Barbecue has been practiced by nearly every civilization and culture since fire was discovered about 27,000 years ago. Whether thought of primarily as a cooking technique, or merely a unique flavor profile, one thing is certain: Barbecue has a rich and colorful history.

**B**arbacoa

The Spanish word *barbacoa* means “a framework of green sticks for grilling.” Spanish explorers in the New World learned this technique (and adapted the word) from the native Indians of the Caribbean—you might say, the “original” New American Barbecue.

Since then, barbecue has become known throughout the world as a uniquely American phenomenon. Originally, large cuts of meats, such as a whole pig or a side of beef, were roasted on a rotisserie or cooked in a pit in the ground. Regardless of the meat or the precise method of preparation, barbecue was cooked slowly for long periods of time over low to moderate heat. This method produces a smoky, flavorful, and tender product—associating the cooking technique with the flavor profile.

**THE ‘50s AND ‘60S**

In the ‘50s and ‘60s, the popularity of barbecue caught on in the foodservice industry. Lesser cuts of meat, such as pork shoulder and beef brisket, required relatively low labor as they smoked slowly in unattended pits and smokehouses. The combination of low food costs and labor costs produced a tempting niche for operators. But equally as important as profitability, an ever-growing patron demand continued to fuel the trend.

**BBQ GOES MAINSTREAM**

Barbecue is perceived as comfort food, which is seeing a resurgence as Americans long for the home-cooked meals of their childhoods. Some experts suggest that barbecue sales are also driven by the quest for fun and images of picnics and backyard gatherings. America learned to love barbecue served with a smoky, sweet, or spicy barbecue sauce.

In the ‘70s and ‘80s, the fastest-growing foodservice segment was casual and theme restaurants. Chains such as Houlihan’s, TGI Friday’s, Chili’s, and Bennigan’s all recognized the opportunity and “fun” of serving barbecue, and cashed in on the trend as patrons craved more flavor than ever before.
"There's no need to 're-invent' traditional barbecue—but rather to re-market it based on its timeless appeal to people everywhere."

MICHAEL BATTERBERRY
Founding Editor & Associate Publisher
Food Arts, The Magazine for Professionals

REGIONAL AMERICAN BARBECUE

Many places call themselves "the barbecue capital of the world." Without question, certain cities do have more barbecue restaurants per capita, for instance Memphis and Kansas City. And entire states, the Carolinas and Texas to name a few, claim superiority. But even within states, barbecue can vary across county lines.

The simple fact is: all regional barbecue is good. Each is just different from the other.

KANSAS CITY
Kansas Citians, at the barbecue crossroads, love both beef and pork, slow smoked with slightly sweet sauces that mingle the traditions of the American East and West.

MEMPHIS
Residents of the city are divided on the merits of "wet" tomato- and vinegar-based sauces vs. the "dry" approach which uses a salt, sugar, and paprika-based spice rub.

THE NORTHEAST
New York, and all the Northeast, is a veritable melting pot of adapted barbecue techniques and flavors. While they don't claim a style of their own, they love barbecue with a passion.

THE WEST COAST
Asia and the Pacific Rim countries are making a welcome mark on an American tradition, as more fish and seafood are being grilled. In addition, the pungent flavors of garlic and ginger, accented with soy, are pleasing the palates of West Coast barbecue lovers.

THE CAROLINAS
On the eastern coast of the Carolinas, where the domesticated pig was first introduced from Europe, natives claim that pork seasoned with a sweet, tangy, vinegar-based marinade is the only official barbecue. In South Carolina, though, you'll find a sweet and tangy mustard-based sauce, while in western North Carolina, the sauce may be tomato-based, and often hot and spicy.

THE SOUTHWEST
Southwestern-style barbecue turns up the heat using characteristic ingredients such as chopped jalapenos, cilantro, and liberal amounts of cayenne pepper sauce.

TEXAS
Texans, in the state where cattle have long reigned supreme, demand beef at their meat of choice, smothered with smoky, hot and spicy, tomato-based sauces.

NEW ORLEANS
Barbecue New Orleans style is an intriguing mix of international, regional, and ethnic influences. Cajun barbecue is very hot, tomato-based, and liberally seasoned with cayenne pepper sauce. Creole is a bit milder—sweet and tangy with a Caribbean influence, often using fruit juices and honey as part of the sauce.
Perhaps the most popular barbecue dish, pork ribs can be slow cooked and smoked in specialized equipment—or braised or steamed in a conventional oven, and finished on the charcoal grill.

(See page 11 for a pull-out guide to Rib Techniques.)

The Great Debate: From coast to coast, and border to border, the debate continues: "Which rib cut is best—spareribs or back ribs?"

Loin, Back Ribs (#422*)
(also called Baby Back Ribs
when cut from smaller, younger hogs)

• Trimmed from "high on the hog" (the upper end of the rib cage where all of the expensive cuts are located).
• Meaty ribs cut from the pork loin as it is de-boned.
• Sections of at least 8 ribs.
• Shorter cooking time than spareribs.

Back ribs are leaner than spareribs. Because these ribs surround the tenderloin, there are those who swear that the back ribs are the most tender—and provide more elegant eating than the sparerib.

Many barbecue aficionados prefer the sparerib over the back rib. Even though spareribs have less lean meat per bone than back ribs, many faithful fans claim the extra fat adds flavor, moisture, and sheer eating pleasure. Some operators say they hold better than back ribs.

Purchasing Guidelines:
• Better quality ribs from younger hogs.
• 2.5 pounds and up come from a 250-pound hog or heavier.
• 1.75 pounds and under often indicate the most tender (and slightly more expensive) baby back ribs.

Spareribs (#416*)
• Trimmed from "low on the hog" (the lower rib cage).
• Rib extensions, attached to the base of the back ribs.
• Not as lean as back ribs.

St. Louis-Style Spareribs (#416A*)
• Further trimmed spareribs with brisket bone, cartilage, and inside skirt meat removed.

*Industry cut designations from The Meat Buyers Guide by the National Association of Meat Purveyors.
PORK SHOULDER
PULLED OR CHOPPED
For delicious, low food cost barbecue sandwiches and combination platters, cooked pork shoulder is the cut of choice.

SHOULDER (#403*)
• Purchased as a 12-to-16 pound whole front leg section with the foot removed.

Whole shoulders can be broken down into:

BOSTON BUTT (#406*)
• The upper shoulder portion.
• Bone-in with surface fat intact is the most economical purchase.
• Approximately 55% cooked yield (based on original bone-in, skin-on purchase weight).

PICNIC SHOULDER (#405*)
• The lower front leg portion.
• More flavor (and fat) than the Boston butt.
• Approximately 50% cooked yield (based on original bone-in, skin-on purchase weight).

COOKING METHOD:
• Dry rub shoulder portions with seasonings. (See page 21 for dry rub recipe.) Refrigerate overnight.
• Slow-cook at 225° to 250°F (about 1-2 hours per pound) to an internal temperature of 160°F. DO NOT OVERCOOK. Remove from cooker and let stand until internal temperature reaches 165°F.

SERVING:
• In some parts of the country, the meat is hand-pulled from the bone as “pulled” or shredded pork; in some parts of the South (and elsewhere) it is hand-chopped into fine pieces.

*Industry cut designations from The Meat Buyers Guide by the National Association of Meat Purveyors.

