



nutripro®

NESTLÉ PROFESSIONAL NUTRITION MAGAZINE

Desserts

Feed the soul

Sweet
Memories

Smaller
Indulgences



Mmm...

TIP

Always provide several spoons and forks with a dessert to promote sharing and tasting. Eating together can nourish the soul.



Desserts.

They occupy a special place on your menu, in our hearts, and even in our memories. Think about how many times you've heard someone say, "I'm leaving room for dessert" or "We're just here for dessert," and it's obvious that this category has a strong pull on consumers.

A treat for the senses

How do you define desserts? The dictionary says a dessert can be "a cake, pie, fruit, pudding, ice cream, etc., served as the final course of a meal,"¹ but to most chefs, that's an oversimplification. Whether you serve them hot, cold, creamy, crunchy, fancy, simple or even healthy, desserts allow you to be creative and delight your customers.

On the other hand, desserts can also be a point of stress for your operation. Some chefs report that less kitchen space and less skilled labor requires them to focus on main dishes, leaving less time to prepare desserts.² The dessert category also requires a different skill set, which many chefs have not mastered.² Customers who are counting calories or fat grams may be reluctant to order them.

Despite these challenges, desserts still deserve a place on your menu, and in this issue, we'll show you why. Read on to discover what they mean to people around the world and how to adjust your menu and your recipes to please every customer who walks through your door.

Love at first bite

Why do we love desserts? The answer may be part physical and part emotional. We all know desserts are a delight to eat. They appeal to the eyes first, using bright colors, alternating layers, and beautiful presentation techniques to enhance the experience. Recipes tantalize us with sweetness from sugars, bitterness from chocolates, sourness from fruit, and saltiness from accents like nuts or cookies and cakes. And the contrasts of textures and temperatures in each bite provides another layer of enjoyment.

Then there's the emotional side of the equation. The experience of sharing a dessert can make it that much more pleasurable. Just the idea of treating yourself to a little indulgence can add to the good feeling. Cocoa is naturally rich in flavonoids, which are compounds found naturally in fruits, vegetables, herbs, grains, nuts, red wine, and of course, cocoa. They carry antioxidant properties which may help reduce the risk of heart disease, and other diseases linked to immune function.³ Another reason to crave the key ingredient of so many desserts!



A shared *indulgence*

All around the world, desserts are tied to emotions and memories.
The treat you serve today could become an experience your
guests will continue to savor, just like these experiences shared by
Nestlé Professional employees.

Making time and cookies

My son occasionally tells me that he wishes he had more time with me, and as a working mother, sometimes this is just not possible. I do try to make our time together more memorable by making cookies from scratch. As teenagers, my sister and I would make cakes and cookies on the weekends so this was a family tradition that I wanted to share with my son. I've had a Betty Crocker Cookbook® for over 15 years, and it has the most wonderful recipe for oatmeal cookies. We've made these cookies so many times that we can now connect it with milestones in our life, like the first time my husband made them with us, or the cold day when we sat on the couch, watching movies and ate all of them with milk. It is still an event that my son asks to do ... even at age 13.

—Angela, Canada

In defence of fruitcake

One of my favorite memories around desserts is my mother's fruitcake. Fruitcake was a traditional dessert that we would have at Thanksgiving. My mother would make the cake about two weeks before the holiday and steep it in brandy up until serving. The cake was great, but we always laughed that it was a fire hazard as one stray match would likely ignite the cake into a fireball!

—Irene, USA

Remembering a grandmother's love

When I was a child, I used to go to my grandmother's after school instead of going home. I was always very hungry at 5 p.m., and I knew she would have something nice for me. She used to give me homemade apple pie (made from apples grown in her garden) still warm from the oven and covered with a thick layer of Chantilly cream. I will always remember the feeling of crunching down on the apples and the mark left by my teeth! I usually ended up with face and hands covered with cream ... and a big smile on my face.

