

BAKO is turning 60!

In December next year, BAKO Ltd are turning 60 and to mark the occasion, throughout 2024, we will be having a year long birthday celebration!

Our BAKO colleagues have been working very hard planning for the next 12 months (hence the new birthday logo which you will be seeing throughout the year) and have been tasked with delivering a whole host of exciting celebratory promotions, competitions and activities for our customers, suppliers and colleagues to get involved with!

We will also be taking a look back at BAKO over the past 60 years, from the four artisan bakers who established BAKO Ltd in the back room of a pub in 1964 and its first registered office in Warrington to the 300+ employee strong business we are today.

> Keep your eyes peeled for more info in next month's edition of In the Mix!



It's the most *lucrative* time of the year

CHRISTMAS ISN'T JUST THE MOST WONDERFUL TIME OF THE YEAR. FOR BAKERIES ACROSS THE UK, IT'S ALSO THE BUSIEST. IN FACT, IN THE FOUR WEEKS RUNNING UP TO CHRISTMAS, THE CAKE CATEGORY GROWS FROM £101M TO A WHOPPING £143M, ACCORDING TO NIELSEN.

So, what can bakeries and eateries do to make the most of the pre-Christmas rush? From offering glorious baked gifts to showcasing seasonal flavours and getting savvy on social media, here are our top tips to achieve your most profitable Christmas yet.

The taste of Christmas past (and present)

Cinnamon. Gingerbread. Orange... There are so many nostalgic tastes that ignite cosy Christmas memories. Although we all love the classics, fast-forward to 2023 and we're seeking some sweet new seasonal staples.

Take the humble Christmas pudding for example. Although this iconic dish dates back to the Middle Ages, sales have continued to drop as younger generations seek something more modern – with chocolate orange and salted caramel particularly tickling the tastebuds of Gen-Z shoppers.

This Christmas, why not serve up the classics whilst sprucing up your selection with some popular new tastes – that way, everyone gets to satisfy their unique Christmas crayings

Tis' the season to get social

Many of us love nothing more than scrolling through enticing pictures of mouth-watering eats on social media. According to a recent study by GO Tech, nearly half of consumers (48%) use social media for food and drink recommendations

To draw people in this Christmas, use platforms to your advantage. To engage with your audience, upload photos of your delicious treats and share behind-the-scenes videos of your baking process with fun captions that tell the story behind your bakery.

You can also interact with your audience by responding to comments, messages and reviews, whilst encouraging them to share their favourite treats from your bakery with their friends and family to expand your reach. Finally, run Christmas competitions to win baked gifts; because everyone loves the potential to win a prize!

The joy of giving

As a nation, we love giving gifts. Last year, more than 40.6 million Brits bought a gift for someone special, with chocolate cementing itself as the nation's favourite present to give.

That's right, according to Mintel, seven in ten of us buy food and drinks as a gift – which opens a door of possibility for local bakeries and eateries.





Vanilla Sponge with Vanilla Frosting 24x97g 88325

Ginger Loaf Cake with

Speculoos Frosting

18x87g

88327



Chocolate Sponge with Salted Caramel Frosting 24x97g 88324



Chocolate Bar Cake 30x92g 88326





Thaw & Serve

Cakes for Finishing

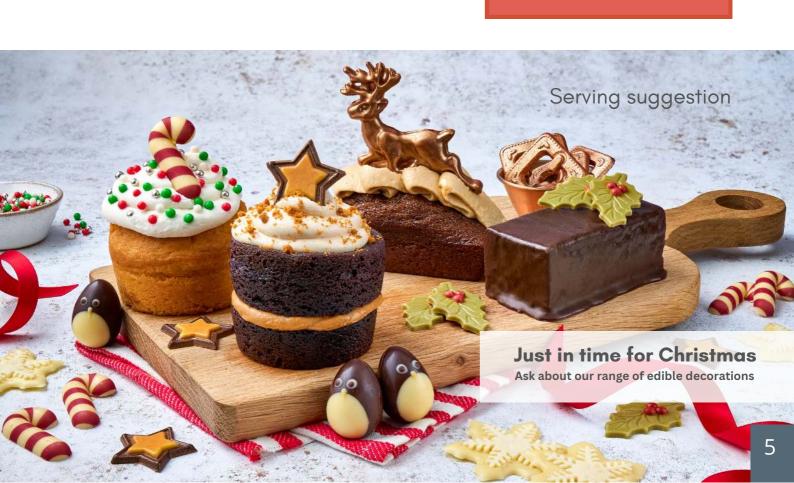
NEW Range of easy-to-use Thaw, Finish & Serve Cakes, available in four delicious varieties. The convenient, consistent starting point for your own uniquely finished cake creations.

