



TUMBADOR® CHOCOLATE

Brooklyn Born Chocolate®

New York, NY (Winter 2015) – Everyone loves chocolate. Or at least, we think they do. And if they have had any doubts, then perhaps they have not had the real thing. Crafted from the finest ingredients in the world, **Tumbador® Chocolate** (34 34th Street, 4th Floor, Sunset Park, Brooklyn, NY 11232; 718.788.0200; www.tumbadorchocolate.com), is that real chocolate goodness. **Utilizing only the finest ingredients** in the world, Tumbador® Chocolate creates premium confections that will turn anyone into a chocolate lover.

Tumbador® Chocolate was established in 2006 by **Michael Altman** and **Executive Pastry Chef Jean-Francois Bonnet**, who, that year, was selected by the Institute of Culinary Education as one of the ten best pastry chefs in America. With simplicity and respect for delicate flavors and textures, Chef Bonnet skillfully produces Tumbador® Chocolate's confections with exotic fruits, spices, fresh herbs and regional flavors.

The name Tumbador® comes from the Spanish word, *tumbar*, to knock down. In plantation slang, the tumbadors are the chocolate's pod pickers. Tumbador® Chocolate's ability to generate **private label product** has attracted its clientele from luxury brand retailers to selective private companies across every industry, including Fortune 500 companies, five star hotels and corporate caterers and event planners.

Tumbador® Chocolate offers an array of bespoke chocolate **treats**, including *Crazy Little Animals* (\$15; 42% milk chocolate) and *Almond Cranberry Rocher* (\$15; 72% dark chocolate). It's **nostalgia collection** hits home with one's childhood, offering gourmet versions of items, such as *Lil' Devils* (\$27), filled with vanilla cream enrobed in dark chocolate, and *S'mores* (\$12). Popular as ever are Tumbador® Chocolate's **bars** (6 bars/\$20), which include luscious flavor selections, such as *PB&J*, *Salted Peanut* and *Holy Molé*, a 72% dark chocolate bar with toasted almond, toffee bits and molé blend. It's holy moly good! **Fruit and nut bars** (8 bars/\$20) are also creations of Chef Bonnet's, including *Apple*, *Pecan* and *Cinnamon*, a chewy treat that blends these fruits, nuts and spices with almonds, peanuts and brown rice syrup.

Chef Bonnet specializes in the highest quality **caramel & toffee**, adding interesting twists to traditional flavors, such as *Keylime Pie Caramel* (\$24) with Kalamansi flavored caramel. Unique to Tumbador® Chocolate are its **cookie spreads**, including *Honey Graham Cracker* (\$10), made with all natural ingredients, perfect for enjoying with fruit, waffles, as a fondue, or simply on a spoon!

An array of **bonbons** come in a variety of shapes and sizes, from *16-Piece Salted Caramel* (\$30) to *45-Piece Bonbon Box* (\$75), as well as bonbons for special occasions. Tumbador® Chocolate's *7 Deadly Sins* (\$34), a 13-piece box with two hearts of each flavor and one large gluttony piece to share, is a **Valentine's Day** must. **Gift baskets** are also available, ranging from *Our Favorite Things* (\$50) to *Never Enough* (\$200). Tumbador® Chocolate's **artisanal confections** are **Certified Kosher**.

The company is **community based**, believing its staff is as special and diverse as its products. Many members of the Tumbador® Chocolate family are given a second chance through community based programs, such as Strive, Goodwill and The Fortune Society. Every Tumbador® Chocolate employee understands that they are integral part of the company's growth. Tumbador® Chocolate's factory is based in Sunset Park, and has over 30 employees.

For more information, visit www.tumbadorchocolate.com.

