

# THE MARK MAKERS

CONFECTIONERS SHAPING THE FUTURE OF CHOCOLATE IN AMERICA

PETER'S® CHOCOLATE | 2020 CALENDAR



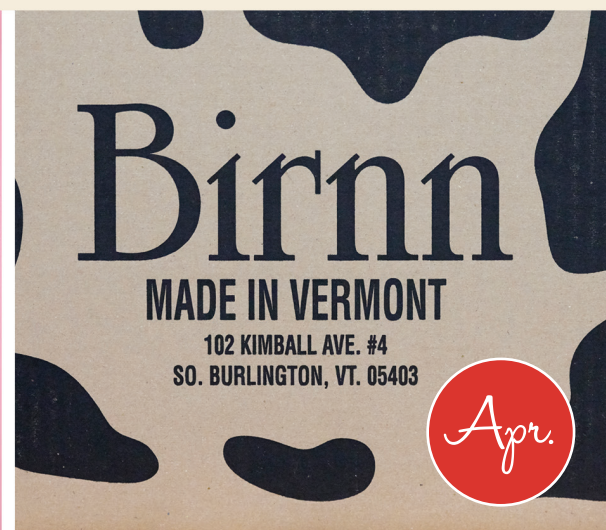


# THEY BROKE THE MOLD.

Chemistry. Creativity. Craftsmanship. And a dash of entrepreneurial panache. Becoming a chocolatier of distinction is a matter of combining the right ingredients in just the right proportions. Having perfected that special formula of art, science and business acumen is one important quality that the twelve companies featured on these pages share in common. Another is their choice of Peter's Chocolate as the cornerstone ingredient of their enterprise.

Since Daniel Peter set an industry in motion with the invention of milk chocolate in 1875, the company he founded has carried on the spirit of invention and the tradition of excellence he pioneered. Perhaps that's why today, over 140 years later, Peter's Chocolate remains the chocolate of choice for candy makers on the leading edge.

The twelve businesses profiled in this, our 2020 Peter's Chocolate calendar, exemplify the qualities we both admire and hope to inspire. Each of them has generously agreed to share some of their secrets of success. We hope their enthusiasm and passion for chocolate helps to inspire yours throughout the year ahead.







Sweet Spot:

Squittle (Brittle with a squeal - aka bacon)

Life Story:

A personal passion for the culinary and candy making arts led James to “turn pro” in 2008 after careers in fashion retail and real estate. A proud son of Texas, he embraced his western heritage, creating original recipes that incorporated such Tex-Mex staples as jalapenos, mesquite bean flour and dried chili peppers.

Secrets of Success: Deep in the heart of chocolate.

Texas has been good to Cowboy-Up and vice-versa. The brand’s retail selections include such Lone Star staples as Texas-shaped truffles, Yellow Roses, Panther Claws, Salt Lick Clusters and Texas Buckshot.

Why Peters?

“The wonderful history of Daniel Peter and the commitment to the highest quality products is the reason I use Peter’s Chocolate. It doesn’t hurt that we have always enjoyed great service and help from our friends at Cargill.”

Sideline:

For almost four decades, James has led a double life as a founding member of a professional gospel quartet, *The Embers*, who have recorded in Nashville and toured extensively.



Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
<div>December</div> <div>SMTWTFSS</div> <div>1234567</div> <div>891011121314</div> <div>15161718192021</div> <div>22232425262728</div> <div>293031</div> <div>5005</div> <div>12012</div> <div>19019</div> <div>26026</div> <div>Winter Fancy Food Show, San Francisco, CA</div> <div>Philadelphia National Candy, Gift, &amp; Gourmet Show, Cherry Hill, NJ</div>	<div>February</div> <div>SMTWTFSS</div> <div>2345678</div> <div>9101112131415</div> <div>16171819202122</div> <div>23242526272829</div> <div>6006</div> <div>13013</div> <div>20020</div> <div>27027</div> <div>Martin Luther King Jr. Day</div> <div>Winter Fancy Food Show, San Francisco, CA</div> <div>Philadelphia National Candy, Gift, &amp; Gourmet Show, Cherry Hill, NJ</div>	<div>7007</div> <div>14014</div> <div>21021</div> <div>28028</div> <div>Winter Fancy Food Show, San Francisco, CA</div> <div>Philadelphia National Candy, Gift, &amp; Gourmet Show, Cherry Hill, NJ</div>	<div>I001</div> <div>8008</div> <div>15015</div> <div>22022</div> <div>29029</div> <div>New Year's Day</div>	<div>2002</div> <div>9009</div> <div>16016</div> <div>23023</div> <div>30030</div>	<div>3003</div> <div>10010</div> <div>17017</div> <div>24024</div> <div>31031</div> <div>National Bittersweet Chocolate Day</div> <div>National Hot Chocolate Day</div>	<div>4004</div> <div>11011</div> <div>18018</div> <div>25025</div>

Almonds de Leche

Recipe provided by Cowboy-Up Chocolates

- Ingredients:
- 50 oz Peter's Original™ White Chocolate
  - 5 oz Roasted Almonds
  - 1 tbsp Amoretti O.S. Extract Dulce De Leche #1382
  - 2 cups Sugar
  - 1 cup Cinnamon

