

Volume Six

A family tradition in chocolate since 1921

www.wolfgangcandy.com

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Breaking news...

Employees to celebrate a great season at Rocky Ridge Park this spring.

Page 4.

Wolfgang's wants you to celebrate with chocolate

Fill your Wolfgang tins for 1/2 price and enter our 85th year anniversary drawing.

See below.

Wolfgang at the Expo.

Wolfgang joins the worlds other best confectioners.

See page 6.

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Wolfgang

The Chocolate Tymes

After 85 years in business, Wolfgang waxes NOSTALGIC with old tin promo

Join Wolfgang Candy in celebrating 85 years of delighting tastebuds everywhere by tantalizing yours with some decadent chocolates at a very special price.

Bring your Wolfgang Candy tins into our Sweetshoppe in York, Pennsylvania, and we will fill them full with chocolates and other delightful confections for HALF PRICE.

You can even enter a drawing to win some special anniversary surprises when you visit. Share the story of your oldest Wolfgang tins with us...we would love to hear about how you got them.

Can't find your old candy tins? Check out ebay...there are lots of collectors out there!



Make Our American Family Tradition Yours

TM



news from **bradMcGlaughlin**, managing partner

Brad McGlaughlin, Managing Partner
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"It was exciting to see that the Wolfgang team persevered through it all... The rough times tested our character and ... I believe that we pulled together as a team."

-Brad McGlaughlin, managing partner

Whew!

One word that describes the month before Easter! It was a busy time. I have heard that one true test of character is how you handle yourself when you are under pressure. Pressure may be an understatement for the hectic schedules and trying to keep up with the orders, production schedules, deliveries, phone calls etc. during that time.

It was exciting to see that the Wolfgang team persevered through it all. The rough times tested our character and though we were not perfect, I believe that we pulled together as a team. I know that many of you worked like never before. Some employees were working 70-80 hour weeks and I believe that some even worked 25+ days in a row. Now that is loyalty.

Although logistically difficult, it was important for us as a company to have a growing season in sales. These increasing sales helped to offset the expenses incurred with increased manufacturing and delivery costs.

Kudos go out to **Steve Schmid and the sales team** for putting together an impressive season and increasing our spring sales in the fundraising channel. Kudos also go out to **Mike Schmid and the marketing department** for the "free box" giveaway that seemed to drive sales.

I am sure that many of you had a nice sigh of relief once that last order was pulled, and hopefully you all got the short rest that you needed. As you read this many full time and seasonal employees are back to work making

Fall/Winter Candy for our fundraising customers. We are also beginning yet another year of making chocolate molded chips for a large chocolate company, and expect to be quite busy during the summer months keeping up with that production.

We are also excited to be in the fourth year of Chocolate Coating for one of our large snack food companies. We know that we will need everyone to continue to put forth their best efforts as you have shown that you are very capable of doing. Keep up the good work!

Hope to see all the Wolfgang Employees June 10 at Rocky Ridge Park where we can celebrate our accomplishments and enjoy each others' company.

A Wolfgang Candy factory tour doesn't include Oompa Loompas, but there are plenty of other things to see...

Wolfgang Candy was featured in the New Jersey Courier-Post - By Chuck Darrow-cdarrow@courierpostonline.com:

Everybody has their own concept of paradise, but for the chocoholics among us the Wolfgang Candy factory in York, Pa., may be as close to heaven on earth as you'll find. Wolfgang, which has been turning out sweets since 1921, offers increasingly popular free tours of its surprisingly low-tech facility. According

to co-managing partner Michael Schmid, a Wolfgang family member, the plant, which is spread out over three buildings, had 6,500 visitors in 2003 and 13,000 last year.

The guided tour, which, unfortunately, doesn't include any Oompa Loompas (a la *Willy Wonka & The Chocolate Factory*, begins with a walk of about a block from the visitors' reception area to a building that is actually an extension of

the Wolfgang family's original house. It is here that 1,200 trays of candy, each holding 100 pieces, are processed every Monday through Saturday. The company markets 72 different varieties for retail and fundraising sales. This building is where the milk chocolate is delivered for processing, either in 10-pound solid blocks or in liquid form that is pumped through a system of pipes. (Continued on page 5, bottom.)

