



MAY 2012  
Vol. 92, No. 5

## MANUFACTURING CONFECTIONER

GLOBAL SOURCE FOR CHOCOLATE, CONFECTIONERY AND BISCUIT INFORMATION



U.S. FDA INSPECTION

HEAT-RESISTANT CHOCOLATE

PROCESSING SUGARCANE & SUGAR BEETS

# RCI Convention & Industry Expo

Retail Confectioners International will host its 2012 annual convention in San Francisco, California, June 11–15 at the Hyatt Regency San Francisco Airport. [www.retailconfectioners.org](http://www.retailconfectioners.org)

## Monday, June 11

### **Arrival and Optional Activities Day**

Optional Activities—see options on the [www.retailconfectioners.org/annual](http://www.retailconfectioners.org/annual) website.

All meals on one's own

**NOON–5:00 PM** **Registration desk open**

1:00 PM–8:00 PM Trade show set-up

1:00 PM–5:00 PM Committee meetings

2:00 PM Associate Advisory Board meeting

3:00 PM Executive Board meeting

5:00 PM Board and Spouses dinner

6:00 PM Board of Directors meeting

## Tuesday, June 12

### **Expo and Education Day**

6:00 AM–10:00 AM Trade show set-up

7:00 AM Past presidents meeting

7:00 AM–8:00 AM Breakfast

**7:45 AM–5:30 PM** **Registration desk open**

**8:00 AM–8:45 AM** **Education Session: Wine's**

**Secret Crush on Chocolate;** Rose

Potts, *Blommer Chocolate*. Learn about the relationship between wine and chocolate. Potts will discuss wine and chocolate making and present the parallels in the market, products, health benefits and regional differences as well as the flavors of each.



Rose Potts

**9:00 AM–9:45 AM** **Education Session: Practical HACCP for Food**

**Processors;** Heena Patel, *Scientific Certification Systems*. Learn the business benefits and practical steps to building a complete HACCP plan from a company focused on certification and verification of food quality, safety and purity claims.

**10:00 AM–5:30 PM** **Expo open**

Lunch on one's own

12:30 PM–1:00 PM Bus captain orientation

4:30 PM–5:30 PM **Welcome reception** and business card exchange on trade show floor

5:30 PM **Associate Member Meeting**

5:30 PM–6:15 PM **Education Session: Cacao**

**Fino de Aroma: A Model for Quality and Sustainability;** Juan

Carlos Arroyave, *Casa Luker*. A discussion of Cacao Fino de Aroma (fine-flavored cocoa), the importance of this type of product and why it is only 7 percent of the world's cocoa production. Arroyave will also talk about the industry's commitment to developing and advancing the cocoa-farming culture, the agricultural model plan and education on best agricultural practices to maximize yields and quality while promoting sustainability, environmental responsibility and fair trade.



Juan Carlos Arroyave

Optional Evening in San Francisco—RCI will provide a complimentary shuttle to transport attendees to and from the host hotel and the Fisherman's Wharf area in San Francisco.

Dinner on one's own

6:30 PM **Next Generation Event**

9:00 PM **RCI Hospitality Suite** hosted by incoming board president Jason Coblenz, Coblenz Chocolate Company

## Wednesday, June 13

### **Annual Meeting, Expo, Candy Clinic and Education Day**

**7:30 AM–2:00 PM** **Registration desk open**

7:30 AM Breakfast and Annual Membership Meeting

**9:00 AM–9:45 AM** **Education Session: Packaging and Marketing for the Wholesale Segment;** Dan Dermer, *Sweet Packaging*. Dermer will discuss how to use packaging to market and distribute confections in different wholesale distribution channels. He will demon-

# Retail Confectioners International

strate how to increase sales by segmenting one's approach to reach different markets and provide insight into the services that need to be provided to wholesale customers. Learn how to maximize your wholesale profitability through the use of packaging.



Dan Dermer

10:00 AM - 2:00 PM **Expo open**

Lunch on one's own

NOON - 1:00 PM New board member and new officer orientation

2:00 PM - 4:00 PM Trade show teardown

12:30 PM - 1:45 PM Set-up for Candy Clinic and Catalog Swap

2:00 PM - 2:45 PM **Education Session: What Does Natural Mean**



Joe Sofia



Dennis Witzel

**to You;** Dennis Witzel, consultant, and Joe Sofia, *Cargill Cocoa & Chocolate*. When customers ask for a natural chocolate or confection, there is no clear definition of what this includes, because the FDA has no clear definition. Witzel and Sofia will discuss common industry standards, controversial ingredients and the right questions to ask your customers to find out how they define *natural*.

