

#### Hors D'oevres Menu

For a typical bors d'oevres only party, we recommend 12 bors d'oevres per person. If bors d'oevres are being offered in addition to a meal, we recommend six pieces per person. All of our bors d'oevres are prepared fresh, using only the bighest quality ingredients.

#### **Cold Hors D'Oeuvre Selections**

Smoked turkey on a toast round topped with cranberry

Cherry tomatoes filled with deviled egg

Cucumber coins filled with crab meat or salmon

Fresh asparagus tips wrapped in Prosciutto

Fried chicken strips marinated in ginger and soy

Filet of beef pinwheels - spinach wrapped in beef, with horseradish butter

Crab fingers with Chesapeake dipping sauce

Smoked trout on pita squares with berb sauce

Cucumber rounds topped with cream cheese and chive filling

Cream cheese and watercress tea sandwiches

Curried chicken salad on French baguettes

Rare roast tenderloin of beef on bernaise toast

Caviar torte with stone wheat crackers

Slivered Virginia ham canapes with Jezebel sauce

Thinly sliced tenderloin of beef on French bread rounds with horseradish butter

Skewers of melon with Prosciutto or smoked turkey breast

Miniature crepes with sour cream and caviar

Cream cheese and chutney on date nut squares

Lobster canapes with dill

Shrimp canape with herb mayonnaise

Stuffed snowpeas with salmon mousse or cream cheese and chives

Petite orange muffins with smoked turkey and cranberry

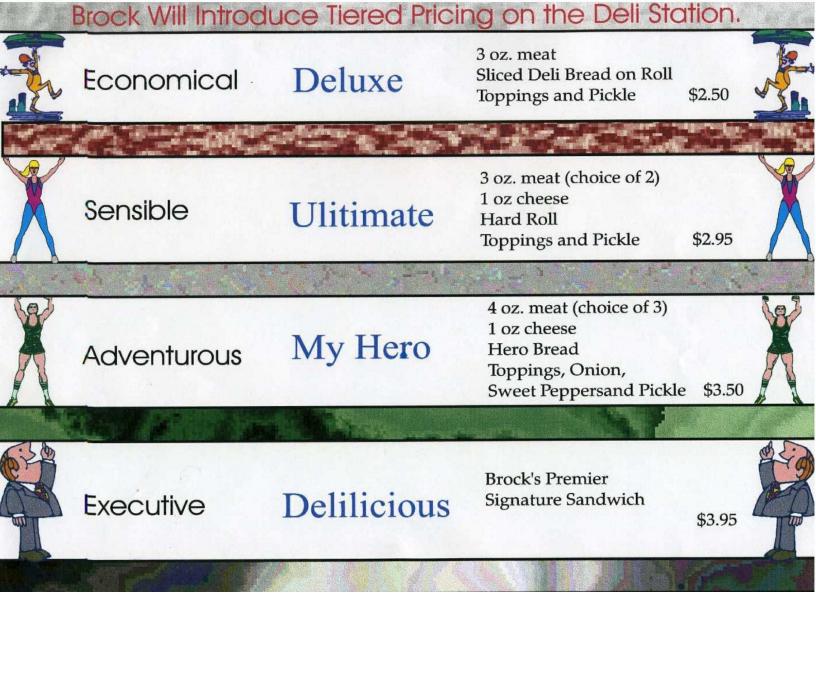
Gulf shrimp on wheat round with mustard sauce

Skewer of pineapple and Teriyaki chicken

Kumquat cup with cream cheese and chutney

Baby shrimp with Belgium endive

Curried chicken and fruit salad on French ficelles



Headquarters, Malvern PA

Wednesday, September 25, 1996

**EXTRA** 

The following article appeared in the magazine, FoodService Director, Sept. 15., 1996

#### Brock grows 6% annually

Brock and Company, Inc. of Malvern, PA, remains a family-owned regional contractor focusing primarily on B&I accounts plus one school district (another is being bid at presstime). With a roster of 42 accounts, gross annual sales stand at \$20,450,000 and net sales are reportedly increasing approximately 6% annually.