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TUMBADOR® CHOCOLATE FACT SHEET

Name: Tumbador® Chocolate
Specialty: Chocolate crafted from the finest ingredients in the world
Date Established: 2006
Location: 34 34th Street, 4th Floor, Sunset Park, Brooklyn, NY 11232
Phone: 718.788.0200
Fax: 718.788.3179
Website: www.tumbadorchocolate.com
Facebook: Tumbador Chocolate
Twitter/Instagram: @TumbadorTweets/@TumbadorChocolate
Executive Pastry Chef/Partner: Jean-Francois Bonnet
Partner: Michael Altman
Sales Manager: Jesse Lee
Social Media Coordinator: Grace Garwood

Online Ordering: Yes
Corporate Gifting: Yes
Credit Cards: American Express, Discover, MasterCard, Visa
Delivery Worldwide: Yes – UPS
Facility: 20,000 square foot space
Employees: 30
Community Based Programs: Strive, Goodwill, The Fortune Society
Misc: Certified Kosher, Earth Kosher

Specialties/Price Range:

Treats	\$15/each
Nostalgia	\$12 – \$27
Bars	\$20/8 bars
Caramel & Toffee	\$24/each
Bonbons	\$30 – \$75
Cookie Spreads	\$10/each
Fruit and Nut Bars	\$20/8 bars
Gifts	\$50 – \$200
Seasonal/Holidays	\$18 – \$36

Select Partners/Hotels: Murray's Cheese, Fresh Direct, Park Slope Food Coop,
Royal Caribbean, Mandarin Oriental, Andaz, Trump International
Hotels, The Langham, The Waldorf-Astoria

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JEAN-FRANCOIS BONNET EXECUTIVE PASTRY CHEF/PARTNER



Growing up in Frejus, France, Jean-Francois Bonnet lived above a bakery-pâtisserie. Seduced by the aroma of baking breads wafting into his home, his love of baked goods crystallized. He would later train as a chef under Michelin two-star Chef Philippe Da Silva at the *Hostellerie des Gorges de Pennafort*, and then hold positions at Hotel Le San Pedro in Saint Raphaël, *La Villa Saint Elme* in Sainte Maxime, and Jacques Chibois' *La Bastide Saint-Antoine* in Grasse.

In 1999, Chef Bonnet relocated to the United States to serve as pastry chef at some of Gotham's most well respected culinary powerhouses. The millennium saw him working as pastry chef at *Monkey Bar*, where he would remain for one year. Chef Bonnet then moved to *Cello*, where he stayed for two years.

Bonnet began working at *L'Atelier* in 2002, and then as executive pastry chef for Daniel Boulud's legendary flagship restaurant *Daniel*, where he made 20,000 chocolates a month, and remained for two years. Chef Boulud has said of Chef Bonnet, "he has the technique of an artisan and the creativity of an artist. He combines it with simplicity and respect for delicate flavors and textures."

In 2006, Chef Bonnet opened handcrafted Brooklyn chocolatier Tumbador® Chocolate with his business partner Michael Altman.

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TUMBADOR® CHOCOLATE PRODUCTS

TREATS

Corn Nut Dragee

Crunchy salty corn nuts covered with 72% chocolate

Two 6 oz cubes/\$15

Hazelnut Dragee

Roasted hazelnuts with a hint of salt with 72% chocolate

Two 5 oz cubes/\$15

Almond Dragee

Roasted almonds with a hint of salt with 72% chocolate

Two 5 oz cubes/\$15

Raisin Dragee

Thompson raisins with 72% chocolate

Two 6.5 oz cubes/\$15

Fig Dragee

Black Mission figs with 72% chocolate

Two 6.5 oz cubes/\$15

Crazy Little Animal

Animal crackers covered in 42% milk chocolate

Two 4.5 oz cubes/\$15

Crispy Toffee Peanut Rocher

Crispy toffee and roasted peanuts

Two 4.5 oz cubes/\$15

Brickle

Buttery toffee and roasted nuts with 72% dark chocolate

Two 4.5 oz cubes/\$15

Almond Cranberry Rocher

Roasted almonds and cranberry clusters

Two 4.5 oz cubes/\$15

Ginger

Ginger covered in 72% dark chocolate

Two 5 oz cubes/\$15

Chocolate Pretzel Poppers

Pretzel nuggets covered in 42% milk chocolate

Two 4.5 oz cubes/\$15



NOSTALGIA

Lil' devils

Devil's food cake filled with vanilla cream, enrobed in dark chocolate
9 cakes/\$27