3:00 PM - 5:30 PM **Candy Clinic and Kettle Talk**

6:30 PM Evening Reception

7:00 PM **Awards Banquet**

## Thursday, June 14 Tour Day

7:00 AM - 7:45 AM **Registration desk open**

7:00 AM - 8:00 AM **Breakfast Buffet**

8:00 AM Buses leave for off-site tours

**Jelly Belly Candy Company Factory Tour** — Family-owned candy manufacturer in operation since 1898. Jelly beans, gummies, chocolate-covered treats and seasonal sweets. Operating plants in California, Illinois and Thailand, serving consumers in more than 60 countries. RCI will tour the 215,000 sq ft production plant featuring robotics and machinery innovations.

Lunch provided by Jelly Belly Candy Company

**Ghirardelli Outlet Store** — Discount store in San Leandro features Ghirardelli products such as baking chocolate bars, peppermint bark, cocoa powder, baking chips, choco-

late by the case, ice cream, fudge, caramel sauce, holiday overstocks and packaging ideas. Although they do not offer tours, we will sample some of their products made in the Bay Area.

**Blommer Chocolate Company** — Family-owned chocolate and cocoa products supplier founded in 1939. RCI will tour the 115,000 sq ft production plant in Union City.

APPROX. 5:30 PM Buses return to hotel

Dinner on one's own

## Friday, June 15 Tour Day

7:00 AM - 7:30 AM **Registration desk open**

7:00 AM - 7:30 AM **Breakfast Buffet**

7:30 AM Buses leave for off-site tours

Lunch provided on the tour

**Guittard Chocolate Company** — Family-owned chocolate company founded in 1868. RCI will tour Guittard's Burlingame facility where dried cacao beans are transformed into a range of chocolate products for a variety of industries.

### Golden Gate Bridge

**Walking Chocolate Tour of San Francisco** — A leisurely walk to visit some gourmet chocolate businesses. Attendees will receive a Chocolate Lover Card for discounts at many of the stops.

**Ferry Building Marketplace** — A gathering of local farmers, artisan producers and independent food businesses. Located within the historic Ferry Building, shops feature artisan cheeses, local fish and much more. RCI will stop for samples and presentations at the following confectionery stores:

• **Scharffen Berger Chocolate Maker** — Founded in 1997 as part of the resurgence in artisan chocolate-making. A taste comparison of their single-origin dark chocolate bars will be offered.

• **Recchiuti Confections** — Owner and chocolatier Michael Recchiuti dries lavender, tarragon and lemon verbena purchased at local farmers' markets to use in infusions for his truffles.

• **Neo Cocoa** — Chocolate shop known for its truffles.