<u>Supplied undecorated</u>

Quality you can rely on

SPECIAL INTRODUCTORY
PRICES

Vanilla Sponge: £1.15/unit
Chocolate Sponge: £1.15/unit
Ginger Loaf: £1.25/unit
Chocolate Bar Cake: £0.90/unit











- Use pre-sheeted ready rolled BAKO puff pastry
- Cut into large squares
- Pipe the middle of the pastry square with BAKO mincemeat
- Fold four corners into the middle
- Repeat, folding the corners into the middle until you have a round pastry with the mincemeat in the middle
- Lightly pin to make a bit larger
- Turn over and brush with water
- Dip in caster sugar
- Place on a silicone lined baking sheet
- Bake at approximately 20 minutes at 220c





PUT YOUR SEASONAL TWIST ON FESTIVE FAVOURITES FROM BRIDOR WITH THE WIDE RANGE OF FINISHING OPTIONS AND EDIBLE DECORATIONS FROM BAKO



SHARE

THE BAKERY CULTURES OF THE WORLD



Let it snow, let it snow, let it snow

A dusting of Sweet Snow® adds a lovely finishing touch all year round.

A powder premix containing egg for the production of top quality choux pastry goods, requiring only the addition of water to make éclair, choux buns, French doughnuts and profiteroles.

Pack size 12.5kg Sweet Snow® product code **44258** Choutex product code **44005**



scan the QR code to view our Sharing Christmas profiterole tree recipe

For more information, get in touch on **0800 085 9800** or at **customer.service@macphie.com**



simply clever food macphie.com food macphieuk

Co-owners Candice and Oliver Bannister with BAKO Sales Manager, Nadia

Meet The Bakers

CANDY'S CUPCAKES

For this edition, we head to the innovative Candy's Cupcakes.

Based in Ashton-under-Lyne, but fulfilling orders nationwide via e-commerce. Keep reading to find out more about their rise to success and the unique benefits and challenges selling predominantly online can bring.







Meet the Bakers spoke with Candice Bannister, co-owner of Candy's Cupcakes to find out more

MTB: Tell us how it all started at Candy's Cupcakes

CB: I worked within social housing for 11 years after finishing university, and then, after I had my first child in 2010, I decided to start baking cupcakes. This was more of a hobby at first, but then I started to sell to friends and family. Within a year I'd built up an audience on my Facebook page and orders started to come in. I set up as a sole trader, running the business from home with the support of my husband, Oliver, as chief washer-upper!

In 2014, I went back to my job, after having my second child; trying to run the cupcake business alongside, but it was extremely hard, working all hours to keep up with demand. The online cupcake business grew as word began to spread, so I made the decision to leave my job and run my business full-time. It was a big step obviously, because it had just been my little side-hustle, and now it had become my main income.

I started to build up my following on Instagram and YouTube. I had always had an ambition to sell cakes nationwide and at this point, I had a good local base but to expand and grow I needed to extend my reach. I achieved this through digital marketing and social media.

My husband built my e-commerce website, and with his support we managed to rank highly on Google and started to receive orders from big businesses and some celebrities. During this period there was a lot of trial and error, testing out different boxes, packaging, and couriers. It was a lengthy process.

MTB: How did you continue to grow the business?

CB: In 2019, I employed my first staff member, and I moved out of my home kitchen into a separate premises, but then COVID hit in 2020, and I thought that the business was going to come to an end. It didn't and instead it went crazy as everyone was ordering cakes and gifts online, because people still wanted to celebrate.

