

slice

from the Baking Industry Association
for cafés, restaurants and more



Sweeping the prizes:
Kathy Kearns tells how it's done

All the awards, all the results

Young bakers rise to the occasion

A Uganda adventure



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Rising bakers

28–30

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From the Office

BIANZ EXECUTIVE OFFICER BELINDA JEURSEN REPORTS

This issue of *Slice* is all about excellence and the people in our industry behind that excellence.

Hard work and dedication are prerequisites for a successful bakery or café business, but talent is also the chief characteristic of those who take standards to a new level. The competitions featured in this issue are an opportunity for talented and passionate bakers and foodies to shine, and they really did this year.

The Bakery of the Year, Trainee of the Year, Rising Young Baker and Bakels Pie Competitions have been a showcase for talent in our industry, and it is a pleasure to be able to publicise their wonderful baking and great businesses in our magazine. I had the opportunity to meet and talk with many of those who entered the competitions. Their commitment to their craft and the enjoyment they get out of it is inspiring to say the least.

As with any endeavour, those who love, live and breathe what they do are the ones who stand out and raise the bar.

In addition to the baking competitions, there were some fantastic demonstrations at Fine Food from Chocolate Earth and the NZ Pastry Team. Visitors to the show were able to watch as these incredible bakers and patissiers put together creations that went way beyond craft and well into the realm of art.

Photos and information about all these events were added to the BIANZ Facebook page as they took place and the response we had was confirmation that social media is working for us. It creates an instant community and allowed those who couldn't be there to feel included and comment on the action.

If you haven't yet joined the BIANZ Facebook community please do so. It's such a great forum for our industry as we are all very busy working in and on our own businesses without much chance to meet up. Facebook is easy networking, lots of fun too and the easiest way to find out what's happening in your industry.

We held our AGM in June and I am pleased to be working with Brendan Williams (President), Michael Gray (Vice

President), Thomas Thomas, Mike Meaclem, Jason Heaven and Craig Rust for another year.

We also welcome to the board Kevin Gilbert from Lievito Bakery in Dunedin. His experience and passion for baking give every indication that he will make a significant contribution to our association. Please see our article about Kevin in this issue.

The executive work very hard and volunteer long hours of their time to keep the association going so that we can raise the profile of the baking industry and make sure your interests are represented.

Thank you to those members and stakeholders who attended the AGM. Your input is vital to the continuation of the association and the realisation of our goals for the baking industry.

One of the decisions made by the board and approved by those who attended the AGM is to make our Bakery of the Year Competition a bi-annual event from now on, giving us time to focus on providing better resources and services for our members, and increased advocacy on important industry issues.

It also gives those bakeries that enter the competition time to regroup and focus on their business between competitions. Winning awards is a wonderful boost and generates trade but it takes a lot of effort and time.

The Trainee of the Year Competition remains an annual event, and of course we will still hold an AGM annually.

Spring will be upon us soon and with it fresh ideas and inspiration for bakeries and cafes.

Remember to look up and look around occasionally at what others are doing. There might be some bright ideas that you can use in your own business.

Happy baking,

Belinda



New Members

We welcome

KB's Bakery
Mowbray Fine Foods Ltd
Little Cake 2012 Ltd
The Red Barn Bakery Café
Spinnaker Food Company Ltd

Christchurch
Rangiora
Auckland
Whakatane
Williamstown, Victoria

From the President

BRENDAN WILLIAMS KEEPS IN TOUCH



I don't know about you, but being a business owner means that you are always learning.

I haven't been doing it that long, but as each year goes by, you seem to get a better sense for what is worth doing and what isn't. Consequently, as each year goes by, you do more things right and less things wrong, and satisfaction levels for me are always increasing because of it.

What I do struggle with however as many of you probably do too, is how to mould and shape your team to help you achieve what's in your head.

You, as the business owner are constantly learning and forming new ideas, but just exactly how do you get your team to not only buy into these ideas, but to carry them out to your exacting standards?

Your staff haven't been exposed to the stimulus for change that you have, and are quite happy to continue doing what

they've always done. The process to get to this new place can be long and arduous, and often frustrating. Why can't they just read your mind and make it happen?

Enough wishful thinking. As Norman Schwarzkoff once said, "When placed in command – take charge".

The issue I have is that the retail parts of my mixed model wholesale/retail business need to be dragged into the 21st century.

So, I need to paint a picture of my brand of retail utopia, get feedback from my team, their buy-in, and then plan the steps necessary to get us to that place.

Sounds simple. Wish me luck and watch this space.

Yours in baking

Brendan

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The small print. Ingredients to be listed as in the recipes published in this issue. The recipe has to be an original interpretation and tested by you. The photograph(s) must also be original. Photos must be **at least** 2500 pixels wide or long (whichever is the greater).

New law takes effect

Employers are now obliged to seek agreements with all employees

From Raewyn Gibson

MGZ | mcphail gibson
& zwart ltd

Due to the recent changes to the Employment Relations Act 2000, **which came into effect from 1 July 2011**, members need to be aware that there is now an obligation on employers who enter into an individual employment agreement, or a variation to an individual employment agreement, to retain copies of:

- the employee's signed individual employment agreement or the current terms and conditions of employment that make up the employee's individual terms and conditions of employment (as the case may be); and
- an intended agreement, even if the employee has not signed the intended agreement.

It appears that the legislation will have retrospective effect and so you will therefore need to make an assessment of your personnel files to determine whether you have a signed individual employment agreement for all of your staff and if not at least take some steps (as identified below) to have an employee/s sign an individual employment agreement.

The Act also provides that employment agreements must be available to the employee on request.

There are now penalties for non-compliance, however prior to bringing a penalty action the Department of Labour must give an employer seven working days to address the issue.

To comply with these requirements and to avoid the imposition of penalty it is important that you take the following steps:

- (a) For **new employees**, it is imperative that you obtain a signed individual employment agreement, *before* the employee commences employment because once they have commenced employment it may become more difficult to obtain the employee's agreement.
- (b) For **existing employees who have not previously been provided with an individual employment agreement**, you should provide the employee with a proposed individual employment agreement as soon as possible and attempt to reach an agreement with the employee.
- (c) For **existing employees who have previously been provided with an individual employment agreement however have not signed the individual employment agreement** you should write to the employee asking that they either sign and return the individual employment agreement or alternatively arrange to meet with you to discuss any objections which they have to the terms and conditions which is preventing them from signing. You should at the very least attempt to negotiate and reach agreement with an existing employee who has not signed their individual employment agreement in the circumstances.

In circumstances where you have taken all reasonably practicable steps to obtain a signed individual employment agreement with each of your employees, it is less likely that a Labour Inspector would initiate a penalty action for failing to comply with this legislation, or if a penalty action is taken, would minimise any penalty ordered.



Gingerbread Baby Cake

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From the Vice President

Michael Gray communicates

New partner

This month we welcome **Lunchonline** as our newest bronze partner. They offer a wonderful service, one I can heartily recommend to fellow bakers from personal experience.

In my business we have been very pleased with their system and the returns it brings, and I know several other bakeries around the country are similarly impressed, not least Sydenham Bakery. You can read about their experience on page 35.

New pathway

Good communication is key. It's not just slapping a notice on the wall and hoping your team will read and interpret the message in the way you want. It's having a clear communication pathway.

Have you ever had one of those days when you have a million people asking you questions, the phone doesn't stop ringing and you don't have a chance to do what you set out to do? There is a way out of this.

We have recently done up a chart for our team to follow showing who to talk to about certain challenges they might encounter. This has eliminated numerous calls to me and helped to empower my team leaders.

The next and most successful communication change we have made is using a feature of Facebook.

Most people, especially younger people, use Facebook more often than email. We have set up three "secret" groups, one for each retail store and one for my managers. The term "secret" means that only people who the administrator invites can view comments and posts.

These groups have been very good as they allow us as managers to post about certain issues and then the team members can reply with questions or different ideas. It opens a great informal dialogue. This has given us some real insight into how our teams are operating and whether new practices, products or techniques are working and where the pitfalls are.

The other great means of communication is regular – and I repeat regular – old-fashioned staff meetings. I used to think they were overrated and just warm and fluffy. But lately we have really had our managers engage more with our business and take some ownership.

I challenge you all to develop some clear, documented communication pathways and tell me that it doesn't free up your time and help reduce the number of issues arising.

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news and views

Paris-Berlin recognised

Paris Berlin French-German Organic Bakery, featured in *Slice* last year, won an award at the national "Taste of the Farmers Market Competition" held by *Taste* magazine and the NZ Farmers Market Association in June.

Baristas do it on Red Square



Star baristas from around the globe will return to Moscow this September for a second consecutive year to demonstrate their skills on Red Square during the annual Spasskaya Tower international military tattoo and music festival.

The Spasskaya Tower festival is a multi-day concert and fireworks celebration featuring military, cultural and musical performances from a dozen nations set against the striking backdrop of the Russian Federation's national capitol. This year's event will include a feature area called the "Specialty Coffee Show Starring Barista Champions", an interactive gallery where champion baristas will serve world-class espresso shots and speak with the public each night of the sight and sound spectacle.

In 2011, the same festival hosted seven champion baristas on Red Square, including 2011 World Barista Champion Alejandro Mendez. The baristas collectively served almost 17,000 espresso shots to a crowd of more than 46,000 over five days. The crowd included high ranking VIPs, celebrities and diplomats. A larger audience is expected for the 2012 event.

"Last year's event was an outstanding success, so we're coming back even bigger," boasts Soyuz Coffee Roasting Managing Director Drago Lakic. "For 2012 we will host 10 baristas in multiple teams over the expanded eight-day festival schedule to reach an even larger audience as ambassadors of good coffee."

This year's festival coincides with the 200th anniversary of the Russian Empire's victory over Napoleonic forces in the War of 1812. The victory is expected to be a prominent theme of the festival.

UK drops warm pie tax

When the British government announced plans for a 20% rate of VAT (value added tax, much the same as our GST) on warm baked snacks, the baking industry there went into protest overdrive.

Under the plans announced in the budget, savouries were to be charged VAT until they had cooled to ambient temperature.

The British VAT system charges different rates, sometimes none, on all sorts of goods and services that would attract the same 15% here. The system is complicated and confusing to manage at the best of times, and the "pasty tax", as it was dubbed, would only make it worse. In addition to the administrative load, adding 20% to the price of anything was never going to be popular.

The pasty industry claimed the plans were unworkable and marched on Downing Street to deliver a petition. The furore proved a major embarrassment to the government, which faced allegations that the hike would hit the poorest hardest. The industry warned that the tax could also cost at least 2000 jobs.

The protest worked. A U-turn now means the 20% tax will be charged only on cooked pies and pasties that are kept hot. This will match the rate on other hot takeaway foods.

Hire "teachables", says recruitment specialist

Employers need to re-evaluate how they fill certain positions if they are to continue to recruit skilled staff.

A survey of more than 650 employers by recruitment firm Manpower early this year showed 48% of New Zealand companies contacted are experiencing difficulty filling key positions. The jobs hardest to fill are engineers, sales reps and skilled trades.

Managing director Lincoln Crawley said that to get the right people, employers need to adjust their criteria for prospective employees.

He says one thing they can do is look for a "teachable fit", which essentially involves settling for less-skilled staff.

"The approach is to identify the sort of skills which are actually teachable within a relatively short space of time, and in an economic way."

Mr Crawley says when looking at trades, the idea is to separate the work that needs to be done by highly-skilled tradespeople and to supplement that by using people who can be quickly trained.

He says the approach will certainly result in more training on the part of employers but will prove cost-effective in the long term.

The survey also showed New Zealand employers are becoming complacent about not being able to find skilled staff. Just 8% of employers felt the talent shortage is having a high impact, compared to 23% in 2011. Mr Crawley says employers have been beating their heads against a wall with little success. "They've given up, basically."

He says while employers don't think it is a big deal now, it will be in the future. Employers should also consider hiring flexible workers and recruit from under-employed groups such as older workers.

Stealth Starbucks discovered

Cafés owned and managed by Starbucks but operating under different names, stripped of the usual branding and offerings, are nothing new.

Roy Street Coffee & Tea in Seattle is described by a company's spokesperson as "really more of a learning lab for the company to test new things." The only sign that the place is owned by Starbucks is a subtle "inspired by Starbucks" sign out front and on some café materials. The space's decor is rustic urban chic, using reclaimed wood and furniture from vintage and antique stores.

