

# Food & Beverage Iowa Business

Quarterly



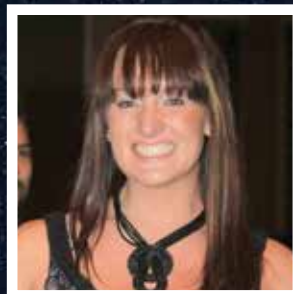
BUYERS  
GUIDE INSIDE!

# Patron Power!

**A Single Customer  
Can Protect and  
Promote Your  
Establishment**

## INSIDE:

**State Mixology and Culinary  
Competition Award Winners**



**From The Editor** Deja Vu Election Results Equal Changes for the Hospitality Industry





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is difficult enough.

**Don't let "Cost Creep"  
make it even tougher.**

By now you may have received a notice from your card processor alerting you of a fee increase based on October's interchange rate adjustment. What you may not know is many card processors take advantage of these adjustments by tacking on additional fees for themselves and making you think they come from the card brands. Heartland calls this "Cost Creep" — and we want no part of it. We have a suspicion you don't either.

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# Food & Beverage Iowa Business Quarterly

- 5 Editor's Column  
Political Deja Vu Still Means Change for Iowa's Hospitality Operators
- 6 Cover Story  
A Single Customer is Enough to Protect and Promote Your Establishment
- 8 Iowa's Top Mixologist
- 9 People's Choice Wines
- 10 Culinary Competition Winner
- 12 Legislative Day  
Go Face-to-Face with State Legislators
- 13 Apply Today  
Award Opportunities Recognize Philanthropy, Best Practices, Diversity
- 14 Association News  
2013 Iowa Restaurant Association Board of Directors
- 15 Education & Training  
Growing Number of Iowa High Schools Recognize Career Potential of Iowa's Hospitality Industry through ProStart program
- 17 Calendar, Events, Classes & More...



Find the 2013



Buyers Guide at the back of the magazine!



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## IRA Membership

To learn more about membership in the Iowa Restaurant Association, please contact Stacy Kluesner at 515-276-1454 or skluesner@restaurantiowa.com.

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News releases and editorial queries are accepted at info@restaurantiowa.com or via fax at 515-276-3660.

*Food & Beverage Iowa Business Quarterly* is the official publication of the Iowa Restaurant Association. It is produced four times a year and is distributed to licensed restaurant and retail beverage establishments in Iowa. Editorial features cover business, legislative, and other trends impacting Iowa proprietors.

The Iowa Restaurant Association is the state affiliate of the National Restaurant Association.

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## Political Deja Vu Still Means Change for Iowa's Hospitality Operators

By: Jessica Dunker, President, CEO  
Iowa Restaurant Association

Despite record amounts of money invested in political advertising, robo-calls, and various other “educate voters” and “get people to the polls” initiatives, neither the state nor national political landscapes looked particularly different when we all rolled out of bed with serious “political hangovers” on November 7th.

### We've Seen this Legislature

Iowa still has both a Republican governor and House and a Democratic Senate with a one vote majority. One bright note for Iowa's hospitality community was the elevation of Sioux City restaurateur Rick Bertrand into the role of Senate Minority Whip. Given its striking demographic similarity to last session, can we expect legislation addressing the long ago promised (by both sides) commercial property tax relief? I want to believe!

### We've Seen this Congress

Nationally, the White House and Senate are still led by Democrats and the House by Republicans. Iowa remains a house divided—with one senator from each political party and two Republican and two Democratic House members—we're nothing if not a purple state poster child.

### Why No Change Means Change

What does this utter lack of political change everywhere mean for Iowa's hospitality establishments? Likely more than we'd like it to.

- Healthcare Reform Stands. The slog through the administrative rules process has just started. Watch for mailings, e-alerts and the IRA website for up-to-date information—employers of all sizes will begin to feel the impact in 2013.
- 15-year Restaurant Depreciation Provision remains expired. For now, restaurateurs must depreciate construction/renovation costs over 39 years.
- Commercial Property Tax Relief, if it happens, will be a compromise. In short, even if it happens, no one will be particularly happy.

### Give Yourself Cover

If there has ever been a time to consider taking some collective cover for your business by joining forces with other restaurants and bars, it's now. Today the Association benefits everyone—members and nonmembers—by serving as a visible presence and voice with legislators and regulators. But we'd love to elevate the level of protection and promotion we're providing your restaurant or bar.



# 1 Customer Can Protect and Promote Your Business

Each month, the average restaurant patron spends \$40 to \$100+ in your restaurant. Weigh that per guest income against the promotional value and protection you receive for \$35 per month when you join the Dine Iowa Restaurant Network and the Iowa Restaurant Association.

Average Restaurant Monthly Spend  
Limited Service .....\$40  
Casual Dining.....\$70  
Fine Dining.....\$100

—Source: Dectiva's Restaurant Industry Tracking Survey

Dine Iowa Restaurant Network Membership

**ONLY \$35**  
per month

## Dine Iowa Restaurant Network Delivers Customers

Dine Iowa is a restaurant promotion network which includes a free smart phone restaurant search application, online restaurant finder, and Facebook restaurant finder. It is also the Iowa Tourism Department's primary source for promoting Iowa restaurants. Members control the content of their Dine Iowa listings and can upload logos, menus, links and other information to their listings.



## Unlimited Listings on Hospitality Job Board

The Iowa Restaurant Association online Job Board exclusively promotes available positions in Iowa's hospitality industry. All members—restaurants, taverns, as well as industry suppliers and service providers in our industry—can post unlimited job openings free of charge.



## Find It! Offers Single Source Search Tool for Top Suppliers and Service Providers

The Iowa Restaurant Association maintains an online and printed single source guide to the industry's top purveyors, service providers, and suppliers. Using the Find It! feature at IowaRestaurantResources.com, operators can search by product or service category, discount, location or company name. The site is also mobile-optimized for smart phone and tablet use. (see print version, page 25).



## \$50 Savings on Food Safety Training



Any member establishment may send an unlimited number of staff members to the Iowa Restaurant Association's ServSafe Food Safety class for just \$100 per student—a \$50 savings. Many members have paid for their membership in ServSafe savings alone! The Iowa Restaurant Association can also tailor a program to your establishment and provide an onsite short course to your entire team.

## Legislative and Government Agency Representation

The Iowa Restaurant Association serves as the hospitality industry's voice at the Iowa legislature, actively working to advocate for (and against) legislation that impacts the restaurant and tavern industry. In addition to a dedicated lobbying team, the Iowa Restaurant Association calls members into action when critical votes are on the table. The IRA staff also represents the hospitality industry at all open meetings of the Iowa Alcoholic Beverages Division and serves on several of the Division's working committees, and also works closely with the Department of Inspection and Appeals.

## National Restaurant Association Membership and Free Show Pass



Members of the Iowa Restaurant Association receive automatic membership in the National Restaurant Association. This provides individual restaurants direct access to restaurant advocates who are talking with national lawmakers every day. The NRA lobbying team is fighting for our industry in Washington D.C. on everything from healthcare reform to stopping beverage and packaging bans. IRA members also receive complimentary entry (a \$99 value) to the NRA Show which is held each May in Chicago.

## Exclusive Discount Programs

The Iowa Restaurant Association has negotiated member rates on a range of products and services.

- Website Development and Social Media Marketing
- Energy Audits
- Credit Card Processing
- Liability and Workmen's Comp Insurance
- Music Licensing
- Natural Gas
- More!

**If you are not taking advantage of these industry programs—  
Join online or contact the IRA today.**

[www.restaurantiowa.com](http://www.restaurantiowa.com)

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with the juicy essence of fresh peaches.  
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the ultimate in smoothness and taste.*

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*Five Times Distilled*

35% ALC/VOL  
(70 PROOF)



*Pearl*  
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INFUSED WITH NATURAL RASPBERRY FLAVORS

*Hand-selected soft winter wheat  
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distilled five times and artfully blended  
with the tantalizing taste of red, ripe raspberry.  
Expertly crafted in micro-batches to ensure  
the ultimate in smoothness and taste.*

MADE WITH IMPORTED  
VODKA

*Five Times Distilled*

35% ALC/VOL  
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# IOWA'S TOP Mixologist!