Community Matters...

As we have shared in the past, Wolfgang Candy's adopted community partner and focus of our corporate philanthropy is **Bell Socialization Services**.

Bell Socialization Services is a private, non-profit organization based in York Pennsylvania providing quality mental health, mental retardation and shelter services in York and Adams counties in Pennsylvania. It is their mission to provide an environment of support and empowerment where people can improve their quality of living.

Arlette Figdore, Bell's Director, Community Relations & Development, (717.848.5767) shares news of some of the results that the Wolfgang Candy partnership has recently supported.

Funds raised through proceeds from online orders are enabling the MH/MR counselors to travel to enjoy outdoor activities with clients who enjoy recreation programs. Money raised will help defray costs of staff accompanying clients to events (like Senators baseball games,) monies not reimbursed through state and county funding.

Cooks at the shelter are also glad for the extra funds to purchase fresh, in-season fruits and vegetables for healthier snacks and balanced meals to augment canned and dry good donations.

It is amazing how far that Bell can stretch \$100 and how many lives a few extra dollars can touch.



If you would like to support Wolfgang Candy in our effort to help our community thrive through the Services of Bell Socialization Services, join them in celebrating their 40th anniversary with a goal of raising \$40,000 through charitable gifts, concerts, auctions, contests and special fund raisers toward its endowment.

You can visit their website at <http://www.bellsocialization.com> to learn ways that you can support their important work through gifts of your time, talent and treasure.

Wolfgang Candy Matriarch & dedicated Bell volunteer Mrs. Ruby (Wolfgang) Schmid pictured top right.)



DELIGHTING THE SENSES WITH Sweet Dreams

Good taste was savored in York this May as two long-established city organizations partnered to delight the senses. The Wolfgang Candy Company and the **York Art Association** are working together to bring "Sweet Dreams" to the city of York.

Wolfgang Candy hosted "Sweet Dreams," a free art exhibit by the York Art Association's Gallery Group. The opening reception on Monday, May 8, featured local artwork in many mediums and styles, refreshments and a door prize donated by Wolfgang.

The exhibit at Wolfgang Candy, 50 East 4th Avenue in York, PA, also offered free guided tours of the candy factory complete with chocolate samples.

The York Art Association Gallery Group is comprised of over 30 artists dedicated to making art available to enrich community settings. Its professional and non-professional members include locally, nationally- and internationally-known artists. From realistic acrylic scenes of York County by **Dale McPhearson** to abstract, mixed-media pieces by **Cindy Owens**, this group offered art for all tastes.

The York Art Association is a member of the Cultural Alliance. For more information, please visit their website at www.yorkartassociation.org or contact **Sonia Rohrbaugh**, show chair, at 717.764.1665, or **Debi Watson**, president, at 717.755.0028.



Featured work of member artists can be found online at www.yorkartassociation.org

The way we were,

by Bill Schmid



Wolfgang Family Photo

In celebration of 85 years of Wolfgang Candy...

My remembrance goes back to the early 1940's, which is really 19 years after the company was founded. Much of what I remember in those years, therefore, is as a child wandering through the plant on Latimer Street to see my mother (Ruby) or Grandma and Grandpa (Mima Mae and Delphi Wolfgang).

The earliest I can remember about the building was a cinder block building which housed a kitchen, a cooling room, and a store. This plant was heated by a coal furnace in the kitchen. There was one cooking stove on which candy was cooked and nuts were roasted. There was one cooling table and a long Zink topped table along the alley wall. Opening windows along that alley wall was how hard candy and peanut brittle was cooled for packing. Most of the products were hand coated.

Two of the principles for this operation were Mima (Grandma Wolfgang) and Louise Everhart (Mima and Delphi's eldest daughter). Many other women were employed, in season, for this operation, some of whom were

Latimer Street neighbors and other family members. I believe Aunt Elsie (Paul's wife) and Aunt Elizabeth (Glenn's wife) did their part in this operation in those early years. Ruby (Mima and Delphi's youngest daughter) served these hand coaters as their chief "cup picker" The cups into which the hand coated candy would be deposited had to be hand picked into trays, the same as we still use today in our "market boxes."

