

AUTUMN/WINTER 2022

# DELICIOUS

Take your menu to the next level with our delicious recipes.

## WINTER WARMERS

Welcome to the season  
of comfort food

### 6 Next-Level Burger Recipes

Master the art of the  
ultimate gourmet burger

### The Innovation Issue

10 Top Tips from Development Chef,  
Tracie Daly, to optimise time in the kitchen



# INNOVATION:



**The ability to  
see change  
as an opportunity,  
not as a threat**



In this, the second edition of Delicious magazine, brought to you by Ballymaloe Foods, we're talking innovation in every form imaginable...

Innovation doesn't just mean inventing a brand-new concept (although we'll talk about that too). When we refer to innovation in this issue of Delicious, there's a focus on re-thinking how we currently do things. Making small improvements, specific to your situation, can have huge benefits.

Replacing an unreliable appliance, asking staff what slows down their day, changing your kitchen layout to improve ergonomics – where can you identify an opportunity for change?

Our Development Chef, Tracie Daly, provides her Top 10 Foodservice Tips, which are applicable whether you are a business owner, manager, chef or working front-of-house.

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***Plus lots of delicious recipes throughout!***



By using Tracie's tips, the aim is to optimise your time in fast-paced kitchen environments. This can be achieved through cleverly-designed menus, focusing on a "Hero" ingredient (cape optional) and by creating a progressive kitchen culture, amongst other ideas – all but a page click away!

Our Spotlight Feature continues this month's focus on innovation – looking at adapting workspaces, maximising breakfast menus (so you can 'Breakfast Like A King') and discussing technological innovations.

***Making small improvements, specific to your situation, can have huge benefits.***

One of our favourite parts of the creative process is, of course, recipe development. Tracie has created 10 incredible dishes with our theme of innovation in mind. We also have a very special recipe from guest chef and recent winner of RTE's Battle of the Food Trucks 2022, Chris Braganza (aka The Spice Genie).

Each dish has been carefully curated to combine the perfect balance of hero ingredients and the wow (or, in this case, yum) factor, and will proudly sit on any menu.

If you currently feature any of our products on your menu – or are inspired to do so from this edition! – we'd love for you to share them on Instagram @ballymaloefoods

Thank you for your continued support. We hope this second issue of Delicious offers up new, exciting and, of course, innovative ideas for you. Happy reading!

*The Ballymaloe Foods Team*

## MEET THE TEAM!



**Tracie Daly**  
Development Chef,  
Ballymaloe Foods



**Donnacha Ryan**  
Foodservice Manager,  
Ballymaloe Foods



**Jane Walker**  
Sales Support Executive,  
Ballymaloe Foods



# CHEF NETWORK



WATCH OUR  
1 MINUTE CLIP  
FOR TRACIE'S  
TOP TIPS

CLICK TO  
WATCH

Chef Network was founded in 2016 and is a great space for chefs across Ireland to interact. They provide a platform where chefs can work together, learn from each other, and share knowledge and resources. After a challenging two years for the industry, the support of Chef Network will be paramount in adapting to latest trends in the kitchen environment.

Chef Network is an online and professional network, helping to build on the camaraderie we see every day in our kitchens. This community enables chefs to collaborate, learn from each other and share knowledge, ideas & resources.

Membership for Chefs & Student Chefs is completely FREE! **Register at <https://lnkd.in/gU2r7rKx>.**

Ballymaloe Foods proudly sponsored a two-part online workshop with Chef Network during the summer, entitled 'Optimise Your Time with Clever Menu Design.' Our development chef, Tracie, led these workshops with the assistance of two up-and-coming chefs, Sarah Browne and Rachel Casey. We are delighted to share some of the invaluable advice and experience from the workshops in this issue of Delicious. Check out Tracie's Top 10 Tips as well as an insight into how you can encourage a positive work environment in your kitchen.