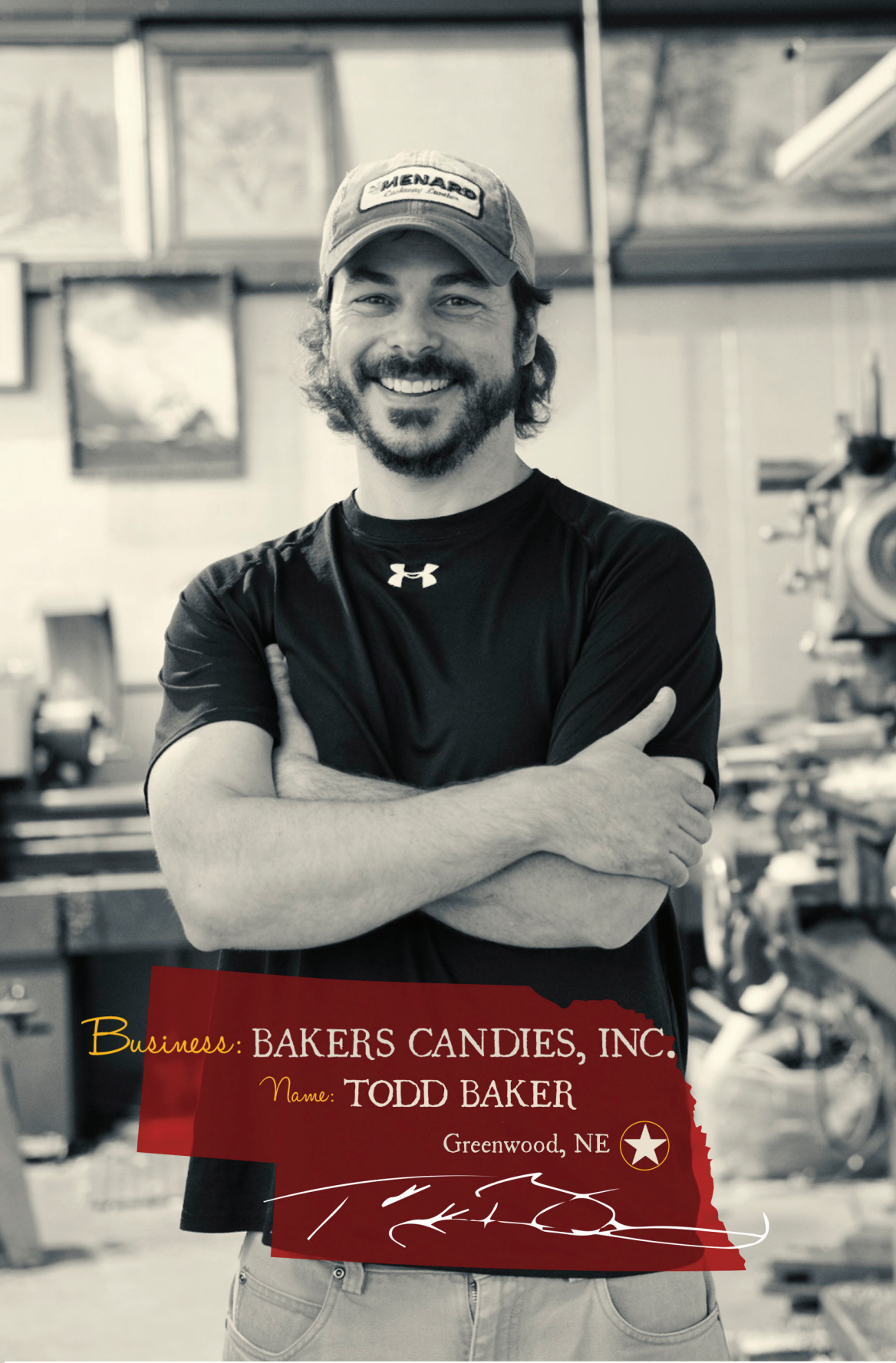
- Directions:
- In a separate bowl, mix together the sugar and cinnamon.
  - Melt white chocolate.
  - Add Dulce de Leche extract. Stir until completely incorporated into chocolate.
  - Add almonds. Mix until all almonds are covered.
  - Spoon small amount of almonds on parchment paper, using an ice cream scooper.
  - Sprinkle the sugar/cinnamon on top of the clusters.

Approx. Yield: 90 Confections



January





Business: BAKERS CANDIES, INC.  
Name: TODD BAKER  
Greenwood, NE ★  
*Todd Baker*

Sweet Spot: Chocolate Meltaways

Life Story:

Founding father Kevin Baker might just be the world’s only chocolatier to begin as an aerospace engineer. In the 1980s, Kevin decided to apply the same mechanical genius he had once used to design super-efficient manufacturing systems for missiles to automating and optimizing the art of candy making.

Secrets of Success:

Blue-Collar Gourmet™ Chocolates

Early on, the Bakers discovered their midwestern customers saw “fine chocolate” as a gift for others, not as a treat for themselves. Paradoxically, the more they spent on fancy packaging, the less chocolate they sold. By individually

wrapping their delectable Meltaways and selling them in clear bags, they found a way to maximize both manufacturing efficiencies and sales.

Why Peter’s?

“Peter’s Chocolate is unquestionably the best chocolate on planet earth. Peter’s milk crumb has no equal.”

Point of Pride:

“In 1987 we became the first candy company in the world’s history to start with a 100% custom, fully-automated, production process and no recipe.”



Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
<div>January</div> <div><div>SMTWTFSS</div><div>1234</div><div>567891011</div><div>12131415161718</div><div>19202122232425</div><div>262728293031</div></div> <div>2033</div> <div>Groundhog Day</div> <div>9040</div> <div>16047</div> <div>23054</div>	<div>March</div> <div><div>SMTWTFSS</div><div>1234567</div><div>891011121314</div><div>15161718192021</div><div>22232425262728</div><div>293031</div></div> <div>3034</div> <div>10041</div> <div>17048</div> <div>24055</div>	<div>4035</div> <div>11042</div> <div>18049</div> <div>25056</div>	<div>5036</div> <div>12043</div> <div>19050</div> <div>26057</div> <div>Ash Wednesday</div>	<div>6037</div> <div>13044</div> <div>20051</div> <div>27058</div>	<div>7038</div> <div>14045</div> <div>21052</div> <div>28059</div> <div>Valentine's Day - Bakers' Anniversary -</div>	<div>8039</div> <div>15046</div> <div>22053</div> <div>29060</div> <div>National Dark Chocolate Day</div> <div>Flag Day (Canada)</div>

Famous Peanut Butter Squares

Recipe provided by Bakers Candies, Inc.

Ingredients:

- 10 lbs

Peanut Butter Flavored IceCap™ Chips
- 1 lb

Smooth Creamy Peanut Butter
- 3 lbs

Salted, Blanched Peanuts, ground and chopped
- Peter’s® Ultra® Milk Chocolate or Peter’s Cambra™ Semisweet Chocolate, for enrobing

Directions:

1. Mix IceCap™ Chips, Peanut Butter, and Peanuts.
2. Apply heat and stir until thoroughly melted and mixed.
3. Pour 1½ inch thick. Cool to form slab.
4. Cut to size.
5. Enrobe in milk or semisweet chocolate.
6. Decorate to taste.
7. Grab baseball bat to fight off the mob that will form to buy them (last step optional).

Approx Yield: 600 Squares

February







Sweet Spot:  
Peanut Butter Buckeyes, of course.