One of the products we already had on the website before COVID was a cake in a box. Four slices of freshly made cake, to fit in a letter box. Perfect for the time and during lockdown; our customers went mad for them!

By the end of 2020, we had seven staff, and in March 2022 we moved to a much bigger, 2,600 square foot premises. Today we are shipping hundreds of cakes daily, and we are working with house-hold name brands and businesses. The company is going from strength to strength.





The Candy's team hard at work baking, finishing & packaging delicious treats for home delivery





MTB: What are some of the issues in the Bakery sector that pose a challenge at the moment?

CB: Recruitment is an issue for us. People either don't show up for interviews or they don't have the right qualifications for the position they are applying for.

Increasing costs, utilities, ingredients, and shipping rates are also ongoing issues. I ship nationwide, so the cost of couriers has also significantly increased and affected us.

MTB: What do you think the future has in store for the bakery industry?

CB: I think there will continue to be increased expansion of small specialist bakeries, particularly in town and city centres, and more artisan bakeries.

Il also think there will more online offerings, similar to ours, and an increase in social media activity. For bakers who keep up with the latest product trends, there are many opportunities.

Candy's Cupcakes customer feedback:

"Amazing Cupcakes! Ordered the gluten free option due to dietary requirements and they were scrumptious - went down a treat with everyone. Brilliant delivery and well packaged. Will definitely order again" - Hannah

Very impressed with the service and the cupcakes were delicious! I pre-ordered for a special occasion. The cupcakes arrived nice and early and were fresh and lovely and tasty. Very happy!" - Natalie

MTB: How important is social media to your business and how does it affect your customer relationships?

CB: Social media is a key driver for our business.

Many bakers are happy having a local shop, as they want to serve local people and get to know their customers and be part of the community.

For me, I wanted to reach a much bigger audience, and the only way to do that these days is with a good website and a regular engaging social media presence.

We keep up with trends and we adapt our content for the range of social media platforms we use. When you have a customer, and if you're engaging with them regularly on social media, it is like having someone that's on your doorstep.

We also do a Tik Tok shop, and every day we go live where people can order from us. I've been doing that as much as I can when I'm available, but we've just recruited two people to start working on this full time, as it is doing so well.

MTB: What are your signature bakes and best-sellers?

CB: I would say our free-from products set us apart, as not many of our competitors offer this.

Our best-selling products are our cupcakes. We do a pick and mix box, where people can choose what toppings they want on their cakes, and there's so much choice, these are really popular. The cake in a box and our cookies, are also fantastic sellers.





Just a few examples of what customers can choose to order online

MTB: What advice would you give to aspiring bakers starting out today?

CB: Do your research. Look at what is trending and what's not. Look at your cash flow and make sure you price accurately, don't under-estimate your worth.

It's hard work... for me I left my nine to five job to do a 24/7 job! But, if it's your passion, go for it!

MTB: How do you find the partnership with BAKO?

CB: The partnerships is an extremely positive one. I like the information we get from BAKO and always enjoy reading the magazines.

BAKO has really helped us on our journey, they were the only supplier willing to come and deliver to us when we were based at home, when others wouldn't.

Our BAKO rep is great, they can sort any problems we have and look at pricing and new product lines. Right now, we're looking forward to the new filled cookies and of course the free-from products that have been so popular for us.

Visit www.candyscupcakes.co.uk to see for yourself

d ecandyscupcakesuk

@CandysCupcakesCoUk



candyscupcakes

BAKO Select Shortening

Ingredient

All vegetable, non-hydrogenated shortening, suitable for use in the manufacture of bread, morning goods, flour confectionery and shortcrust pastry.

94084

12.5kg

Quality you can rely on



As a matter of fats...



Made from vegetable oils and with a neutral flavour, shortenings produce crisp shortcrust pastry, crumbly cookies, enriched sponge, tender doughnuts and more. Shortening can be melted or softened and creamed into a mixture. High ratio shortenings contains more emulsifiers, allowing it to combine with more sugar and liquid.