Here in New Orleans, Saturday night is 'Rib Night,' and everybody has their own version of what good ribs are all about. Our ribs, served with our jambalaya and greens, have been voted #1."

Curtis Moore, Jr., Owner
Praline Connection
New Orleans, Louisiana


**BE EF BR ISKET**

When properly cooked and sliced thinly across the grain, beef brisket is juicy, flavorful, tender, and profitable.

**BRISKET, DECKLE OFF, BONELESS (#120*)**

- A muscular, load-bearing portion of the steer, right behind the foreleg.
- Inexpensive, but must be slow cooked to tenderize the tough connective tissue.
- Choice grade offers better marbling, juiciness, flavor.
- 6-to-9 pound cut, average.
- Approximately 50 to 60% cooked yield, depending on trim level and cooking method.

**PREPARATION FOR COOKING**

- According to preference, trim fat cover (or leave on until after cooking). Some operators lightly score the fat cover in a criss-cross pattern before cooking.

- Slicing tip: it is easier to determine proper slicing direction while raw. The grains in the two connecting muscles of a brisket run in different directions. Simply notch the end of each brisket with a knife to help you identify the proper slicing direction (across the grains) when cooked.

- Dry rub briskets with seasonings. Refrigerate overnight. (See page 21 for dry rub recipe.)

**COMPETITION-STYLE DRY SMOKED METHOD:**

- Slow-cook in covered smoker (fat-side up if left intact) at 225° to 250°F.
- Average cook time per brisket will total about 1-2 hours per pound, depending on the cooking temperature, fat trim, and equipment (e.g., 3 eight-pound briskets, about 8 hours).
- Remove from cooker when internal temperature reaches 160°F; let stand until internal temperature reaches 165°F.

**STOVE TOP/OVEN WET-PREPARED METHOD:**

While not a true barbecue technique, this method has certain advantages:

- Braising to 175°F internal temperature (slightly higher than the dry method) breaks down collagen (connective tissue) more completely.
- Because the briskets are cooked in liquid, this method limits weight loss to about 30%.

- On stove top in roasting pan, brown both sides of briskets in hot oil, about 10 minutes.
- Add hot liquid and stock to cover briskets halfway.
- Bring liquid almost to boil on stove top, then transfer pan to preheated 500°F oven.
- Immediately reduce oven control to 250°F, and continue braising 1½ to 2½ hours until internal temperature registers about 175°F.

**HELDING & SERVING:**

- Serve immediately, wrap in heavy foil and hold hot, or wrap and refrigerate until ready to serve.
- thinly slice (about ⅛”) across the grain. To determine proper slicing direction while raw, see illustration on this page.
- Ladle on stock or barbecue sauce for moistness and flavor. Or serve warm barbecue sauce on the side.

*Industry cut designations from The Meat Buyers Guide by the National Association of Meat Purveyors.
ECONOMICAL, WHOLE OR HALF CHICKENS BECOME A VALUE-ADDED MENU ITEM WHEN ENHANCED WITH SMOKE, SPICES, AND SAUCE.

COOKING METHODS:
• Rub whole or half chickens with dry spices or marinate. (Recipes provided on pages 21 and 23.)
• Brush chicken lightly with oil before placing on grill, rotisserie, or in medium oven. Smoked chicken should be done in a hotter section (300° to 350°F) of the smoker, cooking the birds faster than brisket or pork shoulder.
• Depending on cook method and bird weight, cooking takes about 40 minutes to 1 1/2 hours. When done, thermometer inserted into the thigh should register between 160°F and 165°F, or juices should run clear when pierced with fork or knife just under thigh.
• Add sweet or tomato-based sauces only during last 15 minutes to prevent caramelization and burning.

SERVING:
• Once cooked, chicken can be served immediately or refrigerated, then quickly reheated on char grill or in hot oven.

YIELD
Cooked, usable yield, of course, can vary with the cut and quality of the meats you buy. Establish a yield goal (per product) and calculate periodically to ensure your cooking and handling procedures are achieving this goal.

Follow these guidelines to sell the most product and to maximize your percent of yield of all proteins.
• Cooking—Do not overcook. (Internal temp not over 165°F.)
• Holding—Moisture is lost the longer you hold an item. Hold at 140°F (wrapped in foil to preserve moisture, if possible).
• Pork—Pulled pork holds moisture better and thus, has higher yield than chopped pork.
• Beef—Wet method (braising of beef brisket) results in only 30% weight loss vs. 40% to 50% for the dry method.
• Chicken—Pull chicken while still warm to achieve better yield. For chopped, leave some breast skin on to add flavor, moisture, yield.
• For all proteins—Ladling on hot stock or barbecue sauce during serving adds weight, moisture, and flavor.

BARBECUE PROFITABILITY

Because smoking and slow cooking improves the appeal and palatability of less costly proteins, profitability on traditional barbecue items is high.

To hold down menu prices in the $5.95 to $9.95 range while increasing profits, promote barbecued entrees as high-value meals.

Comparison of Gross Profit on $5.95 priced menu items

<table>
<thead>
<tr>
<th>Item</th>
<th>76%</th>
<th>69%</th>
<th>80%</th>
<th>60%</th>
<th>50%</th>
</tr>
</thead>
<tbody>
<tr>
<td>1/2 BBQ Chicken</td>
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<tr>
<td>6 oz. Barbecue Chicken Breasts</td>
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<tr>
<td>6 oz. BBQ Pork Shoulder</td>
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<tr>
<td>6 oz. Pork Loin</td>
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<tr>
<td>6 oz. BBQ Beef Brisket Sandwich</td>
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<tr>
<td>6 oz. Beef Stroganoff</td>
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<tr>
<td>6 oz. Beef Steak Sandwich</td>
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</tbody>
</table>

Traditional BBQ menu items provide strong profits at value menu prices.
Today’s barbecue—it’s the blend of a rich and varied past with new and creative ideas to meet the sophisticated tastes of today’s foodservice customer. Innovative chefs are updating old favorites and creating new specialties, combining traditional barbecue items with flavorful new ingredients and accompaniments that go great on the grill.

THE CHANGING CONSUMER

- Our aging population eats out more often, and is demanding lighter, healthier options.
- Comfort foods from the past are what customers want, but they’re eager to try new ingredients and flavor combinations.
- Hot and spicy foods with intense colors and flavors are in demand on menus today.
- Ethnic influences continue to diversify and to spread their new flavors and cooking styles to an eagerly awaiting America.

“Today’s barbecue—new and improved—is an expression of boldness in flavor. One of today’s substantial trends is the perfect vehicle for bold flavors.”

LARRY BANAÑES, C.E.C.
Executive Chef
Town & Country Hotel
San Diego, California

“Barbecue has risen to a different level. It’s exciting, it’s got taste, it’s got pizzazz. Some of my customers come in here three or four times a week, looking for alternative, good-tasting foods that are light. Barbecue meets the need.”

MICHAEL BATTERBERRY
Founding Editor & Associate Publisher
Food Arts
The Magazine for Professionals

Chefs from all segments of the marketplace are recognizing the exciting potential of this wide-open category. “Barbecue” is a great merchandising concept. On a menu, the word itself conjures up images of fun, familiarity, and great flavor.