There was very little automation. Everything was done by hand. I can remember Uncle Paul and Uncle Cleve (Cleveland Innerst, Grandma Wolfgang's brother) filling funnels with marshmallow, and by using a stick as a stopper, dropping marshmallow into starch molds. These molds were in trays just like the ones we use today. These trays, however, were filled with starch by hand and a board containing 10 molds had to be hand pressed into the starch, moving and pressing the board over and over again until the whole starch tray was printed. The peanut butter was added to the marshmallow by hand. Uncle Glenn and other family members would roll and pinch the peanut butter into shape to

be placed into each filled mold. After a tray was filled with both marshmallow and peanut butter it would be stacked for setting until the next day when the candy would be removed from the tray by a rectangular sieve, the candy dumped into a round sieve and brushed with a small horsehair brush until the candy was cleaned of starch. The pieces would then be placed into an empty tray and then chocolate coated. Unfortunately, I cannot remember a coating machine prior to a new building addition which is now the area in which the Kreuter Enrobing machine now stands. That first coating machine was quite small in that only four rows of candy could be coated at a time because the coating belt was so narrow.

Mints were also cast in starch by this same method, using a smaller sized funnel. This had to be done because the density of the mint creme made it too difficult to handle in the larger funnel. The starch molds were done the same way as explained above. It was always amazing to me how with the use of the funnel and stick all the pieces would be the same size... *(More about the past in the next issue.)*

DON'T MISS Wolfgang Candy's End-of-Season Celebration at Rocky Ridge Park on June 10. Fun for the whole family, including MEGA BINGO, games and prizes.

For more information, please see Bob Wolfgang or Leslie Morley.



meet one of our gang

When **Bev Weber** makes a commitment, it is a lasting one. Bev has been married to her husband Richard for thirty years. She vacations at the beach every summer with her lifelong friend, Bonnie, who she befriended in first grade. She has been a dedicated Wolfgang Candy employee since 1985, over two decades. And while commitment defines this Wolfgang supervisor of Building 2, compassion characterizes her. Just ask Muffin. The queen of the Weber castle, Muffin owes her reign to Bev's big heart when she found the feisty feline at Wolfgang, a stray in need of care and a good home, and Bev's top priority each day when she gets home from work. Bev's favorite song, Allen Jackson's "It's Five O'clock" somewhere, keeps her on task. You know, time to feed Queen Muffin.

Bev loves the fast lane, or more specifically, Dale Ernhardt Jr. The only thing that delights her more is cooking, and watching guests enjoy her culinary conquests. She has a few mottos by which she lives: "Git-R-Dun," from Larry the Cable Guy and "'Used to' died." This no-nonsense lady likes to take action and take responsibility for her own destiny, believing that "you need to do whatever it takes to make you happy." Her manager, Kristine Spillman, agrees, saying that "Bev has been a great supervisor, not

"Wolfgang has given me many opportunities to learn new things and better myself through increasingly challenging roles" - Bev Weber, Supervisor Building 2



only having great discipline in her own work, but motivating her team to also, "do what it takes," and "Git R Dun."

Bev attributes a great deal of her confidence and success to working at Wolfgang Candy, saying that she was afforded many opportunities to learn, grow and better herself through her many roles over the years. She also has enjoyed some terrific friendships as a result, and even camps with her coworker and friend Trish O'Brien when she isn't out shopping with her daughters Shonna Rohrbaugh and Kathleen Krout (who manages Wolfgang Candy's SweetShope) or spending time with her four beloved grandchildren (Sarah,

Kristi, Kevin, Aleesha and great-granddaughter, Saryah). Bev still finds time to share her blessings with several organizations--twelve years with The March of Dimes in honor of a grandson who died at birth, The American Cancer Society for loved ones who have faced breast cancer and United Cerebral Palsy in support of a special brother. When she winds down, Bev watches her TV favorites, Law and Order and CSI.