Lil' Red Velvets

Super moist red velvet cakes filled with a delicate cream center
9 cakes/\$27

Mallows

Hand made mallows covered with wonderfully rich chocolate
12 mallows/\$15

S'mores

Our s'mores aren't cooked over a campfire
8 s'mores/\$12

BARS

Sweet and Salty

Milk chocolate with pretzel nuggets and buttery toffee pieces
6 bars/\$20

Holy Molé

Dark chocolate with toasted almond, toffee bits and molé blend
6 bars/\$20

PB&J

Crispy peanut praline and raspberry pate de fruit
6 bars/\$20

Mint Crunch

Dark chocolate with toasted cocoa nibs and peppermint
6 bars/\$20

Salted Peanut

Crispy peanut praline covered in creamy milk chocolate
6 bars/\$20

Dulce de Chile

Milk chocolate with cascabel bolita chile and toffee rice crisps
6 bars/\$20

Bar Collection

Dulce de Chile, Holy Molé, Mint Crunch, PB&J, Salted Peanut and Sweet & Salty
\$24

CARAMEL & TOFFEE

Keylime Pie Caramel

Milk chocolate with citrus Kalamansi infused caramel with a graham cracker crust
12 caramels/\$24



Pecan Pie Caramel

Dark chocolate with buttermilk-vanilla caramel and pecans
12 caramels/\$24

Toffee Crisps

Caramelized crispy rice with 72% dark chocolate
12 crisps/\$24

BONBONS

16 Piece Caramel Bonbons

Dark and smoky soft caramels
\$30

18 Piece Bonbons Collection

\$34

45 Piece Bonbons Collection

\$75

COOKIE SPREADS

Made from all natural ingredients

Chocolate Cookies & Cream

\$10

Honey Graham Cracker

\$10

Vanilla Snicker Doodle

\$10

Cookie Spread Collection

Chocolate Cookies & Cream, Honey Graham Cracker, and Vanilla Snicker Doodle
\$30

FRUIT AND NUT

Cashew, Coconut and Pineapple

Roasted cashew, coconut chips, pineapple and ginger
8 bars/\$20

Fig, Hazelnut and Cacao Nib

A blend of roasted nuts (almonds, peanut), caramelized hazelnut, chewy figs and cacao nibs
8 bars/\$20

Nuts, Fruits and Seeds

Almonds, peanuts, cashews, pecans, pumpkin seeds, raisins and cranberries
8 bars/\$20

Apple, Pecan and Cinnamon

A blend of apples, pecans and cinnamon with almonds
8 bars/\$20



Fruit and Nut Bar Selection

Two of each of our chewy, satisfying fruit and nut bars
8 bars (2 of each)/\$20

GIFT BASKETS

24/10 Quick Gift
\$60

Never Enough
\$200

Our Favorite Things
\$50

Taste of Tambour
\$100

VALENTINE COLLECTION

7 Deadly Sins

A thirteen-piece box that contains two hearts of each flavor, plus one Gluttony piece to share. Flavors: pomegranate, cajeta, 75% blend, almond praline, passion fruit, black currant champagne, and 55% Hawaiian with sea salt
\$34

Spicy Milk and Dark Chocolate Bar

42% milk chocolate infused with popping candy, marshmallow and guajillo chile; and 72% dark chocolate mixed with nib almond crunchy, fleur de set and espelette pepper
3 of each/\$20

P'tit Coeur

Rich devil's food cake filled with white chocolate raspberry jam
9 pack/\$27

Heart Pops

42% milk or 72% dark chocolate pop with chocolate rice crunchies
\$3

Je t'aime Collection

Six piece heart bonbon box, two P'tit Coeur and two heart pops
\$34

Valentine Collection

A six-piece box with pomegranate, cajeta, 75% blend, almond praline, passion fruit, and black currant champagne
\$18

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FOOD & WINE

INSPIRATION SERVED DAILY

F&W's Masters Series: Chocolate Lessons from Jean-François Bonnet

"Chocolate is a combination of pleasures between the texture and the flavor," says Tumbador Chocolate's Jean-François Bonnet, whose Brooklyn factory creates bespoke chocolates and bars for chefs like Fatty Crab's Zak Pelaccio. In this ultimate guide to chocolate, Bonnet explains how it's made, what separates a good bar from a great one and why milk chocolate could be so much better.