MICHAEL SHAFER, C.E.C.
Executive Chef
Depot
Terranea, California

Barbecue invites people to eat—both traditional favorites as well as new ones: barbecue pizzas, soups and salsas, dips and dressings, glazes and crusts. They’re all here in the pages that follow.
RIB TECHNIQUES

1

RIB PREP

THE DEBATE: TO REMOVE THE THIN MEMBRANE ALONG THE INSIDE SURFACE OF THE RIBS—OR NOT.

* If the membrane is left on, some claim it hinders smoke penetration, and is displeasingly chewy to customers.
* Others suggest the membrane helps maintain moisture and yield.

TO REMOVE THE MEMBRANE:
* Before cooking ribs, loosen the membrane at the corner and hand pull to remove. (A hand towel helps to maintain a grip.)

TO COMPROMISE, TRY THESE TECHNIQUES:
* With a sharp knife, cut small “criss-cross” diamonds across the entire surface of the membrane.
* Before cooking, perforate the slab of ribs with a fork—from both top and bottom, between each rib—for tenderizing and for better heat and flavor penetration.

2

SEASONING

* Brush ribs with prepared mustard or olive oil; then apply dry rub seasonings. (See page 21 for dry rub recipe.)

—OR—

* Marinate in prepared sauce or marinade. Refrigerate overnight.

3

PRE-COOKING

There are many ways to prepare ribs, with or without special equipment. So...just do it!

SLOW COOKING AND SMOKING EQUIPMENT

* When items such as barbecued ribs, pork shoulder, and brisket become “regulars” on your menu, specialized equipment may be helpful.
* Prepare ribs as directed by specialty equipment manufacturers (generally, long cooking times at temperatures of 225° to 250°F in a closed chamber with smoke from wood chips).

BRAISING/STEAMING

* Braise ribs (in barbecue sauce and stock) in covered vessel for 1½ to 2 hours in 350°F conventional oven.

—OR—

* Elevate ribs on a rack above a hotel pan of water and liquid smoke; cover, and steam in a 350°F oven for 2 to 3 hours.

4

FINISHING & SERVING

* After cooking, dip immediately in barbecue sauce to seal in flavor.
* Immediately wrap or cover, and refrigerate.
* Bring to serving temperature on char grill, about 10 minutes, basting frequently with barbecue sauce.
* Use the “burnt ends” from ribs to add authentic barbecue flavor, texture, and appeal to house specialty baked beans or sauces.
**ETHNIC INTRIGUE**

CULTURES FROM ALL CORNERS OF THE GLOBE BRING A UNIQUE FLAIR TO THE ART OF BARBECUE. WE HAVE CREATED THIS CHART FOR THE CHEF WHO LIKES TO CREATE GREAT BASTING, MARINATING, AND BARBECUING SAUCES WITHOUT STARTING FROM SCRATCH—USING PREMIUM BRANDS AS A BASE, AND CUSTOMIZING WITH AUTHENTIC INTERNATIONAL FLAVORS.

<table>
<thead>
<tr>
<th>THE CUISINE</th>
<th>THE ENTREE</th>
<th>ACCOMPANIMENTS</th>
<th>STARTER SAUCE</th>
<th>AUTHENTIC FLAVORS</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>THE CARIBBEAN</strong></td>
<td>Mostly Seafood, Poultry, Pork, with some Beef</td>
<td>Tropical fruits and vegetables: chilies, eggplant, mangoes, okra, plantains, sweet potatoes</td>
<td>Cattlemen's Hot &amp; Spicy Barbecue Sauce</td>
<td>Native allspice, curry, ginger, garlic, turmeric, fruit juices, citrus, coconut milk</td>
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<tr>
<td>Colorful, spicy, diverse Jamaican and more</td>
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<tr>
<td><strong>MEXICO</strong></td>
<td>Mostly Poultry, Pork, Beef, with some Seafood</td>
<td>Avocados, beans, corn, chilies, jicama root, squash, tomatoes, tomatillos, pumpkins seeds, sunflower seeds</td>
<td>Cattlemen's Hot &amp; Spicy Barbecue Sauce</td>
<td>Allspice, cumin, onions, cinnamon, chocolate (native cocoa bean), citrus</td>
</tr>
<tr>
<td>Hot and spicy, adding flavor to less expensive cuts</td>
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<tr>
<td><strong>NORTH AFRICA AND THE MIDDLE EAST</strong></td>
<td>Mostly Lamb, Goat, Poultry, with some Game, Seafood, Sausages</td>
<td>Eggplant, chick peas, rice, chilies, zucchini, okra, olives, grapes, pine nuts, raisins, yogurt</td>
<td>Cattlemen's Original Barbecue Sauce</td>
<td>Cardamom, cinnamon, cloves, cumin, mace, sesame seeds, turmeric, garlic, ginger, honey, mint, citrus</td>
</tr>
<tr>
<td>Similar, ancient cuisines, often combining meat and fruit</td>
<td></td>
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<tr>
<td><strong>INDIA</strong></td>
<td>Goat, Lamb, Poultry. (No beef; the cow is sacred in some parts of India.)</td>
<td>Split peas, lentils, chick peas, rice, pistachios, almonds, dried fish, chilies, tomatoes, yogurt, mangoes</td>
<td>Cattlemen's Gold Sweet &amp; Tangy Sauce</td>
<td>Cardamom, curry, fennel seed, vinegar, mustards, ginger, garlic, turmeric, citrus, coconut</td>
</tr>
<tr>
<td>Exotic spices, subtly blended to flavor meats, legumes, and vegetables</td>
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<tr>
<td><strong>JAPAN</strong></td>
<td>Seafood, Poultry, Pork, Vegetables</td>
<td>Tofu, sweet potatoes, bamboo shoots, red beans, Chinese cabbage, brown rice, eggplant, plums, persimmons, mushrooms, seaweed</td>
<td>Cattlemen's Classic Sauce</td>
<td>Soy sauce, rice wine, vinegar, sesame oil, ginger, garlic</td>
</tr>
<tr>
<td>5 dish meals, almost always including a barbecue dish: Light and balanced flavors</td>
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<tr>
<td><strong>CHINA</strong></td>
<td>Seafood, Chicken, Duck, Pork, Beef</td>
<td>Tofu, bamboo shoots, bean sprouts, rice, chilies, Chinese cabbage, mushrooms, classic stir-fry vegetables, water chestnuts</td>
<td>Cattlemen's Smoky Barbecue Sauce</td>
<td>Soy sauce, rice wine, cilantro, cinnamon, ginger, garlic, cloves, anise, citrus peel, scallions, lemon grass, sesame seeds</td>
</tr>
<tr>
<td>Regional specialties, each with their own special mystique</td>
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</tbody>
</table>
This pizza boasts such flavor it can even be served without cheese. It is a favorite at this beautiful upscale continuous care retirement facility overlooking the Pacific Ocean.

CHEF JAMIE GERKOWSKI
THE WHITE SANDS
OF LA JOLLA
LA JOLLA, CA

The White Sands
of La Jolla

A good Jamaican allspice and a few other authentic Caribbean spices are added to Cattlemen's Hot & Spicy Barbecue Sauce to create a signature dish. The marinated pork chop is grilled and served with some reserved sauce. Serve with Pepper Minted Rice, grilled melons, and fried plantains.