If you enjoyed this short video, be sure to watch part 1 <https://youtu.be/GGbYhpIdBPg> and part 2 **Optimise your Time with Clever Menu Design Part 2** of the workshop series.



# The French Toast Triple Decker Breakfast Sambo

with Ballymaloe Original Relish

## Ingredients:

- 3 slices thick-cut bread
- 3 medium eggs (well-beaten)
- 75g Clonakilty sausage (shaped into a patty)
- 75g Clonakilty Black Pudding (crumbled)
- 50g Coolattin Cheddar (or Cheddar of your choice)
- Olive oil
- Ballymaloe Original Relish



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about our products,  
please click to contact  
**Jane.**

  
**BALLYMALOE**  
FOODS



# Vegan Breakfast Roll

with Ballymaloe Original Relish

## Ingredients:

- 1 sourdough rustic roll
- 2 slices of red vegan Cheddar
- 2 cooked vegan sausages (split in half along the length)
- 3 cooked slices of Clonakilty vegan pudding
- Ballymaloe Original Relish





## Spotlight Feature

# TECHNOLOGICAL INNOVATION

## Robot Servers

Have you seen the latest technology development in foodservice? With staff shortages a-plenty across Ireland's foodservice industry, some restaurants have taken to using robot waiters to assist. Oskura, a Japanese restaurant in Douglas, Co. Cork, has been using two robot waiters since early 2022, alongside their other (human) staff members, and have had a hugely positive experience. In an interview with Cork Beo, the restaurant staff commented on how their robotic employees add something different to their customers' dining experience and are quite helpful in serving and clearing tables. With feedback being primarily positive, robot servers could become a common feature of Ireland's foodservice industry – albeit less lively conversationalists than their warm-blooded counterparts.

To read more, please visit: <https://www.corkbeo.ie/culture/food-drink/watch-cork-restaurants-handy-robot-23187503>



## Dark Kitchens

In an attempt to relieve pressure on restaurant kitchens that were serving both dine-in and delivery options, dark kitchens have seen huge growth worldwide in foodservice environments since the pandemic.

Based on the concept of preparing and selling food for delivery only, dark kitchens are also helping businesses to expand and enter new locations, without the need for a full-scale restaurant.

A Dublin-based tech start-up is using the concept of dark kitchens to help Irish businesses expand.

Hosted Kitchens was founded in late 2020 by Sean Murray. Establishing their first host kitchen in Clonsilla, Hosted Kitchens partners with foodservice businesses to offer takeaway services without disrupting the existing dine-in experience. This service removes the need for delivery drivers and offers additional income without a complete re-modelling of the business.

As food deliveries continue to grow post-pandemic, we are excited to see how this innovative idea will continue to grow and adapt.





# Spotlight Feature

## ADAPTING WORKSPACES

With consumer habits forever changed following COVID-19, foodservice operators have had to adapt their environments to support consumers' new lifestyles. The most notable change has been the prominent rise of delivery and takeaway services being offered by restaurants. Now restaurants are forced to assess how this impacts on the in-person customer experience, and separate them if needed. Laura Arnold from PressUp Group has spoken about their future projects, which will include building a separate delivery hatch entrance to their main restaurant entrance.

### *Did you know?*

Compass Group Ireland opened the first frictionless retail store in Ireland in February 2022. Based in Flutter Entertainment's global HQ in Clonskeagh, Dublin, this checkout-free store, Market X Flutter, uses AI technology to allow customers to purchase food without scanning or queuing at checkouts.

Access is granted via a phone app and receipts are issued minutes after leaving the store. With this AI-powered computer vision technology, Compass Ireland already has plans to launch the concept in a range of its other contract locations.



## BREAKFAST LIKE A KING

Although (rightly) dubbed as the most important meal of the day, breakfast can often be seen as boring and repetitive at home. The foodservice industry has taken to putting a creative twist on breakfast and following the drought of out-of-home breakfasts, they are returning better than ever!

