As the U.S. demand for authentic Latino products continues to grow, Tres Leches is quickly becoming one of the most popular dessert choices. This Latino favorite is traditionally made with a blend of three milks (tres leches) poured over sponge cake layers and then iced with a light and creamy whipped topping (see directions in this issue for Tres Leches Luscious Lemon/Raspberry Torte Cake). Tres Leches has a light, sweet taste and can be served with or without a variety of fruit fillings and toppings. Now Rich’s makes it easy for you to take advantage of this profitable trend.

Tres Riches® Tres Leches Style Liquid Dessert Mix lets you create signature items by replacing the three-milk mixture with one tres leches style liquid dessert mix, for ultimate convenience.

It’s easy to use: just thaw and pour! Plus, look at these other great features of Rich’s® Tres Riches®:

- No mixing or waste
- No messy pans to clean up
- Less expensive than made-from-scratch
- Longer shelf life than scratch – safe to store up to 3 days refrigerated as a finished dessert
- Kosher dairy

For more information about Rich's® Tres Riches®, contact your sales associate.

FAQs:

Dear Rose:
I have customers who like the look of rolled fondant for their wedding cakes but do not want the additional cost. Can I get this look with buttercreme?
Thanks!

Dear Cake Pros® Member:
You certainly can get the same look. Bevel your cake as you would if you were doing rolled fondant. Base ice your cake and smooth. Use a piece of cake collar to smooth the top edge (doesn’t have to be perfect). Let your cake set until it starts to crust. Lay a good-quality paper towel on the cake and, with your hand, lightly rub over cake until smooth. Change towel if you pick up icing. This gives a very smooth appearance.

Happy decorating!
Rose

Dear Bebe:
Calla lilies are made with a #124 rose tip. Pipe the stems first so you know how many to do. With the broad end of the tip down, and holding the tip all the way to the right, slide pipe up as far as you need to for the size of lily you have in mind. When you reach the top of the flower stand the tip at a 90° angle and slide it forward to point your lily. Tilt your tip slightly to the left and pipe back to where you started. You want to leave it open so you have room to pipe the stamen, which is done with a #8 tip and yellow icing. The stamen is a long yellow cylinder. The leaves for the lily are long and narrow.

Good luck!
Rose
Hispanic Heritage Month begins on September 15, the anniversary of independence for five Latin American countries: Costa Rica, El Salvador, Guatemala, Honduras and Nicaragua. In addition, Mexico declared its independence on September 16 and Chile on September 18.

The observation was initiated in 1968 as National Hispanic Heritage Week but was expanded in 1988 to include the entire 31-day period.

The term Hispanic, as defined by the U.S. Census Bureau, refers to Spanish-speaking people in the United States of any race. Today, according to the U.S. Census Bureau, more than 41 million people in the United States are of Hispanic origin. That's about 14 percent of us!

So why not be prepared to help your Hispanic customers celebrate this occasion by offering this delicious Tres Leches Lemon/Raspberry Torte Cake?

**Tres Leches Luscious Lemon/Raspberry Torte Cake**

¡Celebramos! Celebrate Hispanic heritage with this light and luscious cake your customers are sure to rave about – in any language!

**Tips**
- #22 star; #2 piping;
- #328 large star; EZ Icer

**Special Tools**
Pastry bags; spatula; cake comb; knife

**Ingredients**
- Allen® Uniced Round Sponge Cake
- Base Iced with Rich’s Bettercreme®
- Tres Riches®
- Raspberry Filling
- Lemon Extract (1 teaspoon)
- Fresh Raspberries
- Fresh Lemon Slices
- Yellow Food Color (4 drops)

**Procedures**
- Have all items needed to complete assembly on decorating table.
- Split sponge layer in half.
- Add 1/2 tsp. lemon extract to 16 oz. Tres Riches®.
- Mix 1/2 tsp. lemon extract and yellow food color with pre-whipped Bettercreme®.
- Place layer cut side up on gold board and pour 8 oz. lemon-flavored Tres Riches® over layer.
- Fill cake with 3 oz. raspberry filling.
- Place additional sponge layer cut side up over filling and pour remaining lemon flavored Tres Riches® over layer.
- Ice entire cake and comb side with lemon flavored pre-whipped Bettercreme®.
- Using tip #2 and raspberry filling, create a lattice design on top of the cake and a small squiggly bottom border.
- Pipe eight large rosettes on top of cake and garnish with four lemon slices and four raspberries to finish.