CHEF LARRY BANARES, C.E.C.
TOWN & COUNTRY HOTEL
SAN DIEGO, CA

Town & Country Hotel
### BBQ CHICKEN PIZZA

**INGREDIENT** | **QUANTITY** | **PROCEDURE**
--- | --- | ---
Pizza shell, uncooked | 1 9-inch | 1. Lightly oil pizza crust and grill gently on charcoal grill, turning once.
Olive oil | as needed | 
Chicken, cooked, diced ½" | 4 oz. | 2. Mix chicken in BBQ sauce and spread over grilled shell evenly.
**Cattlemen's Original Barbecue Sauce** | 3 oz. | 
Tomatoes, fresh, diced (or sliced Roma Tomatoes) | 1 oz. | 3. Place evenly over grilled pizza shell.
Red onion, sliced | ½ oz. | 
Red bell pepper, sliced ¼" | ½ oz. | 
Yellow bell pepper, sliced ¼" | ½ oz. | 
Mozzarella cheese, shredded (optional) | 1 oz. | 4. Top with cheese, if desired, and bake in a 500°F oven for approximately 8 minutes.
Cilantro, chopped (optional) | 1 Tbsp. | 5. Garnish with cilantro, if desired. Serve.

**VARIATIONS:** Any of the five Cattlemen's sauces make great BBQ Chicken Pizza. For a spicy Buffalo-style Chicken Pizza, toss the chicken in a 3:2 blend of RedHot® Cayenne Pepper Sauce and melted butter.

**NUTRITIONAL PER SERVING** (without cheese): 464 calories, 5 g. fat (10% calories from fat), 26 g. protein, 76 g. carbohydrates, 38 mg. cholesterol, 1,139 mg. sodium.

**NUTRITIONAL PER SERVING** (with cheese): 508 calories, 8 g. fat (15% calories from fat), 29 g. protein, 79 g. carbohydrates, 44 mg. cholesterol, 1,245 mg. sodium.

### JAMAICAN BBQ PORK CHOP

**INGREDIENT** | **QUANTITY** | **PROCEDURE**
--- | --- | ---
**JAMAICAN HOT & SPICY MARINADE & SAUCE** - YIELD: 18 6-oz. pork chops with 1-oz. sauce
Olive oil | 3 Tbsp. | 1. Sauté ingredients in oil.
Onion, minced | ⅛ cup | 
Garlic, minced | 3 Tbsp. | 
Lemon juice | 3 Tbsp. | 2. Add lemon juice and remove from heat.
**Cattlemen's® Hot & Spicy Barbecue Sauce** | 2 cups | 3. Add all remaining ingredients and refrigerate.
Water | ½ cup | 
Honey | 3 oz. | 4. Reserve at least half the sauce for basting and suacing during service.
Allspice, ground | 1½ tsp. | 
Cinnamon, ground | ¼ tsp. | 
Pork chops, center cut, 6 oz. ea. | 18 | 5. Marinate pork in remaining sauce for 3 to 12 hours.

**NUTRITIONAL PER SERVING:** 459 calories, 24 g. fat (47% calories from fat), 49 g. protein, 10 g. carbohydrates, 154 g. cholesterol, 340 mg. sodium.

**MINTED PEPPER RICE** - YIELD: 18 ⅛-cup portions
Olive oil | 3 Tbsp. | 1. Sauté ingredients in oil.
Onion, minced | ⅛ cup | 
Garlic, minced | 3 Tbsp. | 
Brown rice | 3 cups | 2. Add rice and stir to coat.
Water | 7½ cups | 3. Add water and bring to a boil.
Red bell pepper, diced | ½ cup | 4. Simmer for 30 minutes.
Honey | 3 Tbsp. | 
Fresh mint, chopped | 3 Tbsp. | 5. Remove from heat and add the remaining ingredients. Serve.
**Hotter RedHot® Cayenne Pepper Sauce** | 1 Tbsp. | 
Salt | 1⅛ tsp. | 

**NUTRITIONAL PER SERVING:** 135 calories, 3 g. fat (19% calories from fat), 3 g. protein, 25 g. carbohydrates, 0 mg. cholesterol, 262 mg. sodium.
MEXICAN CAYENNE GRILLED CHICKEN

This dish comes to life from the spicy Mexican marinade which is ideal for chicken, game birds, or pork. The spiciness is balanced by the sweetness of the Fresh Fruit Chutney that accompanies this dish.

CHEF LARRY BANARES, C.E.C., TOWN & COUNTRY HOTEL, SAN DIEGO, CA

GOLDEN CHICKEN SALAD

A marinated grilled chicken breast is sliced and arranged on a bed of greens, garnished with red and yellow tomatoes vinaigrette, a jalapeño corn muffin, and a Tequila BBQ Corn Relish in a tortilla shell. The salad is dressed with Golden Honey Yogurt Dressing or Hot Pepper Sour Cream.

CHEF RAY POTTER, C.E.C., A.A.C., ST. LUKE'S EPISCOPAL HOSPITAL, HOUSTON, TX
# Mexican Cayenne Grilled Chicken

**INGREDIENTS**
- RedHot Cayenne Pepper Sauce: 1 cup
- Lime juice: ½ cup
- Cilantro, chopped: ⅓ cup
- Garlic, minced: 2 tsp.
- Salt: 1 tsp.
- Chicken breasts, boneless, skinless, 6 oz. ea.

**PROCEDURE**
1. Combine all ingredients and marinate chicken 3 to 6 hours.

**NUTRITIONAL PER SERVING:**
- 289 calories, 11 g. fat (30% calories from fat), 44 g. protein, 1 g. carbohydrate, 120 mg. cholesterol, 410 mg. sodium.

---

## Roasted Mexican Potatoes

**INGREDIENTS**
- Olive oil: 3 Tbsp.
- Chili powder: 1 Tbsp.
- Cumin, ground: 1 Tbsp.
- Salt: 1 tsp.
- RedHot Cayenne Pepper Sauce: ½ tsp.
- Medium redskin potatoes, peeled, parboiled, quartered: 3½ lbs.

**PROCEDURE**
1. Combine ingredients in a bowl.
2. Toss the potatoes in oil mixture.
3. Roast in a 350°F oven until golden brown, approx. 45 minutes.

**NUTRITIONAL PER SERVING:**
- 104 calories, 2 g. fat (21% calories from fat), 2 g. protein, 19 g. carbohydrates, 0 mg. cholesterol, 221 mg. sodium.

---

## Fresh Fruit Chutney

**INGREDIENTS**
- Papaya, peeled, seeded, diced ½"
- Honeydew, peeled, diced ½"
- Cantaloupe, peeled, diced ½"
- Watermelon, seeded, diced ½"
- Pineapple, diced ½"
- Cattlemen's Gold Sweet & Tangy Sauce
- Cranberries, dried
- Orange juice
- Lime juice
- Cilantro, fresh, chopped
- Mint, fresh, chopped
- RedHot Cayenne Pepper Sauce

**PROCEDURE**
1. Mix all ingredients together and chill.

**NUTRITIONAL PER SERVING:**
- 18 calories, less than 1 g. fat (7% calories from fat), 0 g. protein, 4 g. carbohydrates, 0 mg. cholesterol, 6 mg. sodium.

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# Golden Chicken Salad

**INGREDIENTS**
- Cattlemen's Gold Sweet & Tangy Sauce: 1 ¾ cups
- Water: ³⁄₄ cup
- Chicken breasts, 4 oz. ea.: 18

**PROCEDURE**
1. Mix Cattlemen's Gold Sauce and water together.
2. Marinate chicken breasts from 3 hours to overnight.

**VARIATIONS:** This chicken breast can be served as a sandwich with either Golden Honey Yogurt Dressing or Hot Pepper Sour Cream, or as an entrée.

