

BARKER'S NEWSLETTER

AUSTRALIA EDITION

AUTUMN 2011



Patisserie Fillings

Utilising the finest quality ingredients and modern manufacturing processes, we position ourselves as the leading manufacturer of bakery jams and fillings in Australasia. Since 1969, our name has become synonymous with innovation, quality and reliability.

We offer an extensive range of sweet and savoury fillings and toppings for all baking and dessert applications.

Baking applications can be diverse and demanding. Each of our product ranges are developed with specific functionality, featuring an exciting and contemporary range of flavours, both sweet and savoury.

Our Patisserie Fillings are soft, glossy, premium fillings with excellent fruit structure which are ideal in any high quality bakery or dessert application.

The rich abundance of premium quality fruit varieties offer taste sensations for different applications.

With traditional flavours such as Blackcurrant, Blueberry or Rhubarb and Apple through to our new flavour Mango, they are all truly delicious!

Patisserie Packaging Innovation

Our packaging solutions are innovative. From years of experience and talking to our customers we have developed unique, pre-filled 1.25kg piping bags.

They are so convenient and hygienic - just cut off the end and begin piping. No messy scooping and filling, and re-washing of traditional piping bags. When finished use the clip supplied to re-seal the bag until next time!

The patisserie range also comes in 4.5kg pails.

Barker's are extremely innovative

For us innovation and flexibility is key. We are solutions focused and that's what makes us successful. We are very much about adding excitement and personality to the food. We like to open our customers' eyes to new possibilities, it's a marketer's dream! We like to get close to our customers and understand their needs and then be proactive in offering solutions that add mutual value.

Research and development play a major role, which is why we are committed to the ongoing development of our knowledge base and our capacity for product and process development and applications testing. More than 300 of our product lines have been developed and tailored to meet specific needs of customers – and we deliver to schedule and budget!

We respond to the challenge

As a result of fulfilling customers' demands over the decades our extensive product capability now includes low-, medium- and high-moisture snack and bakery fillings, yoghurt and ice cream preparations, retail and food service preserves, sauces, chutneys and juice drinks. This comprehensive range makes Barker's the leading Australasian manufacturer of sweet and savoury bakery fillings and toppings, and we are now the preferred supplier to many of Australasia's top food producers.

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CUSTOMER PROFILE:

Holgar Schinz - Victoria

Welcome to Holgar Schinz who owns Sunbeam Cakes in Mentone and is currently a director of the National Baking Industry Association of Australia.

German born, Holgar did his apprenticeships as a Pastry Cook and Baker in Aukrug, near Hamburg in the north of Germany. He successfully did his Masters at the Hanover Master Academy and to further his skills – Holgar combined his honeymoon with a trip to Australia and made Australia home!

In his time he has owned a number of successful bakeries in both retail and wholesale - bread and cakes, and worked for national food companies as a technical adviser to the food industry.

He enjoys a fine reputation amongst Victorian bakers for the quality of his work and the help and advice he provides to fellow bakers as well as the excellent training he has given to many apprentices over the years. His current apprentice – Megan Jacks – just made first prize at the Victorian Baking Show and won the Baker's study tour to Sydney.

With Sunbeam Cakes, Holgers attributes his success to his staff and to serving fresh baked products to the local community.

"I have a long standing admiration for Barker's quality products as they are continually tailoring products to suit customers' specific needs. I use the Patisserie Fillings daily for baked cheesecake toppings, folded into fresh cream for a sponge filling, to add to fondant for our passionfruit tarts or for our strudel or Danish fillings."



Holgar Recommends

Maureen's Old Fashioned Crumble

Cake Margarine	3.600 kg
Sugar	4.000 kg
Flour	5.600 kg
Baking Powder	0.120 kg

METHOD

- Cream together margarine and sugar. Add flour and baking powder. Mix together.
- Sieve crumble mix through a 10mm x 10mm sieve. Leave to dry for at least 30 minutes.

MANGO OR LIME MANIA TARTS

- Spread crumble mix over party pie tray. Using a small ice cream scoop make an indent in each pie cup. Fill with Barker's Lime Curd or Mango Patisserie Filling.
- Tip more crumble mix on top. Then shake tray.
- Bake at 180C for 20-25 mins.
- Remove from oven and dust with icing sugar.