Ashley Billiet of Pints in Davenport was selected the state's top mixologist at this year's Dine Iowa Mixology Finals. Billiet, along with nine other competitors, placed first or second in one of five regional competitions to earn a spot in the finals which were held as part of the Iowa Restaurant Association's Dine Iowa Grand Tasting Gala at Prairie Meadows. The competition was co-sponsored by Luxco Spirited Brands and Pearl Vodka as well as Beam, Inc. and their Knob Creek Rye and Jim Beam Black Brands.

Competing bartenders created three drinks for judging: the first using any flavor of Pearl Vodka; the second featuring Jim Beam Black; and the third using Knob Creek Rye. Bonus points were awarded for personality. Cash prizes were awarded for the top two finishers. Joshua O'Connell of Wrigleyville in Cedar Rapids placed second.

In addition to the formal competition, the ten mixologists created sample size portions of their competition drinks for more than 300 adult beverage aficionados to sample and vote in a People's Choice Competition. The People's Choice winner was Rex Schulze of Splash in Des Moines.

## **Innovation Meets Classic**

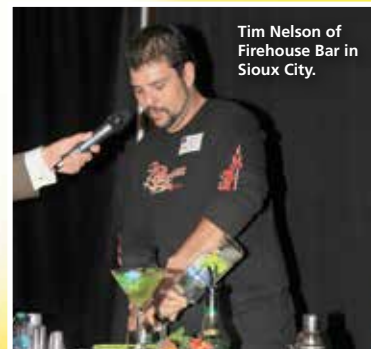
"Mixology is really evolving into its own form of culinary artistry," said Jessica Dunker, president and CEO of the Iowa Restaurant Association. "Even this year's classic cocktails were presented with fresh new approaches and unexpected ingredients."



Joshua O'Connell of Wrigleyville in Cedar Rapids.



Carl Bush of Winifred's in Cedar Rapids.



Tim Nelson of Firehouse Bar in Sioux City.



Shannon Emmerson of Alba in Des Moines



John Roach of Olde Town Tap in Altoona.



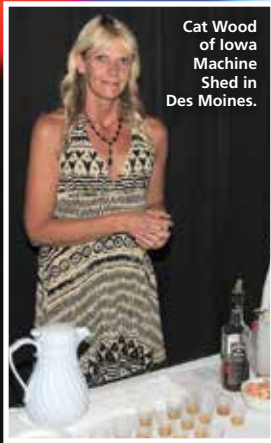
Ashley Billiet, winner, Dine Iowa's Mixology contest of Pints in Davenport.



Sean McQueen of Mississippi River Distillery.



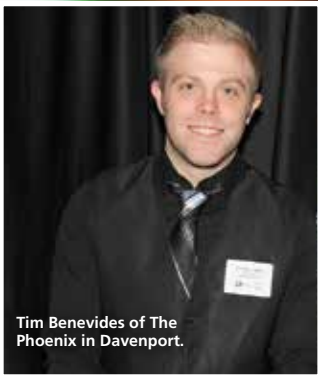
Cat Wood of Iowa Machine Shed in Des Moines.



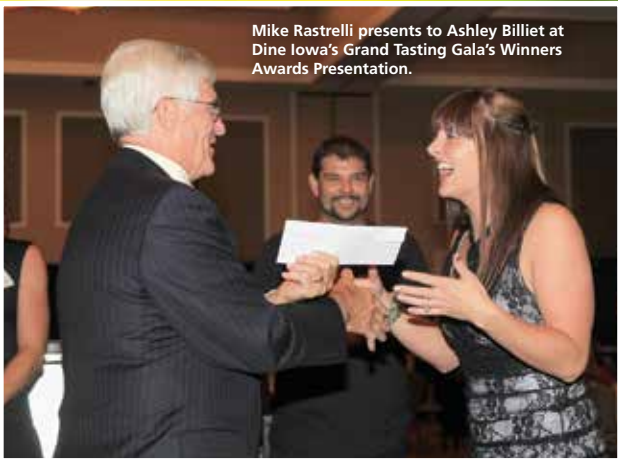
Rex Schulze & Staci Sheehy of Splash in Des Moines.



Tim Benevides of The Phoenix in Davenport.



Mike Rastrelli presents to Ashley Billiet at Dine Iowa's Grand Tasting Gala's Winners Awards Presentation.



## Two of Ashley Billiet's Best Recipes!

### Black Ginger

1 oz. Jim Beam Black, ginger simple syrup, white grape juice, topped off with sparkling white grape water. Served on the rocks with black and green grapes soaked in the ginger simple syrup, complimented by a muddled crystallized ginger candy.

### The Best Man

1 oz. Wedding Cake Pearl Vodka, peanut butter chocolate powder, chocolate almond milk and fresh cream. Served up with a biscotti spread and belgian rolled cookie.

## Dine Iowa Gala Tasters Select People's Choice Red and White

Iowa food and wine lovers recently selected their favorite red and white wines as part of the annual Dine Iowa Grand Tasting Gala's "People's Choice" tastings. More than 300 people cast their votes in a wine tasting at the Prairie Meadows Event Center, which was held in conjunction with the Iowa Restaurant Association's annual awards event and culinary competition. This year's winners were both from the Constellation Wines portfolio and distributed by Johnson Brothers of Iowa. Mark West Pinot Noir, a California red often dubbed a "Pinot for the People" was selected as the Dine Iowa Gala's "People's Choice Red" while Ruffino Moscato d'Asti, an Italian sparkling white, was voted the "People's Choice White."



Restaurants and bars interested in using the Dine Iowa People's Choice emblem on their menus or for promotions for these wines should contact Cindy Jordan at [cjordan@restaurantiowa.com](mailto:cjordan@restaurantiowa.com).



The mixology competition was co-sponsored by Luxco Spirited Brands and Pearl Vodka as well as Beam, Inc. and their Knob Creek Rye and Jim Beam Black Brands.



# CHEF SWEEPS Culinary Competition!

Chef Andrew Weis, Executive Chef for the Hotel Julien in Dubuque, won both the professional panel and people's choice culinary awards at the Iowa Restaurant Association's Annual Dine Iowa Grand Tasting Gala culinary competition. The competition was sponsored by the Iowa Beef Industry Council and the Soyfoods Council. All chefs featured a beef strip loin entrée and a tofu side dish or sauce. The chefs worked with Certified Angus Beef® courtesy of Sysco of Iowa.

Chef Roger Johnson of the Iowa Machine Shed placed second in the competition and Chef Robert Sanda owner/operator of Tally's Restaurant Bar & Catering in Des Moines placed third. All three chefs received cash prizes.

## Winning Dish is a Trio

Weis's winning dish was a trio which included marinated, rubbed, and seared strip loin, served with a zesty London sauce and topped with crispy onion and soy strips. He also marinated fresh, peppers, peppadews, onions, and strip loin grilled and glazed with a honey teriyaki glaze. Rounding out the trio was a fresh herb crusted Strip Tenderloin, served on a medley of vegetables. Weis's dish was paired and served with Simi Cabernet Sauvignon courtesy of the competition's exclusive wine sponsor Constellation Wines.

## Sophisticated Culinary Appetite

"The fact that Chef Weis's dish netted top honors from the professional judging panel, as well as People's Choice honors, underscores the fact Iowa restaurant patrons are developing an appetite for increasingly sophisticated culinary offerings," said Jessica Dunker, president and CEO of the Iowa Restaurant Association. "This reality is a net win for restaurant patrons and chefs alike."



Top of this page: Roger Johnson, Machine Shed Restaurant, Des Moines, Andrew Weis, Hotel Julien, Dubuque, Robert Sanda Tally's Restaurant, Des Moines, were the winners of the competition.

Second Row: Robert Sanda, Tally's, Augustin Quintana, Prairie Meadows, Altoona

Third Row: The competition chefs all presented a strip loin entrée and tofu side for their dishes.



Below: Chef Randy Husted and the Camp David team, Iowa Falls The Hotel Julien team, Tom McKern and his assistant, Zombie Burger, Des Moines, Chisme's servers assisted Chef Jesus Ojeda.



## Saw You at Dine Iowa's Grand Tasting Gala

More than 300 people enjoyed sampling and voting in the Iowa Restaurant Association's annual Dine Iowa Gala Culinary and Mixology Competition. We caught a few having some fun!