Life Story:  
23 locations. Four ice cream parlors. Three generations. Six siblings. For Malley's, it all adds up to a remarkable success story. The company was founded in 1935 by grandfather Mike whose original recipes are still at the heart of the business. In the second generation, Adele, along with her late husband Bill, brought a creative flair to the company's merchandising, designing the brand's characteristic pink and green color scheme and adding such unexpected features as an in-store carousel. The third generation has focused on growing the Malley's brand and strengthening its ties to the communities it serves while remaining intently focused on product quality, consistency and customer satisfaction

Why Peters?  
"The traditional crumb method of production Peter's uses, which gives the chocolate its unique milk and caramel flavor allows Malley's to create a higher quality and decadent finish to our line of confections."

Above & Beyond. Doing well by doing good.  
A special point of pride for Malley's is the success of its fundraising arm. For more than 50 years, the business has been closely associated with some of Ohio's most beloved institutions, including local schools, community groups, and charities, providing custom-designed fundraising programs to aide a number of diverse causes.

Words of Wisdom:  
"Learn the craft and science behind fine chocolates and confections. Confectionery involves a few basic ingredients, but it is how those ingredients are handled that makes your confections unique."

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
1 <sup>061</sup>  NCA State of the Industry Conference, Boca Raton, FL	2 <sup>062</sup>  NCA State of the Industry Conference, Boca Raton, FL	3 <sup>063</sup>  NCA State of the Industry Conference, Boca Raton, FL Natural Expo West, Anaheim, CA	4 <sup>064</sup>  Natural Expo West, Anaheim, CA	5 <sup>065</sup>  Natural Expo West, Anaheim, CA	6 <sup>066</sup>  Natural Expo West, Anaheim, CA Employee Appreciation Day	7 <sup>067</sup>  Natural Expo West, Anaheim, CA
8 <sup>068</sup>  Daylight Savings Time Begins	9 <sup>069</sup>  RCI Spring Regional Conference, New Orleans, LA Daniel Peter's Birthday	10 <sup>070</sup>  RCI Spring Regional Conference, New Orleans, LA	11 <sup>071</sup>  RCI Spring Regional Conference, New Orleans, LA	12 <sup>072</sup>  American Chocolate Week Western Candy Conference, Koloa, Hawaii National Chocolate Caramel Day First Day of Spring	13 <sup>073</sup>  American Chocolate Week Western Candy Conference, Koloa, Hawaii	14 <sup>074</sup>  American Chocolate Week Western Candy Conference, Koloa, Hawaii
15 <sup>075</sup>  American Chocolate Week	16 <sup>076</sup>  American Chocolate Week	17 <sup>077</sup>  American Chocolate Week St. Patrick's Day	18 <sup>078</sup>  American Chocolate Week Western Candy Conference, Koloa, Hawaii	19 <sup>079</sup>  American Chocolate Week Western Candy Conference, Koloa, Hawaii	20 <sup>080</sup>  American Chocolate Week Western Candy Conference, Koloa, Hawaii	21 <sup>081</sup>  American Chocolate Week Western Candy Conference, Koloa, Hawaii
22 <sup>082</sup>  Western Candy Conference, Koloa, Hawaii	23 <sup>083</sup>  Western Candy Conference, Koloa, Hawaii	24 <sup>084</sup>  Western Candy Conference, Koloa, Hawaii	25 <sup>085</sup>  Western Candy Conference, Koloa, Hawaii	26 <sup>086</sup>  Western Candy Conference, Koloa, Hawaii	27 <sup>087</sup>  Western Candy Conference, Koloa, Hawaii	28 <sup>088</sup>  Western Candy Conference, Koloa, Hawaii
29 <sup>089</sup>  Western Candy Conference, Koloa, Hawaii	30 <sup>090</sup>  Western Candy Conference, Koloa, Hawaii	31 <sup>091</sup>  Western Candy Conference, Koloa, Hawaii			February S M T W T F S 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29	April S M T W T F S 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30

## Buckeye Cups

Recipe Inspired by the Buckeye State, Home of Malley's Chocolates

Ingredients:

- 8 oz Heavy Cream
- 6 oz Peter's® Original™ White Chocolate
- 9 oz Creamy Peanut Butter
- 15 oz Peter's® Peanut Butter Flavored IceCap™ Chips
- 36 oz Peter's® Marbella™ Bittersweet Chocolate or Peter's® Broc® Milk Chocolate, for shell cups
- Sea Salt (Optional)

- Directions:
1. Prepare molds using bittersweet or milk chocolate (your choice).
  2. Scald the heavy cream. Bring almost to a boil and pour over white chocolate wafers.
  3. Whisk cream and white chocolate together until homogenized.
  4. Add peanut butter and blend.
  5. Melt peanut coating to 95-100° F and whisk into mixture.
  6. Allow mixture to cool to room temperature.
  7. Using a planetary mixer and paddle attachment, whip 1-2 minutes to lighten color.
  8. Demold cups and, using a pastry bag with a star tip, pipe into premade chocolate cups.
  9. If desired, top with sea salt.

Approx. Yield: 36 Cups



March





Name: Julia Birnn Fields & Mel Fields

*Truffles, truffles and more truffles.*

The family has been making chocolate since 1915. The current incarnation of the company was founded in 1991, when brothers Jeff and Bill Birnn relocated from New Jersey to Vermont and made the transition from a retail candy store to a wholesale manufacturing operation that produces truffles in more than 150 varieties. Julia and Mel represent the fourth generation (and are raising the fifth) of the Birnn dynasty.

"My great-grandfather used Peter's Chocolate for its superb taste and unmatched mouthfeel. It is why we still use it today."



“Thermometers and tempering machines are great tools, but you’ll often learn more from ignoring them. Instead, focus on the how the chocolate behaves as you work with it – and keep tasting.”



Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
<div>March</div> <div>S M T W T F S</div> <div>1 2 3 4 5 6 7</div> <div>8 9 10 11 12 13 14</div> <div>15 16 17 18 19 20 21</div> <div>22 23 24 25 26 27 28</div> <div>29 30 31</div> <div>5 096</div> <div>National Caramel Day</div> <div>Palm Sunday</div> <div>12 103</div> <div>Easter Sunday</div> <div>19 110</div> <div>26 117</div>	<div>May</div> <div>S M T W T F S</div> <div>3 4 5 6 7 8 9</div> <div>10 11 12 13 14 15 16</div> <div>17 18 19 20 21 22 23</div> <div>24 25 26 27 28 29 30</div> <div>31</div> <div>6 097</div> <div>Easter Monday (Canada)</div> <div>PMCA Annual Production Conference, Lancaster, PA</div> <div>27 118</div>	<div>7 098</div> <div>14 105</div> <div>21 112</div> <div>PMCA Annual Production Conference, Lancaster, PA</div> <div>28 119</div>	<div>I 092</div> <div>April Fool's Day</div> <div>8 099</div> <div>Passover Begins</div> <div>15 106</div> <div>Tax Day</div> <div>22 113</div> <div>PMCA Annual Production Conference, Lancaster, PA</div> <div>Earth Day</div> <div>Administrative Professionals' Day</div> <div>29 120</div>	<div>2 093</div> <div>9 100</div> <div>16 107</div> <div>23 114</div> <div>Ramadan Begins</div> <div>30 121</div>	<div>3 094</div> <div>10 101</div> <div>17 108</div> <div>24 115</div> <div>Arbor Day</div> <div>31 122</div>	<div>4 095</div> <div>11 102</div> <div>18 109</div> <div>25 116</div>

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April



*Recipe provided by Birnn Chocolates of Vermont*

1 cup Peter's® Burgundy® Semisweet Chocolate,  
chopped into 1/2 inch pieces/chips

8 oz Peter's® Burgundy® Semisweet Chocolate  
chopped into 1 inch pieces

- 2 sticks (1 cup) Unsalted Butter, cut into pieces  
2 cups Packed Dark Brown Sugar  
2 tsp Pure Vanilla Extract  
4 Large Eggs  
1 1/2 cups plus 3 tbsp All-Purpose Flour  
1/2 tsp Baking Powder  
1 tsp Salt

1. Preheat oven to 350° F.
2. Butter and flour a 9" x 13" pan.
3. In the top of a double boiler, or in a heatproof bowl over simmering water, melt the 8 ounces of 1 inch chocolate pieces and butter stirring occasionally until smooth.
4. Remove from heat and let cool to room temperature.
5. Stir the brown sugar and vanilla into the chocolate mixture.
6. Add the eggs and mix well.
7. In a bowl, sift together flour, baking powder and salt. Slowly fold the flour mixture into the chocolate mixture, mixing well until blended.
8. Stir in the 1/2 inch chocolate pieces/chips and pour the batter into the prepared pan.
9. Bake for 30-40 minutes, or until tester comes out clean.
10. Remove from oven and let cool completely before cutting into squares.

*Approx. Yield: 32 Delicious Brownies*





Sweet Spot: Pecan Caramel Delights

Life Story:

After Bob started dating Kathy in high school, she took a job at the family store. Soon enough Bob’s dad, George Donaldson, noted her interest and talents and began teaching Kathy to cook every confection he made. At that point, Bob realized marrying this woman was not just a great life decision. It was a wise business decision.

Secrets of Success: Equal parts quality and centrality.

Recognizing that Lebanon is just off I-65, one of the nation’s busiest travel corridors,

the Donaldsons attract and welcome customers from all over the map, literally.

Why Peter’s?

“Peter’s is the premium chocolate our customers have raved about for 53 years.”

Words of Wisdom:

“The culture of a company is critical. It makes going to work so much more rewarding.”



Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
<i>April</i> S M T W T F S 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 3 125	<i>June</i> S M T W T F S 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 4 126	5 127  <i>Cinco de Mayo</i> 12 134	6 128  13 135	7 129  14 136	8 130  15 137  <i>National Chocolate Chip Day</i> 22 144	2 124  <i>National Truffle Day</i> 9 131  16 138  <i>National Restaurant Association Show, Chicago, IL</i> 23 145  30 152
10 132  <i>Mother's Day</i> 17 139  <i>National Restaurant Association Show, Chicago, IL</i> 24 146 - Indy 500 - 31 153	11 133  18 140  <i>National Restaurant Association Show, Chicago, IL</i> <i>Victoria Day (Canada)</i> 25 147  31 153  <i>Memorial Day</i>	19 141  <i>National Restaurant Association Show, Chicago, IL</i> <i>NCA Sweets &amp; Snacks Exposition, Chicago, IL</i> <i>Kettle Awards</i> 26 148	20 142  <i>NCA Sweets &amp; Snacks Exposition, Chicago, IL</i> 27 149	21 143  <i>NCA Sweets &amp; Snacks Exposition, Chicago, IL</i> 28 150	29 151	

Checkerboard Flag Mint Meltaways

Recipe inspired by Donaldson's Finer Chocolates

Ingredients:

- 1 1/2 lbs Peter’s® Original™ White Chocolate, tempered
- 1 1/2 lbs Peter’s® Lenoir™ Semisweet Chocolate, tempered
- 1 lb Coconut Oil, melted and cooled below 90° F
- Peppermint oil or extract, to taste
- Additional dark chocolate for dipping

Directions:

- Line a 13” x 18” sheet pan with parchment paper.
- Blend 1 1/2 pounds tempered white chocolate with 1/2 pound of coconut oil and add peppermint oil to taste.
- Pour out evenly in pan to 1/4 inch depth.
- When white layer is just solidified but still soft, blend 1 1/2 pounds tempered semisweet chocolate with 1/2 pound of coconut oil and add peppermint oil to taste.
- Pour out evenly in pan on top of white layer to 1/4 inch depth. Height of both layers together is 1/2 inch.
- When dark layer is solidified but still soft enough to cleanly cut, cut slab into 2 equal pieces with a sharp cutter or knife.
- Peel away parchment and stack one half on top of the other, alternating white layer with black layer. Height of this 4-layer stack is now 1 inch high.
- Cut slab into 3/8 inch wide strips. Lay them in their sides and stack 4 of them alternatively to create the checkerboard pattern.
- Cut crosswise into 1/2 inch thick pieces.
- Shoulder coat (coat bottom and sides but not top) in tempered semisweet chocolate.