—Eliane, Switzerland

Parisian memories

When I was in Paris, I ate so many excellent desserts and was really impressed by their dessert heritage. My favourite place for desserts in Paris is called Pâtisserie des Rêves. The desserts are displayed as jewels under a dome, giving the impression that they are unique. My friends and I often organized dinner at one of our homes, and we were always going to the Pâtisserie des Rêves to buy desserts to share at the dinner. To me, dessert is a synonym for good, relaxing times with friends and family.

—Charlotte, Switzerland

From tree to hand to oven

We used to have a couple of cherry trees in our garden, and it was the children's joy to spend hours up in their branches, especially during the fruit season. It was spring, with longer days and the promise of summer holidays round the corner, and my mother would give us a big basket to fill up with ripe cherries for the evening clafoutis! The tradition passed on to the next generation, and one of my sons was (and still is) a great fan of this dessert. Even when he was only as big as the basket, he used to offer his services to pick the cherries at my parents' house. He ate most of them while on the tree and proudly brought his crop back to his grandmother with a bigger tummy and a black mouth! My mother would then bake one clafoutis especially for him. Every time I see cherries, I think of him and of these beautiful trees.

—Sylvie, France

The magic ingredient

When talking about desserts, one ingredient pops up immediately: dulce de leche. I just love it. I'm not sure if it is because of its fantastic and indulgent flavour or because I was not allowed to taste it until I was five years old due to my allergy to dairy based products. In Uruguay, this reduction of milk and sugar is used in almost every dessert: mousses, creams, ice creams, foams, sauces, custards, cakes, cookies. My favourite dessert is still panqueque con dulce de leche: a crêpe filled with dulce de leche, rolled like a cannelloni, sprinkled with sugar and brûlé. For a professional touch, top it with vanilla ice cream.

—Rafael, Uruguay

Tasting sunshine

Growing up in very hot South Africa, most preferred desserts were cold. We were spoilt with choice between the most amazing fruits, so fruit salad was the first thing that came to mind. The classic fruit salad consisted of sun-ripened pineapples, bananas and papaya, with the pulp of granadilla or orange squeezed over it. Summer holidays were spent at the seaside where one could buy fruit for next to nothing from street vendors along the promenades, and then chop everything together for the most fragrant, delicious fruit salad ever. It was as if you could taste sunshine and holiday in every bite. My dad used to love ice cream, so we always had a 5-liter bucket somewhere at home. That, with the combination of the fruit salad, was the best thing ever... and still is.

—Rochelle, South Africa

The sweet splendor of India

Ever since I can remember, I have had a sweet tooth. Chocolate, cake, cookies and anything else with a high level of sugar was just made for me. One dessert has stood the test of time, and that is Kaju Barfi. It is a typical Indian dessert made with cashew nuts, milk, sugar and usually a thin layer of silver foil on top. This delish dessert became India for me, and has always made me feel connected to my entire family. It's also a celebration food since I usually have it for my birthday!

—Arush, India



Finding your customers'

sweet spot

Your customers come to you with varied tastes, backgrounds, dietary needs—and sometimes, a craving for something sweet. How do you satisfy them all? Offer up a menu they can't resist.

Choices, choices

Give your customers options in recipes and serving sizes. Include lower-fat, lower-sugar treats along with full-flavor indulgences. Sugar-free, gluten-free, and vegetarian or vegan choices may also be appreciated.

Tell it like it is

Be transparent, providing a calorie count and nutritional value for items on the dessert menu. When customers share with a friend, the calories are halved!

The lasting impression

While desserts don't have to be complicated, they do have to be good. Even when a meal has been excellent, a disastrous dessert will leave the customer with a poor impression.

Habit-forming tastes

Consider offering an occasional free dessert special to let customers sample your wares. They may be more likely to order one on repeat visits.

Sweets are beloved around the globe, although the tastes and meanings of desserts vary from culture to culture.