Another "stealth" Starbucks in Seattle, 15th Avenue Coffee and Tea, opened in 2009 and reverted to a normal Starbucks in 2011.

The latest unbranded Starbucks has been discovered in New York's Herald Square

Macy's department store. It is to be called The Herald Square Café and it won't even have the "inspired by" tag-line. Instead, a spokesperson said it will be more like a café than a coffeeshop, offering wine, Champagne and chocolate – things "different to anything we've done before."

The café, the spokesperson said, will be targeted at Macy's shoppers, which Starbucks evidently has experience serving – the building is already home to five Starbucks locations. The new shop will be located near the women's shoe department, on the second floor.

Coffees from Starbucks' "exotic and rare" Reserve line will be made with the Clover Brewing System (a Starbucks patent). The system, which debuted in 2007, uses a French-press-like method with a vacuum that separates the liquid from the grounds.

School of Baking celebrates

The MIT school of baking in Auckland marked its tenth anniversary recently.

Hundreds of students have graduated and gone on to successful careers in baking since it opened.

The occasion was a time to remember the Austrian baker whose vision and enthusiasm got the school going, Armin Praschnig. It took Armin several years to convince fellow-Austrian Johann Wohlmuther, then the MIT head of hospitality training, that the school should be established.

Armin Praschnig saw the school open in 2002 but sadly passed away just a few years later before seeing the enormous potential of his idea reach its present status.

Continued on page 8



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more news and views

Continued from page 7

The school was established with help from the Christchurch Polytechnic Institute of Technology.

Ralf Schmidt was brought in as understudy to Armin Praschnig and took over when Armin died suddenly.

Baking tutor Monique Brik later joined the team, allowing the school to add extra classes, reflecting growing demand.

Plarre family buys out Fergusons

The Plarre family, led by Ralph Plarre (see "The further adventures of the three bakery musketeers" on page 36) has bought out the Ferguson interest in the 57-store Ferguson Plarre Bakehouses chain in Melbourne.

Ralph Plarre is well known to many New Zealand bakers and has visited several New Zealand conferences over the years, as well as being a generous host to many New Zealand bakers visiting Melbourne.

The Ferguson and Plarre family businesses were merged under Ralph Plarre's leadership in 1980.

Each business had a notable history in Melbourne going back generations to the earliest years of the 20th century.

"We have plans for a big expansion to utilise the capacity out of our new low-carbon bakery," says Ralph Plarre.

Not content with that, Ralph Plarre has announced that they have opened a new bakery franchise called Puckles Family Bakehouse in Brisbane. This is also based on a low-carbon footprint.

"It's going gang-busters with one shop operating, two under construction and five shops planned for by the end of December 2012," he says.

Dogs dine out

A number of up-market cafés and restaurants in the US are offering dog's and their human companions the opportunity to dine out together in considerable style.

Where local building and health laws allow, these establishments are opening parts of their underused patios to dogs. They offer special menus with delights such as meat loaf, lamb's fry, and scrambled eggs with bacon bits. Art and Soul in Washington DC offers a pooch patio menu with the likes of "bowser beer" (non-alcoholic) and frozen raw bone sprinkled with dill. The chef bakes fresh dog biscuits as well.



"Rover easy" eggs at D'Agnese's in Akron Ohio consists of scrambled eggs with applewood smoked bacon bits.

Should a pooch need a toilet break, these places have outdoor space elsewhere, complete with disposal bags.

Developing a dog menu can take time, as many foods that are OK for humans can be harmful to dogs – onions, chocolate and some dairy products, for example. Warren Cordoba, executive chef at the Viceroy in Palm Springs, revamped its pooch menu after consulting with several veterinarians.

The effort has paid off for many of these businesses with some reporting up to 20 dogs a week along with their owners who would probably otherwise dine elsewhere.

Who complained business is going to the dogs?



Trainee of the Year 2012

Jenna Mangin



"It was a bit of the shock actually," said Jenna.

Jenna, an apprentice at the 10 O'Clock Cookie Bakery & Café in Masterton, entered the competition in April when she sent away, as required, three products to be judged: a fruit and nut strudel, a plaited loaf and a chocolate log.

Her entry in the final bake-off – a French chocolate Cointreau log, a savoury croissant, a sweet danish, six mini cakes, and fougasse bread – had a winter in Paris theme.

It was a double win for the 10 O'Clock Cookie Bakery Cafe, with the bakery's win in the Best Bread Bakery category of the Bakery of the Year Competition announced on the same night.

A week after the win, Jenna was still unsure about her next step, looking into spending the scholarship money in Australia. In particular she was looking into courses at Kirsten Tibbles' Savour chocolate school in Melbourne.

Before taking on the apprenticeship, Jenna spent a "gap year" in Australia and before that she had done a cookery course and a patisserie course at Weltec. "Apprenticeship seems to be the way to go though," she says. She found the six months patisserie course too brief to learn a great much of use.

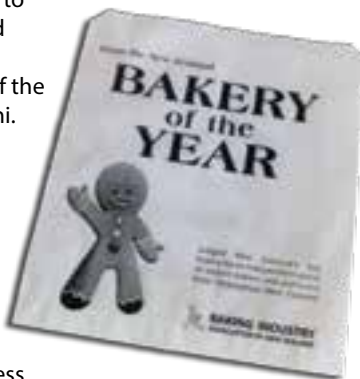
Beyond her apprenticeship Jenna is happy at present to see where life takes her: her own business "might be on the cards" in the long run. She would like to travel as well, but not working her way. "I just want to travel I think," she says

Bags a prize

Unibag does it again



Unibag Packaging is committed to supporting The Baking Industry Association, says Kevin Hussey, Unibag National Sales Manager, and was delighted to again provide 20,000 printed greaseproof pie bags to this year's New Zealand Bakery of the Year, Viands Bakery in Kihikihi.



"We realise it's a huge achievement to win such an accolade from the industry," says Mr Hussey. "The bags, proudly printed with Bakery of the Year, will help promote the bakery in the area and provide an awareness of the traditional skills and recipes that many neighbourhood bakeries still possess."

Unibag Packaging is proud, says Mr Hussey, that it still produces a wide range of the bags in its Upper Hutt factory to the highest standards and in accordance with HACCP and a Food Safety Programme. "You can rest assured that our bag will tick all the boxes, unlike some products which appear in the marketplace from unknown sources."

"It's the middle of winter," notes Mr Hussey, "and traditionally the peak of the hot pie for lunch (or breakfast). With the best of intentions the warm pastry will always leave some oil spotting on the paper bag you pack the pie in, unless of course you use a grease resistant paper. It's tempting these days to cut costs and use a standard paper bag for all applications but that's not a good way to look after your customers and encourage them to come back. It can be very annoying to put your delicious pie on the passenger seat and drive back to the office only to find an oily spot on the upholstery."

"Well, there is always a solution and of course a pie bag made from grease resistant paper will contain any spotting within the bag and keep your customers happy. The grease resistant papers will be effective in pie warmers for up to four or five hours and maintain your pie in top condition because the paper breathes."

Unibag Packaging can supply custom printed design in a range of sizes in either white or brown grease resistant papers. "Printing your bakery name on your bags is a great way to promote your brand and product to the local community. You make a great pie so make sure everybody knows your name," says Mr Hussey.

Recent technology advances by Unibag have resulted in a special seal strip they can apply at the top of the inside of the bag which will allow bakeries to seal the bag with a traditional heat seal bar. New regulations can mean some commercial customers require a fully-sealed bag. Until recently this was possible only by using specialised laminated materials and expensive flow wrap machines. "Now you can provide a pie sealed in a traditional paper bag for a very cost effective price," says Mr Hussey.

For more information contact customer services at Unibag Packaging on 0800 806 007.

New executive member



Kevin Gilbert was elected to the BIANZ executive committee at the Association's AGM in June.

Kevin started baking straight out of high school and has never left the hospitality industry, having spent time in kitchens as well as running restaurants and bars. Now running Lievito Bakery in Dunedin alongside his wife, Esther, Kevin couldn't be happier: "Dough in one hand and a scraper in the other. I'm where I belong."

What feeds his passion for the baking industry? "Quite simply it's knowledge and tradition. The industry that we're in has an amazing history and some of the products we make are hundreds of years in development. Wars have been fought over some baked items, and it was the bakers that countries turned to celebrate a victory. Wherever cultures travel, their bread goes with them and I find that awesome."

"When I did my apprenticeship I was taught that to know how to do something wasn't enough, I needed to know why I was doing it. As an example understanding how to laminate is one thing but to master the technique you need to understand what is going on and why you are doing what you are the way that you are. It's the way I've taught every apprentice I've had."

Lievito Bakery does a lot of gluten-free products and he is a sought-after speaker on the topic, but it is at their stall at the famous Otago Farmers' Market that the scope of what Kevin produces can really be seen. With at least half a dozen varieties of breads leavened with levain, bretzels, laugenbrot, brioche and upwards of 12 different Danish varieties – not to mention several whims each week – Lievito is not just a gluten-free bakery.

"I have a deep passion both for the baking industry as a whole as well as the traditions, recipes and techniques that have been developed over centuries. It's a passion that started when I did my apprenticeship. I had a few people around me that really cared about baking and I definitely caught the bug. Now I feel that I know enough to be able to return the favour and be of service to the industry that has been my life."

Baking apprentice numbers could rise

by Stephanie Brown



Employers need the right support and a study finds what that is.

Despite a shortage of bakers, only 25% of bakery products manufacturers hire apprentices. But, given the right supports, the number of companies hiring apprentices could increase by more than 50%.

That is the conclusion from a new study by Competenz, the industry training organisation for the baking, food and beverage manufacturing and engineering industries.

The most helpful set of incentives identified by the study into the baking and metal manufacturing sectors was around providing assistance with managing apprentices – specifically providing a pool of suitable candidates to recruit from, more help with supervising, and an online system to track apprentices in real time.

John Blakey, CEO of Competenz agrees. “There needs to be a high degree of support around assisting companies to fulfil the obligations of apprenticeships,” he says.

Management support could encourage 47% of those companies hiring tradesmen or bakers, but not hiring apprentices to be converted to apprentice hiring companies.

A subsidy of \$5000 came decisively second as an incentive, encouraging just 8% more companies to hire an apprentice. This percentage dropped if any conditions were placed on the subsidy, like specifying apprentice candidates must be recruited from young people receiving a benefit with low or no skills – an obstacle one too many for employers.

So, although taking on an apprentice is a significant financial undertaking, the practical aspects of managing an apprentice for the three to four-year term of the apprenticeship are seen by companies as more daunting than the financial outlay.

The study also showed that a concerning 55% of bakery product manufacturers do not hire tradespeople at all. Companies not currently employing a qualified baker cannot therefore hire an apprentice either. “You can’t take on an apprentice if you haven’t got the qualification yourself,” says John Blakey. “So the transfer of skills can’t effectively take place. It’s a situation that perpetuates the low wage, low skilled economy.”

And yet the benefits of up-skilling the baking sector are significant both for the sector as a whole and for individual companies. John Blakey explains: “Skill converts immediately to productivity increases and profitable improvement. The smarter you work, the more efficient you are at doing things. And the less money is spent on the wage component of your costs.”

The message is clear. With the right supports, primarily around management, more baking companies would be likely to take on apprentices, enriching their own companies and building a more highly skilled, highly productive environment sector-wide.

“This research has made us aware of the issues facing companies regarding apprenticeships,” says John Blakey. “It’s a great starting point for change.”

For more details please contact
Peter Rood, 09 539 9869
p.rood@competenz.org.nz

Events calendar

What	When	Where
Fine Food Australia	10-13 September	Melbourne Convention & Exhibition Centre
 iba World Market for Baking	16-21 September	Munich
Wellington on a Plate	10-26 August	Wellington/Wairarapa
Speciality Food & Drink Fair	27-28 August	Sydney Convention & Exhibition Centre, Sydney
Bidvest trade shows		
Timaru	11 September	Speights Ale House
Christchurch	12 September	Function Centre RDA Indoor Equestrian Centre AMP Showgrounds
Food Show Christchurch	14-16 September	CBS Arena Christchurch
Foodtech Packtech	25-27 September	ASB Showgrounds Auckland
Bakery China 2013	9-11 May 2013	Shanghai
FoodService & Bakery Australia	2-4 June 2013	Royal Exhibition Building, Melbourne



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Gary Cameron considers

Plain packs plain stupid



A very personal view

Your logo, your brand, your life's work. You have worked hard for this. It has cost you money and a lot of angst to achieve this recognition.