Tumbador Chocolate's Jean-François Bonnet.

Photo © Leslie Jean-Bart.

Jean-François Bonnet of New York's Tumbador Chocolate trained as a chef in France before landing in the States as a pastry chef, but all his life, chocolate was his favorite: "In many desserts chocolate is the cement," he says. "You can play with its textures. It works with so many foods, it lets you bring so many flavors onto one plate." As an executive pastry chef for Daniel Boulud's flagship Daniel, Bonnet made 20,000 chocolates a month. "Once a month, from 7 a.m. 'til 2 a.m. the next day, we would run this tiny enrobing machine. We had to cover the walls with plastic, because the room was so tiny, chocolate could splash all over the place and add another two and a half hours of cleaning." He then teamed up with business partner Michael Altman, who had the idea to create private-label confections. Now they operate a 20,000-square-foot Brooklyn facility capable of producing 20,000 candies in a few hours. The house brand, Tumbador, garners fans not only for exquisite candies but also for haute takes on American classics like his Lil' Devils, a rich chocolate version of Ring Dings. Here, Bonnet explains the difference between Old and New World bonbons and why chocolate lovers should save the red wine for dinner.

Where does the name Tumbador come from?

It comes from the Spanish word *tumbar*, to cut down. In plantation slang, the *tumbadors* are the pod pickers, the first line of defense. If the pods aren't ready, you're not going to have good chocolate. As we built the company it came to reflect that philosophy, that everyone is deeply involved in quality, no matter their station. We started working with a community-based program called Strive, where we hired people who had been incarcerated and gave them a second chance. And now they are very successful. One of them is actually our best sales representative.

How is chocolate made?

I don't actually make chocolate at Tumbador, I make chocolate confections. But from what I understand, chocolate is made from cacao beans: First the beans are harvested and removed from the cacao pods. Then they are fermented, dried, washed, roasted and shelled to extract the cacao nibs. The nibs are ground into a paste. At that point you can go one of two ways: either you can conch it and get chocolate, or you can expel all the cocoa butter and make cocoa powder.



The conch is a machine that grinds everything really fast. During conching, the flavor in the chocolate is created by the friction and the heat, the molecular exchanges between the cocoa powder, butter and vanilla.

Most chocolate bars give a percentage, like 72 percent. What do the percentages mean?

They refer to the total amount of cocoa products in that bar, both the cocoa powder and butter. So let's take the example of the 72 percent chocolate we use for our blend. It has 27 percent sugar; 1 percent soy lecithin and vanilla; and 72 percent cocoa product, including 42 percent cocoa butter and about 30 percent cocoa powder. Other 72 percent chocolates might contain only about 10 percent cocoa butter, 62 percent cocoa powder.

Even with milk chocolate, we always add about 10 percent dark chocolate. One day we sent samples to a client that was geared towards kids, and they didn't buy it because the children thought the milk chocolate wasn't sweet enough. That was a little victory. That's what I do with my daughter—of course she's a kid, so she likes milk chocolate a lot. But when I bring her milk chocolate, it's always mixed with dark—and she eats it! It's always a bit of a victory when you get someone to eat more dark.

What do you have against milk chocolate?

It's not against milk chocolate, it's against sugar. A lot of times, often for cost reasons, milk chocolate tastes more like sugar than butter or chocolate. If I'm not mistaken, the average is more like 4 to 6 percent cocoa content. I like a milk chocolate that's going to be creamy from its high milk content, but I also like a slight bitterness. I don't want to be left with sugar in my mouth, I want to be left with chocolate. So it's not that I don't like milk chocolate. It's just that I like *good* milk chocolate.

How do you make a great chocolate bar?