For flaky, non greasy layered products, pastry margarine is the best product to use. It's excellent plasticity is perfect for laminating/sheeting into dough to form flaky layers in morning goods such as Danish, croissants & puff pastry. Can be folded without breaking for ease of use in a pastry break.



Liquid fats have a multitude of unique bakery benefits. Easy to mix and excellent emulsifiers, they can ensure an even distribution of fats and moisture, extending shelf life and contributing to a delicate texture in cakes and cookies. Vegan and dairy-free, our range of oils contribute different properties, flavours and health benefits.



Obtained from the fatty tissues of pigs, this fibrous, solid fat is beloved for its distinctive flavour, perfect for savoury pies and pastries- it gives great flavour to bread too. Though not suitable for creaming or whipping, lard has good plasticity and is more stable than butter, plus can also be used for tin greasing.



A cheaper alternative, resembling butter, developed for use in baking cakes to deliver maximum volume, lightness and consistency of taste. It can prolong shelf life and aids in crumb structure and uniformity of the finished product. Its soft texture facilitates mixing, and produces a smooth, stable batter.



Designed for use in sweet and savoury fermented products, bread fats have a lower fat content, ideal for the job as too much fat in bread can dramatically change the structure. With a high water content and added emulsifiers, bread fats aid with eat quality of the finished product



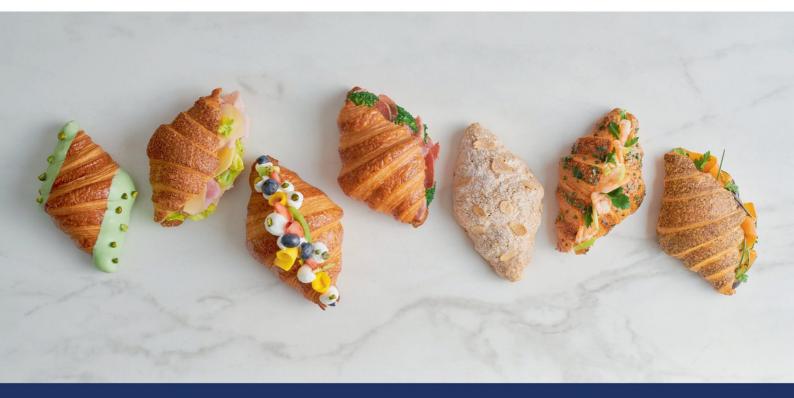
For the production of fried goods like doughnuts and churros, fat must have a high smoke point, remaining stable at high temperatures. With better oxidative stability, frying fats are designed to be reused, keeping the taste and odour to a minimum and preventing rancidity.



The hydrogenation of palm kernel oil produces this semisolid fat and makes the oil more stable, with a long shelf life, neutral taste and low melting point. Perfect for production of ice cream and to improve the texture of toffee, HPKO can also be used as an alternative to cocoa butter for the production of chocolate



DIFFERENTIATE YOURSELF





DAIRY BUTTER 82% FAT

Dairy taste

- Produced exclusively with premium cream
- Easy to work with, facilitates chefs' lives
- (S) Ideal for all layered pastry applications and croissants



EXTRA BUTTER 82% FAT

Maximise yield

- More finished products, stands up perfectly to avoid dough shrinking
- Easy to use, thanks to its firm and pliable texture



5 sheets of 2 x 1 kg

EXTRA CONCENTRATED BUTTER 99.9% FAT

Extra-crisp puff pastries

- Exceptional crispness, without water (< 0.1%)
- Suitable for hot and humid conditions, high melting point (36°C)
- Rich and intense taste
- Cactose free

corman_uk



Guaranteed success for the Chef





Marvello makes mince pies taste great

Use Marvello to create festive mince pies they are so simple and delicious.

Using the iconic Cake Margarine - a bakers favourite for over 80 years





Multiple ways to delight your customers



Consumers want tasty and wholesome options and bakers need versatile ingredients - Look no further than Bakels Multiseed Bread Concentrate (16kg)

- Optimal yield on bread & rolls
- ✓ Source of fibre & protein*
- Excellent fresh-keeping qualities Packed with wholesome seeds
- Make more than just bread: Scones, cookies, Hot Cross Buns, thins, focaccia, ciabatta and more!