How would you react if the government said you could not use it any more? Yet that is what is proposed for cigarette packaging. However laudable the push to reduce smoking is, the fact remains that if a pressure group can achieve this, then think, what if the anti-alcohol people were to try the same? How would the wine producers, the breweries, the distillers react?

Beer drinkers, who are very brand loyal, would be most upset if, faced with plain brown bottles labelled BEER, they couldn't tell who brewed it.

Take this a step further. Would McDonald's, Wendy's, Pizza Hut, KFC and other well-known fast food people willingly give up their brands and logos at the behest of a pressure group? I think not.

And if plain packs cut sales, why do the supermarkets – who are very good at sales and promotion – use plain packs on their own house products? They're not in the business of reducing sales are they?

“As for banning anything that could harm you, all that does is create a black market for it.”

As for banning anything that could harm you, all that does is create a black market for it. Just look at alcohol prohibition in the USA. It was a disaster. Electric puha here now illustrates the same point. Bans don't work.

The long term objective is to have the country smoke-free. Very laudable. But our tourist trade will take a nosedive as a large chunk of the tourists from Asia smoke. And don't think you are immune to the views of pressure groups. There are people out there who would like us all to eat brown rice and lentils and no products derived from animals. If they ever get the ear of government, watch out. Your pies, cream cakes, ham sandwiches and so on would vanish, and so would you.

One further observation. If all the 99% fat-free, msg-free, reduced salt, sugar-free products worked, why are our obesity rates climbing?

Just a thought.

Cheers

Gary

Pie-eating champs to start chomping



Contestants ready and steady for the go at last year's pie eating championship. Scott Macky on the left looks warily, as he should, towards winner Rob Puru on the right.

You can't do a whole lot in 17 seconds. But at last year's inaugural The Pie Men National Pie Eating Champs, that's how long it took New Zealand's first pie-eating champ Rob Puru to eat a mince pie.

“Our pies are tasty as hell so don't usually last long anyway, but watching last year's entrants was just insane,” says The Pie Men's owner and head baker Matt Toms.

The Pie Men is a family-run retail and wholesale bakery with more than 20 years in the business.

The winner of this year's The Pie Men National Pie Eating Champs will get a year of free pies from The Pie Men bakery in Hamilton.

This year's event will take place in a local craft beer bar, House on Hood, joining existing event sponsors The Rock FM radio station for the fun event.

To celebrate the new partnership The Pie Men will also create a limited edition pie, only available throughout August at House on Hood, or in-store at The Pie Men bakery. “Pies get a lot of flak, but at the end of the day we eat them because they taste good.

They're a part of our heritage, and we think that's worth celebrating,” explains Matt.

Would-be pie eaters can register to compete via the bakery's website <www.thepiemen.co.nz> or complete an entry form in-store. Entry is free but competitors must be at least 18 years of age and agree to the event rules, and terms and conditions.

Spectators are welcome to come and watch the pastry fly at The Pie Men National Pie Eating Champs, from 6pm on Friday, 17 August 2012 at House, 27 Hood Street, Hamilton.



Chiller placement to improve sales



Not surprisingly, food is the main thing on your shopper's mind when they walk into your bakery! Despite this, drinks are a complementary and incremental purchase in food outlets – taking a little time to consider your beverage offer and chiller placement will encourage spontaneous purchases and improve your sales.

More than half of the shoppers in a lunch bar interact with the drinks fridge. Following the simple principles below will make it more likely that your food shopper will buy a drink as well.

- Place drinks chillers together to create a drinks destination.
- Drinks chillers should be first in view as a shopper enters your store. If the chiller is the first interaction point for the shopper in your store, they are most likely to buy a drink.
- Drinks should be close to food counters – they are less likely to be considered if they are isolated and inconvenient.
- Chillers should be part of the main counter flow and before the cashier.
- Ideally chillers should be self-service with clear price points so that:
 - Shoppers can browse drinks without feeling time pressured.
 - Shoppers can ensure drinks are cold and not out of date.
 - Shoppers feel confident to try new drinks as they have time to look at them and don't have to try and describe them to the cashier.

Breadth of range in lunch bars and bakeries is also important as food shoppers are less likely to be habitual. They want a drink which will go well with their lunch. Although fizzy drinks and juice are popular options to accompany food, a full range of beverages, including energy drinks and water, increases the likelihood of purchase.

Range and chiller placement are critical, but make sure you don't just place a fridge in store and forget about it. Of those shoppers who bought drinks, their main reasons for doing so were a price special (59%), a well displayed fridge (36%), a meal deal (34%) and a new product (32%)*.

Your Frucor rep has access to a full beverage portfolio and a range of chillers, and Frucor's innovation will ensure an exciting beverage offer. They also have access to a proprietary ranging and layout tool which allows them to recommend the best range of products and fridge layout for your store.

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* average number of reasons mentioned per customer = 3.78. All data from Research International General Route Research for Frucor Beverages, 2008.

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Previous owner of business (if applicable) _____

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You can choose to pay your subscription in 12 monthly instalments so, for example a full membership would cost approximately \$30 per month. There is an additional \$20 administration fee for this option. Please ask your BIANZ contact for the application form to set up your direct debit payments.

Cardholder address if different from above

On receipt of your payment and application BIANZ will forward to you the following in your membership pack:

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- ☒ Management resource kit including: ✓ the BIANZ employment documents
✓ the latest issue of *Slice*, the association's magazine
- ☒ A tax invoice/receipt for your subscription

I/we would like to be enrolled as a member of the Baking Industry Association of New Zealand (BIANZ) and gain the rights and privileges of membership accorded to my membership type, and in doing so acknowledge the following:

1. That upon receipt of the membership pack, I/we agree to read the membership rules and if I/we do not wish to abide by those rules I/we will return the membership pack within 10 working days of receipt. (Your membership subscription will be reimbursed on receipt of the membership pack.)
2. That materials and resources including any Food Safety Manual provided by BIANZ remain the property of BIANZ. I/we will not permit any unauthorised copying or other reproduction of this material nor allow this material to be used other than by members of the BIANZ or their employees. When membership is terminated all such materials and resources including any Food Safety Manual is to be returned to the BIANZ within five working days of termination of membership.

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Date ____ / ____ /20____ _____ X



Student applications rising

Southern Hospitality proud to encourage bakers of tomorrow

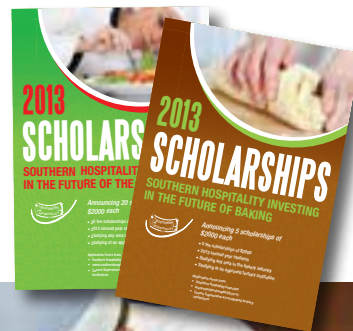
Southern Hospitality is, for the sixth year, proud to support industry trainees with the annual New Zealand Student scholarships.

Each year we offer students at tertiary organisations the opportunity to be awarded one of 25 scholarships for second-year hospitality studies and five of these are for students focusing on bakery.

The number of bakery students applying is growing, last year they accounted for over 15% of the applications, a 5% increase over the previous year.

The scholarship programme is fee-based and targeted to give students studying at recognised tertiary institutions the opportunity to apply for a grant towards their study fees. It is open to all first-year students who wish to further their knowledge by undertaking a second year of study.

"We, at Southern Hospitality, firmly believe in supporting the training of the youth of today who are keen to be a part of the hospitality industry in the future, and we see that by encouraging further education and rewarding excellence our company can make a positive contribution," says CEO Andy Doherty.



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The Bakery in Queenstown

Baker Jason Danielson talks to **Sue Fea**



At the age of 16 in his home-town of Ashburton, Jason Danielson was offered three jobs – work at the local golf club, drive tractors, or become a baker.

“For some reason I chose baking. I knew nothing about baking, but I was never amazing at school and I liked it,” says the manager of The Bakery in Queenstown.

He’s been in the industry for 30 years now and in that time has seen big changes.

He trained at Ashburton’s Sim’s Bakery. Unlike most teenagers, he didn’t mind the early starts. A representative golfer then, it enabled him to play golf six or seven hours a day.

After about 10 years on the job a rep for NZ Foods offered him a job at The Doughbin in Wanaka. He worked there until three years ago when he moved to Queenstown to manage The Bakery for its former owner.

In December, 2011, Jason’s Australia-based brother-in-law Ian Warner bought the Queenstown business and he manages the books.

“I enjoy baking, but that’s why I brought my brother-in-law on board. I’m a worker, not a business head. I’m the old draught horse, but I need someone behind me,” laughs Jason.

He’s regularly putting in 18 to 19 hour days, clocking in at 2am or 3am most mornings to ensure The Bakery’s many contract orders are ready for early delivery.

The Bakery supplies to about 60 or 70 customers throughout the Queenstown Lakes District, including a large group in Wanaka, almost an hour away.

Skifields, supermarkets, Queenstown Airport, hotels and many restaurants and cafes are also customers.

Seasonal business

Peak summer and ski seasons are his busiest periods. The sandwich makers arriving at 5am and the shop opens at 6am.

“We have staff on all night. My bakers start at 4pm and work through until 4am. I’m back in at 2am or 3am until about 6pm,” Jason tells me. Orders set off at the crack of dawn for the likes of Cardrona Ski Area, near Wanaka.

Conferences are a huge market in Queenstown and in one week-end Jason can be supplying 800 fresh pies to the Millennium Queenstown for 600 delegates.

“I used to get in 20 bags of flour a day; now it’s 50 a day,” says Jason.

The wholesale side of the business has grown so busy that he and Ian are contemplating moving into a factory-style building.

All sandwiches, pies and lunch foods that don't sell are reduced to \$2 early the next morning and fly out the cafe door within minutes to early morning workers.

The party problem

As with most Queenstown businesses, staffing is always a big challenge, because of the resort's seasonal nature and transient population. "It's painful ... I've always got problems getting staff."

"I can't get Kiwis. I have two English boys, one Malaysian and two Indians. We get a lot on work visas."

Skiing, snowboarding and the temptation to party late are other hazards. One day in mid-July Jason had one staff member out with a broken arm, one with a broken foot and two off sick. Training staff then having them leave in two months is a constant frustration and he'd dearly love some more mature, permanent residents, not prone to late night partying. Family or friends are regularly brought in to cover staffing or just to give his 80 to 90-hour a week staff a day off.

Quality demanded

The trade has changed a lot over the years and things take longer, with the trend towards heavier breads. All doughs are made from scratch with the European styles like ciabatta requiring five to six hours to rise.

"Pre-mixes were it back in the day. We used to make pre-mix ciabatta that was ready to go in the oven in five minutes."

Customers now are demanding a quality scratch product. "I remember the days of Vienna loaves in Wanaka – that was all we made. They wouldn't sell now. Pumpkin bread these days must be made from fresh pumpkin, no pre-mixes, or you lose customers," says Jason.

French dough is still in fashion, as are Turkish and Tuscan breads.

The bakery turns out some pretty classy pies – steak flavours, lamb, butter chicken, chicken and mushroom, and satay chicken – which Jason is proud to say have only increased by 10 cents in four years. Pasties – vegetarian, venison, lamb and mint or bacon and egg – are still popular, as are sausage rolls and feta and spinach rolls.

Jason does the necessary gluten-free basics – hamburger buns, breads, friands and chocolate chip cookies, but at \$4.50 to produce and charging out at \$5.50, many customers won't wear the extra price.

"We understand it's expensive to make, but we're not into it in a big way because of the risk of cross contamination. We can never say something is 100% gluten-free because we're always working with flour."

There's a specialist team working on cakes and biscuits, producing about 20 varieties, including popular macarons. The Bakery can churn out 100 birthday cakes, gateaux or mud cakes a week.

Jason's two Moffat rack ovens work non-stop, day and night. A new one was installed recently and he's looking at investing in two more, as well as some time-saving devices.

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Picton Village Bakkerij

Managing two markets, one standard

by David Tossman



In the recent NZ Bakery of the Year awards, Peter van Beek's Picton Village Bakkerij came away with an impressive haul: third place overall in the competition, a place in each division (Best Cake, Best Bread, Best Pastry and Best Creative), a gold in the Sourdough Cob section and a swag of other silver and bronze awards.

Enthusiasm for the job is essential to high achievement, and Peter van Beek has it in trumps. On the Thursday afternoon when I called on him, he was busy baking some test items for the business's Blenheim outlet, a town and a market quite different from his familiar Picton.