First we select the chocolate. We work almost exclusively with E. Guittard in California. A lot of chocolates are very dark, almost black, and visually not as appealing. Guittard chocolate is browner, almost reddish. We blend two of the chocolates, one for the color, the level of acidity, and the high cocoa butter content for that beautiful texture in the mouth, then another for darkness and nuttiness.

We melt the chocolate then pour it into machines that are called temperers, which maintain the right fluctuations in temperature while constantly mixing the liquid chocolate so it will have the right texture once it sets: the right snap, shine, the whole thing that goes with good chocolate.

Then ingredients are added, each one carefully selected. Take our Holy Mole bar for example. It has all the ingredients of the Mexican mole sauce—chocolate, almonds, sesame, sea salt, and a blend of five chiles. We select specific types of chiles, we buy them whole and grind them ourselves. The almonds are roasted and coated with a little sugar, and the sesame is slowly roasted as well. My staff is very careful as they add them, because just a little mistake in the weighing or the mixing, and the bar is completely off.

What distinguishes a great chocolate bar from a mediocre one?

Texture. Chocolate is a combination of pleasures between the texture and the flavor. But if it doesn't feel good in the mouth, you're not enjoying it. It has to be very smooth. That smoothness partly comes with the conching—the particle mass has to be ground fine enough so that the chocolate feels fluid in your mouth. The amount of cocoa butter is also key, as is the total absence of foreign oils. Some people put different oils, and you can taste them. Tempering is also very important: If it's not tempered correctly, it can taste chalky. Chocolate is said to be the perfect food for the human mouth. The melting point of cocoa butter is 34.5 degrees Celsius, and your mouth is at 37.2 degrees Celsius. So it's the perfect temperature, because your mouth is just hot enough to melt the chocolate at a good pace. Chocolate isn't something you keep in your mouth and let melt. You do both: You melt and chew.

Appearance. A badly tempered or badly stored bar can also have a fat bloom or sugar bloom. Humidity can draw out sugar, and heat can draw out fat.



Balance. Flavor is subjective, but balance is important. We don't want it to be overly smoky, or overly sweet, or overly bitter, or too nutty or acidic; we want it to be right in between.

How do you make bonbons?

Bonbons are a ganache, an emulsion of chocolate, cream and butter, enrobed in chocolate. For our bonbons we use all fresh ingredients, no preservatives. We use fresh cream, butter, fruits, sometimes nut butters, honey, or infusions of spices and coffee. The coffee can be cold-infused or hot-infused; we use matcha green tea, we use a bunch of different things. Then the base may just be dark chocolate or a mix of dark and milk, or a mix of milk and white, or just white. For a lot of our fruit-flavored ones we use only white.

We make the ganache in what we consider small batches, though it's a big batch for a home cook—about 30 to 40 kilos, or 65 to 90 pounds. We boil the cream and the sugar on the stove, then pour it on the unmelted chocolate in a huge bowl. We let it sit for a few minutes, then blend it for about 5 minutes to create the emulsion. Then let it cool down to about 28 to 32 degrees Celsius.

To mold the ganache, we cast it in custom-made frames about ½ inch thick, 2 feet long, and 1 foot wide. Depending on whether the ganache base is dark chocolate, milk or white, it has to rest anywhere between 12 and 36 hours. Then we cover the dried side with a thin layer of chocolate and flip it. Using a wire cutter called a guitar, which is basically a very large egg cutter—a humongous dinosaur egg cutter if you will—we cut the slabs into pieces that are about the size of a one-inch square. We separate and dry them for another 12 hours before enrobing. You want your filling to be—I hate to say “dry” because it brings the wrong idea, but it has to create a little crust on the outside; you don't want any moisture or else the outer chocolate layer won't stick. Chocolate will only stick to something dry. Worse, if it's moist, then mold can form.

Then we **enrobe** the bonbons, or cover them in a thin outer layer of chocolate, by running them through an enrobing machine: We send them on a conveyor belt under a sheet of melted chocolate. The chocolate in the outside coating doesn't matter much, because it's only a small percentage of the bon bon itself. It's really more in the filling, the ganache, the mix of cream or fruit juice or nut butter—that's where the chocolate comes into play.

