

BARKER'S NEWSLETTER

SUMMER 2011



NEW to Barker's...

A range of delicious Fruit Smoothie Bases

The smoothie industry has grown rapidly in the past 3 years and it has flourished into a multi-million dollar industry, with smoothies having become a popular summer alternative to a daily coffee.

With ingredients that are mixed in front of customers eyes, smoothies tend to be perceived as higher value than bottled cold drinks, allowing operators to charge more and benefit from greater profit margins.

Any size of customer, from small deli's to a well-known café chain, can tap into this profit potential with Barker's new smoothie range.

"Our smoothie mixes have been designed to make summer drinks easy for customers, whatever the size of the unit

and the staff's level of experience. We work with each customer on an individual basis and can advise on use, and pricing at a level that will help you maximise profit margins."

"A strawberry smoothie can generate a profit of \$2 per cup - a gross profit margin greater than 50%. Selling 80 drinks a day, will generate over \$1,000 in pure profit a week," said Nicky Sheed, Sales and Marketing Manager at Barker's.

The new range sees flavours in Banana, Mango, Mixed Berry and Strawberry. They come in 2.4kg pack sizes. Call us today for a FREE sample.



IN THIS ISSUE:

New Fruit Smoothie Bases	1
Chef Profile - Paul Jobin	2
Cranberry & Ham Roll-ups	2
Supplier to Robert Harris	2
Summer Fruits	3
Raspberry, Apple & Custard Scrolls	3
Berry Fruit Mince Slice	3
Our Team	4
Message from Nicky Sheed	4
News Corner	4

Give your smoothie a health boost, simply add:

- ✓ Spirulina, barley grass, wheat grass – excellent source of chlorophyll
- ✓ Wheatgerm – fantastic source of Vitamins B and E
- ✓ Brewer's yeast – for the B vitamins
- ✓ Flaxseed oil - for concentrated source of Omega 3
- ✓ Flaxseed Fibre or LSA – for healthy bowels and liver cleansing



Anathoth



CHEF PROFILE: PAUL JOBIN



Welcome to Paul Jobin who currently works as Executive Chef – Restaurants at Sky City Auckland overseeing the kitchens in Dine by Peter Gordon; Belotta Tapas Bar' Orbit and Observatory in the Sky Tower, Grand Hotel and Rebo Diner.

His first cookbook 'A Pinch of Salt' not only celebrates New Zealand iconic and modern foods but is a great read and has amazing tips for the passionate cook.

Paul is well respected in New Zealand by his peers for his sound Asian inspired cuisine and workable innovative ideas that was showcased in his recent business at Pure Tastes, Paihia, Bay of Islands. His food style is bold in flavour, with interesting layering of textures whilst also being healthy in concept. Inspirations are drawn from many global cuisines, challenging diners to open their mind, broadening their palate to something new and exciting.

Paul has been Consultant Chef for us for four years designing new exciting recipes and providing evaluation on other existing products with our Barker and Anathoth brands.

