working on right now?

One thing our team has been working on in the backend is pricing, so there's more consistency. We want all the information flowing from one source rather than multiple sources. That makes it easier to troubleshoot problems, which helps our vendors, our customers, and our sales team. If an issue occurs with a customer's order or a problem occurs for a vendor, we know exactly where to look and it's easier to solve.

How does your team's work impact Baldor customers?

First, I would say it makes the overall experience smoother and more efficient for them because we do a lot of work to ensure that things are working as fast and consistently as possible. For example, recently we significantly increased the speed at which the website loads and prices come up for customers when they log into our website. We also do a lot of work to simplify processes for people working at Baldor as well. That ends up affecting the customer, because, if a sales rep is having

an issue that means a customer is having an issue—it affects the whole experience.

How much does customer feedback influence which projects take priority?

It plays a significant role.
We're a customer-first company, meaning we really pay attention to what would make the life of the customer easier.

What are you excited about in the larger world of tech?

We've been talking about how different aspects of Al might help our customers. For example, if a chefjots down the ingredients they need to order on a notepad, it would be cool if they could take a picture of that, upload it, and Al could tran-

scribe that from written text into an order. We're ready to start looking at what we can do to take our tech to the next level.



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A Journey Through Fresh Cuts

See how produce goes from crate to custom-cut to your kitchen

By Cheryl Brown • Photographs By Frank Tiu

The Fresh Cuts division of Baldor was born out of necessity, or so the legend goes. Back in the late 90s, a chef customer told then-president Michael Muzyk that he needed portobellos with the stems cut off and gills scooped out. Muzyk—who's philosophy was firmly "give the customer what they need"—went straight to the warehouse and "fresh cut" the mushrooms himself.

Today, Baldor's Fresh Cuts operation is a state-of-the-art facility that runs almost 24 hours a day, custom cutting fruit and vegetables for foodservice and retail customers' specific needs. The products run the gamut from diced mangoes to carrot sticks to cauliflower steaks. There are 315 employees—80% of them women—representing 21 different countries, working over two 8-hour shifts each day. The team processes roughly 150 thousand pounds of produce each day, producing around 400 SKUs.

When you first see the Fresh Cuts operation, you can't help but think of Willy Wonka's fantastical chocolate factory: It's a complex system of conveyor belts and pulleys, giant-sized salad spinners, green and yellow rolling bins (green for organic produce), machines (and people!) that are peeling, chopping, and slicing. And it's all orchestrated by a team of highly skilled and dedicated workers. Very few people get to see inside the facility or witness the impressive work firsthand. Read on to get a peek into a day in the life of Fresh Cuts.



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FOLLOWING A CARROT, START TO FINISH

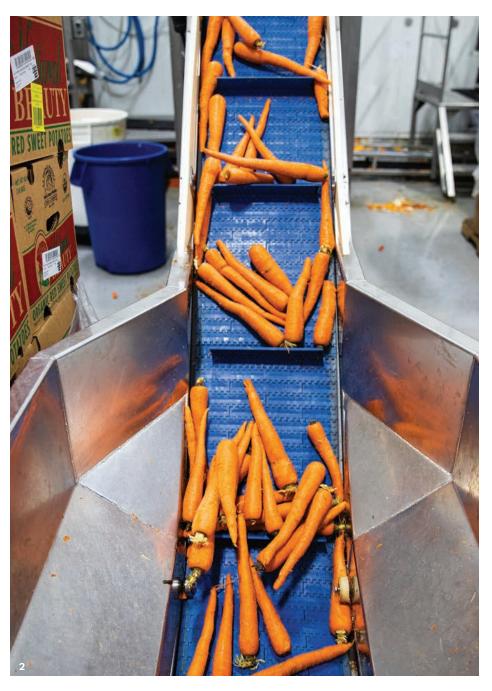


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Like all of Baldor, Fresh Cuts' produce comes from a variety of farm-partners, both local and nationwide, commodity and organic, ensuring maximum freshness and quality. Palettes of vegetables are brought from the warehouse into the staging or "de-boxing" room. This is where the whole production cycle starts.



The 25-lb bags of carrots are opened and tossed onto the first of many conveyor belts; this one is carrying them up to be dropped into the peeling machine. The peeler is like a giant metal shoebox lined with round rollers that have blades; as the rollers turn, they scrape/peel the carrots.









To make carrot sticks, whole carrots are first washed for food safety, and are then brought back to the manual cutting station. Sticks

are cut crosswise

to about 4 inches long, on cutting boards that have measurements printed on them.



Then they're put into the stick machine. They're

pushed through the wire mesh and cut lengthwise into sticks, which then fall into a container. The carrot sticks now take two separate routes, depending on their final destination.