**NUTRITIONAL PER SERVING:**
- 175 calories, 3 g. fat (18% calories from fat), 27 g. protein, 8 g. carbohydrate, 72 mg. cholesterol, 62 mg. sodium.

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## Golden Honey Yogurt Dressing

**INGREDIENTS**
- Yogurt, nonfat plain: 2 cups
- Cattlemen's Gold Sweet & Tangy Sauce: 1 cup
- Honey: ⅛ cup

**PROCEDURE**
1. Mix all ingredients together and chill.

**NUTRITIONAL PER SERVING:**
- 74 calories, less than 1 g. fat (5% calories from fat), 2 g. protein, 16 g. carbohydrates, 0 mg. cholesterol, 20 mg. sodium.

Add curry for an Indian taste, or mint for Mideastern flavor.

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## Hot Pepper Sour Cream

**INGREDIENTS**
- Sour cream: 1 cup
- Red bell pepper, roasted, peeled, seeded, and chopped (or use pimientos)
- RedHot Cayenne Pepper Sauce: 1 Tbsp.

**PROCEDURE**
1. Puree all ingredients in a blender.
2. Dispense from a plastic squirt bottle.

**NUTRITIONAL PER SERVING:**
- 28 calories, 3 g. fat (83% calories from fat), 1 g. protein, 1 g. carbohydrate, 6 mg. cholesterol, 19 mg. sodium.

_Tequila BBQ Corn Relish recipe is on page 22._
A hearty soup made with lightly sautéed vegetables, beans, and onions, then finished with charbroiled peppers. Add smoked ham, chicken thighs, turkey, or game for a wonderful chili.

Plank steak is given the royal treatment when grilled to medium rare and served with Hot & Spicy BBQ Dressing. Add toasted lavash bread, salad greens, and a grilled vegetable kabob, and you have a luncheon fit for a King (or Queen)!
### BBQ Black Bean & Roasted Pepper Soup

<table>
<thead>
<tr>
<th>INGREDIENT</th>
<th>QUANTITY</th>
<th>PROCEDURE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Olive oil</td>
<td>½ cup</td>
<td>1. Sauté ingredients in oil.</td>
</tr>
<tr>
<td>Carrots, diced</td>
<td>2 cups</td>
<td></td>
</tr>
<tr>
<td>Yellow squash, diced</td>
<td>2 cups</td>
<td></td>
</tr>
<tr>
<td>Zucchini, diced</td>
<td>2 cups</td>
<td></td>
</tr>
<tr>
<td>Garlic, chopped</td>
<td>2 ½ Tbsp.</td>
<td></td>
</tr>
<tr>
<td>Chili powder</td>
<td>2 ⅔ Tbsp.</td>
<td></td>
</tr>
<tr>
<td>Cumin, ground</td>
<td>½ Tbsp.</td>
<td></td>
</tr>
<tr>
<td>Chicken or vegetable stock</td>
<td>3 ½ qts.</td>
<td>2. Add and bring to a boil.</td>
</tr>
<tr>
<td>Black beans, soaked, blanched</td>
<td>2 lbs.</td>
<td>3. Reduce heat, cover, and simmer for 30 minutes.</td>
</tr>
<tr>
<td><strong>Cattlemen's Smoky Barbecue Sauce</strong></td>
<td>2 qts.</td>
<td>4. Add sauce, uncover, and continue to simmer for 30 more minutes.</td>
</tr>
<tr>
<td>Green bell pepper, charbroiled, chopped</td>
<td>6</td>
<td>5. Add to soup and mix together.</td>
</tr>
<tr>
<td>Jalapeño, charbroiled, chopped</td>
<td>4</td>
<td></td>
</tr>
<tr>
<td>Red onion, charbroiled, chopped</td>
<td>2</td>
<td></td>
</tr>
<tr>
<td>Fried tortilla strips</td>
<td>as needed</td>
<td>6. Garnish and serve.</td>
</tr>
<tr>
<td>Sour cream</td>
<td>as needed</td>
<td></td>
</tr>
<tr>
<td>Cilantro, chopped</td>
<td>as needed</td>
<td></td>
</tr>
</tbody>
</table>

**Nutritional Per Serving:** 147 calories, 3 g. fat (34% calories from fat), 5 g. protein, 10 g. carbohydrates, 0 mg. cholesterol, 956 mg. sodium.

(Garnish not included in nutritional information.)

### London Broil Salad

<table>
<thead>
<tr>
<th>INGREDIENT</th>
<th>QUANTITY</th>
<th>PROCEDURE</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Marinade</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Cattlemen’s Hot &amp; Spicy Barbecue Sauce</strong></td>
<td>2 cups</td>
<td>1. Mix barbecue sauce and lime juice together.</td>
</tr>
<tr>
<td>Lime juice</td>
<td>2 oz.</td>
<td></td>
</tr>
<tr>
<td>Beef flank steak</td>
<td>4 ½ lbs.</td>
<td></td>
</tr>
<tr>
<td><strong>HOT &amp; SPICY BBQ DRESSING</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Cattlemen’s Hot &amp; Spicy Barbecue Sauce</strong></td>
<td>2 cups</td>
<td>1. Mix together and serve over a composed salad with a variety of lettuces, grilled vegetables, and grilled flank steak.</td>
</tr>
<tr>
<td>Orange juice</td>
<td>3 oz.</td>
<td></td>
</tr>
<tr>
<td>Salad oil</td>
<td>3 oz.</td>
<td></td>
</tr>
<tr>
<td>Lime juice</td>
<td>2 oz.</td>
<td></td>
</tr>
<tr>
<td>Chives, fresh, minced</td>
<td>1 ½ Tbsp.</td>
<td></td>
</tr>
</tbody>
</table>

**Nutritional Per Serving:** 352 calories, 14 g. fat (36% calories from fat), 30 g. protein, 26 g. carbohydrate, 49 mg. cholesterol, 914 mg. sodium.

(Leaner cuts of meat will provide less fat.)
BBQ GLAZED PECAN CHICKEN

A simple but elegant, light, and healthy meal. This glazed chicken breast is served on a sweet onion risotto, with vegetables and an optional honey pecan garnish. A colorful plate and popular entree at this B&I account.

CHEF EDWARD G. LEONARD
C.E.C. A.A.C.
FOOD 1ST RESTAURANT CORP.
GREENWICH, CT

GRILLED SALMON - IN DIJON CRUST WITH BBQ BEURRE BLANC

The mustard-crusted salmon can be served on mashed potatoes and a BBQ Beurre Blanc or a mustard beurre blanc. The Dijon crust is great on most any seafood and rack of lamb.