Approx. Yield: 120 Meltaways

May



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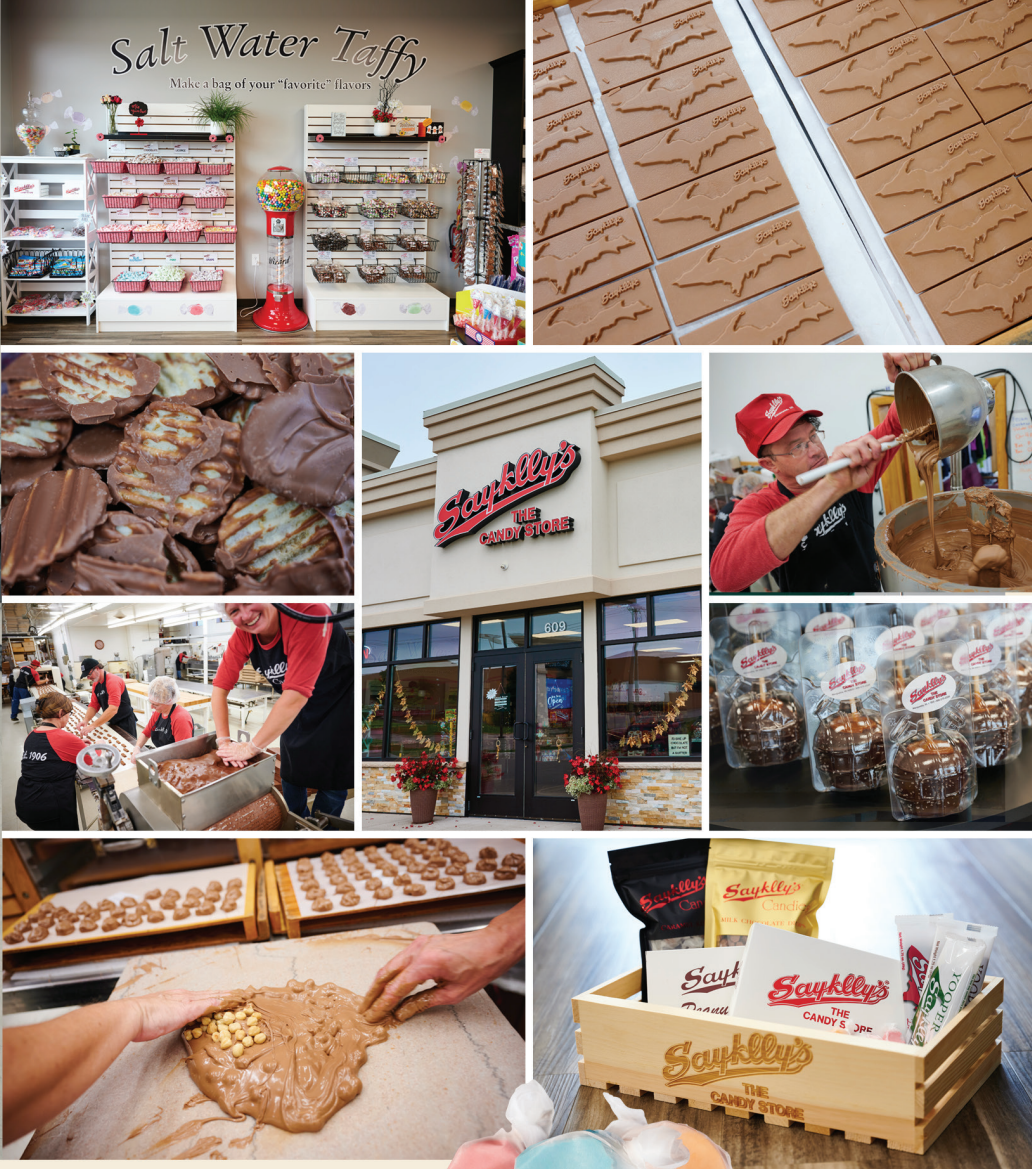


Escanaba, MI

Business: SAYKLly'S CANDIES

Name: Kevin & Julie Robitaille

Kevin Robitaille Julie Robitaille



Sweet Spot: Whopper Snappies

Life Story:

The company was founded in 1906. In 1987, Kevin was hired to take out trash and pack boxes, but soon he had apprenticed himself to Mike Kobasic, the founder's grandson who over time, would entrust him with the family's recipes, techniques and hard-won wisdom.



Secrets of Success:

The company is deeply rooted in its surrounding community, conducting fundraisers for both national charities and local schools and clubs. In the traditionally slow summer months, they travel the fair circuit and present showcases throughout the region, ensuring a steady flow of business and advancing their brand recognition.

Why Peters?

"History speaks for itself. From the beginning, we have maintained our high standards, using only premium ingredients to achieve the same quality flavor profile, batch after batch and year after year."



Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
	1 <sup>154</sup>	2 <sup>155</sup>	3 <sup>156</sup>	4 <sup>157</sup>	5 <sup>158</sup>	6 <sup>159</sup>
7 <sup>160</sup>	8 <sup>161</sup>	9 <sup>162</sup>	10 <sup>163</sup>	11 <sup>164</sup>	12 <sup>165</sup>	13 <sup>166</sup>
National Chocolate Ice Cream Day						
14 <sup>167</sup>	15 <sup>168</sup>	16 <sup>169</sup>	17 <sup>170</sup>	18 <sup>171</sup>	19 <sup>172</sup>	20 <sup>173</sup>
Flag Day	RCI Annual Convention & Industry Exposition, Hartford, CT	RCI Annual Convention & Industry Exposition, Hartford, CT National Fudge Day	RCI Annual Convention & Industry Exposition, Hartford, CT	RCI Annual Convention & Industry Exposition, Hartford, CT	RCI Annual Convention & Industry Exposition, Hartford, CT	First Day of Summer
21 <sup>174</sup>	22 <sup>175</sup>	23 <sup>176</sup>	24 <sup>177</sup>	25 <sup>178</sup>	26 <sup>179</sup>	27 <sup>180</sup>
Father's Day			National Pralines Day			
28 <sup>181</sup>	29 <sup>182</sup>	30 <sup>183</sup>				
Summer Fancy Food Show, New York City, NY	Summer Fancy Food Show, New York City, NY	Summer Fancy Food Show, New York City, NY				
					May	July
					S M T W T F S 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31	S M T W T F S 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31

Creamy Butter Fudge

Recipe provided by Saykly's Candies

Ingredients:

3 lbs Corn Syrup  
9 1/4 lbs Sugar  
4 oz Powdered Milk  
2 lbs Water  
1/2 oz Salt  
11 lbs Peter's® Burgundy® Semisweet Chocolate  
3 1/2 lbs AA Wisconsin Butter

Directions:

1. Combine corn syrup, sugar, powdered milk, water, and salt in copper kettle.
2. Cook until the temperature reaches 238° F.
3. Combine remaining ingredients in mixer bowl.
4. Add cooked ingredients, mix until blended.
5. Pour into container to cool for 12 hours.
6. Fudge is ready to extrude for candy bars.