What are the main types of bonbons?

Old World. For the French, Belgian and Swiss style of bonbons, a lot of times the balance of flavors is so precise that you can barely taste the flavoring. Bonbons from the French maker La Maison du Chocolat, for instance, have a barely there flavor. There's maybe a touch of mint, maybe raspberry, but it's always very subtle.

New World. The American style is in-your-face with different flavors. It's a trend that's changing for the better, but Americans also like their chocolate sweeter. Then there's the *new* New World, whereby new chocolatiers are trying to achieve the balance that you get in a well-made dish in a restaurant: everything in its proper proportion. You get all these flavors—bright, sweet—but in the end you're still left with a good flavor of chocolate. That's what we do.

What distinguishes great bonbons from bad?

Texture. The ganache has to be smooth and creamy. If the ganache isn't made well, it will be grainy.

Freshness. If it's too old, the inside will shrink and won't adhere to its shell. When you bite into it, the chocolate coating can come off and separate. We make our bonbons fresh every week, so they should always adhere.

Flavor. There should be a true balance of flavors. You don't want it to taste too sweet or too chocolatey. If it's a raspberry bonbon, it can't taste only of raspberry and sugar. In whatever you do, chocolate has to be the star.

Why did you decide to make nostalgic desserts like the Lil' Devils?

Those were my partner's idea—he loved Ring Dings in his childhood. At first when we started researching



and developing the dessert, we'd buy the real versions, but I couldn't eat them. The Ring Dings' filling has this greyish-brown color that's really unappealing. And the inside literally is not whipped—it looks like a sweetened chunk of Crisco. It was awful. But I did not want to be one of those French chefs who believe that what the French do is best and the rest doesn't matter. I came to the States and embraced all these new ingredients. In France people don't eat peanuts except for bar snacks, but I love peanut butter. Instead of shooting something down, I try to make it better. For instance, someone recently asked us to create a peppermint bar—a chocolate bar with crushed peppermint candy inside. But peppermint candy tends to stick to your teeth, it's really sweet, and it's often made with bad peppermint oil. So I've decided to mix the chocolate with roasted cocoa nibs for the crunch, and add natural peppermint oil for the flavor. That's the route we take in everything we do: I don't like to say that we make it better, we just make it our way.

Top 5 Chocolate Pairings

- 1 **Chiles:** You can find wonderful flavors in Mexican chiles, Asian peppers. They're a terrific thing to play with.
- 2 **Spices:** Especially when the spices are infused, they can go so well.
- 3 **Candied or fresh grapefruit:** I'm usually not a fruit-and-chocolate kid of guy, but I love how the bitterness of the two play off each other.
- 4 **Spirits:** A brandy with bonbons is fantastic. So is a great Scotch, rum, even mezcal. We recently did a pairing of mezcals with bonbons, and the smokiness worked so well with the fruits, particularly the tropical fruits like passion fruit. I find that the spirits, because of the alcohol, they make the flavor go up your nose almost. The flavors of the chocolate are popping in your mouth. I think spirits are much better with chocolate than wine.
- 5 **Beer:** We made a version of the Ring Ding with Brooklyn Brewery's Black Chocolate Stout for the Brewfest two years ago in New York. Beer is a lot of fun with chocolate. The darker the beer, the better. But we did a pairing once with a light beer, an Ithaca Apricot Wheat beer, which was also very good.

Does anything *not* go with chocolate?

Red wine: I don't believe chocolate and wine go together, because of temperature problems and tannins. Red wine and chocolate both have tannins, so tannins are clashing in your mouth. Then, chocolate should be eaten above 70 degrees Fahrenheit, while wine should be drunk below 70 degrees Fahrenheit, so when you have chilled wine in your mouth, you won't be able to melt the chocolate. The opposite way doesn't work, either: If you put a chocolate in your mouth and it starts to melt, and then you add cold wine, the fats in the chocolate get hard again, and the flavors lock up.

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