From the top: 2012 Iowa Restaurateur of the Year Bruce Gerleman, of Jethro's and Splash was interviewed by On the Spot's Ryan Kolder. Linda Funk and Jantina Wennerstrom of the Soyfoods Council, took a moment to pose with Immediate Past Chair of the IRA Board Mike Rastrelli of Rastrelli's in Clinton and NRA Board Chair Phil Hickey who flew in for the event. Stacy Kluesner and Jessica Dunker of the Iowa Restaurant Association with New IRA Board Chair Linda Dedecker of Hickory Park in Ames. IRA Dine Iowa Dine Out iPad Winner Nick Lucs brought his lovely grandmother to the event. Scott Carlson, Court Avenue Brewing Company poses with Dan Warren and Mike Utley of Americana, Alex Banasik of Down Under Bar and Grill, Urbandale and a friend enjoyed the night. John Huntington, Huntington's Restaurant in Marion and his fiancée Vicki Cirkl were the winners of the life size batman cooler in the silent auction. Jodi Lang winner of the Pearl necklace drawing celebrates. The mixologists take a bow!







# GO FACE TO FACE With Legislators

**Join other Restaurant and Bar Operators for an Afternoon at the Capitol January 29th**

The Iowa Restaurant Association is once again inviting members to join the Association's leadership under the gold dome of the Iowa State Capitol to share the concerns of our industry with Iowa legislators.

Prior to the visits to the Capitol, the Association will host its annual legislative lunch at the Des Moines Embassy Club. At that time participants will receive background information on the Association's key legislative agenda items to assist with visits with legislators.

Keynote speaker for the luncheon will be Lyle Muller, Executive Director of the Iowa Center for Public Affairs Journalism, an independent, nonprofit and nonpartisan news service for the state.

Following lunch, attendees will make visits at the Capitol with their local leaders as well as legislative leadership.

## ***Iowa Restaurant Association Legislative Day***

**Tuesday, January 29, 2013**

**11:00 a.m.**

**Luncheon Des Moines Embassy Club  
\$25**

**1:00 – 4:00 p.m.**

**Legislative Visits at the Iowa State Capitol**

**RSVP: 15-276-1454 or online at  
[www.restaurantiowa.com](http://www.restaurantiowa.com)**



**KEYNOTE SPEAKER**

*Lyle Muller,  
Executive Director  
of the Iowa Center for  
Public Affairs Journalism*

## **Hot Topics:**

Top of mind issues for the Iowa Restaurant Association Lobbying Team in the coming Iowa Legislative Session:

- Changes in liquor liability insurance rules
- Commercial property tax relief
- Keeping hospitality taxes "off-the-table"
- Credit card swipe fees, healthcare costs, and sustainability initiatives



## Apply Today

### Award Programs Recognize Philanthropy, Best Practices, Diversity

Many Iowa restaurants, bars, service providers and suppliers have found that winning local, state and national awards can help build credibility and therefore business. The National and Iowa Restaurant Associations offer a number of award opportunities to members. Enter online or call the IRA at 515-276-1454 today to nominate your business or a business you work with.

#### State Philanthropy Award Nominations Due

Deadline: January 7, 2013

Apply: <http://www.restaurant.org/sustainability/rna/2013/application>



The National Restaurant Association's Restaurant Neighbor Award recognizes outstanding community-service programs among our nation's restaurants. State winners compete for one of four national awards.

National winners are honored at a Gala in Washington D.C. Iowa winners will also be recognized at the 2013 Celebrating Excellence event in September in Des Moines.

#### Food and Beverage Innovations (FABI) Awards

Deadline: January 16, 2013

Apply: <http://restaurant.org/show/operator-innovations-awards.cfm>



The National Restaurant Association is calling on food and beverage manufacturers who have made significant advancements and innovation in ingredients, preparation, processing, and packaging—be it a new flavor concept, improved nutritional profile or increased cost/labor efficiencies—to apply for a 2013 FABI Award.

#### Faces of Diversity Award

Deadline: January 7, 2013

Apply: <http://restaurant.org/diversity/application/>



The National Restaurant Association Faces of Diversity awards promotes the importance of diversity and inclusion by highlighting model companies that have excelled in this area. The NRA will award

three individuals with the American Dream award honoring individuals from diverse backgrounds who have realized the American dream through hard work and determination. Winners will be honored at a Gala in Washington D.C. in April

#### NRA launches first Kids' Recipe Challenge

Deadline: January 7, 2013

Apply: <http://restaurant.org/recipe/>



To shine the spotlight on the industry's commitment to providing healthful menu options for children and to inspire others to adopt similar practices, the National Restaurant Association

(NRA) and McCormick For Chefs created the Kids Recipe Challenge. Participating restaurants and foodservice providers will submit their creative culinary creations from their kids menu for consideration for this exciting, new award.



## Interested in Serving on Our Board?

Contact Jessica Dunker  
515-276-1454  
jdunker@restaurantiowa.com

## 2013 Board of Directors

In November, the Iowa Restaurant Association Board of Directors met to conduct Board elections.

The IRA's volunteer Board of Directors consists of representatives from various segments within the industry and

from across the state. The Board meets three times per year and serves as the Association's policy-making body.

There are currently four open positions on the Board. If you or someone you know is interested in serving on the

Board, please visit the IRA website for an application. Applications will be submitted to the nominating committee for review. Mid-term appointments can be made by the IRA Board Chair and ratified at the next full meeting of the Board.

## 2013 Iowa Restaurant Association Board of Directors

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**CHAIR-ELECT**  
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Steakhouse &  
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Brewing Co., Des Moines, IA

Jeff Duncan  
Dos Rios Restaurant  
Des Moines, IA

Sam Jennison  
Drake Restaurant, LLC  
Burlington, IA

Windy Kalmes  
Kalmes Enterprises  
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Scott Vermillion  
Martin Brothers Distributing Co.  
Cedar Falls, IA

Kurt Friese  
Devotay  
Iowa City, IA

Charlie Campbell  
Performance Food Group  
Rock Island, IL

Steve Britton  
Machine Shed  
Urbandale, IA

## Restaurateur Elected Senate Minority Whip in Iowa Legislature



Photos Courtesy of the SiouxCityJournal.com

Iowa Restaurant Association member Senator Rick Bertrand, a Sioux City restaurateur and Republican legislator representing Iowa's District 1, has been elected Senate Minority Whip. Bertrand, who is in his first term, also serves on the Senate Economic Growth, Labor and Business, and State Government Committees and has been appointed to the Economic Development Sub-committee. Last fall he was awarded the Iowa Restaurant Association's Legislator of the Year Award in part because of his help with the passing of new infusion legislation for liquor.

Bertrand is a true champion of the hospitality industry and entrepreneurship stating, "I believe that we in government should be finding ways to inspire creativity and expand freedoms in all industry...we in government need to use common sense when it comes to regulation and it's my job to get government out of the way."

Bertrand, a Sioux City commercial developer, owns McCarthy & Baileys Irish Pub, Pearls Wine & Booze, and The Big Snug in Sioux City.





## Growing Number of Iowa High Schools Recognize Career Potential of Iowa's Hospitality Industry

Training and mentoring is imperative to sustaining the vibrancy of Iowa's restaurant industry. The Iowa Restaurant Association Educational Foundation is teaming with secondary schools across the state to implement its ProStart Curriculum and promote the potential of Iowa's restaurant industry as a career path.

ProStart is a two-year high school curriculum developed by the National Restaurant Association Educational Foundation used in schools across the country to teach both culinary and restaurant management skills. Students take standardized exams at the end of each year and fulfill a 400-hour work internship to receive their ProStart credential which can translate into college credit, scholarship opportunities or better entry-level positions in the industry.

### ProStart Schools

There are 10 school districts and 12 schools offering the ProStart curriculum. Restaurants hoping to hire high school students who are a "cut above" will have an easier time in these communities.