With all of her candy experience, Bev is an integral part of Wolfgang. When asked what candy she would create, she says it would be a peanutbuttery delight called, aptly, The Bevie Bar... Now who wouldn't love that? Thanks, Bev.

(Continued from page 2.)

All told, Wolfgang uses about 1 million pounds of chocolate annually.

The approximately one-hour tour continues through the manufacturing and wrapping processes. The image of chocolates on a conveyor belt was made into a pop culture icon by a legendary episode of I Love Lucy in the 1950s. Wolfgang employees actually work at such stations, including one where freshly made pieces of candy are taken off the machine and prepared for delivery. Other stops on the tour look at how the candies are cooked, cooled, wrapped and prepped for shipping. Of course, no one leaves the tour with-

out sampling something right off the line. On a recent weekday afternoon, it was coconut candies that were tasted by guests.

While the Wolfgang Candy complex comes nowhere close to the size and scope of the Hershey Foods conglomerate in nearby Hershey, at least one visitor decided that, in the case of chocolate factory tours, bigger isn't necessarily better.

"I was more impressed with this," said John Maveus, a 38-year-old factory worker from Monroe, Wis., who was on a family outing to various locations in south-central Pennsylvania. "It's not as commercial, not as overdone. And it

was very informative. It was a good experience. The kids had a good time." Although he has lived in York for a number of years, Jim Rouse, 79, was making his first visit to the plant, accompanied by his wife, Ruth, and their grandson, Luke Greisler, 6, also of York.

"It's kind of a hidden place. I didn't know the buildings were there," said Rouse, a retired transportation worker. "I thought it was great. I learned a lot about making candy."

His grandson was so taken by the tour it may have influenced the rest of his life.

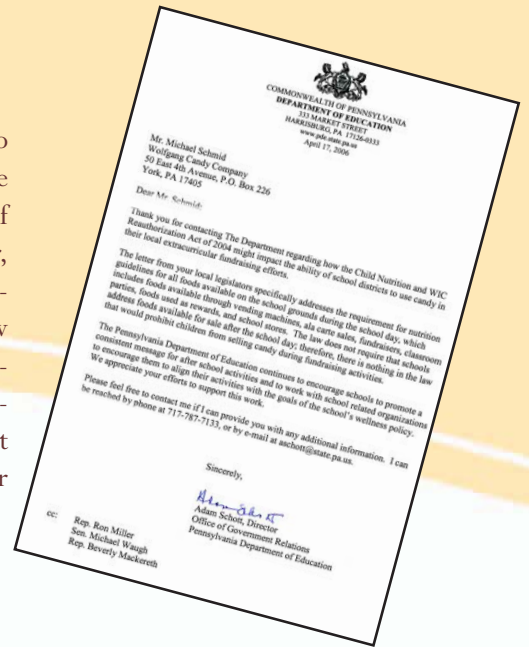
"Eating the chocolates" was the best part of the tour, he proclaimed before announcing, "I want a job here!"

6 School Fund Raising Promotes Healthy Activities

In the last issue, Wolfgang Candy reassured school fund raisers concerned about the impact of Child Nutrition and WIC Reauthorization Act of 2004 on extracurricular school fund raising efforts.

Wolfgang Candy encourages schools in promoting healthy environments through the rewards of successful fund raising. Concerned parents and administrators can be confident in their Wolfgang Candy fund raising, and are

welcome to review a letter sent to Mike Schmid, partner, from The Pennsylvania Department of Education's Adam Schott, Director, Office of Government Relations, reiterating that "there is nothing in the law that would prohibit children from selling candy during fundraising activities." Please call Mike Schmid at 800.248.4273 with any concerns or for greater clarification.



Wolfgang in Chi-town



Wolfgang Candy will share our wares at ALL CANDY EXPO® at Booth #259 June 6 to 8 at the McCormick Lakeside Center in Chicago IL. The ALL CANDY EXPO®, sponsored by the National Confectioners Association, is the largest confectionery-only show in North America, and serves as the meeting place for the confectionery industry. The EXPO is a unique opportunity to buy, sell and network with industry professionals and decision makers. There were 450 exhibitors and nearly 20,000 attendees at the 2005 event.