Carrot sticks for foodservice will be shuttled onto a scale, then moved to the sealer to be sealed into 5-lb bags.







then into the

to be boxed.

shipping room

The information

that's stamped

onto every box

is the item code,

item description,

"use by" date, lot

numbers for food-

country of origin,

and two bar codes

safety tracking,

7

Carrot sticks for retail are ferried to tables to be manually packed into plastic containers; each container is weighed to make sure it's 14 ounces.



From the production room, carrots (bagged or in containers) go

onto a conveyor for internal Baldor belt that takes them through a metal detector, for internal Baldor tracking purposes. Then it's off to your kitchen,

Then it's off
to your kitchen,
where they're
ready to use, no
prep required!
Carrots are just
one of hundreds of
items in thousands
of forms we cut for
you. Chiffonade?
Sure thing. Dice?
Definitely. Wedges? With pleasure.
Custom cut?
Just ask...

NOTHING GOES TO WASTE

At Baldor, we maximize our products to ensure zero waste. Every part of the carrot is used: Narrow tips are used for shreds or dice, and wide ends are used for coins. Any refuse (peels, stems, etc.) is either used for animal feed or is composted.



















Chef Jean-Georges Vongerichten Reaches New Heights

It's no small feat for a chef to celebrate 50 years in the restaurant business, and incredibly successful years at that. Baldor had an opportunity to sit down with the renowned chef on the eve of this special anniversary and talk to him about his career, his food, and what he thinks the future might hold.

Interviewed by Jasmin Guleria

Vongerichten's Tin Building, and I'm surrounded by the pleasant hum of kitchen preparations.

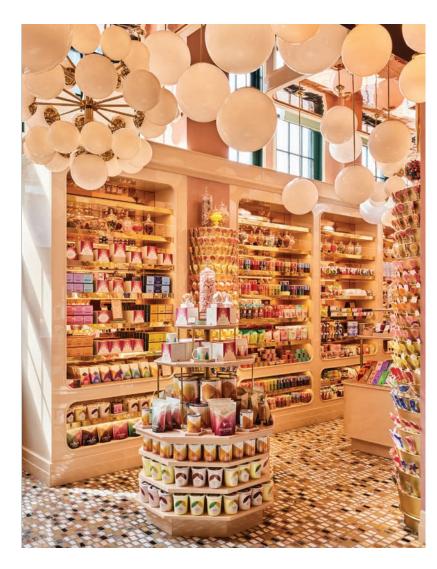
There's a celebratory energy in the air because the team is meticulously preparing for Chef Jean-Georges' 50th Anniversary party that evening. Sunlight is streaming in through the large windows; downstairs produce, fish, and meats are being loaded into the prep areas; and the bakery already smells of freshly baked croissants.

Chef JG (as his friends affectionately call him) sweeps in with a warm smile. A baker follows close behind, with an earthy green muffin that needs chef's approval. I've never met a baked good I didn't love, so I immediately ask, "Ooh, what's that?" "It's a matcha muffin—it's vegan and delicious," explains Chef JG with a smile, "You must try it." Our exchange about matcha and muffins set the stage for a morning of culinary revelations, where Chef Jean-Georges graciously shared insights into his illustrious career, the philosophy behind his culinary creations, and advice for young chefs.

Baldor: You've had such an amazing career—what are moments that will always stand out for you?

JG: I left France after 7 years learning with different masters: among them Paul Haeberlin in Alsace and Louis Outhier in Southern France. I went to Germany, then I went to Asia for five years. Asia was a whole different culture, a different palette of flavor. I never had ginger before. It's 1980, I never had ginger, never had galangal, never had lemon rice. So, it was a whole new palette of spices, of fragrance, of vegetables I never used. When I first saw a mango, I was like, "Ooh, really hot." In 1980!

Another milestone was when I arrived in New York in 1986, and never left. I owe a lot of things to



"My advice to young chefs today is to follow your passion. Don't cook anybody else's food, just cook your own. Believe in what you do."

New York. My career, my ability to launch so many restaurants, and to then be able to spread them around the world. New York is home base, and I owe a lot to New Yorkers for supporting me and getting me to where I am today.

Baldor: I know you're very passionate about sourcing local, fresh ingredients and you often make produce the hero of a plate. Why does local matter so much for you?

JG: Growing up in Strasbourg, we had a garden at my parents' house. It was a beautiful garden where the parsley, the radishes, the carrots, everything was available for us to grab. We had chickens, we had eggs. So, for me, all my life, I feel like produce—fresh produce, fresh herbs, fresh vegetables—it's just what I'm used to. My food has always been based on plants and local vegetables. If you check out the produce market downstairs [at the Tin Building], the items come

from 90 local farmers. You can only make good food with good ingredients. So, we try to be as local as we can. They don't grow bananas and mangoes in New York, but we really try to stay in this continent, this state. I remember when I arrived in New York in '86, there were only a few vegetables at the markets. Potatoes, maybe a few carrots, some apples. Today, you go to Union Square, you go to any supplier, and there are so many vegetables and fruits and herbs and plants.