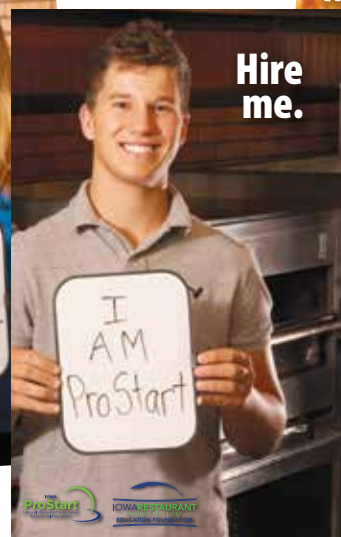
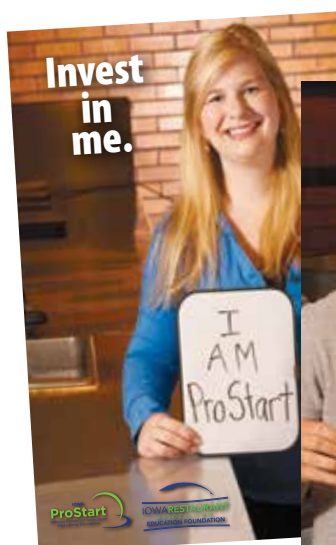
- Burlington High\*
- Charles City High\*
- Davenport Community Schools
- Des Moines Central Campus
- Iowa City Community School District\*
- Logan-Magnolia High\*
- Washington High, Cherokee, IA
- Waterloo Community School District (East and West)
- Waukee High
- Sioux City Community School District (East and West)\*

\*Denotes new in Fall 2012

### The Faces of ProStart

When a ProStart applicant comes to your restaurant—it means he or she has already been introduced to the principles of food safety, food preparation, customer service, and more!

Each year Central Campus ProStart students get the opportunity to both hear from, and work with, industry professionals in the Greater Des Moines area. In October they conducted a fundraising dinner at BOS Midwest Cuisine in the Renaissance Des Moines Savery Hotel in downtown Des Moines where they worked with Iowa Restaurant Association Chef of the Year John Andres. In December, they visited Jethro's BBQ and Jambayla in Waukee to hear from Iowa Restaurant Association Restaurateur of the Year Bruce Gerleman.





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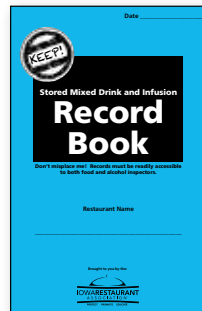
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## January

### Jan 10

ServSafe Training Class  
Iowa Restaurant Association  
Des Moines, IA  
Register: 515/276-1454

### Jan 17

Healthcare Webinar for  
Restaurant Employers  
Register: [www.restaurant.org](http://www.restaurant.org)

### Jan 23

ServSafe Training Class  
Polk County Extension Office  
Altoona, IA  
Register: 515/957-5760

### Jan 28

ServSafe Training Class  
Woodbury County Extension  
Sioux City, IA  
Register: 712/276-2157

### Jan 29

Legislative Day  
Iowa Restaurant Association  
State Capitol  
Des Moines, IA  
RSVP: 515/276-1454  
[www.restuarantiowa.com](http://www.restuarantiowa.com)

### Jan 29

ServSafe Training Class  
Adams County Extension  
Corning, IA  
Register: 641/322-3184

### Jan 31

National Restaurant Association  
Webinar  
2012 Election Impact on Ag  
Policy and Commodities  
2pm EST  
[www.restaurant.org](http://www.restaurant.org)

## February

### Feb 6-8

NRA Executive Study Group  
Risk and Safety Managers  
San Antonio, TX  
[www.restaurant.org](http://www.restaurant.org)

### Feb 12

ServSafe Training Class  
Iowa Restaurant Association  
Des Moines, IA  
Register: 515/276-1454

### Feb 20

ServSafe Training Class  
Polk County Extension Office  
Altoona, IA  
Register: 515/957-5760

### Feb 21

ServSafe Training Class  
ISU Extension Pattawattamie  
Council Bluffs, IA  
Register: 712/366-7070

## March

### Mar 12

ServSafe Training Class  
Iowa Restaurant Association  
Des Moines, IA  
Register: 515/276-1454

### Mar 27

ServSafe Training Class  
Story County Extension Office  
Nevada, IA  
Register: 515/382-6551

## April

NRA Executive Study Group  
Internal Auditors  
TBD  
[www.restaurant.org](http://www.restaurant.org)

### Apr 7

Culinary Affair  
Embassy Club  
Des Moines, IA  
Tickets: 515/276-1454

### Apr 9

ServSafe Training Class  
Iowa Restaurant Association  
Office  
Des Moines, IA  
Register: 515/276-1454

## Save the Date!

### June 10

IRA Golf Classic  
Toad Valley, Pleasant Hill, IA  
Register: 515/276-1454

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## Welcome to Iowa Restaurant Resources

The Iowa Restaurant Association is dedicated to the success of the state's hospitality industry. As you review our *Annual Buyers Guide*, you'll find our members receive exclusive rates and benefits on everything from credit card processing fees and insurance coverage, to money-saving energy audits and certification classes.

Additionally, each year the IRA is honored to be chosen by the state's top hospitality industry purveyors and professional associations as a resource for success in their own businesses. These companies invest thousands of sponsorship dollars in the Association in support of the IRA's programs and services. As you make your supplier choices, please give due consideration to the companies that support your professional association.

Visit the online version of this Buyers Resource Guide year round at [www.iowarestaurantresources.com](http://www.iowarestaurantresources.com).

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# 2013 Iowa Restaurant Resources Buyers Guide

## Corporate Partners

As you review the Buyer's Guide you will notice that Corporate Partners listings are denoted in **RED**.

## Advertising

<b>Art A La Carte</b>	www.artalacarte.com	541-791-2429
<b>Elizabeth Winders Studio of Design</b>	www.elizabethwinders.com	515-554-4128
<b>Open Table</b>	www.opentable.com	913-904-8886
<b>QA Graphics</b>	www.qagraphics.com	515-695-3403

## Alarms

<b>ADT Security Services</b>	www.adt.com	515-558-0241
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## Bar Equipment and Supplies

<b>Edward Don &amp; Company</b>	www.don.com	800-777-4366
<b>Farner-Bocken Co.</b>	www.farner-bocken.com	800-274-8692
<b>Glazer's Distributors of Iowa</b>	www.glazers.com	515-252-7173
<b>Institutions Services Inc.</b>	www.isiowa.com	515-650-7004
<b>Iowa Des Moines Supply, Inc.</b>	www.iowadesmoinessupply.com	515-263-1200
<b>Martin Bros. Distributing Co., Inc.</b>	www.martinsnet.com	800-847-2402
<b>Rapids Wholesale Equipment</b>	www.rapidswholesale.com	319-447-1670
<b>Reinhart FoodService</b>	www.reinhartfoodservice.com	319-396-1300
<b>Reinhart FoodService of Omaha</b>	www.reinhartfoodservice.com	402-457-3600
<b>Sysco Iowa, Inc.</b>	www.syscoiowa.com	515-289-5300
<b>Hussman Corp.</b>	www.hussman.com	515-262-8221
<b>Performance Food Group</b>	www.pfgr.com	800-747-1234
<b>US Foods</b>	www.usfoodservice.com	800-272-6467

## Beverage Dispensing Equipment

<b>Coca-Cola Bottlers of Iowa</b>	www.atlanticbottling.com	515-987-1931
<b>McCormack Distributing Co.</b>	www.mccormackdistributing.com	712-546-5133
<b>Pepsi Americas</b>	www.pepsiamerica.com	800-373-9135
<b>Rapids Wholesale Equipment</b>	www.rapidswholesale.com	319-447-1670
<b>Reinhart FoodService</b>	www.reinhartfoodservice.com	319-396-1300
<b>Reinhart FoodService of Omaha</b>	www.reinhartfoodservice.com	402-457-3600

## Beverages (Alcoholic)

<b>Alcoholic Beverages Division</b>	www.iowaabd.com	515-281-7444
<b>7G Distributing</b>	www.7gdistributing.com	563-556-8911
<b>Doll Distributing LLC</b>	www.dolldistributing.com	515-299-2207
<b>Fahr Beverage</b>	www.fahrbeverage.com	319-234-2605
<b>Fuzzy's Spirits LLC</b>	www.fuzzysvodka.com	312-670-9866
<b>Glazer's Distributors of Iowa</b>	www.glazers.com	515-252-7173
<b>Johnson Brothers of Iowa</b>	www.johnsonbrothers.com	515-262-1199
<b>Luxco Spirited Brands</b>	www.luxco.com	515-274-0103
<b>Mississippi River Distilling Co.</b>	www.mrdistilling.com	563-484-4342
<b>MJ Distributing</b>		515-276-2659

## Member Benefit Partners

In addition to our Corporate Partners, the IRA works directly with a number of firms that offer benefits and discounts exclusively to IRA members. These Member Benefit Partners are denoted in **BLUE**.