Approx. Yield: 440 Bars

June



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“Dinstuhl’s has been using Peter’s Chocolate since our earliest days in business. We have tasted chocolate from around the world, and in our opinion, Peter’s is, by far, the best.”

As the signature chocolate makers of our home city, the Dinstuhl and Moss families have been called upon to make custom products for dozens of signature institutions and events, including Super Bowl XL, the Kentucky Derby, the NBA Finals and the Breeder's Cup as well as for Graceland and the King himself.

“Learn the basics and be patient. Prepare to be in it for the long haul. Fads will come and go, so stick with what works, but don’t be afraid to be creative and adventurous.”



Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
<div>July</div> <div><div>SMTWTFSS</div><div>5678910111213141516171819202122232425262728293031</div></div> <div>2216</div>	<div>September</div> <div><div>SMTWTFSS</div><div>6789101112131415161718192021222324252627282930</div></div> <div>3217</div> <div>Civic Holiday (Canada)</div> <div>National S'mores Day</div> <div>10224</div> <div>National S'mores Day</div> <div>- Elvis Week -</div> <div>17231</div> <div>24238</div> <div>245</div> <div>30</div> <div>31</div>	<div></div> <div><div></div><div></div></div> <div>4218</div> <div>National Chocolate Chip Cookie Day</div> <div>11225</div> <div>- Elvis Week -</div> <div>18232</div> <div>239</div>	<div></div> <div><div></div><div></div></div> <div>5219</div> <div>- Elvis Week -</div> <div>19233</div> <div>240</div>	<div></div> <div><div></div><div></div></div> <div>6220</div> <div>- Elvis Week -</div> <div>20234</div> <div>241</div>	<div></div> <div><div></div><div></div></div> <div>7221</div> <div>- Elvis Week -</div> <div>21235</div> <div>242</div>	<div>I215</div> <div>- Elvis Week -</div> <div>15229</div> <div>- Elvis Week -</div> <div>22236</div> <div>243</div>

Mr. D's Truffles

*Recipe provided by Dinstuhl's  
Fine Candy Company, Inc.*

### Ingredients:

2 1/4 lbs Peter's® Maridel Milk Chocolate  
2 1/4 lbs Peter's® Newport™ Semisweet Chocolate  
1 qt Heavy Whipping Cream

**Directions:**

1. Chop both milk & dark chocolate into fine pieces.
2. Heat the whipping cream to just before boiling and pour over chocolate. Let rest for 1 minute.
3. Blend all ingredients thoroughly until smooth. Cover tightly and chill until firm.
4. Scoop 1 oz of ganache and hand roll into ball.
5. Enrobe in your choice of chocolate and add chocolate sprinkles to garnish.

*Approx. Yield: 100 Truffles*

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# August







Jacksonville, FL ★  
**Business:** PETERBROOKE® CHOCOLATIER  
*Name:* Jeffery Smith  
*Jeffery R. Smith*

*Sweet Spot: Chocolate Popcorn*

*Life Story:*  
A franchise operation with 22 stores in three states, Peterbrooke promises and delivers “American Chocolates in the European Tradition.” By upholding strict and detailed standards of product quality, customer service and sustainability for all of its franchisees, Peterbrooke maintains a remarkably consistent profile and its products inspire passionate recognition and loyalty.

*Why Peters?*  
“We have worked with Peter’s Chocolate since our first store opened in 1983 because every product has been painstakingly formulated to deliver the precise flavor profile and consistency that Peterbrooke Chocolatier demands and that our customers and chocolate lovers crave.

*Point of Pride:*  
“All of our Peterbrooke Chocolatier shops are Rainforest Alliance certified, which ensures the global sustainable farming of cacao while providing farmers with better opportunities for growth and profitability. Peterbrooke was one of the earliest adopters of those standards in the United States and is a proud part of a sustainability program that involves all aspects of the chocolate supply chain.”

*Maintaining the Culture:*  
*Quality chocolates take quality time.*  
In addition to monthly calls and webinars, Peterbrooke Chocolatier also brings together their entire organization in-person twice a year. They meet once in the fall to prepare for the holiday season, and once in the spring to get ready for the summer months.



Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday																																																																																																		
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6 <sup>251</sup>	7 <sup>252</sup> <i>Labor Day</i> <i>Labor Day (Canada)</i> <i>World Chocolate Day</i>	8 <sup>253</sup>	9 <sup>254</sup>	10 <sup>255</sup>	11 <sup>256</sup>	12 <sup>257</sup>																																																																																																		
13 <sup>258</sup> <i>Grandparent's Day</i> <i>World Chocolate Day</i> <i>Philadelphia National Candy, Gift, &amp; Gourmet Show, Lancaster, PA</i>	14 <sup>259</sup> <i>Philadelphia National Candy, Gift, &amp; Gourmet Show, Lancaster, PA</i>	15 <sup>260</sup> <i>Philadelphia National Candy, Gift, &amp; Gourmet Show, Lancaster, PA</i>	16 <sup>261</sup>	17 <sup>262</sup>	18 <sup>263</sup> <i>Rosh Hashbanah Begins</i>	19 <sup>264</sup>																																																																																																		
20 <sup>265</sup>	21 <sup>266</sup>	22 <sup>267</sup> <i>National White Chocolate Day</i> <i>First Day of Autumn</i>	23 <sup>268</sup>	24 <sup>269</sup>	25 <sup>270</sup>	26 <sup>271</sup>																																																																																																		
27 <sup>272</sup> <i>Tom Kippur Begins</i>	28 <sup>273</sup>	29 <sup>274</sup>	30 <sup>275</sup>	<div>August</div> <table><tr><td>S</td><td>M</td><td>T</td><td>W</td><td>T</td><td>F</td><td>S</td></tr><tr><td></td><td></td><td></td><td></td><td></td><td></td><td>1</td></tr><tr><td>2</td><td>3</td><td>4</td><td>5</td><td>6</td><td>7</td><td>8</td></tr><tr><td>9</td><td>10</td><td>11</td><td>12</td><td>13</td><td>14</td><td>15</td></tr><tr><td>16</td><td>17</td><td>18</td><td>19</td><td>20</td><td>21</td><td>22</td></tr><tr><td>23</td><td>24</td><td>25</td><td>26</td><td>27</td><td>28</td><td>29</td></tr><tr><td>30</td><td>31</td><td></td><td></td><td></td><td></td><td></td></tr></table>		S	M	T	W	T	F	S							1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31						<div>October</div> <table><tr><td>S</td><td>M</td><td>T</td><td>W</td><td>T</td><td>F</td><td>S</td></tr><tr><td></td><td></td><td></td><td></td><td></td><td></td><td>1</td></tr><tr><td></td><td></td><td></td><td></td><td></td><td>2</td><td>3</td></tr><tr><td>4</td><td>5</td><td>6</td><td>7</td><td>8</td><td>9</td><td>10</td></tr><tr><td>11</td><td>12</td><td>13</td><td>14</td><td>15</td><td>16</td><td>17</td></tr><tr><td>18</td><td>19</td><td>20</td><td>21</td><td>22</td><td>23</td><td>24</td></tr><tr><td>25</td><td>26</td><td>27</td><td>28</td><td>29</td><td>30</td><td>31</td></tr></table>	S	M	T	W	T	F	S							1						2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31
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*Popcorn Truffles*

