OWN BRANDS PESTO TORTELLINI RECIPE

Three-cheese tortellini in a creamy basil pesto sauce

DEMO PLAN: Prepare the frozen tortellini in a warm, creamy basil pesto sauce and finish with melted Parmesan.

Featured Products and UPCs

Featured Product	Size	UPC
Signature Select Three Cheese Tortellini	Frozen bag	021130104277
Lucerne Heavy Whipping Cream	16 oz	021130072057
Signature Select Traditional Basil Pesto Sauce	1 jar	021130176199
Lucerne Finely Shredded Parmesan Cheese	6 oz	021130046195

Recipe Flavor Profile

- **Overall flavor:** Savory basil pesto and rich cream coat tender three-cheese tortellini, finished with a salty Parmesan topping.
- **Texture:** Soft, cheese-filled tortellini with a smooth, creamy pesto sauce and finely shredded Parmesan.
- **Serving style:** Serve warm as a simple pasta entrée, side dish or hearty snack.

Approach

- “Hi! Would you like to try warm three-cheese tortellini with a creamy basil pesto sauce?”
- “The sauce combines Signature Select basil pesto with Lucerne heavy cream, then it is finished with Parmesan.”
- “This easy skillet recipe uses four United Family Own Brands products.”
- “The tortellini cooks right in the sauce, so it is a convenient one-pan meal idea.”
- After the guest samples, invite them to find the featured products in the store and share how they might serve the recipe at home.

Product Talking Points

- The recipe features four Own Brands products available at The United Family of Stores.
- Signature Select Three Cheese Tortellini is the hearty base of the recipe; direct guests to the package for product details and cooking guidance.
- Traditional basil pesto brings basil, herbs and savory flavor to the creamy sauce.
- Heavy cream softens the pesto into a rich sauce that coats the tortellini.
- Finely shredded Parmesan melts over the finished dish and adds a savory cheese finish.
- Suggest serving the tortellini as a main dish or alongside a salad or vegetables.

Check In

- Immediately purchase one featured item using the BILL Divvy card to document your arrival time. Take a clear picture of the receipt and save it for the demo report.
- Upload the check-in receipt to the BILL Spend & Expense app.
- Check in with store management and/or the appropriate department manager. Confirm the approved demo location and ask permission to use a food-preparation sink and three-compartment sink.
- Locate all four featured products. For the demo report, take a wide shelf photo showing as much of the product shelf and available inventory as possible. We are not asking for a close-up photo.
- Send Karen the required selfie taken in front of the product shelf, with the shelf clearly visible behind you.
- If any featured product is unavailable, notify Karen promptly and ask store management whether additional inventory is available in the back room. Do not substitute without approval.

Demo Supplies

DFW stores have a supply area with tables, equipment, and disposable supplies. For all other stores, bring all supplies from home.

- Current food handler card & allergen sign
- Table & clean tablecloth
- Apron, hat and gloves
- Electric skillet & extension cord
- Spoon or spatula for stirring; clean serving spoon or fork
- Measuring cup or three clean 2 oz portion cups to measure 6 oz heavy cream
- Food thermometer
- 2 oz portion cups and sample forks or spoons
- Ice bucket or bowl with sealed bags of bagged ice for refrigerated ingredients

DO NOT PURCHASE ANY SUPPLIES IN STORE. IF YOU DO NOT HAVE THE NECESSARY SUPPLIES, PLEASE NOTIFY KAREN VIA TEXT BEFORE YOUR DEMO DATE.

Demo Set Up

- Set up the table in the location approved by store management, near the featured products when possible.
- Display shelf-stable featured packages so guests can identify the ingredients and read the labels. Do not display refrigerated or frozen products on the table. An empty package may be displayed if permitted by the store.
- Display the required allergen sign. The recipe contains milk and wheat; tortellini may contain additional allergens. Check all product labels and direct guests to them for complete allergen information.
- Keep personal items out of sight and store extra product and supplies neatly beneath or behind the table.
- Before removing product for the recipe, count and record the beginning inventory for all four featured products.
- Take a clear picture of the completed demo table before food preparation begins.
- When you remove any refrigerated item from refrigeration, write the date and time on the container or a log. Keep frozen tortellini frozen until preparation.
- Wash hands at a designated handwashing sink and put on clean gloves before handling ready-to-eat food.

Prepare the Recipe

- **Prepare the sauce.** Empty one whole jar of Traditional Basil Pesto into the skillet. Add three 2 oz portion cups (6 oz total) of heavy cream. Heat over medium until the sauce simmers, about 2–3 minutes, stirring often.
- **Add the tortellini.** Add the entire frozen bag of Three Cheese Tortellini to the sauce. Stir to coat every piece.
- **Cook covered.** Cover the skillet and cook for about 10–12 minutes, stirring often so the sauce does not scorch and the tortellini cooks evenly. Follow the package directions if they call for additional cooking time.
- **Check the temperature.** Use a clean food thermometer to verify the tortellini and sauce reach 165°F before serving. If needed, continue heating and check again.
- **Finish with Parmesan.** Sprinkle finely shredded Parmesan over the tortellini. Cover until the cheese melts.
- **Hold warm.** Reduce the skillet to low and maintain the food at 135°F or above. Stir as needed and check the temperature regularly.

Sampling Procedure

- As a guest approaches the table, invite them to sample the warm Pesto Tortellini Recipe.
- Stir the tortellini and sauce gently before portioning so each sample is evenly coated.

- Place one or two tortellini with a small amount of sauce in a 2 oz portion cup. Avoid overfilling; provide a sample fork or spoon.
- Place the sample in the front of the demo station for the guest to pick up. Never allow guests to serve themselves. If you hand a sample to the guest directly, change your gloves.
- Share the featured ingredients and serving suggestions. Direct guests to the product labels for ingredient and allergen details.
- Keep the pan covered between servings and stir frequently to prevent the sauce from scorching.

Cold Holding and Food Safety

- Keep heavy cream and Parmesan refrigerated until needed; store them on bagged ice in an ice bucket or bowl. Keep frozen tortellini frozen until preparation.
- Record the date and time refrigerated ingredients are removed from refrigeration. Do not leave refrigerated ingredients on the demo table.
- Keep cooked tortellini at 135°F or above. Use clean utensils and do not make dietary or allergen claims that are not printed on the product packages.

Clean Up and Wrap Up

- Stop sampling at the scheduled end time. Discard remaining prepared tortellini and sauce.
- Clean the demo table and surrounding area.
- Return unopened, sellable products to their correct storage locations, including refrigerated or frozen items.
- Count and record the ending inventory for all four featured products.
- Purchase all remaining opened demo products using the BILL Divvy card. Take a clear picture of the final receipt.
- Upload every receipt to the BILL Spend & Expense app and save the images for the demo report.
- Complete the online demo report with the check-in and final receipts, shelf photos, completed table photo, ending inventory, sales information and customer feedback.
- Report all out-of-stock products, approved substitutions and food-safety issues in the demo report.

IMPORTANT: If a product is out of stock, you have any question about substitutions, or you have questions about food safety, stop and contact Karen.