**Fog City News** — More than just a newsstand, this shop has a large selection of premium chocolate bars.

**Leonidas** — Belgian chocolates. Drinking chocolate and a featured truffle will be available.

**Teuscher** — Swiss chocolates.

**Cocoa Bella** — A selection of chocolates from all over the world. Sample American and classic European chocolates.

APPROX. 5:30 PM Buses return to hotel

Dinner on one's own

## RCI Industry Exhibitors as of 4/20/2012

<b>Albanese Confectionery</b> 5441 E Lincoln Hwy, Merrillville, IN 46410 Tel: +1 (248) 866 1588 Manufacturer of a full line of gummies with soft texture. Exhibiting Gold Label panned chocolates and Rich's enrobed chocolates. They also offer a large variety of roasted-to-order nutmeats and trail and snack mixes.	#52	<b>Carmi Flavors</b> 6030 Scott Way, Commerce, CA 90040 Tel: +1 (323) 888 9240 Carmi Flavors supplies flavors and fragrances to the food industry.	#25
<b>Asher's Chocolates</b> 80 Wambold Rd, Souderton, PA 18964 Tel: +1 (215) 721 3000 Manufacturer of gourmet chocolates, including sugarfree. <b>New items:</b> a new line of everyday and holiday items, including tubs, gift packages, sugarfree bars and bags, and a redesigned Easter line.	#48	<b>ChocoVision Corp.</b> 14 Catharine St, Poughkeepsie, NY 12601 Tel: +1 (845) 473 4970 The ChocoVision Corporation manufactures and markets chocolate and confection processing equipment, emphasizing modern microprocessor technology.	#44
<b>Birnn Chocolates of Vermont, Inc.</b> 102 Kimball Ave, Suite 4, South Burlington, VT 05403 Tel: +1 (802) 860 1047 Chocolate truffles. Exhibiting bite-size truffles, larger dessert truffles, foil-wrapped truffles, mini truffles, bite-size twist-wrapped truffles. <b>New items:</b> artisan truffles.	#14	<b>Duerr Packaging Co., Inc.</b> 892 Steubenville Pike, Burgettstown, PA 15021 Tel: +1 (724) 947 1234 U.S. manufacturer of stock and custom confectionery packaging including heart boxes, set-up boxes (available with inhouse printing and foil stamping), transparent lids and boxes, and plastic candy trays. Suppliers of candy pads, glassine paper and confectionery foil.	#45
<b>Blommer Chocolate Co.</b> 600 W Kinzie St, Chicago, IL 60654 Tel: +1 (312) 226 7700 Blommer Chocolate is a family-owned and -operated, fully integrated chocolate and cocoa products manufacturer serving customers around the world. Blommer is North America's largest cocoa bean processor and chocolate manufacturer. The company operates three facilities strategically located across the United States and a fourth in Canada, which gives it the flexibility to respond quickly to customers' needs.	#77	<b>Guittard Chocolate Co.</b> 10 Guittard Rd, Burlingame, CA 94010 Tel: +1 (650) 697 4427 Guittard Chocolate can fill and cover everything that you make. Featuring their Single Origin Collection and their complete line of couverture chocolate and specialty compound coatings.	#63, 64
<b>Burke Candy &amp; Ingredient Co.</b> 3840 N Fratney St, Milwaukee, WI 53212 Tel: +1 (414) 964 7327 Burke Candy offers ready-to-dip centers and other ingredients for candymaking such as liquid caramel.	#51	<b>H &amp; C Sales, Inc.</b> PO Box 113, Sharon, MA 02067 Tel: +1 (781) 344 6445 Packaging for all seasons. They offer cello bags, candy cups, ribbon, wrapping paper, lollipop sticks, trays, wax paper, fudge and caramel paper, and dipping fruit. <b>New items:</b> Now representing Chocolate Chocolate Chocolate Company's gourmet line of all-natural chocolates. Truffles, dreams, caramels, mints, marshmallows, boxed chocolates, seasonal chocolates for fall and Christmas. Samples available.	#4, 5
<b>Cargill Cocoa and Chocolate</b> 20 N Broad St, Lititz, PA 17543 Tel: +1 (717) 626 1131 Cargill Cocoa & Chocolate has four unique brands to meet your needs. Wilbur features a line of chocolates that offer rich, bold American flavor profiles. Peter's remains faithful to its Swiss heritage, combining its proprietary milk crumb base with chocolate liquor to create fine chocolate. Veliche is 100 percent pure Belgian chocolate in wafers. Gerkens Cocoa is a full line of natural and dutched powders.	#15, 16	<b>Hilliard's Chocolate System</b> 275 East Center St, West Bridgewater, MA 02379 Tel: +1 (508) 587 3666 Equipment supplier to the retail confectionery business. They offer 10-inch and 16-inch coating systems with many options, hand-coating machines in 2-inch to 6-inch belts in several sizes, tempering melters, the Little Dipper, shaker table, topping machine, GMS decorator and cooling cabinets. The Peppy Pump for depositing chocolate and many candymaking utensils are also available.	#7, 8

# Don't Lose Your Temper



If your chocolate blooms or just won't stay in temper, you owe it to yourself to try Hilliard's Chocolate System

Hilliard's Tempering Melters keep real chocolate in temper and at just the right temperature - consistently.



## EASY TO USE

Just add your chocolate, set the dial... and forget it! Chocolate's always ready for dipping, even hours later, and you can add new chocolate anytime.



## THE FLEXIBILITY YOU NEED

Hilliard's System is just what you need - for dipping fresh fruits and nuts, coating all types of centers, molding... you name it. There are even four sizes - for processing 1½ to 600 pounds of chocolate a day.



## PERFECT RESULTS

And the results? Perfection! Smooth, glossy, glorious chocolates that sell like no other kind of candy! So don't lose your temper. Find out more about Hilliard's today!