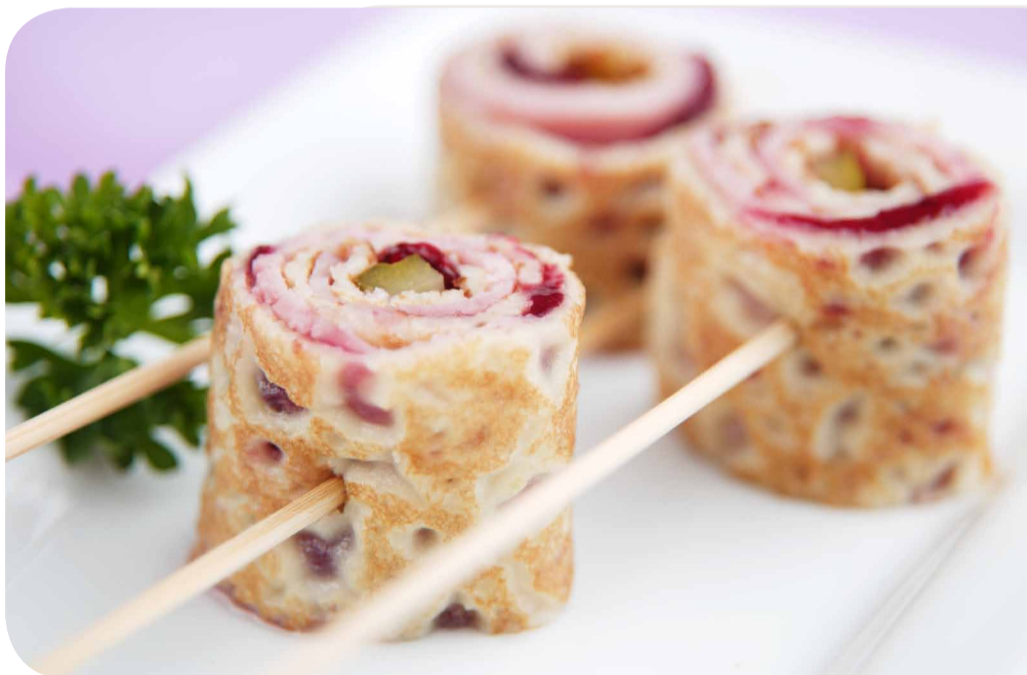
We caught up with Paul recently to talk jellies...."Being a proud kiwi and prominent cook, it is vital to me that I use quality ingredients from our back doorstep. Barker's scout New Zealand for the best ingredients and locally grown fruit near their doorstep in the South Canterbury town of Geraldine".

"I don't have the time to create or make a jelly and find the Barker's jellies fill this void

and add another dimension to my creations. Packed full of flavour, a dollop of jelly dissolved in pan juices from a roaster whisked into a dressing completes the magical finish to a dish. Wok-fried vegetables or a fling with squid seasoned in cornflour and five spice loves to be anointed with the Red Capsicum and Chilli jelly. Chicken tenderloins layered with slices of zucchini, chorizo sausage and mozzarella, a spoonful of Blackcurrant and Onion jelly wrapped in crisp baked filo pastry is a winner for something on the run".

"Christmas is coming up, a saucepan of Redcurrant jelly, mustard, Worcestershire sauce and orange juice, quickly boiled and poured over roast turkey is simply divine, a spin on an English classic".

"Whether you use the jellies as a condiment or dissolve to make a special sauce or dressing, these jellies are the ones to have on standby in your pantry. I know, they are in mine!"



Cranberry & Ham Roll-ups

10 Van Dyck pancakes
250g Barker's Cranberry Jelly
100g gherkins, sliced in thin strips
30g thinly sliced ham

Spread each pancake with Barker's Cranberry Jelly.

Place a slice of gherkin along the outer edge, cover with the ham and roll up.

Cut each roll into six. Serve on wooden skewers.

 **Ideal for Christmas canapés!**

Robert Harris® COFFEE ROASTERS

Barker's foodservice division is proud to supply and partner with Robert Harris Coffee Roasters franchisees throughout New Zealand.



With a philosophy of quality food ingredients in their menu offer, it made sense that Barker's supplies the patisserie fillings, curds, preserves and spreads for baking, along with many of our Gourmet Series foodservice chutneys and sauces to the Robert Harris Cafés throughout New Zealand. It's no wonder their cakes, slices, muffins and tarts taste and look so good!

At the 2010 Robert Harris franchise conference this year, Barker's demonstrated their commitment to innovation by providing support on the stand for delegates.

"Barkers is a true partner to the industry, working hand in hand to create taste sensations to keep your customers coming back for more"



SUMMER FRUITS

If there's one time of year when fruits are in abundance, it's summer. For 3 months, you can't escape the sweet smell of peaches, raspberries, cherries, and blackcurrants as you pass by the market. In New Zealand we are lucky with our hot days and cool nights, producing bumper yields of the "best tasting berries" that we can all delight in. Summer fruits appeal to the taste buds and eyes alike, plus they're healthy, refreshing and detoxifying. So don't miss out on what nature has to offer: take a look at our great recipes using Barker's Raspberry Patisserie Filling, Custard Flavoured Patisserie Crème and Berry Fruit Mince.



