

# Philadelphia retailers visit Ohio colleagues



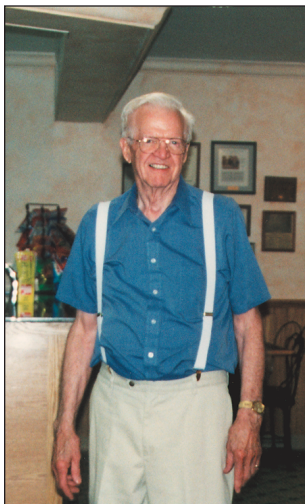
Each spring the Retail Confectioners Association of Philadelphia (RCAP) tours other confectioners outside the Philadelphia area. In prior years they have visited New England, northern New Jersey, and shops around Baltimore, Boston, Buffalo, Chambersburg, Hershey and Pittsburgh. This year's visit was RCAP's 10<sup>th</sup> trip.

In late May, almost 50 Retail Confectioners Association of Philadelphia (RCAP) members and associates began a four-day motor coach tour of Ohio confectioners' shops.

On the first tour, the Dietsch family of **Dietsch Brothers, Inc.**, Findlay, Ohio, served up ice cream and other treats for their RCAP peers.

The Dietsch company began a generation ago, started by three brothers. Now one of those brothers runs it with his three sons. Old ice cream moulds are prominently displayed and the ambiance of the chocolate and ice cream shop is warm and friendly. Chocolates are created with care in their well-organized kitchen.

The largest independent cookie manufacturer in the United States, **Consolidated Biscuits**, was on the tour. Although not a confectionery business, those on the tour saw many similarities in equipment, layout and staff management in this large-scale operation. Because Nabisco, Kraft and Keebler are among the company's top clients, sufficient precautions were taken to preserve proprietary production information. In the small town of Macomb, Ohio, approximately 1,300 people are employed in its largest business; busloads of employees are brought in from other towns each day for their shifts.



Roy Dietsch was pleased to welcome the RCAP group to his shop and share chocolates and ice cream.

**Marie's Candies** in West Liberty, Ohio, welcomed the RCAP group next. The company is in the process of constructing a walkway and storage room between their earlier house-kitchen facility and their recently added railroad depot salesroom. It is one more stage in the history of Marie's, which includes the story of a family's entrepreneurial spirit and the continued commitment of later generations to the business. Even though construction was going on outside, the kitchen, retail store and storage area were all well organized and running efficiently.

**Esther Price Candies** in Dayton, Ohio, was in a seasonal production break (two weeks after Easter to mid-July most years), but staff members were in a cleaning, maintenance and upgrade mode that interested tour partici-



Ann Buckman (Jagielky's Homemade Candies) and Jean Schell (Reppert's Candies) examined the attractive displays at Marie's Candies to gather ideas for their own shops.