A deeper layer of meaning

In some parts of the world, desserts play an important role in cultural ceremonies. For example, in India:

- Hindu temples offer sweets to the gods in return for their blessings. Most of these desserts contain milk or are fried in the clarified butter called ghee because the cow and its milk are considered sacred in India.⁴
- Newborn babies are celebrated with a rice feeding ceremony because it's believed the first thing a child eats should be sweet, according to R. Gupta.⁴
- In Muslim engagement rituals, the mothers of both families meet to seal the deal, which they call "sweetening the mouth." The wedding rings are delivered in a container of sugar, and both families exchange sweets.⁴

Cultural craving

India: Reduced milk sweets, deep fried batters in syrup

Middle East: Halvah marzipan

Greece: Spoon desserts, pastries in syrup

France: Caramel, nougat

England and the US: Novelty candies

Scandinavia: Licorice

Mexico: Dulce de leche

Japan: Agar candies, sweet rice, mochi tea





Berries and Chocolate Cookie Sundae

One recipe, lots of options!

Basic recipe (Yield 10 servings)

Nestlé Docello Bavarian Cream	7 oz	200 g
Milk, 3.5%	9 oz	260 ml
Heavy cream	7 oz	200 g
Chocolate chip cookies, roughly crumbled	7 oz	200 g
Mixed wild berries, diced	9 oz	280 g

1. Combine the first two ingredients in a 500 ml siphon, close it and inject 3 gas capsules.
2. In a tall glass make a foam covering a quarter of the glass.
3. Add a layer of berries and cookie pieces.
4. Repeat steps 2 and 3.
5. Top with one more layer of foam.

Top the sundae with strawberry sauce. A range of different sundaes can be done by combining ingredients like nuts, fruits, chocolate and caramel.

1 serving: 130g, 415 calories, 31 grams fat, 21 grams of sugar

Lower fat option #1

Substitute 2% fat milk for full-fat milk and light cream for the heavy cream.

1 serving: 130g, 330 calories, 20 grams fat, 25 grams of sugar

Lower fat option #2

Lower fat, increase fruit and omit cookies.

1 serving: 30g, 240 calories, 16 grams fat, 18 grams of sugar

Recipe brought to you by Nestlé Docello



Nestlé
docello

Desserts with a healthy *appeal*

How do you meet the needs of guests who want to limit their sugar or fat intake? Try a few of the suggestions below, and make sure your servers or menus tell diners that healthier options are available.

- Make fruit the hero! Try grilling and baking fruits to enhance their natural flavors.
- Puree fruits and use them to increase flavor intensity or decorate plates.
- Substitute lower fat milk, yogurts and cheeses for full-fat options.
- Replace half of the cream in a recipe with milk.
- Use gelatin to improve texture when dairy fat starch levels are too low.
- Using a siphon, inject air into flavored cream or egg whites to increase volume and appearance of more dessert without the calories.
- Use a dusting of cocoa powder or powdered sugar to finish an item.
- Use non-caloric sweeteners when possible, but keep in mind that sugar crystals may be necessary for volume or texture. Try a 50:50 mix.
- Pre-portion desserts to control calorie levels.
- Make sauces more flavorful by adding spices such as cinnamon, nutmeg, brown sugar or cardamom or flavorful sweeteners like fruit juice, brown sugar or honey.
- Use a pacoject high-powered blender to create the creamiest sorbets and ice creams without a high fat content.