Elements like the heroic yet humble egg, smashed avocado and perfect pancakes are a welcome start to any day, while going meat-free or having a meat feast are both on the (breakfast) table. And let's not forget the glamour of brunch – served, where possible, with a glass of bubbly!

The pandemic forced us to slow down our morning ritual as we shifted from grab-and-go options to more mindful and sometimes indulgent breakfasts. According to The Food People, breakfast trends for 2022 are following the usual patterns incorporating health, indulgence and convenience.

Happily, our products can ensure you breakfast like a king. Head over to [https://ballymaloefoods.ie/recipes/recipe\\_type/breakfast/](https://ballymaloefoods.ie/recipes/recipe_type/breakfast/) for some breakfast inspiration!



# INNOVATIVE PRODUCT SOLUTIONS WITH BALLYMALOE FOODS

AUTUMN/WINTER 2022

## Tropical Mango Relish

In this our Innovation issue, we couldn't forget the latest product launch in our Foodservice range, Tropical Mango Relish!

Originally developed for a key export customer of Ballymaloe Foods, Tropical Mango Relish (1.25kg) has since been excellently received in the Irish market too. A fruity mango relish with a hint of spice and the freshness of lime juice, it's the perfect addition to gourmet chicken burgers/sandwiches, fish/pork/chicken tacos, hot dogs, smoked chicken salads & curry dishes. It would also be a knockout addition to cheeseboards over the festive period – something new and exciting to offer your customers.

For more information on where to get this product, please contact a member of our sales team.



## Deli Bottle Range

Since launching our Deli Bottle range in early 2022, we are delighted to see it going from strength to strength. This new range has elevated our foodservice offering and provides busy kitchens with fast, convenient service without compromising on quality products.

We love nothing more than seeing the range being used on menus across the country. Offering versatility with 5 different recipes – Original Relish, Pepper Relish, Fiery Relish, Burger Sauce & Irish Stout Sauce – the deli bottles can be used to suit all occasions, and all tastes. With this in mind, our development chef, Tracie, has craftily created five delicious burgers, with one deli bottle as the perfect pairing for each. Click through to see the recipes we have created!



For more information about our products, please click to contact **Donnacha**.





# Chicken Cafru

with Ballymaloe Original Relish & Tropical Mango Relish



## INGREDIENTS:

### For the burgers

- 1kg chicken thighs, deboned and skinned (I prefer to use thighs which are far juicier and more flavourful than breast meat)
- Vegetable oil for frying
- Salt to taste

### For the marinade (wet ingredients)

- 2 limes
- 2 hari mirch (Indian green) chillis
- 80g fresh coriander
- 30g fresh mint
- 2 inch piece of ginger root
- 1 clove garlic

### Whole spices

- 2 tsp whole cumin seeds
- 2 tsp black peppercorns
- 1 tsp whole cloves

### Spice powders

- 1 tsp turmeric powder

### For the wedges

- Potatoes – best new potatoes or a waxy variety
- Oil (olive oil or another flavoursome oil)
- Salt to taste
- Kashmiri chilli powder to taste

### For the raita

- 1 small cucumber (finely-chopped or grated)
- 1 Irish red apple (finely-chopped or grated)
- 200g Greek yoghurt
- 1 tsp whole cumin seeds
- Salt to taste

### For the crumb

- Panko breadcrumbs
- Fresh coriander leaves (finely-chopped)
- Salt & freshly-ground black pepper to taste

### Assembly

- Burger buns of your choice (I prefer brioche or a Waterford blaa)
- Baby gem lettuce
- Ballymaloe Original Relish
- Ballymaloe Tropical Mango Relish

## METHOD

### Making the marinade

1. Toss the spices together in a dry pan over medium heat for about a minute, making sure to remove them from the heat before they burn.
2. Cool the spices and grind them with a pestle and mortar. Set aside.
3. Combine all of the wet ingredients to make a paste.
4. Stir in the freshly-ground spice mix and the turmeric powder.
5. Slather the marinade over the chicken thighs, add some salt and rub it in to each piece.
6. Cover and set aside in the fridge for two hours.