This "hands-on company," under the direction of Lynmar Brock has developed a cluster of signature concepts over the past few years. Belgian-born Claudie Brock, Lynmar's wife, believes the creativity of these programs - along with honest labor and good service - will see the company well into the 21st Century.

#### Mini-interview: Claudie Brock, Director of Marketing

"There have been some healthy changes in our management team, including the hiring of John Boyle as VP of Operations. Prior to joining us, he was VP and Regional Manager for Canteen Corporation and Service America, and he's the immediate past president of the

Pennsylvania Automatic Merchandising Council.

We're very excited working with our new signatures. In fact, 'Fresh Baked...For Goodness Sakes' is just now being rolled out. We've developed a 103-page manual including famous chefs' secrets, recipes and tips and we're having demonstrations for our managers on how to implement the program.

During the winter of 1995, immediately before the Fresh Baked program, we introduced 'Sweet Express.' It's a 1950's concept with flavored coffees, herbal teas, fresh-baked muffins, blueberry danish, raspberry shortbread danish, biscotti, etc.

We provide ingredients plus materials - such as banners, pins, barrels, burlap bags - to the field.

"Our freshly-baked pizza program - Pizza-A-Peel - is at many accounts. At AT&T (now Lucent Technologies) there is even a beautiful brick oven.

There's also a Deli-Licious signature with a super gourmet international flair. There we offer fresh focaccia, a crusty baguette spread with brie and Dijon, cornichons (that's French for pickles), etc.

We have a 'food analysis task force' including one DM and several managers, who, along with the director of operations, develop our signatures. We're working on a new one for display cooking, so right now, there are four signatures plus 'Brock's Health Yourself' will be coming out soon but it's actually being used unofficially in all locations."

From The Desk of Mark Orio, Director of Operations

In January, 1996 we introduced the ARP Associate Referral Program. If you refer someone to be hired and they meet the criteria, you'll receive a \$100.00 bonus.

Rich's Tech School Training continues to do well. Various groups are attending classes in Buffalo, NY for two days.

Best of Luck to John Jones, retiring in October after 44 years of service with Brock and Company



## Ben Franklin Invites Dartmouth's Fifty-Fives

To a Mini-Reunion May 15 to 18, 1997

#### In Philadelphia

"God Helps them who help themselves." So help yourself and come to Philadelphia "For my own part I find I love company, chat, a laugh, a glass, even a song as well as ever."

Our lodging will be at the new center city Philadelphia Marriott, at only \$125 a night for "a penny saved is a penny earned."

The program will include the American Philosophical Society "which I founded", the Pennsylvania State House, "you now call it Independence Hall, where I helped adopt the Declaration of Independence and the Constitution" and Carpenters Hall where the First Continental Congress met in 1775. "If any form of government is capable of making a nation happy ours, I think, bids fair now for producing that effect. But after all much depends upon the people who are governed." The Superintendent of Independence National Historical Park will speak to this.

"Be mindful of the past." We'll visit the Henry Francis DuPont Winterthur Museum and Gardens located in the 'chateau' country of the Brandywine Valley, the greatest collection of American decorative arts in the world.

"An apple a day keeps the doctor away" so, we "sup" at the Union League of Philadelphia founded in 1863 in support of the Union, Old Original Bookbinders, founded in 1865 and City Tavern, originally established in 1772 and rebuilt in 1975.

"He that rises late must trot all day" so we'll visit the Pennsylvania countryside Sunday morning for brunch at Hunters Hill Farm, home of the Brocks.

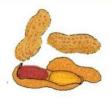
"The most effectual way to get rid of a certain temptation is to comply and satisfy it." There'll be time to rest, visit, shop and relax as you desire.

> Return the enclosed card for "never leave that till tomorrow which you can do today."