With him is Sarah O'Bryan, the business manager, another enthusiast, who moved to Picton after the big Christchurch earthquake and became bakery manager last December.

Peter came to New Zealand from the Netherlands in 1996 and married Rachel, a Kiwi, two years later. They have had their business in Picton for 12 years, building an enviable reputation for quality.

Picton is a tourism centre, a waypoint for vehicles taking the Cook Strait ferries, and the centre of several large forestry and seafood operations. Picton's surrounding Marlborough Sounds hosts hundreds of mussel and salmon farms, and many of the fishery workers are based in Picton.

But with just on 4000 inhabitants, Picton is a very small town. Blenheim, just 28 kilometres away, has about eight times the population, so expanding into that market is a fairly obvious step. It was not an easy decision, however, as a bigger population obviously means more competition and a big commitment of time and resources.

Business thinking

Peter and Rachel took the plunge with a shop in central Blenheim 18 months ago. "During a holiday, my wife and I did quite a lot of brainstorming and we did some courses organised through the Marlborough Chamber of Commerce. Craig Rust [a BIANZ executive member] was one of the mentors, and he mentally kicked me in the right direction. He gave very very good advice."

The big lesson Peter van Beek took from Craig Rust: "It's better to work *on* your business than *in* your business."

“It's better to work *on* your business than *in* your business.”

"You don't have time to stand with your arms in the flour," says Peter, "when you've got to think of where you can get your flour somewhere cheaper, or where you can make a better deal."

Following that advice, Peter stepped out of the regular night shift in the bakery, doing only the odd one when somebody's ill or on holiday. A new shift system now ensures that there are always two bakers working throughout the the baking shifts. The business operates 24-hours-a-day in summer, baking or selling or both.

Peter has also sought to change his management style. "I'm not the type of guy who stands on top of the table and goes 'You've gotta do this, you've gotta do that.' I'm more what's called a social animal. My wife kicks me in the right direction: Every once in a while it's not wrong to bark, as long as you don't bite."

The expansion into Blenheim has paid off. Apart from anything else, it does seem that the Bakkerij's reputation preceded them.

The new focus on management is also paying off. Peter is proud of how he now has the 14 people on the payroll “all facing with their noses in the same direction.”

“Now that we make it clear – our expectations of staff – they’re meeting those expectations.”

Along with changes of style, new systems have been introduced by new manager Sarah O’Bryan (see sidebar below).

The markets

In summer about 70 percent of the bakery’s customers are tourists. In winter the ratio flips: tourists 30 percent, locals 70 percent. “The population of Picton swells three and a half to four times in summer – that’s all the tourists coming in,” says Sarah. “In summer we really need four people in the shop, on the till, all the time.”

It’s pretty much a 24-hour operation in summer. Peter goes in around five in the afternoon to start producing.

Cruise ships are now having a big impact on Picton. “If I’m not mistaken,” says Peter, “39,000 people are coming into Picton on the cruise ships this season.”

The Village Bakkerij has a growing wholesale side with local businesses. “We provide lunches to a number of the tour operators, and we provide bread to a lot of the wineries and restaurants around the place,” says Sarah. They supply resorts around the Sounds via mail or courier boats.

Summer or winter in Picton, local customers, mainly male, are waiting when they open the door at 6am: workers from the harbour, the railway, the fisheries and the forestry operations. They buy mainly pies and filled rolls.

Opening in Blenheim has meant coming to grips with a market quite different from Picton. Most Blenheim customers during the week are office or shop workers. They don’t burn as much energy so they don’t eat like industrial workers. “They’re not going to spend \$20 without thinking every day on their lunch,” says Sarah. They want “a little bit more gourmet.”

Though all products go into both shops, the fancy looking stuff Peter was preparing reflected that different demand. “We’re going into things like petits fours and doing smaller packs of biscuits. That’s been quite a learning curve – to adjust the product,” says Peter.

Unlike many bakeries, large bread loaves are not a large part of the Bakkerij’s output. Apart from the bread rolls, big sellers in the summer, and the sandwich loaves for their own sandwiches, Peter reckons big loaves make up only about seven percent of the sales.

Staffing

Like most New Zealand bakeries, Picton Village Bakkerij has had trouble at times finding good qualified bakers, and good semi-skilled workers. “I’ve had a couple of photos of myself in the newspaper over the years crying on the bench,” admits Peter.

What has saved them several times is the great lifestyle the area offers, particularly the fishing and boating. “If it suits someone, it’ll suit someone absolutely down to the ground,” says Sarah.

Lifestyle is the reason Peter came to New Zealand, and he is an ardent promoter of its pleasures and benefits.



Equipment



In addition to his two deck ovens, a brand new pastry break, some solid old European mixers, his divider and a new Chinese-made mixer, Peter was proud to show off his new chiller, a new freezer, and most notably the recently installed convection ovens. “The biggest feature I find is the versatility,” he says, “because you’ve got four different ovens, you can bake at four different temperatures, so you can bake four different things at the same time.”

With the three deck ovens previously he had a maximum of nine trays at a time to work with. Now he has 16 trays and, after a quick calculation, reckons he can work 85 percent faster with this set of ovens, thanks to the extra capacity and the speed with which they come up to temperature.

Sarah O’Bryan, Manager

Sarah is in the process of finishing her Bachelor of Business degree, which she’s been studying by correspondence while working over the past six years. Previously Sarah was the manager at Coupland’s Bakeries in their central Nelson store, which taught her the value of having standardised procedures and very clear expectations of staff.

“I think it’s important with a business our size to have systems and procedures written down, which makes for easy and consistent staff training. We’re developing systems to make sure that even when staff move on, we don’t lose their knowledge. We’re in a period of rapid change at the moment, which requires us to have both a big picture and a fine detail focus to get things right.”

Sarah has taken on a big challenge to her managerial skills lately, entering the Marlborough Chamber of Commerce Business Excellence Awards.

“We’re going through the entry stage at this moment, a really hugely comprehensive entry that we need to write just to get through to the judging stage. It’s super-valuable. We’re learning a lot and doing a lot and we’re pretty confident that we’ll come out of it with some pretty good rewards.”

The BIANZ Awards Dinner

Celebrating bakers and baking in style, more than 200 bakery people gathered at the Stamford Hotel in Auckland in June for BIANZ's 2012 Bakery of the Year Awards Dinner.

The event incorporated the Weston Milling Trainee of the Year awards.

The remarkable Greg Ward entertained the crowd in style with his versatile skills as a comedian, singer and master of ceremonies.



Jenny West, Andy Doherty, Phil Llewellyn, Southern Hospitality.



Malcolm and Gillian Cook, NZ Bakels.



Richard and Aimee Waite, Melody's New World.



Pam and Chris Patterson, former owners of Viands Bakery, with Viands apprentice Joshua Harding.



Craig and Sue Mangin, parents of Trainee of the Year Jenna Mangin.



Mark Smith, Julie Poole, Nigel Saddler, UCOL Palmerston North.



Helen Perring, Katrina Skrypal, Rebecca Cannon, at the Weston Milling table.



Glenn Callow and Sunisa Kenpang, Skills4Work.



Tong min Li and Anne Li - Hillpark Bakery.

Polytech students show the way



Award winners Tuula Molineux, Tivoli Boland, tutor Jill Milburn, Stephan Frethey, Daniel Sullivan, Megan Rasmussen, Jarrod Parata.

Perhaps many good bakers put the Bakery of the Year competition in the too hard basket, regarding it as a competition for bakers more experienced than themselves. In doing so, they abandon the opportunity to improve their skills and boost their businesses.

Now a group of Timaru polytech students have shown them up.

A group of Aoraki Polytechnic Certificate in Bakery students entered sections of the New Zealand Bakery of the Year competition, and seven out of the eight took away awards in various categories.

The students are on a six-month certificate in bakery programme at Aoraki Polytechnic. They were up against experienced, qualified industry professionals and exceeded expectations.

"Going into competition against the best bakers of the country I thought all I'd get from it was a great new experience and some inspiration. So, it was totally awesome to walk away with an award. I was proud of my work and it has given me confidence about my future as a baker," said winning student Tivoli Boland.

Student Tuula Molineux was apprehensive about the competition. "I thought it would be way out of my league. Our tutor Jill explained the advantages of just participating and I thought 'oh why not give it a go!'"

Tuula ended up winning two bronze awards, one for her sourdough and one for her bread display.

"I am from Finland so really wanted to do well in the sourdough category. I made a black sourdough which is specific to my heritage and I wanted it to be authentic as possible."

Tuula is now in Dunedin to complete her work experience with Lievito Bakery. "I am really excited. I know they are a specialist in bread making and I'm feeling lucky to have this experience."

Judges and organisers approached the Aoraki Polytechnic students and tutor at the event to congratulate them on their efforts and were amazed at the quality they were producing from a six-month bakery course.

Tutor Jill Milburn was very proud of her students' achievements. "This is only the second intake of bakery students and the first time we have ever entered the competition. Not only was it great to come away with medals, the experience was very valuable, seeing all the fantastic and extremely creative entries."

Aoraki Polytechnic are now taking enrolments on their bakery programme with classes starting in August. Limited places are still available. Visit www.aoraki.ac.nz or call 0800 426 725 for more information.

Bakery of the Year Competition 2012 results



Overall Bakery of the Year Award

First place: Viands Bakery
 Second place: Kapiti Cakes & Bakery
 Third place: Picton Village Bakkerij

Category Awards

Best Cake

First Place: Viands Bakery
 Second Place: Kidd's Cakes & Bakery
 Third Place: Picton Village Bakery
 Highly Commended: Original Foods

Best Bread

First Place: 10 O'Clock Cookie Bakery & Cafe
 Second Place: Picton Village Bakkerij
 Third Place: Olaf's Artisan Bakery
 Highly Commended: Viands Bakery

Best Pastry

First Place: Viands Bakery
 Second Place: Kapiti Cakes & Bakery
 Third Place: BJ's Bakery Ltd
 Highly Commended: Picton Village Bakkerij

Best Creative

First Place: Viands Bakery
 Second Place: Kapiti Cakes & Bakery
 Third Place: Picton Village Bakkerij
 Highly Commended: U Bake

PASTRY CATEGORY

Citron Tarts Section

Silver: Viands Bakery
 10 O'Clock Cookie Bakery & Café
 Original Foods
 Bronze: Kapiti Cakes & Bakery
 Picton Village Bakkerij
 BJ's Bakery Ltd
 Kidds Cakes & Bakery
 Blomquists Bakery

Choux Paste Selection Section

Silver: Viands Bakery
 Kapiti Cakes & Bakery
 Wild Food Bakery & Café
 Bronze: BJ's Bakery Ltd
 Kidds Cakes & Bakery
 Windmill Quality Cake Shop

Danish Kringle Pastry Section

Gold: Viands Bakery
 Silver: Picton Village Bakkerij
 BJ's Bakery Ltd
 10 O'Clock Cookie Bakery & Café
 Hill Park Bakery
 Bronze: Kapiti Cakes & Bakery
 Heavens Bakery
 Windmill Quality Cake Shop

Gateau Pithivier Section

Bronze: Viands Bakery
 Picton Village Bakkerij
 BJ's Bakery Ltd
 Kidds Cakes & Bakery
 Heavens Bakery
 10 O'Clock Cookie Bakery & Café



Roy West (foreground) from Southern Hospitality with the Viands Bakery/Kearns/Atwill family team



Mary and Thomas Thomas from Kapiti Cakes, second.



Peter van Beek, Picton Village Bakkerij, third.