## Beverages (Non Alcoholic)

<b>7G Distributing</b>	www.7gdistributing.com	563-556-8911
<b>Coca-Cola Bottlers of Iowa</b>	www.atlanticbottling.com	515-987-1931
<b>Farner-Bocken Co.</b>	www.farner-bocken.com	800-274-8692
<b>Glazer's Distributors of Iowa</b>	www.glazers.com	515-252-7173
<b>Johnson Brothers of Iowa</b>	www.johnsonbrothers.com	515-262-1199
<b>Martin Bros. Distributing Co., Inc.</b>	www.martinsnet.com	800-847-2402
<b>MJ Distributing</b>		515-276-2659
<b>Pepsi Americas</b>	www.pepsiamerica.com	800-373-9135
<b>Reinhart FoodService</b>	www.reinhartfoodservice.com	319-396-1300
<b>Reinhart FoodService of Omaha</b>	www.reinhartfoodservice.com	402-457-3600
<b>Sysco Iowa, Inc.</b>	www.syscoiowa.com	515-289-5300
<b>US Foods</b>	www.usfoodservice.com	800-272-6467
<b>Voss Distributing/Red Bull LLC</b>	www.vossdist.com	515-263-1777

## Business Equipment

<b>Open Table</b>	www.opentable.com	913-904-8886
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## Coffee/Tea

<b>Farner-Bocken Co.</b>	www.farner-bocken.com	800-274-8692
<b>Glazer's Distributors of Iowa</b>	www.glazers.com	515-252-7173
<b>Iowa Des Moines Supply, Inc.</b>	www.iowadesmoinessupply.com	515-263-1200
<b>Martin Bros. Distributing Co., Inc.</b>	www.martinsnet.com	800-847-2402
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<b>Sysco Iowa, Inc.</b>	www.syscoiowa.com	515-289-5300
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## Computers/Hardware/Software

<b>Integrated P.O.S., Inc.</b>	www.integratedpos.com	877-442-4767
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## Condiments

<b>Farner-Bocken Co.</b>	www.farner-bocken.com	800-274-8692
<b>US Foods</b>	www.usfoodservice.com	800-272-6467
<b>Performance Food Group</b>	www.pfgr.com	800-747-1234
<b>Reinhart FoodService</b>	www.reinhartfoodservice.com	319-396-1300
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## Consulting, Energy

<b>Alliant Energy</b>	www.alliantenergy.com	319-786-7266
<b>Black Hills Energy</b>	www.bhehowto.com	515-979-1034
<b>D&amp;J Consulting, L.C.</b>		515-556-7641
<b>Mid American Energy</b>	www.midamericanenergy.com	515-252-6762
<b>Seminole Energy Services</b>	www.seminoleenergy.com	515-278-2254



## Consulting, Financial

<b>D&amp;J Consulting, L.C.</b> .....	515-556-7641
<b>Holmes Murphy &amp; Associates</b> www.holmesmurphy.com .....	515-974-5936
<b>John Hines CPA</b> .....	515-252-2880
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<b>The Dana Company</b> www.thedanaco.com .....	515-224-4391

## Consulting

<b>Green R U LLC</b> www.greenru.com .....	515-325-6133
<b>Hussman Corp.</b> www.hussman.com .....	515-262-8221
<b>Martin Bros. Distributing Co., Inc.</b> www.martinsnet.com .....	800-847-2402
<b>Reinhart FoodService</b> www.reinhartfoodservice.com .....	319-396-1300
<b>Reinhart FoodService of Omaha</b> www.reinhartfoodservice.com .....	402-457-3600
<b>Sysco Iowa, Inc.</b> www.syscoiowa.com .....	515-289-5300
<b>US Foods</b> www.usfoodservice.com .....	800-272-6467

## Credit Card Services/Supplies

<b>Heartland Payment Systems</b> www.heartlandpaymentsystems.com .....	515-250-4618
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## Dairy Products

<b>Farner-Bocken Co.</b> www.farner-bocken.com .....	800-274-8692
<b>Food Service Marketing - Iowa, Inc.</b> Loffredo Fresh Produce Co., Inc. www.loffredo.com .....	515-255-1285
<b>Martin Bros. Distributing Co., Inc.</b> www.martinsnet.com .....	515-285-3367
<b>Performance Food Group</b> www.pfgc.com .....	800-847-2402
<b>Reinhart FoodService</b> www.reinhartfoodservice.com .....	800-747-1234
<b>Reinhart FoodService of Omaha</b> www.reinhartfoodservice.com .....	319-396-1300
<b>Sysco Iowa, Inc.</b> www.syscoiowa.com .....	402-457-3600
<b>US Foods</b> www.usfoodservice.com .....	515-289-5300
<b>Wells Dairy Blue Bunny</b> www.bluebunny.com .....	800-272-6467
	515-987-2103

## Dishwashing Equipment Sales

<b>Ecolab Inc.</b> www.ecolab.com .....	319-358-6886
<b>Edward Don &amp; Company</b> www.don.com .....	800-777-4366
<b>Iowa Des Moines Supply, Inc.</b> www.iowadesmoinesupply.com .....	515-263-1200
<b>Martin Bros. Distributing Co., Inc.</b> www.martinsnet.com .....	515-263-1200
<b>Performance Food Group</b> www.pfgc.com .....	800-847-2402
<b>Rapids Wholesale Equipment</b> www.rapidswholesale.com .....	800-747-1234
<b>Reinhart FoodService</b> www.reinhartfoodservice.com .....	319-447-1670
<b>Reinhart FoodService of Omaha</b> www.reinhartfoodservice.com .....	319-396-1300
<b>Sysco Iowa, Inc.</b> www.syscoiowa.com .....	402-457-3600
<b>US Foods</b> www.usfoodservice.com .....	515-289-5300
	800-272-6467

## Distributor, Food & Beverage

<b>Fahr Beverage</b> www.fahrbeverage.com .....	319-243-2605
<b>Farner-Bocken Co.</b> www.farner-bocken.com .....	800-274-8692
<b>Glazer's Distributors of Iowa</b> www.glazers.com .....	515-252-7173
<b>Martin Bros. Distributing Co., Inc.</b> www.martinsnet.com .....	515-252-7173
<b>Performance Food Group</b> www.pfgc.com .....	800-847-2402
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<b>Sysco Iowa, Inc.</b> www.syscoiowa.com .....	515-289-5300
<b>US Foods</b> www.usfoodservice.com .....	800-272-6467

## Educational Materials

<b>Distilled Spirits Council</b> www.discus.org .....	202-628-3544
<b>Iowa Restaurant Association Educational Foundation</b> www.restaurantiowa.com .....	515-276-1454
<b>Iowa Beef Industry Council</b> www.iabeef.org .....	515-296-2305
<b>Iowa Pork Producers Association</b> www.iowapork.org .....	515-225-7675
<b>The Soyfoods Council</b> www.thesoyfoodscouncil.com .....	