### Making the wedges

1. Preheat the oven to 180°C / 350°F / Gas Mark 4.
2. Wash and chop the potatoes into wedges, leaving the skin on.
3. Drop the wedges into a pot of cold water and bring to the boil for no more than 5 minutes.
4. Remove from the pot, allow to cool a little and douse the par-boiled potatoes in oil and salt.
5. Scatter across a baking sheet with plenty of space between each wedge and bake until golden and just on the point of burning around the edges.
6. Toss in the Kashmiri chili powder before serving.





**Making the raita**

1. Combine all of the ingredients for the raita, cover and place in the fridge until needed.

**Making the burger**

1. Make your crumb, taking all of the listed ingredients and mixing them thoroughly.
2. Heat two pans on the stove – one for shallow-frying the chicken thighs and a second for toasting the buns.
3. Coat each thigh individually with your crumb before adding to the pan.
4. Add a few thighs to the pan - make sure to leave plenty of space around each piece.
5. Fry on a medium heat for about 2-3 minutes on each side, until cooked through.
6. As the thighs are cooking, toast the buns in their separate pan.

**Assembly**

I like to slather each side of the bun with Ballymaloe Original Relish before placing two thighs on the base and topping with baby gem lettuce, raita and Ballymaloe Tropical Mango Relish. Another option is to serve the raita and mango relish on the side, to be added ad lib to the burger while also serving as dips for the spicy wedges. Enjoy!



*Recipe by Christopher Braganza*

📍 @spice\_genie

**Winner of RTE's Battle of the Food Trucks 2022**







## Cheddar Stuffed Double Cheeseburger

with Ballymaloe Original Relish

### INGREDIENTS:

- 1 brioche burger bun
- 3 Dubliner Cheddar slices
- 2 5oz beef patties / burgers (or to make the burgers from scratch: 1 tsp onion salt, 1 tsp garlic salt, half a small, beaten egg and 10oz of minced beef)
- 2 baby gem lettuce leaves
- 1 gherkin (sliced)
- 2 tomato slices (seasoned)
- Ballymaloe Original Relish



## The Smoky Gubbeen Chorizo & Cheddar Burger

with Ballymaloe Pepper Relish

### INGREDIENTS:

- 1 brioche bun
- 35g Gubbeen chorizo (finely-chopped)
- 50g minced pork
- ½ tsp garlic salt
- ½ tsp onion salt
- ½ egg (beaten)
- 4 drops Chipotle Tabasco sauce
- 40g smoked Gubbeen Cheddar (sliced)
- 2 baby gem lettuce leaves
- 2 tomato slices (seasoned)
- Thinly-sliced red onion
- Olive oil
- Mayo
- Ballymaloe Pepper Relish





## The Porter Brisket Blaa

with Ballymaloe Irish Stout Sauce

### INGREDIENTS

#### For your slow-cooked brisket:

- 1kg beef brisket
- ½ pint Guinness
- 3 onions (peeled & halved)
- Sea salt
- Cracked black pepper
- Thyme sprig
- Rosemary sprig
- 200g Ballymaloe Irish Stout Sauce



#### For your blaa:

- 1x blaa (or soft bap of your choice)
- 3 baby gem lettuce leaves
- 2 slices tomato (seasoned)
- Red onions (thinly-sliced)
- 2 tbsp crispy onions
- 1 tbsp stout caramelised onions
- 4 tbsp Ballymaloe Irish Stout Sauce





# The Beef Chilli Burger

with Ballymaloe Burger Sauce

## INGREDIENTS:

**For your beef chilli filling (makes a generous amount, so feel free to freeze any leftovers!)**

- 500g lean minced beef
- 400g kidney beans (one can, drained & rinsed)
- 1 onion (finely chopped)
- 3 garlic cloves (finely chopped)
- 2 tsp smoked paprika
- 2 tbsp ground cumin
- 400g chopped tomatoes (from a tin)
- 4 celery sticks (finely chopped)
- 2 carrots (finely chopped)
- Sea salt

- Cracked black pepper
- 1 tbsp Ballymaloe Fiery Relish (chilli lovers, add as much as you'd like!)

