



Featured Employee



John Deng
Confectionery Carrier

John was born in Sudan where he lived until he was 14 years old. He left in 1987 with the "Lost Boys of Sudan", an army of 20,000 Sudanese boys, to Ethiopia during the Civil War in Sudan. In 1991, John, along with many others, left and walked the desert from Ethiopia to Kenya. This journey took several months and they had to carry their own food and water. John was considered a leader among these people. When they arrived in Kenya, the Red Cross rescued them.

John and company lived in the Tuscana District of Kenya from 1992-1995 and in 1995 John left the camp to go to Nairobi where he stayed for a month then settled in another refugee camp where they were a minority. He left there in 2001.

Before John's departure, he and about 230 families were interviewed by immigration officials. Once they learned more about the happenings in Sudan and his background, they declared that the refugees could take residence in the US.

On July 4, 2001, John Deng arrived in the United States. John landed in Kansas City thanks to the Don Bosco Center. They were very interested in his history and wanted to help as were many others in 38 cities across the United States. He became a citizen in 2007.

September 20, 2001, John began working at Bitterman Family Confections after an interview with Alan Bitterman. He started in production and worked his way to shipping where he is now the lead shipper. Alan states, "John is someone who has overcome many adversities and accomplished more than most dream of...he has become a pillar in his community and one of our most valued employees."

John was married Thanksgiving Day, 2006 and has a son who is 14 months old. He and his

Bitterman Family Confections Sweet Stop

Dear friends,

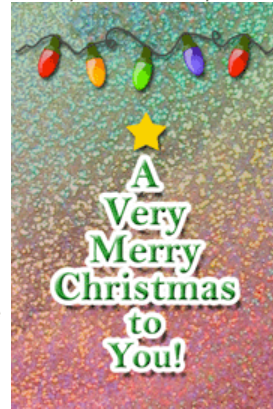
It is Christmas in July! The [Bitterman Christmas catalog](#) is printed and available to view online. There are some sweet treats for you! We are proud to present a new collection of candy gift bags and pillow packs, perfect for gift giving this holiday season.

Harry & David Moose Munch has returned for yet another season alongside their delicious truffles and snack mixes. New items from Harry London and beautiful ribbon candy are sure to boost sales for the season and don't forget the advent calendars, every child's delight.

We recently returned from the Atlanta Gift Mart where we observed scads of new trends. Be on the look out for new packaging and product lines offered by Bitterman. The design of our marketing is to be cutting-edge in our offering to our customers. We are hopeful to showcase elements of these new lines and packaging in the near future as well as at the January Gift Mart in Atlanta.

We have extended our Christmas order dates. Hallmark Exclusive Christmas ordering has been extended to August 15th!

[New items on the web!](#) We now have options to sign up for our newsletter and log into our Facebook page. If you are a Facebook member, please sign up to become a fan!



Sweet Friendships

Loyalty. Trust. Fraternity. Bitterman Family Confections has been in business for nearly 75 years. Throughout this time we have developed invaluable friendships which not only in this time, but always have been a necessity for business success.

Reciprocation is key to a successful B2B friendship. When we choose vendors to work with, we not only seek out great product and service, we seek a relationship. Bitterman understands that the only way we are able to offer great prices and merchandise to our customers is to grow a relationship with not only them but with our vendors. Some of the companies we do business with now, we planted that seed more than fifteen years ago. And then there are some that are newer to us, and we value them the same.

[Reliant Ribbon](#) headquartered in Peterson, New Jersey is one example of an abiding relationship. We spent some time with them in their outstanding showroom during our visit to Atlanta. It is obvious that these people are passionate about their product. They not only know their stuff but they truly educate themselves about each customer's business and offer solutions and opinions for a great end result. Their all around knowledge makes the buying process easy and comfortable. Reliant Ribbon made us feel like we were one of the family and we are thrilled to have them as part of our team. Check them out at www.reliantribbon.com.



Another vendor who is fairly new to the Bitterman family is [City Paper Company](#) from Birmingham, Alabama. Talk about southern hospitality! We met the City Paper Company at the Atlanta Gift Mart in January. Their showroom is creative and energetic. Ideas abound from the walls. City Paper's first project with Bitterman Family Confections was our tote bags. It was by far one of the easiest processes we have been through with the final product being exactly what we expected, and they placed one of our bags on display in their show

room to boot! We look forward to doing more business with City Paper Company in the future. You can find them at www.citypapercompany.com.

Whether the relationship is old or new, the opportunities are endless so long as you take the time to nurture it. Our intention at Bitterman Family Confections is to nurture the relationships with our customers as well as our vendors. Coming up on 75 years, we must be doing something right.

Win \$100 CASH

Enter our monthly drawing for \$100 cash by ordering \$250 of product.

July's winner:
Tonya Molitor
Molitor & Molitor Inc.