## Employment Resources

<b>Holmes Murphy &amp; Associates</b> www.holmesmurphy.com .....	515-974-5936
<b>Patrice and Associates</b> www.patricecareers.com .....	319-627-3150

## Exhaust Systems

<b>Hoodz of Central Iowa</b> www.hoodz.us.com .....	515-278-1149
<b>Institutions Services Inc.</b> www.isiowa.com .....	515-650-7004
<b>Iowa Fire Control LLC</b> www.iowafirecontrol.com .....	515-576-4440

## Exhaust System Cleaning

<b>Enviromatic Corporation of America, Inc.</b> www.enviromatic.com .....	877-325-8476
<b>Gre-Co Services</b> www.grecoman.com .....	888-764-1570
<b>Hoodz of Central Iowa</b> www.hoodz.us.com .....	515-278-1149

## Financial Institutions/Services

<b>Lincoln Savings Bank/LSB Financial</b> www.mylsb.com .....	319-268-4242
<b>On Deck Capital</b> www.ondeckcapital.com .....	646-412-6286
<b>Two Rivers Insurance Services</b> www.tworiversins.com .....	515-327-2020
<b>Wells Fargo</b> www.wellsfargo.com .....	515-237-5445

## Fires Suppresion Systems

<b>Iowa Fire Control LLC</b> www.iowafirecontrol.com .....	515-576-4440
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## Food Broker

<b>Elite Foodservice Specialists LLC</b> .....	515-224-0999
<b>Food Marketing Services Iowa, Inc.</b> .....	515-255-1285
<b>Hockenberg Newburgh</b> www.hnsales.com .....	515-222-0100
<b>Midstates Marketing, Inc.</b> www.midstates-marketing.com .....	515-246-8829

## Food Products & Manufacturing

<b>Wells Dairy Blue Bunny</b> www.bluebunny.com .....	515-987-2103
<b>Whole Foods Market</b> www.wholefoodsmarket.com .....	515-224-3977

## Food Services Equipment Parts & Services

<b>General Parts LLC</b> www.generalparts.com .....	515-243-1534
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## Food Service Equipment & Supplies

<b>Edward Don &amp; Company</b> www.don.com .....	800-777-4366
<b>Farner-Bocken Co.</b> www.farner-bocken.com .....	800-274-8692
<b>Hockenbergs Equipment and Supply Co., Inc.</b> www.hockenbergs.com .....	515-282-0033
<b>Hussman Corp.</b> www.hussman.com .....	515-262-8221
<b>Institutions Services Inc.</b> www.isiowa.com .....	515-650-7004



<b>Iowa Des Moines Supply, Inc.</b> www.iowadesmoinessupply.com.....	515-263-1200
<b>Martin Bros. Distributing Co., Inc.</b> www.martinsnet.com.....	800-847-2402
<b>McCormack Distributing Co.</b> www.mccormackdistributing.com.....	712-546-5133
<b>Performance Food Group</b> www.pfpg.com.....	800-747-1234
<b>Rapids Wholesale Equipment</b> www.rapidswholesale.com.....	319-447-1670
<b>Reinhart FoodService</b> www.reinhartfoodservice.com.....	319-396-1300
<b>Reinhart FoodService of Omaha</b> www.reinhartfoodservice.com.....	402-457-3600
<b>Sysco Iowa, Inc.</b> www.syscoiowa.com.....	515-289-5300
<b>US Foods</b> www.usfoodservice.com.....	800-272-6467

### Franchisor

<b>Honey Baked Ham and Café</b> www.HoneyBakedFranchise.com.....	678-966-3254
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### Frozen Food

<b>Food Service Marketing - Iowa, Inc.</b> Farner-Bocken Co. www.farner-bocken.com.....	515-255-1285 800-274-8692
<b>Hockenberg Newburgh</b> www.hnsales.com.....	515-222-0100
<b>Loffredo Fresh Produce Co., Inc.</b> www.loffredo.com.....	515-285-3367
<b>Martin Bros. Distributing Co., Inc.</b> www.martinsnet.com.....	800-847-2402
<b>Midstates Marketing, Inc.</b> www.midstates-marketing.com.....	515-246-8829
<b>Performance Food Group</b> www.pfpg.com.....	800-747-1234
<b>Reinhart FoodService</b> www.reinhartfoodservice.com.....	319-396-1300
<b>Reinhart FoodService of Omaha</b> www.reinhartfoodservice.com.....	402-457-3600
<b>Sysco Iowa, Inc.</b> www.syscoiowa.com.....	515-289-5300
<b>US Foods</b> www.usfoodservice.com.....	800-272-6467
<b>Wells Dairy Blue Bunny</b> www.bluebunny.com.....	515-987-2103

### Grease Removal

<b>Darling International</b> www.darlingii.com.....	515-288-2166
<b>Gre-Co Services</b> www.grecoman.com.....	888-764-1570
<b>Hoodz of Central Iowa</b> www.hoodz.us.com.....	515-278-1149
<b>Mahoney Environmental</b> www.mahoneyenvironmental.com.....	800-892-9384
<b>Sanimax Grease Services</b> www.sanimax.com.....	608-846-5466

### Health Care Card

<b>WellDyneRX- Total Health Systems</b> www.welldyne.com.....	702-872-2054
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### Ice Machines

<b>Hussman Corp.</b> www.hussman.com.....	515-262-8221
<b>Rapids Wholesale Equipment</b> www.rapidswholesale.com.....	319-447-1670

### Insurance

<b>AW Welt Ambrisco Insurance Inc.</b> www.awwelt.com.....	319-887-3700
<b>Brummel, Madsen &amp; Associates, Inc.</b> www.brummelmadsen.com.....	319-266-2644
<b>Grinnell Mutual Reinsurance Company</b> www.grinnellmutual.com.....	641-269-8600
<b>Holmes Murphy &amp; Associates</b> www.holmesmurphy.com.....	515-974-5936
<b>Illinois Casualty Company</b> www.ilcasco.com.....	800-445-3726
<b>Insurance Station</b> www.insurancestation.com.....	515-967-0489
<b>Lincoln Savings Bank/LSB Financial</b> www.mylsb.com.....	319-268-4242
<b>Ludovissy and Associates</b> www.ludovissyandassociates.com.....	563-556-6661
<b>Mauro Insurance Agency</b> www.mauroinsurance.com.....	515-287-2257
<b>Michael Cameron Agency Farm Bureau</b> www.michaelcameron.fbfs.com.....	515-868-0005

<b>Millhiser Smith Agency inc.</b> www.millhiser-smith.com.....	319-365-8611
<b>Pioneer-Wooldrige Insurance</b> www.woolridgeinsurance.com.....	712-255-7644
<b>Reynolds &amp; Reynolds, Inc.</b> www.reynolds-reynolds.com.....	515-557-1214
<b>Society Insurance (Corporate &amp; Member Benefit Partner)</b> www.societyinsurance.com.....	888-576-2438
<b>The Dana Company</b> www.thedanaco.com.....	515-224-4391
<b>Tulip City Agency Ltd.</b> www.tulipcity.com.....	641-628-1270
<b>Two Rivers Insurance Services</b> www.tworiversins.com.....	515-327-2020

### Legal Services

<b>Holmes Murphy &amp; Associates</b> www.holmesmurphy.com.....	515-974-5936
<b>Kreamer Law Firm, P.C.</b> www.kreamerlaw.com.....	515-727-0900
<b>Schwarm Law Firm</b> www.schwarmlaw.com.....	641-592-1031

### Linen Sales & Service

<b>Premier Linen &amp; Dry Cleaning, Inc.</b> www.premierlinen.com.....	800-583-9123
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### Manufacturer Drink Mixes

<b>American Beverage Marketers.</b> www.abmcocktail.com.....	816-777-7159
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### Marketing/Media

<b>On The Spot With Ryan</b> www.onthespotdsm.com.....	515-669-9819
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### Marketing/Public Relations

<b>Burt Marketing</b> CMS Text www.cmstext.com.....	515-979-9550 866-430-4751
<b>Flavorful Insight</b> www.flavorfulinsight.com.....	515-332-1039
<b>Fishbowl Online Marketing</b> www.fishbowl.com.....	800-836-2818
<b>Greater Des Moines Convention and Visitors Bureau</b> www.seedesmoines.com.....	515-699-3455

### Meat Information

<b>Food Service Marketing - Iowa, Inc.</b> Iowa Beef Industry Council www.iabbeef.org.....	515-255-1285 515-296-2305
<b>Iowa Pork Producers Association</b> www.iowapork.org.....	515-225-7675
<b>Martin Bros. Distributing Co., Inc.</b> www.martinsnet.com.....	800-847-2402
<b>Neesvig's / Empire Fish</b> www.neesvigs.com.....	608-846-1160
<b>Reinhart FoodService</b> www.reinhartfoodservice.com.....	319-396-1300
<b>Reinhart FoodService of Omaha</b> www.reinhartfoodservice.com.....	402-457-3600
<b>Sysco Iowa, Inc.</b> www.syscoiowa.com.....	515-289-5300
<b>US Foods</b> www.usfoodservice.com.....	800-272-6467

