

F.B.I.

FOOD & BEVERAGE IOWA
Iowa's Premier Publication for
the Restaurant & Bar Industry **QUARTERLY™**

IN THIS ISSUE:
2011 Buyers Guide
(flip over)

PLUS!
Industry Legislative
Priorities



Celebrating The Best in Iowa Hospitality

**Industry Honors Top
Culinary, Service,
Mixology and Business
Talent at Annual Gala**



Restaurateur of the Year
Mike Rastrelli
Rastrelli's Restaurant, Clinton



Employee of the Year
Deanne Plew
Trostel's Greenbriar, Johnston



Chef of the Year
Patricia Weidner
Prairie Meadows, Altoona

Celebrating Excellence! Culinary Arts Gala Winners

CULINARY COMPETITION: Chef David Garcia, Dubuque Golf and Country Club

PEOPLE'S CHOICE CULINARY: Chef Patricia Weidner, Prairie Meadows, Altoona

MIXOLOGIST COMPETITION WINNER AND PEOPLE'S CHOICE: Nate Novotny, Dos Rios, Des Moines

PEOPLE'S CHOICE DESSERT COMPETITION: Terrie Kohl, Country Club Market, Clive

STELLA ARTOIS POURING RITUAL: Shannon Emerson, Alba Restaurant, Des Moines



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Mixology Competition Champion Nate Novotny impresses the judges of the IRA's first mixology competition. See page 7.

ON THE FLIP SIDE

2011 Buyers Guide

2011 Buyers Guide



Iowa Restaurant Association

A Comprehensive Guide to the IRA's Allied, Corporate and Member Discount Program Partners



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The IRA's annual Buyers Guide is your source for the hospitality industry's top purveyors and service providers.

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IRA Membership

To learn more about membership in the Iowa Restaurant Association, please contact Cindy Jordan at 800-747-1453 or cjordan@restaurantiowa.com.

News

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

F.B.I. 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.

Restaurateur of the Year

Clinton Restaurateur Honors Family Legacy in Accepting the Iowa Restaurant Association's Most Prestigious Award

Mike Rastrelli is quick to say he's living the "American Dream." Rastrelli's Restaurant in Clinton was established in 1939 by his parents Pete and Ida Rastrelli. Pete was an Italian immigrant and Ida was the child of immigrants, orphaned at the age of 12. Rastrelli's was the fulfillment of their life's ambition. First a candy shop, then a soda fountain, and eventually one of the first restaurants in Iowa to serve pizza, Rastrelli's evolved with the times to meet the needs and tastes of the Clinton Community.

VIP Event Honors Rastrelli

Their youngest son Mike Rastrelli, now owner of the restaurant that bears their name, was quick to honor his parents' memories when he accepted the Iowa Restaurant Association's highest honor, 2010 Restaurateur of the Year. The presentation was made at a packed VIP reception last month as part of the IRA's annual Celebrating Excellence! Culinary Arts Gala. The award recognizes business acumen and a commitment to Iowa's restaurant industry.

Expanding Educational Opportunities

Rastrelli has worked in the restaurant business his entire life. He is a graduate of the Culinary Institute of America in New Haven, CT and was also trained by the U.S. Army as a cook. His commitment to helping others choose the restaurant industry as a profession has been nearly unparalleled. He has given hundreds of young people their first jobs. In fact, several hundred former employees recently attended a Rastrelli's employee reunion. Rastrelli also partnered with the Clinton Public School System to offer school-to-work educational training programs to students.

State and National Board Member

Mike is an active member of the IRA Board of Directors, having served on nearly every one of the Association's working committees. He will become chairman of the IRA Board in 2011 and was recently nominated to serve on the National Restaurant Association Board. Mike has also been instrumental in helping in the industry's stop hunger efforts and successfully petitioned Clinton's mayor to declare a "Restaurant Industry Day" in Clinton in conjunction with a similar state declaration.

Four Concepts, One Location

Rastrelli has continued to evolve his parent's original vision. Today, Rastrelli's occupies nearly one block in the Lyon's District in Clinton. They offer full-service dining in Rastrelli's Restaurant,



Restaurateur of the Year Award

Mike Rastrelli

Rastrelli's
RESTAURANT



Iowa Restaurant Association Restaurateur of the Year Mike Rastrelli of Rastrelli's Restaurant in Clinton was joined at the awards ceremony by his wife Jackie and son Mike junior.

a full service bar in the Baldacci Room, large group and event services in the Tuscany Special Events Center, and small menu fine dining in Room 39. Rastrelli's still has a thriving pizza business as well, with fans spreading from coast-to-coast. In fact, they regularly ship fresh pizza kits across the country to people who "just can't find anything like Rastrelli's pizza."

Mike and wife Jackie were married in 1968 and have five children and six grandchildren—nearly all of whom have spent time working in the family business.

Weidner First Woman Selected as IRA's Chef of the Year



Chef of the Year Award

Chef
Patricia
Weidner



The Iowa Restaurant Association named Chef Patricia Weidner of Prairie Meadows, 2010 Chef of the Year. Weidner has been with Prairie Meadows in Altoona since 2008. She was nominated by her management team and selected by a group of professional restaurateurs. She is also an industry trailblazer, being the first woman to receive the Association's Chef of the Year honor.