## For your burger:

- 1 burger bun
- 1 5oz beef burger
- 2 baby gem lettuce leaves
- 2 tomato slices (seasoned)
- 1 slice mature Cheddar
- 3 tortilla chips
- 1 red onion (thinly-sliced)
- Olive oil
- 2 heaped tbsp Ballymaloe Burger Sauce



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about our products,  
please click to contact  
**Donnacha.**



# Sesame Tofu Burger

with Ballymaloe Fiery Relish

## INGREDIENTS:

### For your Tofu Burger:

- Blaa (or vegan burger bun of your choice)
- 3 baby gem lettuce leaves
- ½ tofu block (140g)
- 3 tbsp almond milk (or other alternative milk of your choice)
- 4 tbsp sesame seeds (4:1 ratio of white to black)
- 2 slices tomato (seasoned)
- 1 red onion (thinly-sliced)
- 3 tbsp almond milk (or any alternative milk)
- 4 tbsp mixed sesame seeds (4:1 of white and black)
- 2 slices seasoned tomato
- Thinly-sliced red onion
- Sliced spring onions
- 2 tbsp olive oil
- 1 tbsp Ballymaloe Fiery Relish & 1 tbsp Vegan Mayo (combined to make Fiery Mayo)

### Serve with a side of sweetcorn ribs:

- 1 cooked mini corn on the cob (125g)
- 1 tsp smoked paprika
- ⅓ tsp cayenne pepper
- Sea salt
- Olive oil







# Batter-Dipped Bacon & Candied Cinnamon Walnuts

*with Ballymaloe Cranberry Sauce*

## INGREDIENTS:

- 12 slices streaky bacon
- 4 tbsp clarified butter
- 8 floz lightly whipped cream
- Ballymaloe Cranberry Sauce  
(blended to create a smooth sauce)

## Ingredients for the pancake batter:

- 100g self-raising flour
- 1 tsp baking powder
- 25g caster sugar
- 1 egg
- 125ml milk
- Olive oil
- Salt

## Candied nuts:

- 200g halved walnuts
- 100g granulated sugar
- 1 tbsp refined sunflower oil

## Spice mix

(not essential but adds lovely layers of flavour!):

- ¼ tsp salt
- ⅛ tsp cinnamon
- ⅛ tsp mixed spice
- ⅛ tsp crushed sea salt

## How to make clarified butter:

- Melt 225g of butter gently in a saucepan or in a Pyrex measuring jug in the oven at 150°C. Allow to stand for a few minutes, then spoon the crusty white layer of salt particles off the top of the melted butter. Underneath this crust there is clear liquid butter, which is called clarified butter. The milky liquid at the bottom can be discarded, or used in a white sauce or in brown soda bread.
- Clarified butter is excellent to withstand a higher temperature because the salt and milk particles are removed. It will keep fresh, covered in a fridge, for several weeks.

## METHOD

1. Preheat your grill. Place the streaky bacon on a wire rack and sit on a tinfoil-lined baking tray. Grill the streaky bacon until nicely golden and flip to fully cook and crisp through on the other side. Set aside.
2. To make your pancake batter, sieve the flour & baking powder into a bowl, then add the sugar & salt and stir to mix.
3. Make a well in the centre of your dry mixture. Crack in the egg and whisk, - gradually drawing in the flour from the edge. Add the milk gradually, whisking all the time, to form a smooth batter.





4. Pop your clarified butter into a frying pan and wait for it to sizzle.
5. Dip each whole slice of streaky bacon into the batter and pop into the pan, keeping them well apart so that they don't stick together.
6. Cook for 2-3 minutes, until the rashers are golden underneath and the batter is firm and cooked through, then carefully flip them over and cook on the other side for a minute or two, until golden on both sides.
7. Serve on a warm plate with a generous serving of blended Ballymaloe Cranberry Sauce and a sprinkle of crushed & candied cinnamon walnuts.