### Meat Purveyor

<b>Farner-Bocken Co.</b> www.farner-bocken.com.....	800-274-8692
<b>Martin Bros. Distributing Co., Inc.</b> www.martinsnet.com.....	800-847-2402
<b>Performance Food Group</b> www.pfpg.com.....	800-747-1234
<b>Reinhart FoodService</b> www.reinhartfoodservice.com.....	319-396-1300
<b>Reinhart FoodService of Omaha</b> www.reinhartfoodservice.com.....	402-457-3600
<b>Sysco Iowa, Inc.</b> www.syscoiowa.com.....	515-289-5300
<b>US Foods</b> www.usfoodservice.com.....	800-272-6467

### Media & Website Marketing

<b>Aireal Mobile</b> www.airealmobile.com.....	913-226-6459
<b>HTML Marketing</b> www.HTMLmarketing.com.....	515-570-3290



## Menu Design/Ideas

<b>Food Marketing Services Iowa, Inc.</b>	515-255-1285
<b>Farner-Bocken Co.</b> www.farner-bocken.com	800-274-8692
<b>Glazer's Distributors of Iowa</b> www.glazers.com	515-252-7173
<b>Iowa Beef Industry Council</b> www.iabeeff.org	515-296-2305
<b>Martin Bros. Distributing Co., Inc.</b> www.martinsnet.com	800-847-2402
<b>Performance Food Group</b> www.pfgc.com	800-747-1234
<b>Reinhart FoodService</b> www.reinhartfoodservice.com	319-396-1300
<b>Reinhart FoodService of Omaha</b> www.reinhartfoodservice.com	402-457-3600
<b>Sysco Iowa, Inc.</b> www.syscoiowa.com	515-289-5300
<b>US Foods</b> www.usfoodservice.com	800-272-6467
<b>Wells Dairy Blue Bunny</b> www.bluebunny.com	515-987-2103

## Music Licensing

<b>BMI</b> www.bmi.com	615-401-2877
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## Paper Products

<b>Edward Don &amp; Company</b> www.don.com	800-777-4366
<b>Farner-Bocken Co.</b> www.farner-bocken.com	800-274-8692
<b>Hussman Corp.</b> www.hussman.com	515-262-8221
<b>Iowa Des Moines Supply, Inc.</b> www.iowadesmoinesupply.com	515-263-1200
<b>Martin Bros. Distributing Co., Inc.</b> www.martinsnet.com	800-847-2402
<b>Performance Food Group</b> www.pfgc.com	800-747-1234
<b>Reinhart FoodService</b> www.reinhartfoodservice.com	319-396-1300
<b>Reinhart FoodService of Omaha</b> www.reinhartfoodservice.com	402-457-3600
<b>Sysco Iowa, Inc.</b> www.syscoiowa.com	515-289-5300
<b>US Foods</b> www.usfoodservice.com	800-272-6467

## Payroll Processing Services

<b>Integrated P.O.S., Inc.</b> www.intergratedpos.com	877-442-4767
<b>Heartland Payroll Systems (Corporate &amp; Member Benefit Partner)</b> www.heartlandpaymentsystems.com	515-250-4618
<b>Holmes Murphy &amp; Associates</b> www.holmesmurphy.com	515-974-5936

## POS Systems, Cash Registers, Equipment/Supplies

<b>Integrated P.O.S., Inc. (Eastern Iowa Only)</b> www.intergratedpos.com	877-442-4767
<b>J &amp; D Computers</b> www.janddcomputers.com	515-986-9424

## Poultry/Eggs

<b>Farner-Bocken Co.</b> www.farner-bocken.com	800-274-8692
<b>Loffredo Fresh Produce Co., Inc.</b> www.loffredo.com	515-285-3367
<b>Martin Bros. Distributing Co., Inc.</b> www.martinsnet.com	800-847-2402
<b>Reinhart FoodService</b> www.reinhartfoodservice.com	319-396-1300
<b>Reinhart FoodService of Omaha</b> www.reinhartfoodservice.com	402-457-3600
<b>Sysco Iowa, Inc.</b> www.syscoiowa.com	515-289-5300
<b>US Foods</b> www.usfoodservice.com	800-272-6467
<b>Whole Foods Market</b> www.wholefoodsmarket.com	515-224-3977

## Produce

<b>Farner-Bocken Co.</b> www.farner-bocken.com	800-274-8692
<b>Liberty Fruit Co.</b> www.libertyfruit.com	800-445-4782
<b>Loffredo Fresh Produce Co., Inc.</b> www.loffredo.com	515-285-3367
<b>Martin Bros. Distributing Co., Inc.</b> www.martinsnet.com	800-847-2402

<b>Reinhart FoodService</b> www.reinhartfoodservice.com	319-396-1300
<b>Reinhart FoodService of Omaha</b> www.reinhartfoodservice.com	402-457-3600
<b>Sysco Iowa, Inc.</b> www.syscoiowa.com	515-289-5300
<b>US Foods</b> www.usfoodservice.com	800-272-6467
<b>Whole Foods Market</b> www.wholefoodsmarket.com	515-224-3977

## Protein Purveyor

<b>Neesvig's / Empire Fish</b> www.neesvigs.com	608-846-1160
<b>Whole Foods Market</b> www.wholefoodsmarket.com	515-224-3977

## Publications

<b>Food and Beverage Iowa Quarterly</b> www.restaurantiowa.com	515-276-1454
<b>Universal Printing</b> www.printuniversal.com	515-244-1656

## Public Relations

<b>Burt Marketing</b>	515-979-9550
<b>CMS Text</b> www.cmstext.com	866-430-4751
<b>Greater Des Moines Convention and Visitors Bureau</b> www.seedesmoines.com	515-699-3455
<b>West Des Moines Chamber of Commerce</b>	515-681-1289

## Real Estate

<b>Realty Marketing Group</b> www.rrealty.com	515-223-4500
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## Refrigeration Equipment & Parts

<b>Edward Don &amp; Company</b> www.don.com	800-777-4366
<b>General Parts LLC</b> www.generalparts.com	515-243-1534
<b>Hockenberg Newburgh</b> www.hnsales.com	515-222-0100
<b>Humitech of Iowa</b> www.humitechofiowa.com	515-314-6990
<b>Hussman Corp.</b> www.hussman.com	515-262-8221
<b>Mahoney Environmental</b> www.mahoneyenvironmental.com	800-892-9384
<b>Performance Food Group</b> www.pfgc.com	800-747-1234
<b>Rapids Wholesale Equipment</b> www.rapidswholesale.com	319-447-1670
<b>Reinhart FoodService</b> www.reinhartfoodservice.com	319-396-1300
<b>Reinhart FoodService of Omaha</b> www.reinhartfoodservice.com	402-457-3600
<b>US Foods</b> www.usfoodservice.com	800-272-6467

## Restaurant Equipment/Services

<b>Edward Don &amp; Company</b> www.don.com	800-777-4366
<b>General Parts LLC</b> www.generalparts.com	515-243-1534
<b>Hockenberg Newburgh</b> www.hnsales.com	515-222-0100
<b>Hussman Corp.</b> www.hussman.com	515-262-8221
<b>Institutions Services Inc.</b> www.isiowa.com	515-650-7004
<b>Law Equipment</b> www.lawequipment.com	515-334-5036
<b>Martin Bros. Distributing Co., Inc.</b> www.martinsnet.com	800-847-2402
<b>McCormack Distributing Co.</b> www.mccormackdistributing.com	712-546-5133
<b>Performance Food Group</b> www.pfgc.com	800-747-1234
<b>Rapids Wholesale Equipment</b> www.rapidswholesale.com	319-447-1670
<b>Reinhart FoodService</b> www.reinhartfoodservice.com	319-396-1300
<b>Reinhart FoodService of Omaha</b> www.reinhartfoodservice.com	402-457-3600
<b>Sysco Iowa, Inc.</b> www.syscoiowa.com	515-289-5300
<b>US Foods</b> www.usfoodservice.com	800-272-6467

## Reservation Systems

Open Table	
www.opentable.com	913-904-8886

## Sales Tax Exemption

D&J Consulting, L.C.	515-556-7641
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## Sanitation Supplies/Cleaning Services