Learn more at www.britishbakels.co.uk

*Base bread & roll recipes only









Crème de la crème for Cake

Introducing a new and improved range of crème cakes! Get it right every time with our resilient cake mixes to create a variety of bakes to satisfy any sweet tooth.

new & improved

Plain Crème Cake Mix (44437) Chocolate Crème Cake Mix (44435)

new to the range

Lemon Crème Cake Mix (44434) Caramel Crème Cake Mix (44436)



- Just add egg, oil and water to the base mix
- Creates a cake with a moist, soft eat and close crumb structure
- Ideal for muffins, loaf cakes, tray bakes and puddings
- Delivers a consistently good performance, requiring minimal skillset
- Holds up to 20% inclusions and meet 2024 salt targets
- Great quality and value for money
- Available in 12.5kg bag

macphie.com

fin@/macphieuk
simply clever food





Rocky Road x24 Slices 89023

x24 Slices

20



Caramel Shortcake x24 Slices 89020

Chocolate Tiffin

x24 Slices

Traybakes

NEW Range of ready-portioned ambient Traybakes. The perfect labour-saving sweet treat offering, available in 4 delicious flavours

NEW

Quality you can rely on

SPECIAL INTRODUCTORY **PRICES**

Rocky Road: 79p/Slice **Chocolate Tiffin:** 85p/Slice Mint: 89p/Slice Caramel Shortcake: 75p/Slice







Salted Caramel 88316

Ready to bake

Filled Cookies

NEW Ready to bake filled cookies available in Salted Caramel with a caramel sauce filling and Dark & White Chocolate Chip with a chocolate sauce filling.



Quality you can rely on



- Bake from frozen preheat oven to 165 °
- Place on a lined baking sheet and bake for 18-20 mins depending on how gooey or crisp you want
- Leave to cool for 5-10 mins before removing with a pallet knife of spatula
- Will keep for 48 hours from bake

Product code: 88315

Pack size: 100 x 80g

Other flavours available







Thaw & Serve

Filled Doughnuts

Ball doughnuts available in <u>NEW</u> Fruits of the



BAKO Fruit Fillings

BAKO SELECT

Create

<u>NEW</u> Versatile range of Fruit Fillings. The ideal ready-to use product for a wide range of topping and filling applications in pies, tarts, cakes and more.

Available in 7 Fruit Flavours

Quality you can rely on







Fruity New York Cheesecake

Create your own









Ingredients

BAKO Code

Crème Cake Crumble Base

BAKO Select Plain Crème Cake Mix - 22103 500g 78611

Butter - 150g

Cheesecake Filling

Dawn NY-Style Cheesecake Mix - 300g 49048 Elle & Vire Cream Cheese - 1kg 24501

Water - 250ml

Top with BAKO Fruit Filling of your choice



- Stir together the BAKO Select crème cake mix and the butter in a mixing bowl until well combined and formed into a crumble.
- Deposit the crumble into 12 x individual 6" cheesecake rings, then press down firmly.
- Pre-bake at 180°C in a deck oven (160° for a fan oven) for 10-12 minutes.
- Add the Dawn NY-Style Cheesecake Mix to the cream cheese and mix on slow speed until smooth.
- Add the water and mix until fully combined without any lumps.
- Pipe cheesecake filling on top of the crumble base evenly between the 12 cheesecake rings.
- Bake in a deck oven with open damper at 160°C (130°C for a fan oven) for 60-70 minutes approximately
- Finish with BAKO Select pie filling of choice