*Recipe inspired by Peterbrooke® Chocolatier*

- Ingredients:**  
4 oz    Salted Popped Popcorn  
12 oz   Peter's® Liquid Caramel  
16 oz   Peter's® Chatham® Milk Chocolate

- Directions:**  
**1.** Warm the liquid caramel to approximately 100° F and gently mix together with popcorn.  
**2.** Using a #70 disher, portion into 1 inch balls and allow to cool and firm.  
**3.** Enrobe with tempered milk chocolate.

*Approx. Yield: 64 Truffles*



September





**Business:** LAYMON CANDY COMPANY, INC.

**Name:** Tim & Linda Applen (Laymon),  
Dillion Applen & Heather Hall (Applen)

★  
San Bernardino, CA

*Tim T. Applen Linda L. Applen*

**Sweet Spot:** Honeycomb Sponge Candy

**Life Story:**

The business opened in 1927, two years before the stock market crash. The family kept it going by working tirelessly and becoming a distributor for other manufacturers as well as continuing to operate a thriving retail store.

**Why Peter's?**

"Our relationship with Peter's goes back to the '60s when we began blending our own recipes.

Then some years back, we conducted a blind taste test and we have been committed to Peter's Lenoir as our semisweet chocolate ever since."

**Point of Pride:** Word of mouth.

The company prides itself on growing via customer recommendation rather than advertising or promoting its products.

**Words of Wisdom:**

"Follow your dreams! Treat employees and customers as family. Plus "sweat equity!"



Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
<i>September</i> S M T W T F S 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 4 279	<i>November</i> S M T W T F S 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 5 280  <i>National AACT Technical Seminar, Oak Brook, IL</i> 12 287  <i>Columbus Day Thanksgiving Day (Canada)</i> 19 294 26 301  <i>Candy Hall of Fame, Tampa, FL</i>	6 281  <i>National AACT Technical Seminar, Oak Brook, IL</i> 13 288 20 295 27 302	7 282  <i>National AACT Technical Seminar, Oak Brook, IL</i> 14 289 21 296 28 303  <i>National Chocolate Day</i>	8 283 15 290 22 297 29 304	9 284 16 291 23 298 30 305  <i>Candy Hall of Fame, Tampa, FL</i>	3 278 10 285 17 292 24 299 31 306  <i>Halloween National Caramel Apple Day</i>

## Pecan Crunch Bars

Recipe provided by Laymon Candy Company, Inc.

### Ingredients:

9 lbs Salted Butter  
1 lb 42/43 Regular Corn Syrup  
10 lbs Granulated Sugar  
3 tbsp Salt  
1 lb Water  
3 1/3 lbs Chopped Medium Fancy Pecans  
1/2 oz Baking Soda  
Peter's® Lenoir™ Semisweet Chocolate,  
for enrobing

### Directions:

1. Melt butter.
2. Once melted, add corn syrup, sugar, salt and water.
3. Keep cooking with a relatively low fire constantly mixing. The fire may have to be raised and lowered a few times to insure the ingredients all mix together. Don't cook too low or it will invert.
4. When the batch reaches 280° F add pecans.
5. Continue cooking to about 304° F depending on altitude.
6. Once done cooking, add and mix in baking soda. The batch should have a creamy and buttery color.
7. Pour on the heated, formed table. Spread to around 1/4 inch.
8. Cut to 1 inch or 2 inch size as preferred.
9. Enrobe in chocolate.

**Approx. Yield: 350 Bars**

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# October





Issaquah, WA

Business: BOEHM'S CANDIES, INC.

Name: Bernard Garbusjuk

Bernard Garbusjuk



## Sweet Spot: Truffle Sheets, in a variety of flavors

### Life Story:

As much a museum as a candy store, the business started by Austrian immigrant Julius Boehm in 1942 is as renowned for its elegant chalet design and remarkable art collection as it is for its sumptuous confections. Since 1981, Boehm's has been owned and operated by Bernard Garbusjuk who apprenticed with Julius after training and working as a pastry chef in Germany.

### Why Peters?

"Our founder, Julius Boehm, had already purchased Peter's Chocolate before my arrival in 1972. He was very fond of the quality and the history of the brand, and it continues to contribute an important aspect of the quality and flavor our customers have come to expect."

### Point of Pride:

Thanks to Bernard's culinary background, Boehm's has long been known for its artisan presentations and sourcing of innovative ingredients. Indeed, since long before it became fashionable, Boehm's truffles have been infused with the likes of Balsamic Vinegar, Pizza, Lavender, Green Tea and Cocoa Nibs.

### On the Bucket List:

"Going on in full force while preparing for the next generation's future with Boehm's Candies. I don't want to retire, go fishing, or sleep in!"

### Words of Wisdom:

"Invest lots of time and endurance to master this art. You will learn forever, and this could be the driver for an exciting and successful and sweet career."



Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
1 <sup>307</sup>	2 <sup>308</sup>	3 <sup>309</sup>	4 <sup>310</sup>	5 <sup>311</sup>	6 <sup>312</sup>	7 <sup>313</sup>
All Saints' Day Daylight Savings Ends		Election Day	National Candy Day			
8 <sup>314</sup>	9 <sup>315</sup>	10 <sup>316</sup>	11 <sup>317</sup>	12 <sup>318</sup>	13 <sup>319</sup>	14 <sup>320</sup>
			Veterans Day Remembrance Day (Canada)			
15 <sup>321</sup>	16 <sup>322</sup>	17 <sup>323</sup>	18 <sup>324</sup>	19 <sup>325</sup>	20 <sup>326</sup>	21 <sup>327</sup>
22 <sup>328</sup>	23 <sup>329</sup>	24 <sup>330</sup>	25 <sup>331</sup>	26 <sup>332</sup>	27 <sup>333</sup>	28 <sup>334</sup>
				Thanksgiving Day	Black Friday	- Julius Boehm Day - Small Business Saturday
29 <sup>335</sup>	30 <sup>336</sup>				October	December
	Cyber Monday				S M T W T F S 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31	S M T W T F S 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31

## Mozart Kugeln

Recipe provided by Boehm's Candies, Inc.

### Ingredients:

#### Marzipan Center:

1 1/2 lbs	Corn Syrup	5 1/4 lbs	Almond Paste
1/2 lb	Sugar	3/4 tsp	Almond Oil
1 pt	Water	3/4 tsp	Rose Oil
3 1/2 oz	Coconut Oil	1/16 tsp	Green Food Coloring
6 oz	Whipping Cream		

### Directions:

- Place corn syrup, sugar and water in a kettle and heat to 250° F.
- Add melted coconut oil and whipping cream.
- Rotating slowly with the Hobart paddle, pour this mixture over the almond paste and stir under.
- Add almond and rose oils and food coloring if desired.
- Fill commercial bun trays approximately 1 inch high with the marzipan dough mixture and roll to fit the tray. Let rest for the day.

#### Hazelnut Ganache or Truffle Base

16 oz	Heavy Whipping Cream	60 oz	Peter's® Ultra® Milk Chocolate or Peter's® Gibraltar™ Semisweet Chocolate
16 oz	Half & Half		
32 oz	Sugar	6 oz	Hazelnut Paste

- Combine whipping cream, half & half and sugar in a kettle and cook with medium heat to 218° F.
- Cool this mixture to room temperature and add the milk chocolate and hazelnut paste.
- Pour into tray and let settle for the next day.

#### Combined

- Cut both the marzipan and hazelnut ganache into strips.
- Roll the marzipan into ropes and then cut into pieces the size of a marble.
- Take piece of the hazelnut ganache (about the size of a silver dollar), and mold around the marzipan ball.
- Shape each ball and double dip in heavy milk, semisweet, or bittersweet chocolate. Boehm's prefers to use Ultra® and Gibraltar™.
- Mozart Kugeln are classically finished in a piece of 4 x 4 foil.

Approx. Yield: 200-240 finished Mozart Kugeln.

# November





Sweet Spot:  
The Full Chocolate Experience,  
a multisensory chocolate  
appreciation and education event.

Life Story:  
They were born into it. John and  
Helen Fascia opened their business  
in 1964 while Helen was expecting  
her first child. All three Fascia  
daughters (Louise, Lynne and  
Laurie) have been devoted to the  
business all their lives and Carmen  
joined as general manager in 2009  
after marrying Louise in 1996.

Why Peter's?  
As Carmen tells it, "My Mother  
and Father in-law get all the credit.  
The more I learned and experienced  
other chocolate, the more I appreci-  
ated Peter's. When we decided to  
educate the public, telling the story of  
Daniel Peter creating the first  
milk chocolate seemed a natural fit.  
Besides, he was a technical guy  
whose father in-law was a master  
chocolatier, so I have that kinship."

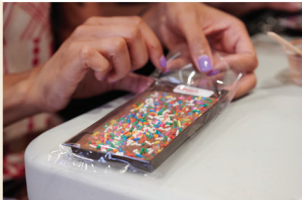


Business: FASCIA'S CHOCOLATES, INC.  
Name: John & Helen Fascia, daughters Louise, Lynne & Laurie,  
& son-in-law Carmen Romeo  
★ Waterbury, CT



Point of Pride:  
Share what you love.  
Through the courses they teach  
and activities they conduct,  
the Fascia family has become an  
authority and an advocate, sharing  
what they know about the origins,  
growing and processing,  
sustainability and manufacturing  
of chocolate with thousands of  
curious customers.

Words of Wisdom:  
"Learn the science of chocolate  
because it makes the art that  
much more satisfying."



Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
		I <sup>336</sup>	2 <sup>337</sup>	3 <sup>338</sup>	4 <sup>339</sup>	5 <sup>340</sup>
		National Day of Giving				
6 <sup>341</sup>	7 <sup>342</sup>	8 <sup>343</sup>	9 <sup>344</sup>	10 <sup>345</sup>	11 <sup>346</sup>	12 <sup>347</sup>
				Hanukkah Begins		
13 <sup>348</sup>	14 <sup>349</sup>	15 <sup>350</sup>	16 <sup>351</sup>	17 <sup>352</sup>	18 <sup>353</sup>	19 <sup>354</sup>
			National Chocolate Covered Anything Day			
20 <sup>355</sup>	21 <sup>356</sup>	22 <sup>357</sup>	23 <sup>358</sup>	24 <sup>359</sup>	25 <sup>360</sup>	26 <sup>361</sup>
	First Day of Winter			Christmas Eve	Christmas Day	Kwanzaa Begins Boxing Day (Canada)
27 <sup>362</sup>	28 <sup>363</sup>	29 <sup>364</sup>	30 <sup>365</sup>	31 <sup>366</sup>	November S M T W T F S 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30	January S M T W T F S 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31
	National Chocolate Candy Day			New Year's Eve		

## Ginger Bark

Recipe provided by Fascia's Chocolates, Inc.

- Directions:
- 5 1/4 lbs Peter's® Broc® Milk Chocolate or Peter's® Viking® Semisweet Chocolate, liquid tempered
  - 3 lbs Roasted & Salted Cashews
  - 3/8 tsp Ginger Essence Oil (LorAnn Product Code 0540-0800 or equivalent)
  - 16 oz Diced Glace Ginger
  - Lemon Infused Sea Salt
- Mix chocolate, ginger oil and cashews together and pour into a full size baking pan with a pan liner.
  - Spread evenly into tray as smooth and uniform as possible. Use a vibrating table if available.
  - Evenly spread diced ginger pieces across the top and gently push down into the chocolate.
  - Sprinkle sea salt across the top and vibrate the pan quickly to settle the salt.
  - Put in cool environment to set up.
  - When set, break or cut into desired size pieces. Thickness will be about 3/8 inch.

Approx. Yield: 148 Pieces

# December

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