## KEY FOOD TRENDS

### *Reimagining the Classics*

The latter half of the year provides us with great celebrations, and what better way to kick off a good party than with great food. Whether celebrating Thanksgiving, Christmas or ringing in the New Year, there are countless predictable, albeit traditional, dishes that go along with them. Putting a modern twist on an old classic can help to ensure it's not the stale element of your menu...pardon the pun!

Our team have put together a fantastic collection of recipes, with these key trends in mind, which you'll find throughout this issue. We hope you love recreating them and making them your own. Enjoy!

*Putting a modern twist on an old classic can invigorate a menu and give your customers another reason to celebrate.*

*For example, pictured here is Tracie's take on a classic Bread & Butter pudding with the added twist of Ballymaloe Cranberry & Spice Limited Edition Sauce.*







## Comfort Food

As evenings get shorter, certain foods can provide comfort as darker evenings roll in, but, it's not the weather alone that makes them appealing. A 2017 article by Charles Spence describes comfort foods as those providing "consolation or a feeling of well-being". It's important to note the mention of well-being here, as comfort foods are often associated with energy dense, heavy or fatty foods, but that's not always the case. Nourishing food can be comforting too!

Comfort foods can come by way of nostalgia, if associated with a certain time or place, a feeling of home or a recipe "just like granny used to make". Bottom-line is, it can mean something different to everyone. At Ballymaloe Foods, we hope our traditional recipes & cooking methods can evoke some of these emotions. Our Original Relish recipe is over 70 years old and is still our most loved product.

*Available to buy in 5kg, 3kg, 1.35kg, Mini 35g and 960ml formats. Talk to our Sales team for more information.*



## Seasonal Ingredients

Working with seasonal ingredients is not only sustainable, but ensures you are getting the best possible quality and flavour out of your produce. Choosing in-season fruit and vegetables means you can avail of them at their peak, and really enhance your menu. If you are unsure of what ingredients are in season and when, have a look at Bord Bia's Best in Season Calendar <https://www.bordbia.ie/whats-in-season/best-in-season/calendar/july>.

Our Spring/Summer edition focused on Sustainability and the benefits of eating seasonally, with a particular emphasis on reducing food waste. This is something we are passionate about here at Ballymaloe Foods and have been proudly supplying surplus food to FoodCloud since 2015. To date, we have donated approximately 42,000 meals with an estimated value of over €53,000. We are very proud of this contribution and are forever grateful to FoodCloud for the important work they do.







## Goat's Cheese & Cranberry Tart

*with Ballymaloe Cranberry Sauce*

### INGREDIENTS

#### For the tart:

- 6 sheets of filo pastry
- 50g melted clarified butter (or ghee)
- 300g Ardsallagh Soft Goat's Cheese
- 200g cream cheese
- 50g single cream
- 1 heaped tsp fresh thyme leaves
- Sea salt
- 400g Ballymaloe Cranberry Sauce

#### For the salad:

- Spiced candied walnuts
- Sliced wedges of pear
- Rocket
- Ballymaloe Diced Irish Beetroot

### METHOD

1. Pre-heat the oven to 180°C/350°F/Gas Mark 4.
2. Lay one filo sheet on to a clean chopping board, then brush the entire surface with the melted clarified butter, using a pastry brush.