Martin Meehan, Kidds Cakes



Olaf Blanke, Olaf's Artisan Bakery



Mrs Katherine MacLean, Wild Food Bakery & Café



Michael Kloeg, 10 O'Clock Bakery & Cafe



CAKE CATEGORY

Cupcakes Section

Silver	Kapiti Cakes & Bakery Batemans Bakery Blomquists Bakery Original Foods
Bronze	Viands Bakery Picton Village Bakkerij BJ's Bakery Ltd Kidds Cakes & Bakery Heavens Bakery 10 O'Clock Cookie Bakery & Cafe Windmill Quality Cake Shop

Sacher Torte Section

Gold	Wild Foods Bakery & Cafe
Silver	Kidds Cakes & Bakery Original Foods
Bronze	Viands Bakery Kapiti Cakes & Bakery Picton Village Bakkerij BJ's Bakery Ltd Heavens Bakery Batemans Bakery Blomquists Bakery Olaf's Artisan Bakery Yuning Li - AUT

Macaron Section

Gold	Kidds Cakes & Bakery
Silver	Viands Bakery Wild Food Bakery & Café Whitiora Pak'n'Save Hamilton Richoux Patisserie
Bronze	Kapiti Cakes & Bakery U Bake Jane Lester - CPIT

Christmas Cake Section

Silver	Viands Bakery Picton Village Bakkerij Original Foods Jane Lester - CPIT
Bronze	Kapiti Cakes & Bakery BJ's Bakery Ltd Kidds Cakes & Bakery Heavens Bakery Batemans Bakery Windmill Quality Cake Shop Whitiora Pak n Save U Bake Richoux Patisserie Stephen Frethey - Aoraki

BREAD CATEGORY

Sourdough Cob Section

Gold	Viands Bakery Picton Village Bakkerij
Silver	BJ's Bakery Ltd 10 O'Clock Cookie Bakery & Café Olaf's Artisan Bakery Oliver's Bakery Melody's New World Bakery
Bronze	Batemans Bakery Blomquists Bakery Hill Park Bakery Tuula Molineux - Aoraki

Christmas Stollen Section

Silver	10 O'Clock Cookie Bakery & Café
Bronze	Picton Village Bakkerij BJ's Bakery Ltd Wild Food Bakery & Café Whitiora Pak n Save Olaf's Artisan Bakery Hill Park Bakery Breads of Europe

Artisan Grain Vienna Section

Gold	Richoux Patisserie
Silver	Viands Bakery 10 O'Clock Cookie Bakery & Café Blomquists Bakery Olaf's Artisan Bakery Oliver's Bakery Melody's New World Bakery
Bronze	Picton Village Bakkerij BJ's Bakery Ltd Batemans Bakery Hill Park Bakery

Sweet Bun Selection Hot X Buns Section

Silver	Viands Bakery Richoux Patisserie
Bronze	Kapiti Cakes & Bakery Picton Village Bakkerij BJ's Bakery Ltd Kidds Cakes & Bakery Heaven's Bakery 10 O'Clock Cookie Bakery & Café Batemans Bakery Windmill Quality Cake Shop Olaf's Artisan Bakery Hill Park Bakery Breads of Europe

CREATIVE CATEGORY

Gingerbread Sculpture Section

Gold	Viands Bakery Tammy Lorenzen-Hart
Silver	Kapiti Cakes & Bakery Picton Village Bakkerij Gretel's Gingerbread

Decorated Cake Section

Gold Distinction	Kidds Cakes and Bakery
Gold	Viands Bakery Original Foods
Silver	Kapiti Cakes & Bakery U Bake Daniel Sullivan - Aoraki
Bronze	Megan Rasmussen Jarrod Parata - Aoraki

Bread Display Section

Gold	Olaf's Artisan Bakery
Silver	Viands Bakery Picton Village Bakkerij 10 O'Clock Cookie Bakery & Café Wild Food Bakery & Café Melody's New World Bakery Oliver's Bakery BJ's Bakery Ltd Batemans Bakery Breads of Europe Tuula Molineux - Aoraki Tivoli Boland - Aoraki
Bronze	



BAKENZ 2012 @



Inspirations and demonstrations: Above and left, a large number of visitors take in the Bakery of the Year entries. Open judging continues under public gaze.

Left: the BIANZ gingerbread themed stand remained a centre of activity throughout the show.

Below, left: master-decorator **Kevin Martin** of Chocolate Earth gives a display of advanced air-brushing techniques. He brought in several of his recent cakes, including the elaborate Moulin Rouge to his right.

Below right: the result of Kevin Martin's demonstration: a 3D rendition of the popular Angry Birds smartphone game.



Pastry Team demonstration



Members of the New Zealand Pastry Team demonstrated their skills at a special session on the BIANZ stand at Fine Food. The senior team recently competed at the "Asian Pastry Cup" in Singapore in 2012 and achieved fourth place. Their next venture will be "Junior World Pastry Championships" in Rimini, Italy in 2013.

Above, junior member, SkyCity Auckland's **Sarah Harrap** (Weston Milling Trainee of the Year 2009) chats with **Nicky Sheed** from Barkers as **Jason Heaven** takes on commentating duties in the background. Below, **Vivian Clarke** from SkyCity Auckland.

Below left: Sarah Harrap's finished work. Right: senior team member **Bryan Bae**, Pastry Chef SkyCity, with his finished work.



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Rising Young Bakers

Still at school, well on the way

Remarkably calm after a gruelling one-and-a-half hours of competing in front of a live audience, 14-year-old Sam Heaven took out the Competenz and BIANZ Rising Young Baker competition at Fine Food New Zealand in June.

Sam, from St John's College in Hastings, was competing against Mariah McGregor, 17, from Manurewa High School in Auckland, and Jess Wallace, 17, from Lytton High in Gisborne.

"I've always been interested in baking, and I'm lucky to work part time at my father's bakery – Heaven's Bakery," says Sam. "I'm only a dish hand, but if I prove myself for long enough I'll get to move up."

The young bakers had the support of experienced and qualified tutors: Graham Heaven from Plant & Food Research, Malcolm Cook from Bakels, and Phil Glostein, formerly a chef, now training to be a teacher.

Each contestant had to craft cupcakes to an Olympic theme, as well as a more traditional ciabatta bread and fruit strudel pastry.

Their efforts were tasted and tested by judges Peter Rood, Competenz Baking Industry Specialist, and Kathy Kearns from Viands Bakery – winner of the 2011 and 2012 Bakery of the Year Award.

"The quality of work produced was outstanding," says Peter. "It's great to see just how passionate the competitors are about baking – there were only six points between first and third."

As the winner, Sam took home an iPad, a \$1,000 scholarship towards a baking apprenticeship, a *Slice* magazine subscription, and a new baking uniform.



Top left: the tutors and competitors intent on their work. **Top right:** a big group of Manurewa High School supporters turned out to see Mariah McGregor compete. **Middle left and right:** Mariah McGregor and Malcolm Cook, **Bottom right:** Jess Wallace with Phil Glostein. **Bottom left:** Graham Heaven checks his grandson Sam Heaven's strudels.



Bakery of the Year 2012



1: Kidds Cakes Olympic theme decorated cake. 2: Viand's gingerbread bakery opened like a book. 3: Kidds Cakes gold award macarons. 4: Tammy Lorenzen-Hart's gingerbread bakery. 5: Kapiti Cakes & Bakery's Olympic theme decorated cake. 6,8,10: Cupcakes from Original Foods, Batemans Bakery, Kapiti Cakes & Bakery. 7: Wild Food Bakery & Café's Sacher torte. 9: Bread display from Olaf's Artisan Bakery. 11: Viand's Dan ish Pastry.

The Weston Milling Trainee of the Year Competition



1



2



3



4

Many keen followers

Amongst all the many exhibits and demonstrations at the Fine Food show in June, The Weston Milling Trainee of the Year competition attracted an exceptionally keen following, hardly surprising given the exciting nature of the competition.

Each competitor has two hours to complete a display of six set items with self-chosen recipes, all judged on appearance, presentation and taste. The competitor's own performance is also judged. A methodical approach, hygiene, safety and tidiness, all have to be maintained under many watchful eyes and with non-stop commentary running on everyone's progress. Interviews from the commentator, **Melanie Kerr**, roving video cameras transmitting the action to a big screen above and another on the BIANZ stand, all add further tension.

Winner of the competition, **Jenna Mangin**, gained prizes up to the value of \$9000: a \$4000 scholarship, an iPad, Equipment to the value of \$1700, plus travel and \$2000 cash. There is also a bonus employer's prize of \$1000. Second placegetter **Rochelle Drury** won \$2000 and third, **Jessica Deng**, won \$1000.

The competition is run with practical support from Southern Hospitality and the BIANZ.



5



6

1, 2, 3: A big crowd gathers for the final half-hour of each of the three competition sections.

4: **Tina Yi**, foreground, **Michael Strong**, **Jessica Deng**.

5: **Rebecca Cannon**, a picture of concentration throughout.

6: **Rochelle Drury** manages to project a more relaxed approach.

7: **Joshua Harding** copes well with a minor interruption, another one of the challenges.

8: **Rebecca Cannon** casts a concerned eye over her finished display.

9: **Flynn Knowles-Barley** makes a final adjustment under the eye of the video audience.



7



8



9



1: Rochelle Drury's Christmas log with raspberry mascarpone and lemon. 2: Tina Yi's Danishes with custard and fruit. 3: Flynn Knowles-Barley's garlic foccacia . 4: Jessica Deng's Christmas log with mixed berries, pistachios, strawberry and chocolate. 5: Jessica Deng's green tea lamingtons. 6: Larissa Rcoska's lightly smoked kumara and potato loaf. 7: Michael Strong's caramel and coconut oatcakes. 8: Jemma Mangin's smoked tomato and herb fougasse and her mandarin and yoghurt Mousseline cake. 9: The judges: Jason Hay (last year's winner), Roy West, Michael Strong and Peter Walker.



Trainee of the Year **Jenna Mangin**, 10 O'Clock Cookie Bakery Masterton. Second place **Rochelle Drury**, CPIT Christchurch. **Flynn Knowles-Barley**, CPIT Christchurch. Third place **Jessica Deng**, CPIT Christchurch. **Joshua Harding**, Viands Bakery Te Awamutu. **Larissa Rcoska** UCOL Palmerston North. **Tina Yi**, Mairangi Bay Bakery Auckland, **Rebecca Cannon**, Picton Village Bakkerij Picton. **Michael Strong**, AUT Auckland.

More than a seat covered in velvet

by Belinda Jeursen

Air New Zealand had an unusual passenger recently. "Cake Meehan" flew up to Auckland with guardian Martin Meehan, had an unwanted interaction with a small child at the airport, was hand-scanned, sniffed by dogs, put on display at the Fine Food show for three days and went on to win the only Gold Distinction Award in the 2012 Bakery of the Year Competition.

The throne cake that took everyone's breath away is 76 centimetres high with a 30 centimetre-square base. It has a wooden skeletal structure, a polystyrene base and real cake on the seat, rolled arms and chair back. Everything else is made of royal icing – 15 kilograms of it.

The cake was made in response to this year's Bakery of the Year Summer Olympics theme.

Kidds Cakes' cake decorators Lisa Borwick and Rochelle Howley came up with the idea of a throne after spending some time on the internet browsing images related to London and the Olympics being held there this year.

Rochelle says their biggest motivation for doing a throne was that they didn't want to do a stadium track, so they came up with a very regal looking throne instead. "We wanted something linked to London and the queen, and then to bring in the Olympic theme."

A few meetings with bakery management later, and their reassurance that the cake would travel in one piece, and they were ready to start.

Apart from some preparation, the cake was made mostly over two weeks – one very intense week and one to do all the finishing touches.

It was ready the day before Martin had to take it to Auckland. Both Lisa and Rochelle say the process went smoothly because they had a clear vision of what they wanted to do. "You just stop along the way and ask 'will this work? How can we do this?'"

Chad Meehan says most of the stress that comes with making a cake like this is from people not agreeing on what they want or how to achieve the desired end product.

Lisa says her and Rochelle learned so much along the way, "especially about upholstery skills!"

Making a cake like this takes far more than just cake decorating skills. It's a construction job too, and ultimately a work of art.



Left: Lisa Borwick, middle: Chair Meehann and Chad Meehan, right: Rochelle Howley.

Chad says that most people who see the cake ask, "Is that actually a cake?"

"Well yes because it's got cake in it and theoretically you could actually cut slices off it," at which point Lisa looks pained, "but it would cost you about \$3000 to have made."

Chad says that while doing something unusual like this doesn't lead to people asking for this particular cake to be made for them, it shows them what your bakery is capable of and inspires them to come up with their own ideas and ask for other interesting cakes. "Our website works really well to show off our best work."

The cake has been in the local media and has led to hundreds of people coming into the bakery to look at it sitting proudly amongst Kidds' beautiful wedding cake display.

I asked Chad what makes Kidds Cakes enter the Bakery of the Year Competition. "Ego!" he jokes.

"No, really we enter for the challenge. You learn so much when you make something you've never made before, and you get better all the time. And then everything you do in your bakery is so much better."

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Photo by Bruce Mercer, Waikato Times/Fairfax NZ

How to be a winner

Kathy Kearns gives David Tossman her take on how they win those competitions

I put it to her straight: what makes you people so bloody good? There was no hesitation in Kathy Kearns's reply.