CHEF MICHAEL SHAFER, C.E.C.
DEPOT
Torrance, CA
### BBQ Glazed Pecan Chicken

**Ingredients**
- BBQ Glaze
  - Chicken stock
  - Arrowroot, dissolved in water
- Cattlemen’s Classic Sauce
  - Shallots, minced
  - Garlic, minced
  - Thyme leaves, fresh (optional)
  - White pepper
- Chicken breast, boneless, skinless, 6 oz. ea.
- Pecans (optional)
- Honey, heated (optional)

**Quantity**
- BBQ Glaze: 3 cups
- Cattlemen’s Classic Sauce: 3 cups
- Chicken breast: 16 (6½ lbs.)
- Pecans: 1 cup
- Honey: ⅛ cup

**Procedure**
1. Bring stock to a boil and thicken with arrowroot.
2. Add to stock and mix well. Hold.
3. Pan sear chicken and bake at 350°F for 15 to 18 minutes, basting with BBQ Glaze twice during cooking.
4. Toss pecans with honey and bake in 350°F for 5 to 7 minutes.
5. Serve over chicken.

**Nutritional Per Serving**
- 270 calories, 5 g. fat (23% calories from fat), 45 g. protein, 8 g. carbohydrates,
- 120 mg. cholesterol, 332 mg. sodium.

(Does not include pecan honey glaze.)

### Grilled Salmon - In Dijon Crust With BBQ Beurre Blanc

**Ingredients**
- Dijon Crust
  - Bread crumbs
  - French’s Dijon Mustard
  - Mayonnaise
  - Basil, fresh, chopped
  - Parsley, fresh, chopped
  - Garlic, minced
  - Shallots, minced
  - Black pepper
  - Salt
- Salmon fillets, 6 oz. ea.
- Olive oil

**Quantity**
- Dijon Crust: 4 cups
- Salmon fillets: 16
- Olive oil: as needed

**Procedure**
1. Combine ingredients.
2. Season salmon with salt, pepper, and oil.
3. Grill for just a few minutes on each side.
4. Cover fillets with ⅛ to ¼ cup of Dijon Crust and bake at 350°F for 15 minutes.

**Nutritional Per Serving**
- 481 calories, 22 g. fat (42% calories from fat), 48 g. protein, 22 g. carbohydrates,
- 118 mg. cholesterol, 1,072 mg. sodium.

### BBQ Beurre Blanc

**Ingredients**
- Olive oil
- Carrots, diced ⅛”
- Yellow squash, diced ⅛”
- Zucchini, diced ¼”
- Shallots, minced
- Garlic, minced
- White wine or chicken stock
- Cattlemen’s Classic Sauce
- Butter

**Quantity**
- Olive oil: 2 Tbsp.
- Carrots: 1 cup
- Yellow squash: 1 cup
- Zucchini: 1 cup
- Shallots: 2 Tbsp.
- Garlic: 2 Tbsp.
- White wine or chicken stock: 2 cups
- Cattlemen’s Classic Sauce: ½ cup
- Butter: ⅛ cup

**Procedure**
1. Sauté ingredients in oil.
2. Add and reduce mixture by one-fourth.
3. Fold in butter until smooth.

**Nutritional Per Serving**
- 73 calories, 5 g. fat (57% calories from fat), 1 g. protein, 7 g. carbohydrates,
- 8 mg. cholesterol, 222 mg. sodium.

**Variations:** This can be served as a classical beurre blanc, or one with mustard added after the reduction step.

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**Image:** Cattlemen's products are visible in the background.
**MISSOURI SMOKED SWEET WINGS - ARGOSY CASINO RIVERBOAT KANSAS CITY, MO**

**INGREDIENT** | **QUANTITY** | **PROCEDURE**
---|---|---
Honey | 1½ cups | 2. Marinate wings for 2 hours.
Garlic, minced | 2 Tbsp. | 3. Smoke at 275°F to 300°F for up to 2 hours.
Chicken wings | 10 lbs. |)

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**KANSAS CITY STYLE SMOKED HOT WINGS - ARGOSY CASINO RIVERBOAT KANSAS CITY, MO**

**INGREDIENT** | **QUANTITY** | **PROCEDURE**
---|---|---
Honey | 2 cups | 2. Marinate wings for 2 hours.
Chicken wings | 10 lbs. | 3. Smoke at 275°F to 300°F for up to 2 hours.

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**WORLD CHAMPIONSHIP RIBS - ARGOSY CASINO RIVERBOAT KANSAS CITY, MO**

This is the procedure for smoking ribs that has won 4 world championships.

Pork spare ribs, full racks, 3½ lbs. ea. | 12 | 1. Clean ribs and peel membrane from underside of bones.
French's Deli Brown Mustard | 1 qt. | 2. Combine and brush on both sides of ribs.
Honey | ½ cup | 3. Sprinkle dry rub on ribs and smoke at 225°F to 250°F for approximately 4 to 5 hours. Finish on a grill.
BBQ Dry Rub | 1 cup | 4. Serve one half-rack with the Cattlemen's sauce of your choice.
Cattlemen's Barbecue Sauce as needed | | 

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**BBQ DRY RUB - ARGOSY CASINO RIVERBOAT KANSAS CITY, MO**

**INGREDIENT** | **QUANTITY** | **PROCEDURE**
---|---|---
Paprika | 2 cups | 1. Combine all ingredients.
Salt | 1½ cups | 
Black pepper | 1 cup | 
Chili powder | 1 cup | 
Cumin, ground | 1 cup | 
Brown sugar | 1 cup | 
Garlic powder | ¼ cup | 
Sugar, granulated | ½ cup | 
Oregano, ground | ½ cup | 
Celery seed, ground | ½ cup | 

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**TEQUILA BBQ CORN RELISH**

**INGREDIENTS**
- Olive oil: 2 Tbsp.
- Garlic, minced: 1 Tbsp.
- Corn: 3 cups
- Black beans, cooked (optional): 1 cup
- **Cattlemen's** Hot & Spicy Barbecue Sauce: 6 oz.
- Tequila, preferably gold: 2 oz.
- Red bell pepper, fine dice: 1 cup
- Green onion, chopped: 1 cup
- Cilantro, chopped (loosely packed): 1 cup

**PROCEDURE**
1. Sauté garlic in oil, being careful not to burn.
2. Add and simmer in pan for 3 to 5 minutes.
3. Flame with tequila.
4. Add pepper and cool.
5. Finish with green onions and cilantro.

**NUTRITIONAL PER SERVING**
- 69 calories, 2 g. fat (23% calories from fat), 2 g. protein, 12 g. carbohydrates, 0 mg. cholesterol, 195 mg. sodium.

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**ASIAN BBQ SAUCE**

**INGREDIENTS**
- Peanut oil: 2 Tbsp.
- Garlic, minced: 2 Tbsp.
- Ginger root, minced: 2 Tbsp.
- Chinese chili garlic sauce: 1 qt.
- **Cattlemen's** Original Barbecue Sauce: 1 cup
- Rice wine vinegar: ¼ cup
- Soy sauce: ¼ cup
- Sesame oil: 1 Tbsp.
- Brown sugar: 1 Tbsp.

**PROCEDURE**
1. Sauté ingredients in oil until light brown.
2. Add and cook for 1 minute.
3. Add remaining ingredients and cook for 10 minutes.
4. Reserve half the sauce to be used as a basting sauce.
5. Allow to cool before using as a marinade.

**NUTRITIONAL PER SERVING**
- 104 calories, 3 g. fat (57% calories from fat), 1 g. protein, 2 g. carbohydrates, 0 mg. cholesterol, 1,108 mg. sodium.