The Big Brunch

Sweet Roast Capsicum Salsa with Corn and Salsa Fritters and Beef Sausages

Serves 10

20 beef sausages, grilled or baked
20 Corn and Salsa Fritters
400 - 600g Barker's Sweet Roast Capsicum Salsa
Salad leaves for garnish

- Place the sausages and fritters on hot plates, drizzle with the Barker's Sweet Roast Capsicum Salsa and garnish with salad leaves.

Corn and Salsa Fritters

(Makes 20)

400g flour
20g baking powder
Freshly ground white pepper to taste
4 eggs, beaten
250 mls milk, approx
600g whole corn kernels
200g Barker's Sweet Roast Capsicum Salsa

- Sift the flour and baking powder into a bowl, mix in white pepper.
- Mix the eggs and milk together and pour into the sifted ingredients to make a batter. Stir in the corn and salsa.
- Heat a little oil in a non-stick pan and add spoonfuls of the mixture. Cook until bubbles appear and golden brown, turn and cook the other side.

(TIP: use well oiled cutters for round fritters)

Robertson Pie Shop

With a philosophy of quality food ingredients in his pies, it made sense that Barker's supplies the dessert pie fillings to the famous Robertson Pie Shop in south Sydney.

Will, the head baker and owner, runs this wonderful family business with his son and daughter; it has been in the family for 50 years! "We open 364 days of the year and even though we are situated a three minute drive east of Robertson Village, at the intersection of Illawarra Highway and Jamberoo Mountain Road, people find us, it has become a cult stop!"

Will makes many delicious flavours of sweet pies such as apple, peach, apricot, wildberry and apple, apple and strawberry, apple and blueberry, apple and rhubarb and wildberry.

"Barkers is a true partner to The Robertson Pie Shop, we have used Barker's pie fillings for 10 years now and they certainly taste delicious, which keeps our customers coming back for more."

NEWS CORNER



Mini Sponge Cakes (bunts)

are such a great way to use the delicious bakery fillings from our Barker's range. From our Caramel Deluxe Filling to Lemon and Passionfruit Fruit Silk, customers love them!



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NEW...

2011 is an exciting year for new products at Barker's as we strive to drive the market with innovative new local and global tantalising ingredients, ensuring that everything we make tastes fresh and delicious for your customers.

2 NEW Savoury Fillings

We are very excited to introduce our two new flavours in our modern range of savoury fillings in eye-catching colours, mouth watering flavours, ideal for use in savoury breads, muffins, quiches, pastries and pizza applications.

- **Spicy Vegetable**
- **Caramelised Onion**

They join our current range of flavours that are available: Basil & Garlic, Capsicum & Apricot, Chilli & Red Onion, Green Tomato & Jalapeno, Hawaiian, Sage & Onion, Sundried Tomato & Olive, Tomato & Mushroom.

Our Spicy Vegetable is an absolute hit in pasties, so call today for your FREE SAMPLE.



3 NEW Chutneys

- **Spicy Eggplant Pickle (Sambal Style)**
- **Sweet Roast Capsicum Salsa**
- **Chow Chow Pickle**

Wow - if you are looking for that "special" ingredient to turn a regular menu into a show stopper then I suggest you try any of our new chutneys! With our signature stamp written all over them these new products are high in fruit and vegetables as we only use the finest raw materials, and boy do these punchy new flavours set them apart from anything on the market. Call us today for a FREE SAMPLE.



Barker's Treble C Toasted Sandwiches

Makes 10

600g Barker's Chow Chow Pickle
600g grated tasty cheese
20 thick slices wholemeal or wholegrain bread
Salad leaves for garnish
Cherry tomato wedges, optional
200g Barker's Chow Chow Pickle

- Mix the Barker's Chow Chow Pickle and cheese together.
- Spread on 10 slices of bread and top each with another slice of bread.
- Toast, grill or panfry. Serve with a salad, tomato wedges and a spoonful of Barker's Chow Chow Pickle.