Raspberry & Custard Scrolls with Crumble Topping

3 cups self-raising flour
pinch of salt
1 cup cream
1 cup lemonade
*250 grams Barker's Raspberry Patisserie Filling
*250 grams Barker's Custard Flavoured Patisserie Crème
Crumble topping

METHOD

- Sift flour and salt into a large bowl.
- Make a well in the centre and pour in cream and lemonade. Mix with a knife until the mixture comes together.
- Turn dough onto a lightly-floured surface and pat out to a 1cm thick rectangle.
- Spread with Barker's Custard Flavoured Patisserie Crème followed by Barker's Raspberry Patisserie Filling.
- Gently roll up from the long side then cut into slices.
- Sprinkle the top of the scrolls with a crumble topping.
- Lay slices close together on a lightly greased oven tray.
- Bake at 220°C for 10 to 12 minutes or until golden in colour.

** depending on amount of filling wanted in scrolls*



Berry Fruit Mince Slice

BASE:

200 grams chilled butter
200 grams (1 cup) packed brown sugar
350 grams (2 cups) standard plain flour

TOPPING:

400 grams (2 cups) packed brown sugar
90 grams (½ cup) plain flour
1 tsp baking powder
1 tsp salt
250 grams (2 cups) dessiccated coconut
4 large eggs
2 tsp vanilla essence
600 grams (2 cups) Barker's Berry Fruit Mince

METHOD

Base:

- Cut the cold butter into pieces. Place into a mixer or food processor with the brown sugar and flour. Mix until the mixture is crumbly in texture.
- Press down evenly in a greased baking tin.
- Bake for 10 minutes at 160°C.

Topping:

- Place all dried ingredients into a mixer or food processor and mix well.
- Add the eggs, vanilla and Barker's Berry Fruit Mince and blend together until all combined. Do not over mix. Pour the mixture on top of the base and spread out evenly.
- Bake at 160°C for about 40 minutes or until the centre of the topping feels firm and evenly coloured.
- Cool thoroughly before cutting.

FOR PRODUCT ENQUIRIES PHONE: 0800 227 537

OUR TEAM



Back from left: Sally Stray (Sales Support), Cass Excell (Account Manager - Auckland Northland/Waikato), Bronny Perkins (Account Manager - South Island), Anna White (Customer Services), Gaye Grout (National Key Account Manager), Nicky Sheed (Sales & Marketing Manager) Front: Lynda Moratti (Sales Representative - Bakery)

If you haven't yet met our wonderful team of people on the ground in New Zealand you are in for a real surprise - its 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 New Zealand about their products. Whether it is Anathoth jams, Tandoori Palace pastes or Barker chutneys or bakery products (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.



Clinton Squibb (Business Development Manager - Bakery)



Clinton Gates (Business Development Manager - Foodservice)

Have you seen and tasted our wonderful range of CHUTNEYS?



Ideal for Christmas platters, accompaniments for the barbeque, canapés, mini pizzas, etc.

Call Anna in customer services today on 0800 227 537 for a sample and visit our websites below.

A MESSAGE FROM NICKY SHEED

Hello and welcome to the summer edition of our Foodservice Newsletter.

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 February 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

NEWS CORNER

Watch for our NEW product releases coming up in February 2011

- compotes
- chocolate crèmes for baking
- new chutneys and pickles
- savoury fillings

Barker Fruit Processors Ltd

PO Box 100, Geraldine 7956, South Canterbury, New Zealand.
72 Shaw Road, Geraldine 7991, South Canterbury, New Zealand
Email: fruit@barkers.co.nz

www.barkersfruit.biz



www.anathoth.co.nz



www.tandooripalace.co.nz