



People & Products

That Make A Difference



At SYSCO, diversity matters. And because supplier diversity is particularly important to SYSCO and our customers, we work at it every day. In the past few years, we have taken giant strides to increase our purchases from minority- and woman-owned suppliers. The reason is straightforward: Simply put, it is good for business, good for SYSCO and good for our customers.



DIVERSITY
MATTERS
at
SYSCO



SALLY BEATON
MANAGING DIRECTOR
U.S. FOOD GROUP

“There are obviously other importers of specialty foods and commodity products out there, so we really have to be the best at what we do.”

Purveying more than just international specialty foods, U.S. Food Group prides itself on delivering world-class service daily. “Customer service is priority,” says Managing Director Sally Beaton. “There are obviously other importers of specialty foods and commodity products out there, so we really have to be the best at what we do.”

To achieve that goal, Beaton focuses on running her business with a commitment to absolute quality and integrity. “We make it a point to treat our customers and suppliers very fairly and respectfully, and I think we get that in return,” she says. “No matter what they need from us, they know we’ll bend over backwards to get it done.”

A SYSCO supplier for the past 12 years, U.S. Food Group sources premium-quality products from around the globe—whether it’s chocolates from Belgium, frozen desserts from Italy or specialty oils from across Europe. The company, which helped pioneer the SYSCO International Brand, currently provides SYSCO with nearly 80 SKUs and has been honored twice as a Top 100 Supplier.

“One of the great things about working with SYSCO is that they really recognize the value of their smaller suppliers,” says Beaton, who adds that the vast majority of her business goes through SYSCO. “They are everything to our company—absolutely everything. We really do bleed blue.”



CARLA SQUATRITO
PRESIDENT
CARLA'S PASTA

“SYSCO will always be a partner that we respect and want to work with.”

It all started with an old ravioli machine. “I was a happy mom with two kids, looking for something to do once they got a little older,” says Carla Squatrito, who started Carla’s Pasta in 1978 after acquiring a used pasta machine. Witness to four generations of family-owned restaurants in Turin, Italy, Squatrito came to the United States in 1968 and began to make her own mark on the foodservice industry with handmade fresh and frozen pastas, Italian ices, and gelati. Twenty-eight years later, her company produces nearly 20 million pounds of pasta per year, has more than 100 employees, has won multiple awards—including SYSCO’s prestigious Gold Medal 2004 Heritage Award—and is one of SYSCO’s Top 100 Suppliers.

“SYSCO will always be a partner that we respect and want to work with,” says Squatrito, who adds that SYSCO now

distributes nearly half of the company’s products—all of which are made with the finest ingredients, without the use of artificial colors or flavors. “One of the secrets to our success is the quality of our product,” she says.

The company’s motto reads, “Carla is in the kitchen”—and her family has been there with her every step of the way. “My project now is to teach my granddaughters to cook,” says Squatrito with a laugh, adding, “My two sons have worked with me since the beginning, and I’ve been very lucky to see them grow as business partners.”