BAKO Vanilla Slice

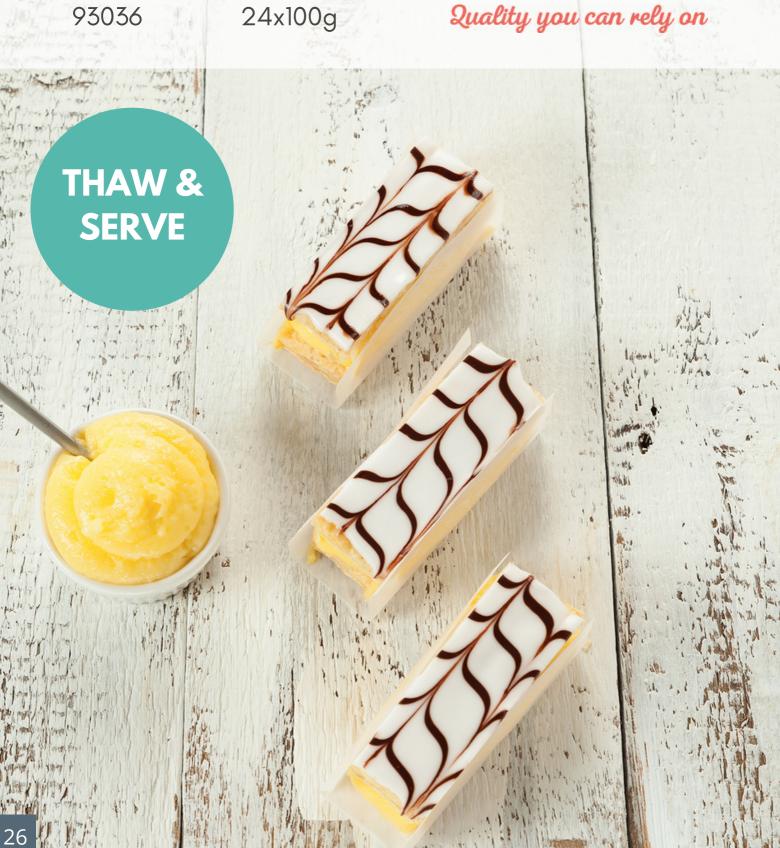
Two layers of pastry filled with a creamy whipped custard filling, topped with a white fondant and decorated with a chocolate flavoured feathering.

Bulk Packed and Frozen.

93036

24x100g

Finish





Wishing you a festive season filled with sweetness!











Satin Crème Cake **Blonde Mix**

Our best-selling crème cake mix flavoured with the creamy sweetness of white chocolate and a caramelised hue. Perfect for your Christmas launches.

New Flavour **Alert**

#blondecakes



For recipe ideas visit www.puratos.co.uk | info_uk@puratos.com

















STOCK UP NOW TO CREATE THE PERFECT CHRISTMAS MENU

Bako Code	Product Name	Size
82693	PUKKA CATERING PUFF PASTRY SHEETS	16 X 500g
82692	PUKKA CATERING PUFF PASTRY BLOCK	4 X 1.5kg





Available in a wide variety of flavours, they are rich and decadent in both taste and texture. We have added two limited edition flavours: **Chocolate Mint** and **Chocolate Orange**. Deliciously indulgent and perfect for the winter festive period, these new flavours will add even more temptation to your seasonal ranges. Along with our year-round favourite **Caramelised Biscuit Flavour Fudge Icing**, you can create on-trend sweet treats to excite and delight all of your customers, every day.

- · Fast drying smooth texture
- Versatile: spin, spread, pipe or drizzle
- Freeze-thaw stable

🚮 💢 👩 /dawnfoodsuk



For product inspiration visit dawnfoods.com/uk and sign up to our e-newsletters to stay informed!

dawnfoods.com/uk 01386 760843



ONTACT INFORMAT

If you need to contact your local depot for information about ordering, product ranges or anything else, please contact us using the details below:

DURHAM

Mill Road, Littleburn Industrial Estate, Langley Moor, Durham, DH7 8HR T: 01913 780088

PRESTON

74 Roman Way Industrial Estate Longridge Road, Preston, Lancashire, PR2 5BE

T: 01772 664300

WIMBLEDON

1-4 Merton Industrial Park, Lee Road, London, SW19 3XX

T: 02084 170540

FOLLOW US ON SOCIAL MEDIA









SOLVE THE SUMS

Blin





































LAST PUZZLE ANSWERS



Answer: There are 74 answers all together, including Halloween, Hello, Alone, Lone & New.





IN THE COLOR

FOOD INDUSTRY INSIGHTS & OFFERS