Baldor: You've worked with Baldor for many years, sourcing some of these fresh vegetables and fruits. Can you tell us what makes Baldor stand out to you?

JG: I've been working with Baldor for...25 or 30 years? Maybe more. They always come to us with a list of things. Today, it's all online, but before, they came with catalogs. They ask if we want them to grow things for us. The timing, the delivery, the peak-season produce are all stand outs. They get you things that nobody else can get. And they go to the market as well. You can get pretty much everything. The timely delivery, the freshness—it's paramount. It's been a wonderful relationship.

Baldor: Is there an ingredient or a product from Baldor that has become one of your staples?

IG: I mean, there are many ingredients coming from Baldor that we need. I think I was the first one who asked them to get me some makrut lime leaf. When I was in Thailand, that was really one of my favorite herbs because of the fragrance. And Baldor got it for me. I appreciate that they try to please you and search for the things you need. I get my inspiration from traveling around the world. So, I come back and say, do you have this? Do you have that? I just tasted this in Morocco. Do you have it? They say, no, we don't have it, but let me find out. A couple of months after or sometimes two weeks after, they get it. So they're really listening to chefs. Anything you need, they'll get it.

Baldor: What's one dish you've had in the past six months that you can't stop thinking about it?

JG: Recently in Shanghai, I had duck made in a Peking style, but it was medium-rare. Usually, duck in Asia, especially in China, is pretty well cooked. This was medium-rare with the crisp skin of a Peking duck. It was so delicious I could eat it every day. I probably have 10 dishes that are unforgettable like that, every year or two when I'm traveling. Last week, I was in Morocco. I had lobster tagine with couscous, green olives, a few other things. Amazing.

Baldor: Your friend and colleague, Chef Eric Ripert, says you have a radar sense for trends, giving customers a taste for something before other chefs know about it. What's a trend you're noticing in the food world?

JG: Thank you, Eric Ripert, for that quote. I think vegetable forward is really the future of food, for sure. I'm not sure if in 10 years from now we're going to be able to eat fish from the ocean. It's kind of sad. Most of it is farmed now. We try to work with small boats and local fish. Vegetables are where you can find a new protein, a new way of eating. I still like my steak. I still like my beautiful fillet of fish. But I think vegetables will dominate. It takes two weeks to grow a radish. It takes two years to grow a steak. So, when you think about how much energy it takes to bring something like that to the table, you eat a much smaller portion of meat and lean into the vegetables.

Baldor: The restaurant industry has changed so much since you started your journey. What's a piece of advice you'd give to an up-and-coming chef today?

JG: I have so many young talents [working for me] in New York and across the world. It's different for them today. They go on a computer and they find out about tamarind. They have 50,000 recipes and everything else. They don't have to go around to different countries and buy

books. So for the young chefs today, my advice is really to follow your passion. You see more and more Asian restaurants now—Korean, Japanese, which is amazing. When I arrived in New York, it was only Italian food. The whole world is changing in terms of the diversity of cuisine. But for a young chef, follow what you feel. Don't cook anybody else's food. Just do your own. Believe in what you do.

Also, look at your background. Look at how you grew up. What pleases you? If it pleases you, I'm sure some customers will be pleased as well. And remember to eat your own food! It's very important. Before you serve the dish to anybody else, eat it first. You can see what's missing.

Baldor: One last question: If you could choose one word to describe your career to date, what would it be? And what about the next 50 years?

JG: Delicious. In my world, I'm looking for delicious all the time. Before we put a dish on the menu, my chefs, my team makes me try it. I need to finish it to the last bite. The last bite has to be as exciting as the first bite. My mission is delicious all the way.

In the next 50 years, more delicious!



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Our 12 year partnership is dually aimed to reduce food waste and food insecurity.

Bv Brooke Herman

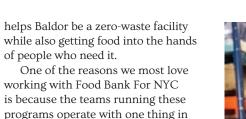
OPEFUL. DIGNIFIED. EQUITABLE.

These aren't just buzzwords for the Food Bank For New York City. They're real promises, backed by tangible goals, empowering practices, well-developed strategies, and data. They're everything Food Bank For NYC has stood for since their 1983 beginnings, when a group came together to not only end hunger, but to become a source of education, emotional support, and a champion of human dignity.

Over 40 years later, they are the largest hunger-relief organization in NYC, combating food insecurity but also offering support on all the issues that impact low-income communities. They work with more than 800 soup kitchens, food pantries, and campus partners to provide reliable access to food and nutrition education, while its economic-empowerment programs give people the tools to improve their financial wellness. They provide produce and grocery items for pick-up at several

locations across the city; operate a fiveday-a-week hot-meal program inside the West Harlem Community Center; and drive a mobile pantry that hits the streets 15 times a month.