TIP

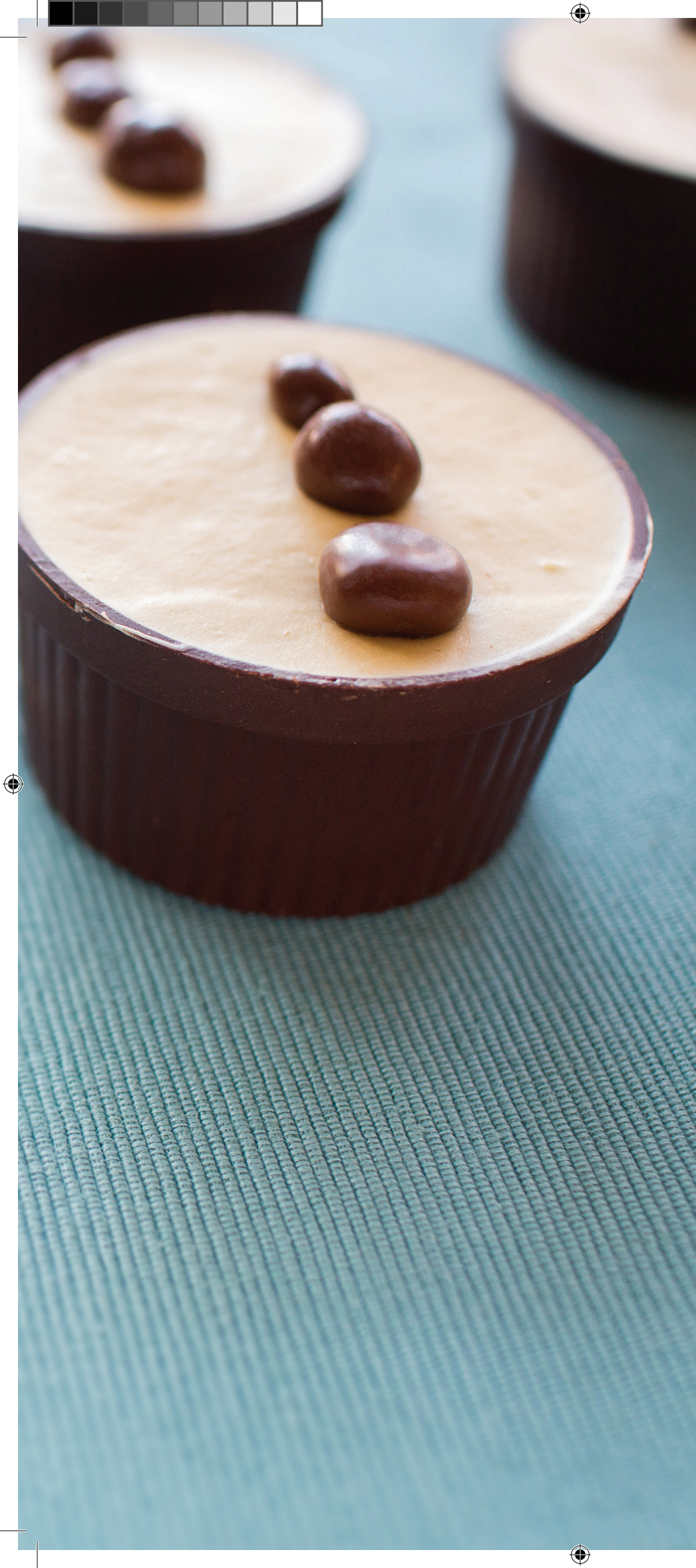
The minimum amount of milk fat needed to whip is 30%. For the perfect whip, mix heavy cream with full fat milk at a ratio of three to one.⁵ Lower fat milk can be whipped with the use of starches.



The perfect ending to any meal

Trending: Desserts appeal to every consumer, from health-minded to those looking to indulge

- Faced with growing frugality fatigue, many US consumers are seeking ways to treat themselves in relatively inexpensive ways. This leads to an increase in popularity of snack-size items, like small pastries and wraps, but also of desserts and other small treats. These items are expected to continue increasing in popularity over the short-term.
- While miniature desserts were a big trend in foodservice last year, the emphasis on smaller, lower-calorie treats seems to be abating at the current time.
- Single-serving treats designed to be plated individually are growing in popularity as operators look for ways to improve service and keep down costs by minimizing food waste. They also appeal to current consumer preferences, as small, artfully-plated desserts feel indulgent without any added cost. In addition, choosing their own dessert is an added benefit that feels luxurious.²
- Adding alcohol to frozen yogurt, gelato, blended espresso drinks, smoothies and other drinkable desserts for adults is becoming more popular. These items typically sell at lower price-points than plated desserts, yet carry high margins, making them mutually appealing for consumers and operators alike. Many, like Greek frozen yoghurt and real fruit smoothies, are also seen as healthier alternatives to other treats.



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