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**CRANBERRY JICAMA SALSA**

**INGREDIENTS**
- Cranberries, chopped: 1½ lbs.
- Water: 3 cups
- Sugar: 3 cups
- **Cattlemen's** Hot & Spicy Barbecue Sauce: 1½ cups
- Jicama, peeled, diced ⅛": 1½ lbs.
- Cilantro, fresh, chopped: ½ cup
- Jalapeño pepper, fine dice: ⅛ cup
- Scallions, diced: 1 bunch

**PROCEDURE**
1. Cook cranberries in water and sugar for 5 to 10 minutes.
2. Add to cranberry mixture and cook for 1 minute. Allow to cool to room temperature.
3. Add remaining ingredients and refrigerate.

**NUTRITIONAL PER SERVING**
- 195 calories, less than 1 g. fat (1% calories from fat), 1 g. protein, 49 g. carbohydrates, 0 mg. cholesterol, 312 mg. sodium.
TO MARINATE MEANS TO “INFUSE” FLAVORS BY SUBMERGING FOOD IN SEASONED LIQUID, TYPICALLY CONSISTING OF THREE DISTINCT COMPONENTS:

- Flavorings—Prepared sauces, herbs, spices, and vegetables.
- Acids—Wine, vinegar, citrus juice.
- Oil—(sometimes omitted, especially for long marination.) Helps preserve moisture level and keeps products from sticking on grill.

RECOMMENDED MARINATION TIMES*

<table>
<thead>
<tr>
<th>FOOD TYPE</th>
<th>MARINATION TIME</th>
</tr>
</thead>
<tbody>
<tr>
<td>Beef, Pork, Chicken (skin-on), Game</td>
<td>At least 3 hours, 24 hours optimum</td>
</tr>
<tr>
<td>Chicken (skinless)</td>
<td>3 hours</td>
</tr>
<tr>
<td>Seafood</td>
<td>15 minutes (up to 30 minutes for firm-textured steaks)</td>
</tr>
<tr>
<td>Vegetables</td>
<td>15 to 30 minutes</td>
</tr>
</tbody>
</table>

*Do not leave products in marinade beyond recommended marinating times. Excessive marinating time can discolor and adversely affect the texture of the meat.

GUIDELINES

- Marinades should be used to enhance flavor. They don’t tenderize as much as traditionally believed.
- Refrigerate during marination unless the product will be cooked within minutes.
- Use acid-resistant vessels (such as stainless steel) or suitable plastic containers. And cover with plastic wrap.
- To add flavor to the marinade without adding fat, prepared barbecue sauces can be thinned with stock, water, or wine. Worcestershire sauces, mustards, and cayenne pepper sauces also add distinctive, quick-penetrating flavors.
- When you create a marinade, always taste it prior to use before adding meat to ensure a balanced and pleasing blend of flavors.
SOME CONFUSION EXISTS ABOUT THE TERMS BROILING AND GRILLING. TO CLARIFY:

- **Grilled**—refers to foods cooked *over* an intense fire (such as charcoal, natural wood, or gas).
- **Broiled**—refers to foods cooked *under* a hot flame (usually gas or an electric element).

Both grilling and broiling work with the same principle—close, intense heat. But grilling also marks and sears the food, and causes a different kind of surface caramelization.

**HIGH?**  
**MEDIUM?**  
**LOW?**

Set various heat “zones” or areas on your grill to accommodate different types and thicknesses of foods. Since no two grills produce the same amount of heat, you can quickly gauge your equipment with a simple “palm” test.

Hold your hand directly over the fire, a few inches above cooking level, for a quick test of grill temperature. If you have to move your hand in:

<table>
<thead>
<tr>
<th>Time</th>
<th>Grill Temp.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hot</td>
<td>750°-800°F</td>
</tr>
<tr>
<td>Medium</td>
<td>500°-600°F</td>
</tr>
<tr>
<td>Low</td>
<td>Less than 500°F</td>
</tr>
</tbody>
</table>

**FLARE-UPS**

A minimal number of flare-ups, due to meat drippings, can be expected, but too many will ruin the flavor of good meat. Techniques to control excessive flare-ups:

- Trim excess fat from meat.
- If baste contains oil or butter, use sparingly, or baste on the far side of the grill, away from the heat source.
- Use a water squirt bottle with variable (mist to stream) nozzle to kill flare-ups.
SMOKE (FROM HARDWOODS AND FRUITWOOD OF ALL TYPES) ADDS FLAVOR, COLOR, AND ROMANCE TO ALMOST ANY COOKED PRODUCT. MANY RESTAURATEURS AND CHEFS JUST DON'T HAVE THE SPACE FOR A TRADITIONAL SMOKER. BUT...WHERE THERE'S A WILL, THERE'S A WAY.

SPECIALTY EQUIPMENT

Contact equipment manufacturers for various solutions to hot and cold smoking.

PAN SMOKING

Pan smoking is ideal for small quantities of fish and shrimp, or for thin cuts of chicken (less than an inch thick). This method was used by the American Culinary Olympic Team in 1992.

Stove top pan smoking should always be practiced with adequate exhaust-hood ventilation.

- Alternate method: Layer dry wood chips directly in the bottom of a disposable aluminum hotel pan, and heat pan on stove top (flat-top burners preferable) until chips start to smoke.
- When chips are smoking evenly, elevate meat on oiled rack above coals and/or chips, and cover to control heat and retain smoke.
- Use medium burners under pan to maintain surface heat and smoke.
- Check for doneness using conventional methods. (Thin cuts of chicken or seafood will usually smoke in less than 10 minutes.) If unsure, use a meat thermometer.

WOOD SELECTION GUIDE

Some chefs make a science and an art of matching specific woods with specific proteins, but here's a simple guide to follow if certain proteins dominate your menu.

<table>
<thead>
<tr>
<th>WOOD</th>
<th>PROTEIN</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hickory</td>
<td>Pork, beef</td>
</tr>
<tr>
<td>Mesquite</td>
<td>Beef, game</td>
</tr>
<tr>
<td>Fruitwoods</td>
<td>Poultry, seafood</td>
</tr>
</tbody>
</table>

Soft woods, such as pine, should not be used because their smoke contains resins which impart an acidic, off-flavor.
**GLAZES**

**CRUSTS**

Grilled and smoked foods can often be enhanced with a light glaze or a crisp-textured crust. Not only do these low-cost techniques help seal in moisture and flavor, but they add a great deal of perceived value to the finished dish.

A prepared spicy or Dijon mustard becomes a flavorful, low-fat glaze which helps dry spices stick to a favorite protein.

Or to glaze a pork loin, a little cayenne pepper sauce and honey added to stock makes a quick, easy, and flavorful solution.

Edward Leonard, C.E.C., A.A.C., Executive Chef and Owner of Food 1st Restaurant Corporation, Greenwich, Connecticut, likes to blend barbecue sauce with seasoned chicken stock to create a light, healthy glaze. (See page 20 for the recipe.)

For a simple crust, just add seasoned bread crumbs, whole grains, or nuts to your favorite prepared mustard or barbecue sauce, and pack lightly on pre-grilled meat or fish before finishing in a hot oven. The food stays more moist and the customer perceives a high level of value and effort.

**DIPS**

**DRESSINGS**

**NEW AMERICAN BARBECUE MEANS THAT EXCITING NEW BARBECUE FLAVORS ARE SHOWING UP IN TRADITIONAL, AS WELL AS NON-TRADITIONAL, PARTS OF THE MENU.**

Many times, a barbecue-style dip is a simple way to garnish the plate or add a tasty accompaniment. Dips are usually served on the side, but can also be thinned and ladled on as a dressing. Barbecue sauce used as a dip should always be served warm to better profile the flavors of the sauce.