"Teamwork, that's all it is. And communicating, basically.

"Communicating together and teamwork," she repeats and then she adds another factor. "And finding everybody's niches."

This strategy, she – maximising the team's potential by finding each individual's strengths and then putting them where they can apply them – lies at the heart of Kathy's concept of teamwork.

"It's the whole thing," Kathy says. "That's exactly what I think."

The family, Kathy's father John Atwill in particular, has a long history of winning bakery competitions. "It's all Dad really," she says.

"Dad's like that, you see, and I've got quite a lot of that actually. And then you've gotta have talent as well."

Kathy sees talent throughout her team. "Josh and Jess and Darsh and Eddie, we've got quite a few very talented people. And it's just finding what they're good at, and then heading them in that direction."

Craft skill is one thing, but the Atwill-Kearns family and their teams have shown a great deal of creativity and imagination as well: the Viands team's novel and quirky gingerbread houses in particular show it clearly. I ask about their gold-award-winning gingerbread house in the Bakery of the Year competition.

"It is actually both Shane and I," says Kathy. "Like I come in on the creative side of it.

"There was a lot of time there where I was blank and I had nothing and I just went downstairs and swore at it and carried on like a pork chop for a little bit and then Josh would come and have a look and have an idea or someone would say something and then I'd think of something ...

"That's when it's a team – I always ask people's opinions, and whether I agree with it or not, it's someone's view of the product." Every view is valued.

Winners, I am told, and contrary to many people's expectations, suffer greater pressures than also-rans. Losing when you have been at the top is a much greater defeat than if you have never been there. I ask Kathy about that.

"The pressure is on. It is hard." The team was working on their Supreme Pie Competition entries when I spoke to her.

"It gets harder every year. But you've just got to ask."

Kathy has asked and the team has had a tasting and giving their opinions on the pie mixes and the pastries.

"If you trust your worker's opinions and respect them, I think that you bring them right in on it."

Since then, the Kearns at Te Awamutu, like their family in Wairoa in years past, have shown once again the enormous power of effective teamwork.

“A fantastic idea”

Sydenham Bakery enjoys hassle-free new business with Lunchonline

Sheryl MacGibbon, part-owner and manager of Sydenham Bakery in Christchurch, has nothing but praise for the system and additional business they are now enjoying through Lunchonline.

“It’s fantastic,” she says. “Great idea.”

They approached Lunchonline last year, having seen them at the Baking Industry Association conference in Auckland. No-one else in Christchurch had done so at that stage.

“It was very nice and easy,” Sheryl recalls. “We just gave them our menu and they loaded it, and we provided a list of all the schools around our immediate area.

“He [David Chapman at Lunchonline] wrote to all of them and we got a few orders straight away. It was good.”

Sheryl says that their Lunchonline business has built up since just with word of mouth.

Snow problem no problem

A big snow which closed the schools for a couple of days this winter showed another advantage of Lunchonline.

“I have a four-wheel-drive, so I could get to work,” recalls Sheryl. “I just rang the schools and cancelled the orders straight away.” She then rang Lunchonline and advised them that the schools were closed.

Lunchonline promptly cancelled the orders and refunded the money to the parents. “That was great,” says Sheryl.



How it works

Students and parents order their lunches online via the Lunchonline website.

Sydenham Bakery get the orders for their schools soon after 9am. They print out the list and then print labels on a label printer.

“The labels are just put onto the packaging. We put everything into the square brown paper bags and the labels close them at the top and they go out like that. It’s nice and easy.”

The many orders every day are made without guesswork or wastage.

There is no money-handling. Parents use their credit cards or internet banking to make payments to their Lunchonline accounts. The money (less Lunchonline’s commission) goes into the bakery’s bank every Monday. “All nice and easy,” Sheryl affirms.

The Lunchonline system has advantages for the school as well.

Staff at Beckenham School, one that Sydenham Bakery supplies, used to organise the student lunches themselves. “They just spent hours and hours putting money together and sorting it all out,” says Sheryl, “whereas now the lunch turns up and they don’t deal with any of that, and they just think it’s marvellous.”

In summary

Lunchonline is a new opportunity for school lunch providers (mainly bakeries) throughout New Zealand.

It offers:

- a hassle-free, automated, online ordering system
- guaranteed weekly payment to the provider for completed orders
- no individual order taking
- no money handling
- no bank transaction fees
- no food wastage
- as well, a minimum of 3% of sales are returned to the schools who offer the Lunchonline service, so the provider will be supporting their local schools at the same time as growing their business.

The further adventures of the three bakery musketeers

Tom O'Toole from Beechworth, Graham Heaven from Napier and Ralph Plarre from Melbourne, went to Uganda. Ralph Plarre tells the story

In about August 2011, Tom O'Toole gets a call from Nino Morolla, a pastor with the Pentecostal Assembly of God (PAG) church from Ingham Queensland. He had heard Tom speak at a presentation in far North Queensland.

Nino notices that Tom talks about spirituality in his presentation, so he feels that he might be able to help him with his plan to start a bakery at his orphanage in Kumi, Uganda, Africa.

The orphanage is run by COHAD (Children of Hope and Dignity), a partnership between people in the Kumi District of Uganda and those from around the world to help save children orphaned by Aids and other diseases. (See cohad.org.au for details.)

Tom mentions it to Graham and Ralph as we sit in a plane on our way to our third trip to Dili, East Timor, to get the Silesian sisters' bakery going.

Our response is "*What are you on?!* That's Idi Amin and Joseph Kony territory!" Tom reckons it could be the experience of a lifetime. Graham reckons it's madness and, as usual, I have a think about it and say, "Could be good!" Tom reckons I'm a wuss.

Tom beavers away with Uganda and eventually Graham and I yield. After much communication with Nino, with times coordinated and vaccinations organised, we prepare to leave on 5th April 2012.

We need to ensure that there is power on site, a mixer available to buy in Kampala and wheat flour of at least somewhat suitable quality available.

Nino, a real true energetic Christian and good Samaritan, has organised four local women for us to train and a delightful young Dutch volunteer couple, Hanneke and Ouke, who are working at the local hospital, to run the bakery after we leave.

We do know there is a wood-fired oven at the bakery site, in an outbuilding of a hospital. The hospital itself was built as a leprosy hospital in 1929 by the British and it's still a leprosy hospital (among other uses) today.

Uganda was a British Protectorate, gaining independence in 1962.

Thursday 5 April 2012: To Uganda

Graham has flown in from New Zealand the day before. Emirates Airlines via Melbourne, Singapore, Dubai, Entebbe. 30 hours total. From Dubai to Entebbe I sit next to a Ugandan woman who tells me about her country and says that some people think Idi Amin was the best leader Uganda had ever had. Wow!

Uganda Day 1: 6 Friday April

1 pm, landed at Entebbe. Nino meets us at the airport together with a driver named Isaac.

Our vehicle for the next two weeks is a tough old 1996 80 series Toyota Land cruiser diesel. The drive into Kampala takes about one hour in which time we all get to know each other. Nino shows us, on a brochure, the mixer he has bought for the bakery and it's a small cake mixer. We all die! Until we realise he is pointing to the wrong mixer on the brochure. He'd actually bought the right one! Whew!

First stop is our guest house in sub-urban Kampala. A simple building set within a locked razor-wired compound, basic but comfortable. We drop off luggage, leave Nino to make calls and arrangements, and go with Isaac to find flour.

The first impression of Kampala – the capital of Uganda, boasting a population of 1.5 million – is of an extremely busy, noisy, chaotic mixture of modern buildings, shanty towns and slums with roadside shops along rough dirt roads. Lots of fume-belching trucks in huge

traffic jams. (There is no railway system in Uganda.)

Because it's land-locked, everything has to be brought by road from Mombasa, Kenya. It is quite hilly.

We see huge birds on trees and roof-tops: one metre high vulture-like things with a two meter wingspan, feeding on any old rubbish. Quite scary!

The three of us go with Isaac to the flour place only to find they don't have wheaten flour and aren't milling it until tomorrow (so they say!). So, we go across town to a flour mill which is supposed to be open 'till 5pm. Will we make it by 5 pm through the horrendous roads and traffic? We arrive at 4.50 pm only to find them shut!

We have to give up – so we go to the money exchange (a dark dingy place) to change US\$1200 each, to last us through the entire journey.

We each got 35 million Uganda shillings – a pile of notes 4 inches high – a logistical nightmare! (No eftpos in outback Uganda and inflation runs at approximately 30% per annum.)

We go back to the guesthouse and straight out for a pizza. God were we tired!

At this point we have no idea of Nino's vision (apart from us making bread) and the challenges that lie ahead.

Off to bed, only to be pestered all night by mozzies, and lots of strange noises.

Day 2: Saturday 7 April

Awake at 3am. Bugger. So tired but can't sleep.

Breakfast of fried eggs, bananas and toast. The bread is hard, sweet and dry. Then off to get the flour from the huge old mill. We get three 50 kg bags and they tell us it is not very good!

It was just milled that day from whatever grain they could find. So, OK, it's the best we can do at this stage. Now, off to Kampala-central to check out the equipment place.

Mad traffic and dirt roads in the middle of the commercial district of Kampala. This is where Nino bought the bread mixer. We buy some trays and bits and pieces during which time there is a bit of a riot going on in the street. They tell us, "Don't go out yet." Apparently someone was caught stealing, and justice was being meted out in the street. Much shouting and yelling.



Kampala street market

We then go to a suburban supermarket to stock up on personal items and say farewell to Isaac. Nino takes over the driving and we head for Kumi.

The traffic is horrendous. It takes forever to get out of Kampala. This is also the main road to Kenya and Mombasa. Eventually we get to a place called Jinga, the birthplace of the Nile river, which we cross.

The next big town is Mbale at the foot of Mt Elgon, home to the mountain gorillas. Alas we don't have time to go see these wonderful creatures. But we do have some luck: as we drive into Mbale I happened to look up and see a sign, "Elgon Flour Millers".



Kitchen at the Kumi hotel

We stop and although they are closed for business, they tell us they make good bread flour and we could come back after Easter and buy some. It was cheaper than the Kampala flour and only one and a half hours drive from Kumi.

As we picked our way along the potholes towards Kumi, darkness was descending and a storm was brewing. As it turned out, there was a storm nearly every evening. Eventually we arrive at the Kumi hotel to a pleasant surprise.

Several of the church dignitaries (including Pastor Ben, whom we would get to know a lot better) are there to welcome us. The hotel, while basic, is better than any of us thought it would be. The cost for our stay here is US\$35 per day including dinner and breakfast.

So, a quick dinner of vegetable stew and rice, and to bed.

Rooms good. Bed good.

Day 3: Sunday 8 April

I wake at 3am again!

Breakfast of bananas, coffee, toast and omelette and – as it's Sunday – off to church.

In a large hall, approximately 600 Kumi people dressed in their colourful Sunday best sing the best gospel music you've ever heard. We are treated like rock stars on stage – we're in shock!

Nino introduces us all and says that Graham is the first New Zealander to come to COHAD in Kumi, and that his surname was 'Heaven' – which they love. We are taken to tea with the dignitaries and made a big fuss of.

Then we're off to see what we have come for: *The Bakery*, which is about five kilometres from Kumi, along a good dirt road.

What a shock: a rat-infested dirty old room full of rubbish, broken windows, bits of the ceiling falling in, lizards running around, and guinea fowls screeching outside. But at least the mixer is there plus the wood oven. Apparently Nino has

paid someone to clean the bakery area and it wasn't done. (We started to detect a pattern emerging here!)



The bakery building

We try to start the mixer, but there's no power. The three of us think, "If we ever get any bread out of this place it will be a miracle."

The bakery building consists of a dilapidated community hall, bakery/kitchen and a putrid laundry area open to animals. We use it to store wood for the oven. There is a dilapidated concrete basketball court in front, and the overall impression is of a prosperous era at one time, now sadly gone.

We leave the bakery to go to the COHAD orphanage, about 200 kilometres away on the other side of Kumi.

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Calves in the laundry

Here we are treated to a grand tour of the 10 small, basic houses that COHAD has built with Aussie volunteer labour, each housing six orphans whose parents have died from HIV/Aids. Each house is looked after by a housemother who is a widow. We are shown the pig-gery, water bore and farming efforts. Their aim is to be self-sustaining.

Nino hasn't told us that this day is a very special occasion with mzungas "white men") visiting, and Easter.

