

= Pearson 's Candy Company =

Pearson 's Candy Company is an American chocolate and confectionery manufacturer headquartered in Saint Paul , Minnesota . Founded as a confectionery distribution firm in 1909 , the company began to manufacture its own products in 1912 . Originally a family @-@ owned company , Pearson 's experienced changes in ownership , acquisitions and product alterations in the 1960s and 1970s , before being purchased in 1989 and resold in 2011 .

Pearson 's products are produced on three production lines in the company 's Saint Paul plant . The company sells its Mint Patties , Salted Nut Roll and Bit @-@ O @-@ Honey nationally and its Nut Goodie and Bun Bars products in several Midwestern states . Measured by revenue , Pearson 's is among the top 100 global confectionery companies .

= = History = =

= = = Pearson family = = =

Pearson 's Candy Company was founded as a confectionery distribution firm in 1909 by P. Edward Pearson and his brothers , John and Oscar . Two more brothers , Waldemar and C. Fritz , joined the company several years later . The five brothers determined manufacturing would be more profitable than distribution and , in 1912 , introduced their first confection , the Nut Goodie .

Pearson 's grew and began manufacturing for other companies , including Whitmans and Planters . Pearson 's introduced the Salted Nut Roll in 1933 , at the height of The Great Depression . The success of the Salted Nut Roll prompted other manufacturers to mimic the confection . Pearson 's subsequently changed the roll 's name to the Choo Choo Bar , to distinguish the product . The Choo Choo name , however , was not as successful , and the original name was restored with the Pearson 's logo more prominently displayed .

By the end of World War II , the Pearson brothers had dropped the distribution aspect of the business . The youngest brother , William Pearson , joined the family business in 1944 , as did George Pearson , son of founder P. Edward Pearson . In 1951 , Pearson 's acquired the Trudeau Candy Company , which brought Mint Patties and the Seven Up bar to Pearson 's product line . The company moved to a new manufacturing plant at its current address in 1959 . In 1962 , Pearson 's acquired Milwaukee @-@ based Sperry Candy Company , a company known for its Chicken Dinner Bar . Pearson 's , however , sold Sperry Candy to the Schuler Chocolate Factory of Winona , Minnesota five years later .

= = = Ownership changes = = =

The Pearson family sold the company in 1968 to ITT / Continental Baking , a New York firm . ITT / Continental Baking sold the company to an out @-@ of @-@ state confectionery partnership in 1979 . During this time , sales declined due to problems with availability and product changes , such as a wrapper redesign and recipe change of the Nut Goodie .

In 1985 , the company was purchased by Larry Hassler and Judith Johnston , the current CEO and COO , respectively . The company 's previous owners had split up , causing the bank to offer the company in the leveraged buyout . The Nut Goodie 's original wrapper and recipe were restored and , despite the loss of a label contract with General Mills to produce Nature Valley granola bars , which accounted for 1 @. @ 4 million bars daily and 85 percent of the company 's total tonnage , Pearson 's became profitable again in December 1992 . In early 1998 , Pearson 's acquired the Bun Bar trademark from Clark Bar America . Pearson 's introduced Flurries in 2004 .

In 2011 , Pearson 's was acquired by Brynwood Partners .

= = Products = =

== Current products ==

Salted Nut Rolls and Mint Patties account for approximately 80 percent of the company's sales ; Nut Goodie and Bun Bars account for the remainder . Mint Patties are sold nationally and Salted Nut Rolls are available in approximately 60 percent of the company's outlets . The Bit @-@ O @-@ Honey brand was acquired from Nestle in 2013 . In the Twin Cities , Salted Nut Rolls consistently rank number one or number three in sales . Although the products are not sold internationally , the company is the 99th largest confectionery company in the world by revenue .

Pearson's utilizes 200 tons of peanuts , 400 tons of sugar , 100 tons of chocolate and 350 tons of corn syrup per month . Products are produced in the company's 130 @,@ 000 sq ft (12 @,@ 000 m2) . plant on three production lines . Current products include :

== Discontinued products ==

==== Seven Up Bar ====

The Seven Up Bar was a candy bar comprising seven different chocolate " pillows " , each filled with a different flavor . Flavors changed with the availability and popularity of ingredients , which included , among others , brazil nut , buttercream , butterscotch , caramel , cherry , coconut , fudge , mint , nougat and orange . The high manufacturing costs and trademark issues with a soda manufacturer (The American Bottling Company , today Cadbury Schweppes) , caused the bar to be retired in 1979 .

==== Chicken Dinner Bar ====

The Chicken Dinner Bar had been a product of the Sperry Candy Company , which was acquired by Pearson's in 1962 . The bar , introduced during The Great Depression , was so called in reference to President Herbert Hoover's promise of " a chicken in every pot " . The bar did not contain chicken or other poultry products , but was , rather , a chocolate @-@ covered nut roll . Pearson's discontinued the bar's production after the acquisition . Early TV commercials sang " Chick - Chick - Chick - Chick - Chicken Dinner " similar to , and in the cadence of a rooster crowing .

==== Flurries ====

Flurries were chocolate mint fudge with a white coating that were introduced in 2004 and discontinued sometime later .