Exhibitors at the EXPO are manufacturers of chocolate, candy, gum, cookies/biscuits, sweet snacks, nuts, savory (salty) snack goods, and every other confection imaginable are represented on the trade show floor, from the classic selections consumers buy year after year, to the hundreds of new products introduced. Wolfgang is eager to be among them!



Want to earn extra cash?

Then take part in Wolfgang's Employee Referral Program. Refer a fundraising lead to our sales staff and, should that organization participate in a Wolfgang fund raiser, you'll receive \$100 for an elementary school or \$50 for a day care!

Fundraising phenomena

"I was surprised and pleased with how easy it was to do." -Fundraiser & Teacher Extraordinaire, Gail Snyder



A Full-Color Fundraiser

Gail Snyder squeezes a lot into her days. An English teacher of speech and debate and literary magazine publishing for tenth grade at South River School in Anne Arundel County, Maryland, (www.aacps.org) for over 15 years, Ms. Snyder facilitates the production of *The South River Literary Magazine*, an annual publication of literature and art created by the students during the school year. Ms. Snyder teaches the elements of magazine publication and acts as an advisor and mentor to the magazine staff.

The works are voluntarily submitted to the student magazine, and then reviewed by the magazine editorial staff for acceptance and publication. The magazine staff of approximately 15 students works throughout the year to complete the magazine which is then sold to the staff and student body. Subsequently, the magazine is mailed for adjudication by three national organizations: Columbia Scholastic Press Association, American Scholastic Press Association, and National Conference of Teachers of English. Each organization rewards the magazine with a national rating.

Ms. Snyder and her magazine staff had an exciting goal this year...to publish the magazine in color. To do so, they needed to quickly secure funds in time for publication, so Ms. Snyder reviewed several fundraising companies online and determined that Wolfgang offered a good product, reasonable profit return, and an excellent reputation. Another organization in her school had used Wolfgang last year, and they gave it high marks.

"I was surprised and pleased with how easy it was to do," commented Ms. Snyder. She was especially delighted with each order arriving individually packaged by seller's sheet "making distribution a breeze." Although two pieces were backordered, they arrived within a week, and no one was disappointed. Her one piece of advice for student sellers is to "make sure that they get full names and contact information so that distribution can be hassle free."

Ms. Snyder's favorite Wolfgang products are the nonpareils and the peanut butter eggs. If she ever switched careers from teacher and magazine advisor to candy maker, she would create "Paradise," a combination of chocolate, raisins and

maybe some coconut in layers, saying, "Make it chocolate and you've got my vote!"

Fitting in time to celebrate her son's second college graduation (last year with a degree in Geography and recently for a degree in Criminal Justice) and sharing talents with her daughter, a graphic designer for other magazines, Ms. Snyder has helped her magazine staff reach their goal. The South River Literary Magazine went to full-color press and will be enjoyed by students, staff, parents and the national organizations who jury such publications.

Wolfgang Candy is proud to hear Ms. Snyder say that Wolfgang provides an "excellent product, great profit and fast and easy service." She continued, "What more could you want in a fundraiser? My rep was helpful and responsive to all of my questions and requests and e-mails sent were answered promptly, I couldn't have asked for better service or product."

And it sounds like *The South River Literary Magazine* staff couldn't ask for a better teacher.

www.wolfgangcandy.com

To contribute news and views to the Wolfgang Candy newsletter,
please call Leslie Morley at 717.843.5536 ext. 108
or email lmorley@wolfgangcandy.com



*A family-owned and operated business.
Stop in for the **hottest** summer tour!*

Wolfgang Candy focuses on producing and selling the highest quality chocolate and confections. We are devoted to maintaining and projecting a fun and friendly work environment for our employees and customers, and to preserving the family heritage for future generations.

Wolfgang Candy:

- A manufacturer of premium chocolate products and other confections
- A family-owned and operated business
 - All about quality
 - A good corporate citizen
 - A fun and friendly place to work



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