Baldor has been working with Food Bank For NYC for 12 years now. Two to three times a week they send a truck to our headquarters to collect produce and other foods that may not be at the expectation level of our customers' restaurants but are still incredible to eat. Working with Food Bank For NYC



Left: The Food Bank For NYC truck is a

working with Food Bank For NYC is because the teams running these programs operate with one thing in mind: That those receiving assistance are human beings, first and foremost. They're people who work full-time and still cannot feed their families. They're people who recently lost their jobs. They're people who don't know where their next meal is coming from, and people who don't have homes. They are people who just want their kids to wake up to breakfast and go to sleep with their bellies full-and who put their children's hunger in front of their own.

This was Chef Sheri Jefferson's story, now Culinary Manager of Food Bank For NYC.

A single mother receiving assistance, Sheri remembers many nights



Chef Sheri is very proud that her now-adult daughters regularly visit the Center to cook and serve thousands of New Yorkers alongside their mom.

when she hoped that her two daughters wouldn't clear their plates, because their leftover food was the only way she'd eat that day. She was in survival mode, working several jobs just to stay afloat.

SCAN HERE to register

to (646) 257-2520

The food insecurity was particularly heartbreaking because Sheri loved to cook, loved ingredients, and loved the joy a meal could bring—her mother's resourceful ability to "make a meal out of nothing" to feed a family of 8 had always inspired her.

When Sheri's girls were nearing college age, she decided to combine her hard work with her passion for food and set up a catering business to help put them through school. Though the plan was mainly about using the skills she had to support her family, it sparked something for Sheri. At the age of 50—and with encouragement from her daughters (and help from student loans)—she went to culinary school to hone her skills and grow her business.

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She graduated from the Institute of Culinary Education in 2016, classically trained in French, Italian, and Asian cuisine. Being the oldest student in class wasn't always easy, but it was worth it. During an externship at Food Bank For NYC, Sheri's calling became clear. She wanted to give back—with her food, her knowledge, and her heart. Following her schooling, Chef Sheri began as a kitchen assistant at Food Bank For NYC's Community Kitchen & Food Pantry in the Harlem Community Center, before eventually securing her current role as Culinary Manager. She is an indispensable part of the team, so integral to their role in the community that Food Bank For NYC calls her the heartbeat of the kitchen.

"I know what it's like to be a single parent who received public assistance," Chef Sheri said. "I know how important it is to break the cycle, to help them do better, so their children do better." And that's exactly what her time with Food Bank For NYC has done for this practiced chef. Not only does she now nourish her community, but she is also very proud to say that her now-adult daughters (the youngest of whom has followed in her footsteps as a pastry chef) regularly visit the Center to cook and serve thousands of New Yorkers alongside their mom.

Baldor has the food to give, and Food Bank For NYC has the distribu-

tion network to get it into the right hands—it's a powerful partnership. In fact, Baldor was recognized as a top donor last year, for providing Food Bank For NYC with 2.5 million pounds of produce.

"For over a decade, Food Bank For New York City and Baldor Specialty Foods have joined forces to help nourish the estimated 1.2 million New Yorkers struggling to feed themselves and their families," said Leslie Gordon, Food Bank For New York City President & CEO. "For years, Baldor has supported our mission to empower every New Yorker to achieve food security for good by helping to provide our neighbors with the fresh, nutritious food items they need to thrive. We are truly grateful for Baldor's continued commitment to, and investment in. our work."

"Everyone deserves access to fresh, nutritious food," says TJ Murphy, CEO of Baldor Specialty Foods. "We love that Food Bank For New York City has the network to get our surplus food into the hands of people who need it within our own community."

We are grateful to work with an organization so transparent about their desire to create a more hopeful, dignified, and equitable future for all.

"I'm meant to be here," says Chef Sheri. "I'm supposed to give back all that was given to me."

HOW TO HELP

Donate

Every \$1 donated provides five meals for those in need. Visit foodbanknyc.org to make a monetary contribution on you or your business's behalf. As Chef Sheri says, "Every dollar we receive enables me to help people help themselves."

Fundraise

Work with your customers, your team, or your friends and family to raise funds for Food Bank For NYC.

Volunteer

As an individual or as a team, Food Bank For NYC would love for you to join them. Opportunities include packing and distributing groceries, becoming a Social Media Ambassador, and warehouse sorting and repacking.

Advocate

Use your voice to join Food Bank For NYC in their efforts to organize and engage members of the community to win the fight against hunger and poverty, and to fight for policy change.

Scan QR code to learn more about Food

Bank For New

York City.





Free for Customers \$250 for General Admission

