

March 11, 2010

Thanks for tuning in to Pat Magee's CANDYMAIL ... We've just learned the Chicago Section, AACT Suppliers Nite held last Tuesday, March 9 was a big hit with 200 attendees! ... For more events, please visit <http://www.patmagee.com/IndustryEvents.aspx>

NCA Conference Photos ... Check out all the great pix located at the NCA magazine's *Candy & Snack Today* new Web site <http://candyandsnacktoday.com/galleries/>

Cinnamon Chocolates Wins Gold at Winter Olympics ... Tom and Kathi Cinnamon, owners of Cinnamon Chocolates in North Vancouver, British Columbia, were a hit with the thousands of visitors who made their way to neighboring Vancouver for this year's Winter Olympics. The duo created chocolate medallions to capture the Olympic spirit that consumed the region throughout the duration of the games. Kathi credits the idea for the medallion to a fellow Retail Confectioners International (RCI) member. According to Kathi, "Our customers had a lot of fun with them." The novelty was a flavorful and amusing way to enter into the festivity surrounding the games. Above, Tom wears his gold medal. For more info please contact kathi@cinnamons.ca, or visit <http://www.cinnamons.ca/>.



CANDYMAIL PRESENTS! ...

The First in a Series of Articles by Marketing Experts ... Designed exclusively for CANDYMAIL advertisers to share their thoughts, this feature poses questions and answers to marketing experts to

learn how they grow confectionery success. Our debut article spotlights **John Dondero, VP, Centerchem, Inc.,** (dondero@centerchem.com) whose passion for the confectionery industry helps drive sales for the company. When asked what drew him to this specialized industry, John states: “I’ve been in it so long I don’t remember! But what’s kept me in it are the people that I’ve had the pleasure of working with along the way.” His extensive resume prior to Centerchem includes several years each at Wilbur Chocolate, and Henry Heide, Inc. We begin with the following conversation.

CANDYMAIL: What new products are you introducing?

JOHN: We have a new higher strength invertase that is now available – Maxinvert L15000 – that can be used in cherry cordials, truffles and other soft confectionery. In addition, we are now supplying enzymes for the fruit and juice industry and quinine salts to the beverage market. (There’s more: please click on <http://www.patmagee.com/Newsletter.aspx>.)

Sarris Candies’ Patriarch Dies at 78 ...

Frank Sarris, the man known throughout Canonsburg, PA, as “the Candy Man,” died March 1. Sarris, founder and owner of Sarris Candies, became a member of RCI in 1963, only three years after establishing his retail candy business. The company retains its retail presence in Canonsburg with one store, but the Sarris name has grown beyond that location to more than 300 wholesale customers in Pennsylvania, West Virginia and Ohio. Sarris is survived by his wife Athena; son Bill, who is the company’s vice president; daughter Sophia; two grandchildren and two great-grandchildren.



Frank Sarris

THANKS AGAIN FOR TUNING IN to CANDYMAIL ...

Yours Truly, Pat Magee, Editor/Publisher, plmagee@earthlink.net; *Susan Tiffany*, Contributing Editor, ssnjtffny@yahoo.com.