2 NEW Chocolate Crème Fillings

- **Chocolate Hazelnut**
- **Chocolate Orange**

Smooth and creamy in texture, these bake-stable, shelf-stable chocolate crème style fillings will add richness and flavour to brownies, eclairs, donuts, muffins, napoleons and cakes. Customers always love chocolate!

Available in piping bags, this product is so versatile to use.



Chocolate Crumble Cake

- Using a standard sweet muffin or cake batter deposit the batter into a paper-lined sponge tin. Only three quarters fill.
- Using Barker's Chocolate Orange Flavoured Crème or Chocolate Hazelnut Flavoured Crème pipe a swirl shape on top of the batter.
- Sprinkle a crumble topping over the top (not too much crumble).
- Bake at 180°C for approximately 22-25 minutes or until golden brown in colour.
- Remove from the oven and cool.

Note: Make sure the cake or muffin batter is not too runny.

To select the right product for your application we welcome your inquiry
FOR PRODUCT ENQUIRIES PHONE: 1800 145 745

Our Team

If you haven't yet met our wonderful team of people on the ground in Australia you are in for a real surprise – it's not just our products that are full of personality and flair!!!

This team of passionate and committed foodies take their roles seriously and have great delight in sampling and talking to customers around Australia about their products. Whether it is Barker Patisserie Fillings or Savoury Fillings (and that is only naming a few!), Barker's comprehensive range has something to fulfil the needs of most customers. Talk to our team today.

Regional Representatives



Jana Roborgh-Finch

Key Account Manager - Queensland

Mob: 0407 441 455

Tel: 07 3396 7755

Fax: 07 3396 7799

Email: jana.roborgh-finch@barkers.co.nz



Catherine Allison

Key Account Manager – NSW

Mob: 0408 181 882

Tel: 02 4889 5546

Email: catherine.allison@barkers.co.nz



Danielle Jaspers

Key Account Manager – Victoria

Mob: 0407 441 436

Customer Service Tel: 1800 145 745

Email: danielle.jaspers@barkers.co.nz



Liz Christie

Key Account Manager – Victoria/Adelaide

Mob: 0417 277 078

Customer Service Tel: 1800 145 745

Email: liz.christie@barkers.co.nz



Sandra Tait

Business Manager - Food Ingredients Australia

Mob: 1800 811 356

Customer Service Tel: 1800 145 745

Fax: 1800 880 481

Email: sandra.tait@barkers.co.nz



A Message From Nicky Sheed

Hello and welcome to the Autumn edition of our Foodservice Newsletter and our first in Australia!

We acknowledge that to be successful we need to get close to our customers, understand their needs and then be pro-active in offering products and solutions that add mutual value. At the same time we need to offer innovative solutions through intuitive interpretation of food, market and lifestyle trends.

Our committed and passionate sales team on the ground are strongly supported by a team of food technologists who together are continually working on products and solutions to meet those specific needs while also ensuring those products add personality and flair to food.

Research and development plays a major role in our business, which is why we are committed to the on-going development of our knowledge base and our capacity for product and process development and application testing.

This process is paramount for our on-going business success and our new products development team may have as many as 50+ projects on the go at any one time. The exciting thing is that some of these new products will be due for release in 2011 so keep an eye out for them – they are absolutely fabulous.

At the same time as we are having fun developing new products we need to keep true to our roots. We manufacture and market a focused portfolio of premium food brands with simple but compelling brand stories while ensuring that the ingredients, recipes and presentation of each product is consistent with the value and attributes of the brand. This is our brand promise and one we will not compromise.

I feel so humble to be working for this business and am truly passionate about our brands, and our people. So please enjoy reading this newsletter and if you are looking for a product or a solution, please talk to us.

Nicky Sheed
Sales and Marketing Manager

Barker Fruit Processors Ltd

PO Box 100, Geraldine 7956, South Canterbury, New Zealand.

Customer Service Tel: 1800 145 745 Fax: 1800 880 481

Email: fruit@barkers.co.nz

www.barkersfruit.biz



www.anathoth.co.nz



www.tandooripalace.co.nz