Many local people and dignitaries arrive from far and wide for Easter and to say hello to the mzungus. We are treated to a feast of all sorts of "different" food.

Graham keeps a very low profile and just nibbles roasted peanuts grown at the orphanage, while Tom and I have a taste of everything. It is freshly cooked and whatever it is, it tastes great.

We drink fresh cow's milk with salt and a little sugar – quite delicious!



Orphans

Then the mothers and kids put on a play and sing and dance joyfully for us and the speeches go on forever!

We left the orphanage by mid-afternoon thinking that COHAD is doing a great job in giving all these people security, hope and a future.



Nino then takes us another 20 kilometres to an orphanage that he and a local guy (called Francis) established on their own a few years ago.

Nothing could have prepared us for this.

As we approach the few primitive buildings, 80 kids rush towards us singing and dancing with that incredible African-gospel rhythm and harmony. We struggled to get out of the car as they crowd around us.

The look of absolute wonderment and excitement on their faces at seeing we mzungus is never to be forgotten.

Most of these kids have rarely seen mzungus. In fact,

many have not seen Kumi town or even electricity. After an incredible performance the singing stops and we walk towards the few homemade brick buildings with the kids crowding around us and touching us gently.

At this point an incredible thing happens. I feel a tiny hand grasp mine and I look down to see a four-year-old boy dressed in rags. He is not looking up at me but just hanging onto my hand as we walk. Then Nino says to me, "Have a look at what he has in his other hand." It is a bottle top. His only possession in life.

It is at that point that I feel I can see what it is like to have nothing. Four years old, no parents – just rags and a bottle top.

As we walk around the open grass-roofed shelters we notice a woman cooking several pots of food in what is the kitchen. It is a few rocks containing the fire with the pots suspended over the top and a thatched grass roof.

(I particularly remember this because I had a suspicion that we would be expected to eat with them as their special guests later.)

The next thing we are to be shown is the sleeping quarters. A mudbrick building divided into two, for boys and girls, in which 40 boys and 40 girls sleep in crude wooden bunks. The bunks are a recent addition. Previously they all slept on the dirt floor, mostly on top of each other. If you can, imagine an area about four metres square sleeping 40 kids.

We are then invited to sit and watch them sing and dance – the rhythm and harmony again sounding fantastic. Then comes the food, and Graham vanishes to get the cricket set he has lugged all the way from New Zealand.

Tom, Nino and I eat the rice and chicken, with every little eye inquisitively transfixed on us.

Francis and Nino then tell us of their struggle to improve the conditions for these kids, and the three of us decided to make a contribution to the orphanage. A relatively small amount of our money goes a long way in outback Uganda and we can see what these two unbelievably dedicated people were trying to achieve for the kids.

Graham has set up the pitch and everybody is in for a go at cricket.

What a circus! Yelling and laughing, trying to understand Graham's instructions. Everyone has so much fun running, throwing and yelling. Graham does a great job. It does vaguely resemble cricket and everyone has a ball.

Then it's time to leave. Night is falling, we have a long way to go back to Kumi and a big storm is brewing. The trip back takes us through flash flooding and trying to dodge local people on the bush road in the dark. It's hard to see black people in the dark! Now I know why they wear bright colours!



He's not heavy ...

Day 4: Monday 9 April

The power was out from 8am onwards yesterday and we have no idea when it will resume.

We spend the first hour fixing the spare tyre (which – by chance – I had noticed was flat the day before) and we also have no wheel brace! (Thank God we haven't had a blow-out over the horrendous roads we have already been on.) With tyre fixed, and wheel brace purchased, we head to the local shop to get salt, vegetable oil, plastic bins and utensils.

We then call in to the builder, Joseph, who has put the power through to the bakery, to check on progress. We get him out of his house at about 9.30am and give him a present of a mobile phone cover.

He is pleased and as we talk business he says he knows us! How? He was at the church yesterday with 600 other Kumi people where everybody got to see us.

As we are leaving Graham notices a generator and suggests we borrow it as we have no power at this stage. Joseph says we can take it. Good one Graham!

Eventually we take off for the bakery only to find it locked and no-one there. Amazing – broken windows everywhere and still we can't get in. Someone was supposed to be there at 8.30. It is now 10am and we had to wait another half hour. Welcome to African time.

Eventually Genevieve arrives after riding her bicycle four kilometres from home and lets us in. "Hallelujah!" the place has had a rough clean.

Agnes arrives and sets about lighting the oven and Nino starts to organise the generator that (surprise!) won't start. Nino and Graham fiddle and eventually work out that the main on/off switch is faulty. So they hot-wire the generator and get it going, only to find it isn't powerful enough to run the mixer.



Master and apprentices

Nino and Graham decide to travel about 40 kilometres to get a bigger generator from the COHAD orphanage.

In the meantime we start to get the bakery together. The whole place is rat-

infested, so rodent-proofing our flour and raw materials is critical. Eventually we find an old bench top freezer that

“The whole place is rat-infested, so rodent-proofing our flour and raw materials is critical.”

has long since stopped working but is ideal to store our stuff in. A quick wash-out and all's good.

All day people are wandering in and out of the bakery to see what is going on. Sam the carpenter, Joseph the builder, nurses from the hospital, little kids, Guinea fowls, rats – you name it.



Repairing the generator, again

Eventually Nino and Graham arrive back with the big generator just as the power comes back on – which is just as well, because the big generator, whilst running OK was jammed on the welding setting, so was not producing any power.

Murphy's law was in full swing today!

By early afternoon we can make our first dough. All four trainee girls look on in amazement as Tom and Graham go through their first test-doughs. We make two five kilogram doughs, making rolls and tin loaves.

The mixer is excellent, the flour questionable and the oven too cool, and we don't know at this stage how to control the heat. The bread comes out after a long slow bake, very light in colour but edible and just OK.

I do some preliminary costings that suggest that we will struggle to make a profit.

At day's end we return to Kumi to enjoy the simple (but good) food of rice and

vegetables, and reflect on a very challenging day. A sense of humour – and adventure – are now critical. There are times when we look at each other in complete disbelief at what we are trying to achieve.



Nino checking prices

Day 5: Tuesday 10 April

Up at 6 am. A good breakfast of coffee, Spanish omelet, tomato and "our" bread. Nino is keen to show it off – we suggest he waits until we get it better. We go into Kumi to get supplies, water and get the generator fixed. You can't believe how basic and rough all this stuff is and how hard it is to get anything done in Uganda.

After arriving at the bakery and reviewing the day, Nino and I decide to go to Mbale to hopefully get some better flour from the Mt Elgon Milling Co. One-and-a-half hours, and 50 kilometres later, we arrive at the mill and collect two 50 kilogram bags. They tell us confidently that the flour is good and the wheat was from Argentina and Asia. We then try to find an oven thermometer in Mbale with no success.

The rough journey back, with Nino giving me Bible lessons, sees us arrive too late to test the new flour that day. And disappointment greets us when we bake the batch for the day (using the old flour). The oven seems much too cool and the bread takes up to one-and-a-half hours to bake. We're baffled as to why it is so cool. It would be Thursday before we realise we have to constantly clear the ash box to allow the fire to breathe easily. It actually bakes very well when operated properly. After another very hard day we return to Kumi for a meal and a good night's sleep.

Continued in the next issue of *Slice*.

IN THE NEXT EPISODE –

Our trio tackle an almost impossible task, a hard truth dawns, they witness an amazing and bizarre sight, face an angry man wielding an AK47, and find elephants in their swimming pool.



Supreme Pie 2012



Helena Robben from Rob's Patisserie in Ponsbonby with her partner, Robert Burns. Helena won the inaugural café boutique section with her caramelised pork belly with coriander.



Commercial Wholesale Gold Awards winner: Duncan Loney, executive chairman of Bakels, Paul Barber, Goodtime Foods, Natasha Utting from TV3's Campbell Live; and Dai Henwood

Photos by Bruce Jarvis

Mince & Gravy

Gold Award	Hong Kheng Huor	Whenuapai Bakehouse & Cafe	Auckland
Silver Award	Ian Holloway	Hollie's Bakery	Hastings
Bronze Award	Chan Chuon	Market Road Kitchen	Auckland
Highly Commended	Neville Jackson	Jacksons Bakery & Cafe	Havelock North

Steak (Diced) Vegetables & Gravy

Gold Award	John van den Berk	Johns Bakery & Café	Hastings
Silver Award	Geemun Chao	Fast and Fresh Bakery & Café	Taupo
Bronze Award	James Buckrell	BJ's Bakery & Café	Hastings
Highly Commended	Bunnarith Sao	Dairy Flat Bakery	Auckland

Chicken & Vegetable

Gold Award	Patrick Lam	Patrick's Pie Group Ltd	Tauranga
Silver Award	Ian Holloway	Hollies Bakery	Hastings
Bronze Award	Bunnarith Sao	Dairy Flat Bakery	Auckland
Highly Commended	David Liem	Greenland Bakery & Café	Auckland

Gourmet Fruit

Gold Award <i>Gingered peach & pear with Cointreau</i>	Shane Kearns	Viands Bakery	Te Awamutu
Silver Award <i>Blueberry, apple & apricot</i>	Bunnarith Sao	Dairy Flat Bakery	Auckland
Bronze Award <i>Apple with wildberry compote baked in vanilla cheesecake</i>	James Buckrell	BJ's Bakery & Café	Hastings
Highly Commended <i>Pear, whisky & sultana</i>	Neville Jackson	Jackson's Bakery & Café	Havelock North

Gourmet Meat

Gold Award <i>Chicken, cranberry & Camembert cheese</i>	Jason Hay	Richoux Patisserie	Auckland
Silver Award <i>Chicken, bacon, brie & mushroom</i>	Ray Cooper	Ma & Pa's Homebaked Goodies	Marton
Bronze Award <i>Sweet Moroccan lamb</i>	Patrick Lam	Patrick's Pie Group Ltd	Tauranga
Highly Commended <i>Chicken, cranberry & camembert pie</i>	Jenny Ly	Penny Lane's Bakery	Auckland

Vegetarian

Gold Award <i>Broccoli, pumpkin, carrot, spinach & mushroom</i>	David Liem	Greenland Bakery & Café	Auckland
Silver Award <i>Mushroom, potato, carrot, broccoli, peppers, courgettes & cauliflower</i>	Bill Lenh Liem	Greenland Café	Pukekohe
Bronze Award <i>Mixed vegetables</i>	Neville Jackson	Jackson's Bakery & Café	Havelock North
Highly Commended <i>Spinach & mushroom in a mushroom stock</i>	Kheng Hav	VNT Bakery Lunch Bar	Waitakere

the complete results



Mince & Gravy Gold winner I to right: Brent Kersel Bakels NZ General manager; Hong Kheng Huor (winner), celebrity presenter and food writer Annabelle White, Hong Keat Lim (brother) and MC Dai Henwood.



Patrick Lam, from Patrick's Pie Group Ltd, Tauranga, and his wife, Lay Ho. Patrick won the Gold in the Chicken and Vegetable category.

Photos by Bruce Jarvis

Bacon & Egg

Gold Award	Tan Kiet Trang	Cherrywood Café	Tauranga
Silver Award	Ian Holloway	Hollies Bakery	Hastings
Bronze Award	Neville Jackson	Jackson's Bakery & Café	Havelock North
Highly Commended	Leap Heng Taing	Oliver's Bakehouse & Cafe	Auckland

Mince & Cheese

Gold Award	Nap Ly	Target Bakehouse	Pukekohe
Silver Award	Bun Heng Wong	Julia's Bakery	Auckland
Bronze Award	Peter Wheeler	Bay's Pies	Auckland
Highly Commended	David Liem	Greenland Bakery & Café	Auckland

Steak & Cheese

Gold Award	Chris Dockrill	French Bakery	Christchurch
Silver Award	Cindy Liang	Roundabout Lunch Bar	Palmerston North
Bronze Award	Dara Khay	Mercari Bakery & Café	Auckland
Highly Commended	Patrick Lam	Patrick's Pie Group Ltd	Tauranga

Seafood

Gold Award <i>Crab, prawn, scallops & vegies in white sauce</i>	Lam Ho	Paetiki Bakery	Taupo
Silver Award <i>Scallops, shrimp & prawn with sweet chilli & coriander</i>	Shane Kearns	Viands Bakery	Te Awamutu
Bronze Award <i>King prawns, scallops & squid with marinara in white sauce</i>	Tai Khau	Better Quality Pies Ltd	Rotorua
Highly Commended <i>Scallops, bacon & onion</i>	Campbell Hedges	Rolling Pin Bakery 2011	Motueka

Commercial/Wholesale

Gold Award	Paul Barber	Goodtime Foods	Napier
Silver Award	Kevin Smith	Dad's Pies	Auckland
Bronze Award	John Newell	Oxford Pies	Hamilton
Highly Commended	Miss Dandan Chen	GWF Baking	Auckland

Café Boutique

Gold Award <i>Caramelised pork belly with coriander</i>	Helena Robben	Rob's Patisserie	Auckland
Silver Award <i>Curry mutton & minted yoghurt</i>	David Spice	CPIT	Christchurch
Bronze Award <i>Vanilla poached tamarillo & French custard</i>	Dean Komene	Le Petite Four	Tauranga
Highly Commended <i>Roasted rhubarb, raspberry & apple</i>	Donna Stewart & Christina Holdaway	Café Raeward	Christchurch

Supreme

Gourmet Fruit <i>Gingered peach & pear with Cointreau</i>	Shane Kearns	Viands Bakery	Te Awamutu
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Bakels does Bollywood

Bakels' Pie Awards dinners are almost as famous as the awards themselves: a highlight of the social calendar for many who gather to celebrate the humble (and the not-so-humble) pie in style.