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*Chocolate System*

275 East Center Street  
West Bridgewater, MA 02379  
U.S.A.

Call or visit our website!  
Telephone: (508) 587-3666  
[www.HilliardsChocolate.com](http://www.HilliardsChocolate.com)

## Retail Confectioners

### Hosokawa Bepex

#38

4445 Malone Rd, Memphis, TN 38118

Tel: +1 (901) 531 6102

[www.bepexhosokawa.com](http://www.bepexhosokawa.com)

Supplier of confectionery production equipment and complete processing lines (Ter Braak, Bepex-Hutt, Kreuter). From raw materials handling to producing final confectionery product, this exhibitor can design and supply the equipment.

### International Food & Ingredients, Inc.

#37

760 Lakeside Dr, Unit C, Gurnee, IL 60031

Tel: +1 (847) 855 7400

[www.ifigourmet.com](http://www.ifigourmet.com)

Importers and distributors of specialty and basic ingredients, semi-finished products, and tools and utensils. They partner with producers such as CasaLuker of South America, whose chocolate is derived exclusively from cacao *finos de aroma*.

### Jelly Belly Candy Co.

#33, 34

One Jelly Belly Lane, Fairfield, CA 94533

Tel: +1 (707) 428 2800

[www.jellybelly.com](http://www.jellybelly.com)

Jelly Belly Candy Company manufactures everyday gourmet jelly beans and related gifts. Their products are OU kosher certified and made in a peanut-free facility.

### Linnea's Cake & Candy Supplies, Inc.

#17, 18

4149 Karg Industrial Pkwy, Kent, OH 44240

Tel: +1 (330) 678 7112

[www.linneasinc.com](http://www.linneasinc.com)

Distributor of more than 12,000 items for the confectionery and baking industries, including bulk chocolate, caramel, flavorings, luster dust, boxes, bags, sucker sticks, cups, foil, stretch loops, twisties, moulds, Kellogg's Krispie Sheets, crunches, sprinkles.

**New items:** Squeeze-ums and Scoop-ums confectionery fillings. Disposable transfer moulds.

### LorAnn Oils

#46

4518 Aurelius Rd, Lansing, MI 48910

Tel: +1 (517) 882 0215

[www.lorannoils.com](http://www.lorannoils.com)

Manufacturer and supplier of flavorings for chocolates, hard candy and ice cream. Exhibiting flavorings, extracts and ice cream flavorings.

### Madelaine Chocolates

#1, 2, 3

9603 Beach Channel Dr, Rockaway Beach, NY 11693

Tel: +1 (800) 322 1505

[www.madelainechocolate.com](http://www.madelainechocolate.com)

Manufacturer of seasonal and everyday gourmet chocolate novelties and confections. Exhibiting premium milk, dark, white, all natural and 72% dark chocolates. Foiled novelties include roses, coins, Santas, Easter bunnies, hearts, other solid, filled and semi-solid confections. Chocolate-covered confections include an assortment of nuts, fruit, maltballs, etc.

### Manufacturing Confectioner / MC

#35, 36

711 W Water St, PO Box 266, Princeton, WI 54968

Tel: +1 (920) 295 6969

[www.gomc.com](http://www.gomc.com)

The *Manufacturing Confectioner* is the leading magazine

## Retail Confectioners

The Manufacturing Confectioner / MC (continued)

for confectionery information. Publisher of two directories: an annual sourcebook of confectionery supplies (*Directory of Ingredients, Equipment and Packaging*) and the *Candy Buyers Directory* for buyers of all types of candy in the North American market. Also available from MC are chocolate and confectionery books, including *Choice Confections*.

### Meadowbrook Insurance Group #47

11880 College Blvd, Suite 500, Overland Park, KS 66210  
Tel: +1 (913) 266 5296 [www.meadowbrook.com](http://www.meadowbrook.com)  
Offering workers compensation business insurance.

### Merckens/ADM Cocoa #31, 32

150 Oakland St, Mansfield, MA 02048  
Tel: +1 (800) 637 2536 [www.adm.com/merckens](http://www.adm.com/merckens)  
Ingredient manufacturer of chocolate, confectionery, cocoa and chocolate-related products — coatings, chips, chunks, powder. Exhibiting Marquis, Yucatan, Yucatan Seventy, Ivory and Rainbow coatings; Falls Milk and Falls Dark chocolate for chocolate fountains; vanilla caramel; dark and milk chocolate-flavored sugarfree wafers.

### Mod-Pac Corp. #78, 79

1801 Elmwood Ave, Buffalo, NY 14207  
Tel: +1 (800) 666 3722 [www.shopmodpac.com](http://www.shopmodpac.com)  
Manufacturer of folding cartons.