*SOURCE: Rich Products Mexico*
Football Helmet Pull-apart Cupcake Cake

Whether your customers are cheering on their favorite high school, college or pro football team, this pull-apart helmet cupcake cake will add a lot of spirit to their party!

Ingredients
- 24 Allen® Uniced Cupcakes
- Base Iced with Rich’s® Bettercreme®
- Rich’s® Bettercreme® Icings in Colors™

Procedures
- Put a dab of icing on bottom of each cupcake and place on cake board to resemble football helmet.
- Using #22 tip with Rich’s® Bettercreme®, base ice cake then smooth with spatula.
- Using #22 tip with Rich’s® Bettercreme® Icings in Colors™, pipe helmet details.
- Place team’s edible image logo in center of helmet “cake.”

Tips: #22

Special Tools: Pastry Bags, Spatula

Supplies: Cake Board

Touchdown!

Where do you live?

Many U.S. city and state names are derived from the Spanish language.

STATES: Arizona, Colorado, Florida and Montana

CITIES: El Paso, Texas; Los Angeles, California; Pueblo, Colorado; San Antonio, Texas; San Diego, California; San Francisco, California; San Jose, California and Santa Fe, New Mexico

Some Famous Hispanics

Salvador Dali and Pablo Picasso  Painter
Vasco Nunez Balboa and Juan Ponce de Leon  Explorers
Arantxa Sanches-Vicario  Athlete
Roberto Clemente  Pittsburgh Pirates rightfielder and Hall of Fame inductee
Nancy Lopez  Pro golfer and LPGA Hall of Fame inductee
Bill Richardson  Governor of New Mexico
Rita Moreno  Tony and Oscar-winning actress

Cake Pros® is a blast!

Are you receiving the regular email blasts from Cake Pros®? They’re full of cake and cupcake ideas, member questions and suggestions, colorful photos and so much more! If you haven’t been getting your Cake Pros® email blasts, make sure we have your correct email address. Send it to us at info@cakepros.com so you won’t miss another blast of great ideas and helpful information!

Happy decorating!

Upcoming Industry Events

International Baking Industry Exposition (IBIE)

World’s Baking Showplace

October 7-10, 2007
Orlando, FL
www.ibie2007.com
Creating a successful cake business

When it comes to determining the number of cakes to produce, remember that you are not in the cake business to sell just a few cakes every day. Make aggressive plans, which will require careful production planning. As you plan out your program, decide on what types and how many cakes you will want to produce.

Before you begin production, make sure your bakery is set up efficiently. One of the keys to making money on cakes is to set up your shop in an efficient manner. Get materials together for each kind of cake and produce enough to meet your planned requirements. At this point, you should make some basic decisions on how you are going to produce and inventory your cakes. There are many options. You can (1) inventory frozen layers and finish for current requirements; (2) finish a large number, freeze and sell frozen or (3) inventory finished cakes and sell them thawed as fresh cakes. Most bakeries keep an inventory of frozen uniced layers and sheets. The combinations are many, and you can produce and inventory differently depending on the individual cake.

Every bakery is unique and must work out these systems based on its current situation and needs. A key factor here is that these decisions must be made while you are planning your cake program and before it goes into operation.

We’d like to know ...

Hello Cake Pros® Members!

Once again, we’re interested in getting your opinion! We ask that you take a moment to log onto www.cakepros.com and click on “Offers.” Fill in your membership number, answer the brief questions we’re asking and then hit “Submit.” We’ll send you a free travel mug just for responding to our Cake Pros® member poll. The 15 oz. double-walled mug features the Cake Pros® logo and will keep your beverage hot while you enjoy it! We’ll share the results of the poll in a future issue of CakeProse®. Thank you!

*While supplies last. Travel mug will be shipped with your fall CakeProse® newsletter.

"I’m glad I found your site. I hope to find Cake Pros® very useful in my new business. Thank you for doing a good job and providing awesome information!"

DONNA ROBINSON, DONNA’S CUSTOM CAKES, GROTON, VT