Host Committee Gus Aberle John and Sue Ballard Bill Bassett Stan and Lillian Bergman Dick and Ruth Blodgett Tom and Lanie Blumberg Pete and Betty Buhler John and Ginny Callahan Bob and G Edwards Bob and Iris Fanger John and Marina French Bob and Judy Garver Woody and Nancy Goss Ace Hall and Carole Rogers Skip and Lou Hance Roy Hill Joe and Mary Mathewson Dave and Andrea Page Brooks and Gale Parker Tom and Ann Schoonmaker Bernie and Pat Siskind Peter and Joan Thompson

Treasurer Ralph Sautter

Coordinators Lynmarand Claudie Brock 1800 Valley Road Newtown Square, PA 19073-2715 HOME: (610) 459-2256 OFFICE: (610) 647-5656 FAX: (610) 647-0867



### AFRICAN PEANUT CHICKEN SOUP



1 cup diced Spanish onions

I cup diced green peppers

1 Tbsp. peanut or sesame oil

1/4 tsp. cayenne pepper

1/2 tsp. chopped garlic

5 cups chicken stock

1 cup raw brown rice

2 cups diced tomato in juice

1 cup peanut butter

2 cups diced chicken meat (cooked)

Salt & pepper to taste

1/2 tsp. fresh grated ginger root 1/2 cup fresh chives or scallions, chopped

Sauté green peppers and onions in peanut oil until onions are translucent. Stir in cayenne pepper, ginger root and diced tomatoes and simmer for 15-20 minutes. Add chicken stock & raw brown rice. Bring to a boil and then simmer for 30 minutes. Remove soup from the stove and fold in peanut butter while soup is still hot. Garnish soup with a dollop of sour cream (optional) and plenty of fresh chopped chives or scallions.

Mark Orio



## January 1997

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
December 96 S.M.T.W.T.F.S. 1 2 3 4 3 6 7 8 9 10 11 12 13 14 15 16 17 18 19 19 21 12 23 24 25 26 27 28 19 30 31			New Year's Day	2	3	4
5	6	2	8	9	10	11
12	13	14	15	16	17	18
19	20 Martin Luther King, Jr.	21	22	23	24	25
26	27	28	29	30	31	



# Just think what happens after this,

98% of your time raising money and 2% making movies!

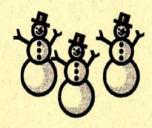




Season's Greetings

from all of us at





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from all of us at





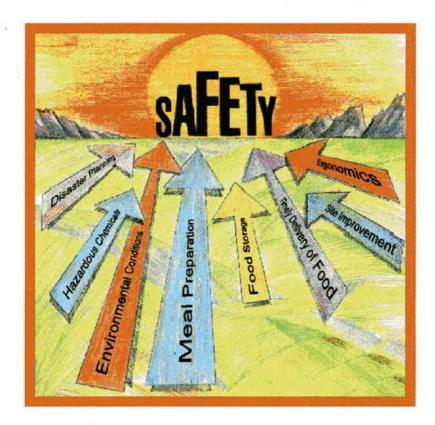
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# Welcome To The "Safe-Zone" At Brock and Company



Food safety is as important to Brock and Company as it is to our customers. That is why Brock and Company was the first regional size company to certify its entire management team in "Serv Safe". "Serv Safe" is a 16 hour course on safe food handling and sanitation designed by the Education Foundation of the National Restaurant Association. This course is the industry's most recognized program on food safety and is accepted by most state and local health departments requiring food safety certification.

Our commitment to food quality doesn't end here. On an ongoing basis, all of our hourly employees have or will view the 5 sets of video tapes covering the same information as conducted in the classroom.

Your daily guarantee of food safety is our "It's Showtime" quality assurance check list which is a 10 point check list executed each day by our manager prior to the meal period.

Without training and awareness, there is no prevention. Brock and Company is committed to the highest standards of food safety in the industry.