### Murnane Specialties, Inc. #13

607 Northwest Ave, Northlake, IL 60164  
Tel: +1 (708) 449 1200 [www.murnanecompanies.com](http://www.murnanecompanies.com)  
Packaging for the confectionery industry.

### Pennsylvania Dutch Candies/The Warrell Corp. #53

1250 Slate Hill Rd, Camp Hill, PA 17011  
Tel: +1 (717) 761 5440 [www.padutchcandies.com](http://www.padutchcandies.com)  
Manufacturer and distributor of nostalgic candies.

### Perfect Equipements #26, 27

246 Chemin des Patriotes, St-Mathias-sur-Richelieu, QC J3L 6A3, Canada  
Tel: +1 (450) 658 7936 [www.perfectinc.com](http://www.perfectinc.com)  
Perfect Equipements designs/builds equipment for the production of chocolates and treats. Each product is safe, simple to operate and easy to maintain.

### Savage Bros. Co. #60, 61, 62

1125 W Lunt Ave, Elk Grove Village, IL 60007  
Tel: +1 (847) 981 3000 [www.savagebros.com](http://www.savagebros.com)  
Manufacturer of gas and electric open-top stoves; Hi-speed infrared hard candy cookers; FireMixer batch cooker-mixers; electric tabletop cooker; portable agitator; spun stainless and copper kettles; kettle and mixing bowl lifter/dumper; cooling/heating table; circular knife roller cutters; and other confectionery equipment.



Machinery that helps you make quality confections generation after generation!

### FM-14 Table Top Automatic Cooker/Mixer



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[www.savagebros.com](http://www.savagebros.com)  
[info@savagebros.com](mailto:info@savagebros.com)



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1125 Lunt Avenue ◆ Elk Grove Village IL 60007 ◆ USA

## Retail Confectioners International

### Simplex Paper Box Corp.

100 S Friendship Ave, Hallam, PA 17406

Tel: +1 (800) 233 3143

A manufacturer of folding cartons to the candy industry. Simplex offers a full line of stock boxes for all seasons in one- and two-piece styles. Customer imprinting is available. They also offer trays, glassine pads, layerboards, loop, wax liner and mailers.

### Sweet Packaging

3000 Quigley Rd, Suite 5, Cleveland, OH 44113-4597

Tel: +1 (800) 486 0444

Sweet Packaging manufactures custom set-up and folding boxes, trays, sleeves, die-cut platforms and pads for the upscale/gourmet market. The Sweet Packaging System has interchangeable trays, which allows the confectioner to change the assortment by changing the trays, without changing the boxes. They carry over 4,000 styles of in-stock boxes including a full line of bakery boxes and wholesale packaging.

### Tap Packaging Solutions

2160 Superior Ave E, Cleveland, OH 44114

Tel: +1 (800) 827 5679

Manufacturer of stock and custom packaging.

#10

[www.simplexbox.com](http://www.simplexbox.com)

### TCF—The Confectioners Friend

#57, 58

5424 Central Ave, Wichita, KS 67208

Tel: +1 (316) 636 4443

[www.tcfsales.com](http://www.tcfsales.com)

TCF Sales provides chocolate and confectionery equipment and tools for producing professional confections and pastries.

### Tomric Systems, Inc.

#29, 30

85 River Rock Dr, Suite 202, Buffalo, NY 14207

Tel: +1 (716) 854 6050

[www.tomric.com](http://www.tomric.com)

Tomric manufactures a wide variety of seasonal and novelty chocolate moulds. If you can't find what you need from their extensive range of designs, they will create a mould built to your exact specifications. Tomric is also the North American distributor of Selmi Chocolate Machinery for automatic tempering, enrobing and cooling as well as small-batch nut roasting and refining.

### Truffly Made

#40

918 Andre-Mathieu, Boucherville, Quebec J4B 8N9, CANADA

Tel: +1 (514) 825 8447

[www.trufflymade.com](http://www.trufflymade.com)

Truffly Made silicone truffle moulds are the latest advance in professional artisan chocolate truffle making. The patented mould design eliminates the need for hand rolling. Truffly moulds allow you to easily pop out a truffle in a one-step process.



We're More *than just* Chocolate Moulds  
Automatic, Continuous Chocolate Tempering Systems

We specialize in componentized chocolate systems that work together, enabling you to cost-effectively grow your equipment systems as your production needs increase. Our knowledgeable staff offers technical advice and how-to instruction, and we also provide a full range of tools & utensils, moulds and custom tray packaging to meet your every confectionery need.

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