This year's event had a Bollywood theme, with all the serving staff and even some guests suitably attired, richly coloured decor, movie clips on the large screen, glamorous dancers in glorious saris, and of course a curry dinner.

Bakers are the main celebrities on this occasion but they are joined by an array of local media personalities.

MC, comedian Dai Henwood, appeared stylishly clothed in a turban and an embroidered sherwani jacket. He was joined on stage by media personalities: Tamati Coffey from TVNZ; Annabelle White, food editor, NZ Woman's Weekly; Graeme Hill, from Radio Live and Natasha Utting from TV3's Campbell Live programme.

Forty-nine awards were up for grabs, with the Supreme Prize worth \$7500 cash and the coveted Supreme Piemaker Trophy, while Gold award winners receive \$1000 cash.

Celebrity judge Al Brown, a self-confessed pie lover, said he found the judging exercise "absolutely fascinating."

"I was very honoured to be part of it. Everything I tasted was magnificent. There were some seriously good bakers for me to listen and learn from."



John and Jeanette van den Berk, John's Bakery Café, Hastings.



Kylie and Phil Lyons, French Bakery Café Christchurch.



Long-time pie awards judge Peter Grant, right, with his niece Kirsty Thomas.



Broadcasters Hugh Sundae, Graeme Hill and Matt Heath.



Bakers Mike Meaclem, CPIT, left, with David Hewer and James Buckrell from BJ's Bakery in Hastings.



Charlotte Bellis, Sky Sport, with pie enthusiast Alistair Wilkinson and Natasha Utting, TV3.



Ingredients

Olive oil	2 tbs
Cup mushrooms, finely diced	400 g
Chicken mince	400 g
Tasty grated cheese	1 cup
Green shallots, thinly sliced	6
Eggs	2
Cup fresh breadcrumbs	1 cup
Cup finely chopped flat-leaf parsley	¼ cup
Sheets ready rolled puff pastry, partially thawed	3 sheets
Sesame seeds	2 tbs
Sweet chilli sauce, to serve	

Method

1. Preheat oven to 200° C fan forced. Line 2 baking trays with baking paper. Heat a large non-stick frying pan over high heat. Add oil and mushrooms, cook, stirring occasionally for 6 minutes until all moisture evaporates. Set aside to cool.
2. Drain excess moisture from mushrooms and transfer to a large bowl. Add chicken mince, cheese, shallots, 1 egg, breadcrumbs and parsley. Season with salt and pepper and mix until well combined.
3. Lightly whisk the remaining egg. Cut the pastry in half. Spoon chicken and mushroom mince mixture along one long edge; brush the opposite edge of a pastry sheet with beaten egg. Roll up to form a sausage. Press pastry to secure. Repeat with remaining mixture and pastry.
4. Brush the top each roll with beaten egg and sprinkle with sesame seeds. Cut each roll into 4 or 6 smaller ones. Place onto baking trays, pastry seam side down. Bake for 18–20 minutes or until pastry is golden and filling cooked through.
5. Serve hot with sweet chilli sauce.

Tip

For Halloween, cut out pastry shapes like spiders or ghosts and place onto the rolls before baking.



FOOD
SERVICE

Chocolate Passion Cakes



Chocolate Passion Cakes are a delicious, moist and inexpensive cake to make, great as a variation from carrot cake.

Recipe courtesy of Chelsea Sugar. See chelsea.co.nz/foodservice for more details.

Serves 2

Ingredients

Pitted dates	200	g
Canola oil	300	ml
White wine vinegar	30	ml
Grated carrots	100	g
Pecan nuts, chopped	150	g
High-grade flour 0	350	g
Cocoa powder	30	g
Mixed spice	12	g
Ground ginger	6	g
Baking powder	24	g
Chelsea Caster Sugar	150	g
Chelsea Golden Syrup	150	g

Icing:

Chelsea Icing Sugar	300	g
Cocoa powder	20	g

Method

1. Preheat oven to 170 ° C.
2. Grease and line a 23 cm round cake tin.
3. Put dates into a bowl and pour over 200 ml boiling water and leave 10 minutes to soften. Tip dates and soaking liquid into a blender with the oil and vinegar and blend into a smooth purée.

4. Tip purée into a bowl and stir in the grated carrots, pecans, caster sugar and golden syrup.
5. Sift the flour, spices, baking powder and 3 tbsp. cocoa powder together and beat in.
6. Tip the mixture into the prepared cake tin, smooth the top and bake for 25 minutes, or until a skewer comes out clean.
7. Combine the icing sugar, 2 tbsp. cocoa powder and a few tbsp. boiling water into an icing to ice the cake.

Some key points to remember:

Service

- Display iced and whole on a cake stand and cut to order
- Keep on counter and serve at ambient temperature
- Will keep unrefrigerated for two days, or refrigerated for up to a week. Do not ice until ready to use.

Variations

- Can be served without the icing

- Can be baked in halves and sandwiched together with the icing
- Add the zest of 2 large oranges, omit the ginger and replace the pecans with pistachios for a chocolate, orange and pistachio cake.

Profit

- Each cake costs approximately \$4.75 + gst to make and can be portioned into up to 12 slices
- 8 portions per cake = \$0.60, sell at \$2.30 to return 70% GP
- 10 portions per cake = \$0.48, sell at \$1.84 to return 70% GP
- 12 portions per cake = \$0.40, sell at \$1.53 to return 70% GP
- Actual selling price will be higher, generating excellent gross profit

Nutrition

Able to be sold as a vegan option – no dairy or eggs used.

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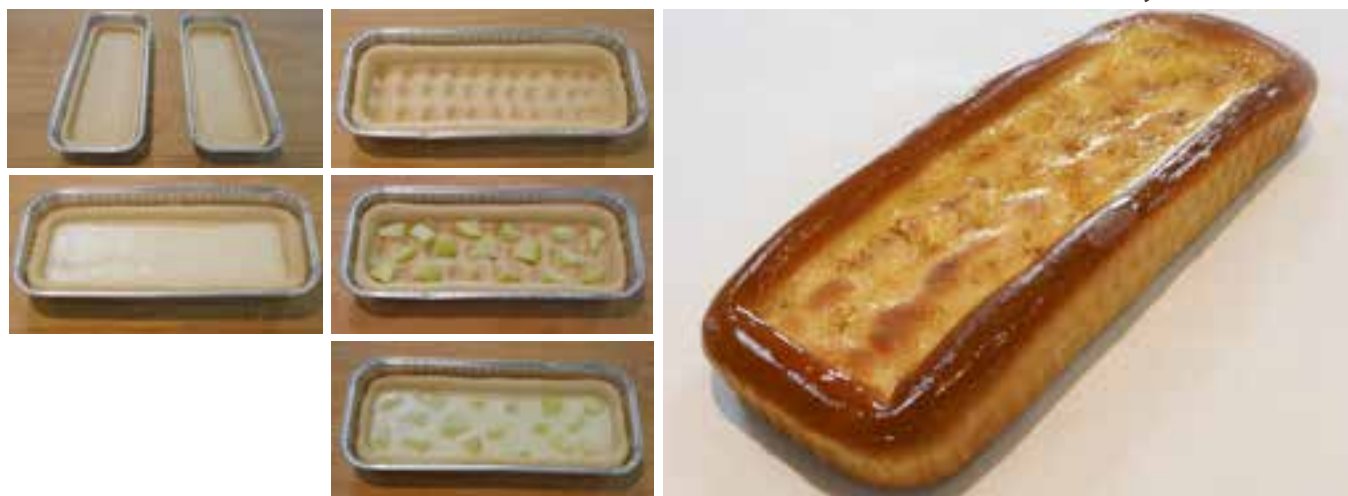
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Tranche à la crème (Nidelkuchen)

A taste of Switzerland from Malcolm Cook, courtesy of NZ Bakels



The Tranche à la crème, otherwise known as Nidelkuchen, was made famous by the Aebersold family in the town of Murten in the city of Fribourg in Switzerland.

The Aebersold family bakery can be found in most tourist guides. They recently celebrated the 80th anniversary of making the Tranche à la crème. The family does have a traditional, secret recipe which is different to the recipe here.

It is a sweet yeast dough, topped or filled with a caramelised sugar and cream topping.



Sweet yeast dough recipe

Ingredients

Group 1

Bakers' flour	1000 g
Milk (5°)	475 g
Malt extract	10 g
Sugar	110 g
Fresh yeast	70 g
Whole egg	70 g

Group 2

Soft butter	150 g
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Group 3

Salt	20 g
Zest of 2 lemons	

Method

1. Dissolve malt and sugar in the milk, add the rest of group 1 and mix for 5 minutes on slow in a spiral mixer.
2. Add group 2, soft butter, and mix for a further 5 minutes on slow speed.
3. Add group 3, salt and zest, and mix for 3 – 4 minutes on high speed or until fully developed.
4. Finished dough temperature: 23–24°. Bulk ferment the dough in a covered container at room temperature for 70 to 80 minutes.

The cold milk and slow mixing process allows better flour absorption and is to keep the dough to the required temperature.

Cream glaze (filling) recipe

Ingredients

Fresh cream	420 g
Castor sugar	160 g
Maize cornflour	24 g

Method

1. Mix the cream, sugar and cornflour together by hand until clear, so the mix is ready to use.
2. If the mix sits too long before use, the cornflour will sink to the bottom, mix again before using.

Assembly

Scale the dough into 150 gram pieces, mould oblong, and rest for a further 5 minutes.

Roll the dough pieces into rectangles and place into the prepared, greased forms (200 × 95 × 20 mm), press the sides

halfway up the form and rest for a further 20 minutes at room temperature.

Dimple the dough with fingers before filling to allow the cream glaze to get into the dough easier.

Pour 60 to 70 grams of cream glaze filling into the forms and bake at 210° for 15 to 17 minutes.

When the Tranche à la crème is cool, caramelise the top of the cream with a gas flame until golden brown and then glaze the edges of the dough for a nicer appearance and better shelf life.

Options

For ease and economy the dough can be frozen in the forms, removed, and filled and baked as required.

Sliced fresh fruits (not frozen or tins as there is too much liquid) can be placed on the dough before adding the cream glaze and baking. This gives a unique flavour. My own favourite is tart fresh apple slices.



Jenna Mangin's Christmas Log

About this recipe, Robert Burns, Weston Milling's Northern Region Sales Manager, wrote to say he thought he would continue on with the Trainee Of The Year Competition theme since it as so successful for them.

"I have chosen the winner Jenna Mangin's Christmas Log and recipe," he wrote. "The judges thought this was the best thing they had tasted."

Vanilla Sponge

XL Sponge Mix	750	g
Eggs	300	g
Water	260	g
Vanilla extract	1	g
Coconut	100	g

Vanilla Crème Filling

XL Vanilla Crème	170	g
Water	170	g
Dark couverture chocolate	70	g
Cointreau liquor	1	cap

Chocolate Ganache for filling

Cream	225	g
Dark compound chocolate	150	g
Dark couverture chocolate	150	g



Jenna Mangin established a successful boulangerie on her stand at the Trainee of the Year competition. The Christmas log is central in the display.



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