Chefs are also rediscovering what great snap Dijon mustard or cayenne pepper sauce can add when creating house dressings. Spicy or smoked flavors added to salad dressings enhance their appeal—especially those which feature smoked meats, poultry, fish, or game.

Larry Banares, C.E.C., Executive Chef of the Town & Country Hotel in San Diego, features a composed flank steak salad. "The final touch is the dressing made with a hot and spicy barbecue sauce, salad oil, and fresh herbs."
IN RECENT YEARS, SALSAS AND RELISHES HAVE BECOME PREFERRED CONDIMENTS AND SIDE DISHES FOR GRILLED AND BARBECUED FOODS. USE BARBECUE SAUCE, SPICY MUSTARDS, AND CAYENNE PEPPER SAUCE AS A BASE. THEN CREATE A SIGNATURE SALSA WITH A COLORFUL VARIETY OF FRESH FRUITS, HERBS, AND VEGETABLES.

Spontaneity and creativity are the keys to success. At Bobby Flay’s Mesa Grill in New York City, he grills swordfish with a peanut and smoked-jalapeño barbecue sauce, then accompanies it with a corn and tomatillo salsa. In another specialty, he uses a tomato- and chili-based barbecue sauce on pork chops, with spicy apple chutney as a side item.

If you need some more great ideas, consult Bobby Flay’s Bold American Food, or Mark Miller’s The Great Salsa Book.

“Barbecue” as a theme of the chili, soup, or stew immediately tells the customer about a recognizable flavor. And this helps sell the item.

SALSAS

Create a fresh fruit chutney using papaya, mango, melons, and herbs, seasoned with a sweet and tangy sauce and cayenne pepper sauce.

The Tequila BBQ Corn Relish on page 22 is great on salads, grilled chicken, or traditional barbecue items. The Cranberry Jicama Salsa on page 22 is wonderful with grilled chicken or seafood, or as a condiment for a Southwestern smoked turkey dinner.

CHILIS, SOUPS & STEWS

LEFTOVER PIECES OF SMOKED MEATS AND FISH ARE PERFECT ADDITIONS TO CHILIS, SOUPS, AND STEWS. THE SMOKINESS CARRIES OVER INTO THE FLAVOR OF THE OTHER INGREDIENTS, CREATING A HIGHLY MARKETABLE BARBECUE STYLE.

Chili, in particular, gives today’s chef the “culinary license” to create something new. No longer just beef and beans in a spicy red sauce, a chef’s house chili or daily special chili creations can create a loyal following. In fact it’s a great way to get lots of bold flavors in front of customers at a low food cost and a low menu price.
BE FLEXIBLE
BE TIMELY
• Use changeable blackboards, menu boards, table tents, or special menu sections.
• Change your menu to take advantage of seasonality in the marketplace—and merchandise this ‘FRESH APPROACH’ to your customers.
• Take time to train your waitstaff about daily specials. Each server should sample new items or specials, know about the spice level, and whether they contain garlic, onions, cayenne, or other seasonings.
• If you’re really serious about menu flexibility and seasonality—invest in good computer software and a laser printer. Have a design professional adapt or re-design your menu. And change your menu seasonally, weekly, even daily.

PROMOTE
• Prepare large batches of brisket, pork shoulder, or ribs and declare a special ‘Barbecue Night.’
• Baseball, basketball, or Monday night football events. Serve barbecue that matches the team’s city—e.g., Kansas City, Dallas, New Orleans.
• A month-long barbecue promotion at a great price to boost traffic during a slow season.
• Special Barbecue Lovers’ Sunday Heart Branch—with a full complement of grilled and barbecued proteins, side dishes, and accompaniments.
• Promote and feature low-fat items.
• Tie in with a local hospital’s dietary program to build awareness in your community.

Above all, be creative and have fun with barbecue; because when you have fun in the kitchen, you can’t help but serve fun to your customers. It’s a ‘sure-fire’ recipe for success.
LISTS ARE NECESSARILY INCOMPLETE BECAUSE OF WHAT THEY DON'T INCLUDE, BUT HERE ARE SOME THOUGHT-STARTERS.

*Arian Grills*, Alexandra Greeley
*Bold American Food*, Bobby Play
*Barbecued Ribs, Smoked Butts and Other Great Feasts*, Jeanne Voltz
*Barbecuing & Sausage-Making Secrets*, Charlie & Ruthie Knote
*Coyote Café*, Mark Miller
*Food Arts, The Magazine for Professionals*, Michael Batterberry, Founding Editor & Associate Publisher
*Grilling, Smoking, and Barbecuing*, A. D. Livingston
*New Currents in American Cuisine: Cooking with Team USA*, Keith Keogh, C.E.C., A.A.C., and Culinary Team USA

*New New Orleans Cooking*, Emeril Lagasse
*New World Cuisine & Cooking*, Allen Susser
*Real Barbecue*, Greg Johnson & Vince Staten
*Southwest Cuisine*, Dean Fearing
*The Encyclopedia of Herbs, Spices, and Flavourings, A Cook’s Compendium*, Elisabeth Lambert Ortiz
*The Great Salsa Book*, Mark Miller
*The Grilling Encyclopedia*, A. Cort Sinnes
*The Passion of Barbeque*, The Kansas City Barbeque Society
*The Thrill of the Grill*, Chris Schlesinger & John Willoughby

**SPORT OF BARBECUE**

"COOK A BETTER BARBECUE AND THE WORLD WILL BEAT A PATHWAY TO YOUR DOOR."
BARBECUE COMPETITIONS ARE FUN, EDUCATIONAL, AND CAN EVEN BE PROFITABLE IN BUILDING YOUR REPUTATION.

For acknowledged world-class competition, consider attending *Memphis in May* in Tennessee, or the *American Royal International Barbecue Contest* held every October in Kansas City, Missouri.

For membership information, newsletters, and calendars of other local, regional, and national barbecue competitions, activities, and trade shows contact:
- National Barbecue Association (NBBQA) at 704-365-3622
- Kansas City Barbeque Society (KCBS) at 1-800-968-KCBS
Contents

History & Tradition 4
• A look at barbecue as a uniquely American phenomenon

Regional Tastes 5
• America as a melting pot
• Hot beds of barbecue

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• Beef
• Chicken

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• What your peers are doing

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This sourcebook, and a video of the same name, take a look at the evolution of barbecue. Barbecue-inspired dishes are growing in popularity because they meet today's customer demand for new and unique flavors, tied to traditional comfort foods of the past.

RE-MENUING AN ALL-AMERICAN FAVORITE...

The New American Barbecue can most simply be defined as “the expansion of traditional barbecue.” It features both traditional and non-traditional proteins and accompaniments enhanced with interesting new barbecue flavors and ingredients.

To research the subject, we traveled around the country to learn what leading chefs are offering their customers. In the process, we just touched the surface of the many menu opportunities and preparation techniques for both traditional barbecue and The New American Barbecue.

We extend our deepest gratitude to the chefs who collaborated with us and shared their abundant knowledge and special recipes.

Reckitt & Colman Inc.

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For information about additional copies of this sourcebook and video or product information, call 1-800-442-4733.

Both Trip and Winston are active members of the American Culinary Federation.
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