3. Place another sheet of filo on top and repeat until all six sheets have been used.
4. Line your 14" rectangular tart tin with your filo, ensuring it is pushed into the corners, then trim any overhang – but don't throw it away!
5. Cut the excess filo into 2" pieces, then lightly scrunch these pieces up and bake alongside the rest of the filo.
6. Once the filo is golden brown after roughly 20-30 minutes, move the tart tin to a wire rack. Allow the tart to cool for five minutes, then remove it from the tin, and place it on the wire rack to cool completely.
7. Whisk the goat's cheese, cream cheese and the cream together in a bowl until fully combined, then add to a piping bag.
8. Place the filo tart base on to on a rectangular serving dish.
9. Carefully spread Ballymaloe Cranberry Sauce on the base. Pipe on the cheese mix.
10. Top with crunchy scrunched filo pieces, fresh thyme leaves & a sprinkle of sea salt.
11. For the salad, take a large plate and spread out the rocket.
12. Scatter the diced beetroot (and its pickling juice) on top and finish with your roughly chopped, spiced caramelised walnuts.
13. Serve some delicious salad with each slice of tart.



# NOT ALL HEROES WEAR CAPES... OR DO THEY?

We've been making Ballymaloe Original Relish for over 30 years and there's a reason it has become such an iconic product. It's a third-generation family recipe of slow-cooked tomatoes, sultanas and a carefully picked blend of spices.

Customers are seeking out a product that ticks all the boxes – flavour, quality and versatility. With current staff shortages and rising inflation rates, businesses may find they don't have the time or resources to prepare their own condiments from scratch. Ballymaloe Original Relish can add that wow-factor across breakfast, lunch and dinner menus and ensures consistency for customers. It is these attributes that give Ballymaloe Original Relish hero status in Irish kitchens and beyond, and we're humbled to feature on so many amazing menus. From burgers and sandwiches to eggs and sausage rolls, our Ballymaloe Original Relish really is the 'cherry on top'!



*"Partnering with local Irish businesses and manufacturers is a core factor in our business plan, so establishing a relationship with Ballymaloe Foods was an easy decision.... We know that when we use a Ballymaloe product in a recipe, our customers will be satisfied, and there is no greater confidence we could wish for in a partnership. The team is a pleasure to work with, and I look forward to growing our collaboration over the coming years."*

Mary McDonald, Senior Category Manager,  
Circle K Europe

## Looking for recipe inspiration?



Full Irish Breakfast



Cheeseboard



Mushroom & Thyme Tart





**Tracie Daly**

*Development Chef  
Ballymaloe Foods*

## Tracie's Top Tips

- ✓ Systems run your business, people run your systems so invest in your people!
- ✓ You can optimise productivity amongst staff by developing a work environment that is progressive and inclusive.
- ✓ Utilise kitchen equipment to save time. If you have a cumbersome task, and a kitchen utensil or machine can reduce the labour required, invest in it. By changing one piece of equipment you can maximise output, and increase the chance of success.
- ✓ Respect an ingredient at every stage. Just because it's a by-product of cooking, doesn't mean it's waste. They are often full of nutrition and most importantly, flavour. Minimising waste out will also reduce costs for your kitchen.
- ✓ A Growth Mindset is the backbone of a progressive kitchen culture. Review, reflect, amend, repeat. Failure to do this leads to a stagnant kitchen.
- ✓ Collaboration between kitchen staff and front of house will create a well-rounded menu.
- ✓ Educate your whole team on the menu as it changes. Front of House staff are the ones meeting the customers and selling the dishes. Allow time to taste, discuss, and educate them on the elements of each dish.
- ✓ If you don't have (1) a luxury item, (2) a vegan item or (3) a vegetarian item on your menu, this needs to be re-assessed. All three are key menu components.
- ✓ Know the cash contribution of each menu item. Weigh every ingredient used in your dish so you can accurately price it.
- ✓ Never underestimate how important your menu is as a marketing tool!



# OUR FOODSERVICE RANGE



Mini Jar Range



Original Relish Dip Pot



Deli Bottle Range 960ml



1.25-1.3kg Range



2.75-3kg Pail Range



Original Relish 5kg



Ready to Heat Pasta Sauce  
Options available in 2.5ltr and 10ltr

For more information on any of the items covered in this month's edition, please contact [jane.walker@ballymaloefoods.ie](mailto:jane.walker@ballymaloefoods.ie)