Ecolab Inc.	
www.ecolab.com	319-358-6886
Edward Don & Company	
www.don.com	800-777-4366
Iowa Des Moines Supply, Inc.	
www.iowadesmoinessupply.com	515-263-1200
Martin Bros. Distributing Co., Inc.	
www.martinsnet.com	800-847-2402
Performance Food Group	
www.pfqc.com	800-747-1234
Reinhart FoodService	
www.reinhartfoodservice.com	319-396-1300
Reinhart FoodService of Omaha	
www.reinhartfoodservice.com	402-457-3600
Sysco Iowa, Inc.	
www.syscoiowa.com	515-289-5300
US Foods	
www.usfoodservice.com	800-272-6467

## Seafood

Food Marketing Services Iowa, Inc.	515-255-1285
Farner-Bocken Co.	
www.farner-bocken.com	800-274-8692
Martin Bros. Distributing Co., Inc.	
www.martinsnet.com	800-847-2402
Midstates Marketing, Inc.	515-246-8829
Neesvig's/Empire Fish	
www.neesvigs.com	608-846-1160
Performance Food Group	
www.pfqc.com	800-747-1234
Reinhart FoodService	
www.reinhartfoodservice.com	319-396-1300
Reinhart FoodService of Omaha	
www.reinhartfoodservice.com	402-457-3600
Sysco Iowa, Inc.	
www.syscoiowa.com	515-289-5300
US Foods	
www.usfoodservice.com	800-272-6467

## Security Systems & Equipment

ADT Security Services	
www.adt.com	515-558-0241

## Soy Food

Martin Bros. Distributing Co., Inc.	
www.martinsnet.com	800-847-2402
Sysco Iowa, Inc.	
www.syscoiowa.com	515-289-5300
Whole Foods Market	
www.wholefoodsmarket.com	515-224-3977

## Spirits Distributor/Manufacturer

Beam, Inc.	
www.beamglobal.com	515-360-4053
Constellation Brands	
www.cbrands.com	515-401-4725
Fuzzy's Spirits LLC	
www.fuzzylvodka.com	312-670-9866

## Tobacco Sales

Farner-Bocken Co.	
www.farner-bocken.com	800-274-8692
RAI Services Company	
www.reynoldsamerican.com	336-741-0266

## Uniforms

Edward Don & Company	
www.don.com	800-777-4366
Premier Linen & Dry Cleaning, Inc.	
www.premierlinen.com	800-583-9123

## Utilites

Alliant Energy	
www.alliantenergy.com	319-786-4822
Black Hills Energy	
www.bhehowto.com	515-979-1034
D&J Consulting, L.C.	515-556-7641



Mid American Energy Company	
www.midamericanenergy.com/ee	515-252-6762
Seminole Energy Services	
www.seminoleenergy.com	515-278-2254

## Waste Removal

Darling International	
www.darlingii.com	515-288-2166
Green R U LLC	
www.greenru.com	515-325-6133
Mahoney Environmental	
www.mahoneyenvironmental.com	800-892-9384

## Wines/Spirits Distributor

Glazer's Distributors of Iowa	
www.glazers.com	515-252
Johnson Brothers of Iowa	
www.johnsonbrothers.com	515-262-1199
Luxco Spirited Brands	
www.luxco.com	515-274-0103
MJ Distributing LLC	515-276-2659

## Wine "To Go" Bags

Iowa Des Moines Supply, Inc.	
www.iowadesmoinessupply.com	515-263-1200
Reinhart FoodService	
www.reinhartfoodservice.com	319-396-1300
Reinhart FoodService of Omaha	
www.reinhartfoodservice.com	402-457-3600
Martin Bros. Distributing Co., Inc.	
www.martinsnet.com	800-847-2402
Sysco Iowa, Inc.	
www.syscoiowa.com	515-289-5300

Businesses listed in this directory are committed to helping restaurateurs and bar owners improve their operation and ultimately, their bottom lines. So save this issue or go to [www.iowarestaurantresources.com](http://www.iowarestaurantresources.com) to access these resources throughout the year.

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6200 Thonton Ave., Des Moines, IA, 50321  
515-558-0241, www.adt.com

**Aireal Mobile**  
10947 N Madison, Kansas City, MO, 64155  
913-226-6459, www.airealmobile.com

**Alcoholic Beverages Division  
State of Iowa**  
1918 SE Huisizer, Ankeny, IA, 50021  
515-281-7444, www.iowaabd.com

**Alliant Energy**  
200 1st Street Southeast, Cedar Rapids, IA, 52401  
319-786-7266, www.alliantenergy.com

**Altria Client Services**  
33 East Main Street, Suite 420,  
Madison, WI, 53703  
608-251-0195, www.altria.com

**American Beverage Marketers**  
4617 C Whispering Winds Dr.  
Lee's Summit, MO, 64086  
816-777-7159, www.abmcocktail.com

**Art A La Carte**  
101 N 8th Avenue E, Newton, IA, 50208  
541-791-2429, www.artalacarte.com

**AW Welt Ambrisco Insurance, Inc.**  
24 Westside Drive, IA City, IA, 52246  
319-887-3700, www.awwelt.com

**Beam Inc.**  
c/o Southern Wine and Spirits  
3100 SE Grimes Blvd., Suite 100, Grimes, IA 50111  
515-360-4053, www.beamglobal.com

**Black Hills Energy**  
1701 48th Street, Suite 260, West Des Moines, IA,  
50266, 515-979-1034, www.blackhillsenergy.com

**BMI**  
10 Music Square East, Nashville, TN, 37203  
615-401-2877, www.bmi.org

**Braunger Food Service**  
900 Clark, Sioux City, IA, 51101  
712-258-4515, www.braungerfoods.com

**Brummel, Madsen & Associates, Inc.**  
318 Main Street, Cedar Falls, IA, 50613  
319-266-2644, www.brummelmadsen.com

**Burt Marketing**  
2951 86th Street, Urbandale, IA, 50322  
515-979-9550

**CMS Text**  
501 Darby Creek #5  
Lexington, KY 40509, 866-430-4751  
www.cmstext.com

**Constellation Brands**  
4801 63rd St., Urbandale, IA 50322  
515-401-4725, www.cbrands.com

**Coca-Cola Atlantic Bottling Company**  
16200 Hickman Road, Waukee, IA, 50263  
515-987-1931, www.atlanticbottling.com

**D & J Consulting, L.C.**  
729 Northeast Brookhaven Drive, Ankeny, IA, 50021  
515-556-7641

**Darling International Inc.**  
907 Walnut Suite 400, Des Moines, IA, 50306  
515-265-1381, www.darlingii.com

**Distilled Spirits Council**  
1250 Eye Street Northwest, Suite 400, Washington,  
DC, 20005,  
202-628-3544, www.discus.org

**Doll Distributing LLC**  
1901 DeWolf Street, Des Moines, IA, 50316  
515-299-2207, www.dolldistributing.com

**Ecolab**  
10151 Deer Crest Dr., Toddville, IA, 52245  
319-213-6368, www.ecolab.com

**Edward Don & Company**  
14431 Thrush Street Northwest, Andover, MN,  
55304, 800-777-4366 xt8964, www.don.com

**Elite Foodservice Specialists LLC**  
8187 University Avenue, Clive, IA, 50325  
515-224-0999, www.elfsfood.com

**Elizabeth Winders Studio of Design**  
15708 Brookshire Dr., Urbandale, IA, 50323  
515-554-4128, www.elizabethwinders.com

**Enviromatic Corporation of America, Inc.,**  
5936 Pillsbury Avenue South, Minneapolis, MN,  
50513 800-325-8476, www.enviromatic.com

**Fahr Beverage, Inc.**  
1369 Martin Road, Waterloo, IA, 50704  
319-234-2605, www.fahrbeverage.com

**Farner-Bocken Co.**  
PO Box 368, Carroll, IA, 51401  
712-792-7441, www.farner-bocken.com

**Fishbowl**  
44 Canal Center Plaza, Suite 500, Alexandria, VA,  
22314 800-836-2818, www.fishbowl.com

**Flavorful Insight**  
1255 SW Prairie Trail Pkwy, Ankeny, IA 50023  
515-332-1039, www.flavorfulinsight.com

**Food Marketing Services - IA, Inc.**  
4900 Franklin Avenue, Des Moines, IA, 50310  
515-255-1285

**Fuzzy's Spirits LLC**  
9480 Priority Way Dr., Indianapolis, IN, 46240  
317-670-9866, www.fuzzysvodka.com

**General Parts**  
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515-224-4391, www.thedanaco.com

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515-334-1041, www.thesoyfoodscouncil.com

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