Chef Weidner was selected for both her award-winning cuisine, as well as her operational acumen. Today she oversees 57 employees and 20 outlets providing food and beverage to the Casino's more than half million annual guests. She has enhanced the menu and reputation of Prairie Meadows food and beverage operations, as well as significantly increased guest satisfaction. At the Awards Gala, Weidner also received a second award when she was chosen by attendees for the "People's Choice" honor for her presentation of Szechuan steak and edamame with a tofu and lobster soufflé.

23+ Year Industry Veteran Named IRA's Employee of the Year



Employee of the Year Award

Deanne Plew



Deanne Plew, a 23+ year team member at Trostel's Greenbriar in Johnston, was named 2010 Iowa Restaurant Employee of the Year. Plew was nominated by the management team at Trostel's Greenbriar Restaurant and selected winner by a panel of restaurateurs from across the state.



Deanne started at Greenbriar in 1987 as a server and rose through the ranks to her current position as operations manager. She is well known amongst Greenbriar's regular customers and vice versa, in part because she has an amazing capacity for remembering customers' names and both the small and big things important to them—from details about their families to their favorite dishes.

"These awards honor the people who personify hospitality and quality in our industry," said Doni DeNucci, president and CEO for the Iowa Restaurant Association. "Each of the recipients have built their careers around ensuring Iowa patrons have five-star dining and service experiences day-in and day-out."



industry awards

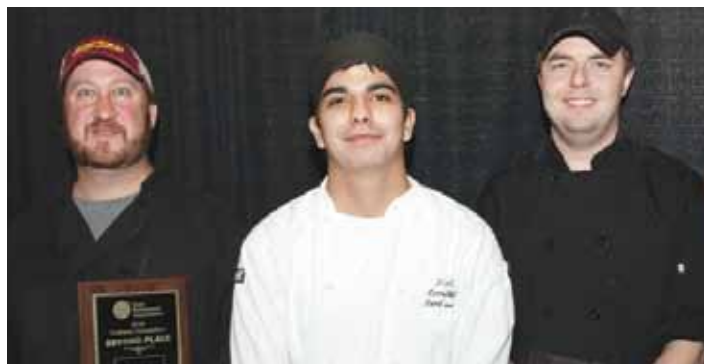
Chef David Garcia, Dubuque Golf and Country Club Claims Culinary Prize

Seven chefs from across Iowa faced off at the annual culinary competition hosted by the IRA and sponsored by the Iowa Beef Industry Council and The Soyfoods Council at this year's Celebrating Excellence! Culinary Arts Gala. The challenge was to present an entrée using sirloin with a soy side dish or accompaniment. The chefs were given 15 minutes to present their dishes to the panel of expert judges in a blind tasting format. Dishes were judged for appearance, taste, tenderness, texture and product use, overall creativity, and practicality.

Chef David Garcia of Dubuque Golf and Country Club took top honors in the competition with his presentation of oven roasted top sirloin cap marinated with achiote, cilantro and cumin, served with a miso-orange reduction sauce and accompanied by a black soy bean salsa. Garcia received a \$1,000 cash prize. Chef Tag Grandgeorge of LeJardin in Des Moines placed second and Chef Scott Stroud of Centro in Des Moines placed third.

People's Choice

As part of the evening, the chefs served samples of their dishes to the 300+ attendees of the Gala. Attendees cast their votes for the "People's Choice" award. The People's Choice winner was Chef Patricia Weidner of Triple Crown and A&J's Steakhouse at Prairie Meadows Race Track and Casino while Waukee caterer Terrie Kohl of Country Club Market received the dessert people's choice honor for her renowned Bananas Foster.



Above: Culinary Winners, Tag Grandgeorge of LeJardin (2nd), David Garcia of Dubuque Golf and Country Club (1st) and Scott Stroud of Centro (3rd). Right: Competing chefs offered tastings to event attendees. Below: Dessert champion, Terrie Kohl of Country Club Market serves her Bananas Foster.



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Mixology Competition Adds New Flavor to Gala

The Iowa Restaurant Association's Annual Celebrating Excellence! Culinary Gala added an exciting new dimension this year—a two part mixology competition sponsored by Pearl Vodka, Central City Liquors and Voss Distributing/Red Bull. Part one of the competition was held in October at Blue Moon Dueling Piano Bar & Restaurant, West Des Moines. Eight mixologists used Pearl products and were judged in three categories: Classic Cocktail, Creativity, and Flair / Showmanship. From that event, four finalists were selected to compete at the November Gala.

The final four from that event included Shannon Emerson of Alba Restaurant, Nate Novotny of Dos Rios, Jacob Viers of Blue Moon Dueling Piano Bar, and Dan Zimmerman of 515 Ultra Lounge.

All finalists competed in a second judged mixology competition, a people's choice award and a Stella Artois Pouring Ritual. Dos Rios Mixologist Nate Novotny won both the judged mixology competition and the People's Choice award—taking home a total of \$1,500 in cash prizes. Alba's Shannon Emerson won the Stella Artois Pouring Ritual and received a merchandise prize.



Mixology Competition Champion Nate Novotny from Dos Rios in Des Moines impresses the judges of the IRA's first mixology competition. Novotny won both the judged mixology competition and the People's Choice award.



New to Celebrating Excellence this year was a mixology competition. Above: Shannon Emerson from Alba in Des Moines and winner of the Stella Artois Pouring Ritual flashes a smile.



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MacBehr's Saves Thousands, Increases Coverage



For more than 20 years, Curtis Behr has been a student of the Western Iowa hospitality market. "In this environment, you have to stay one step ahead of the competition," says Behr.

It would seem Behr has been successful at doing exactly that.

Behr has owned and operated several successful Siouxland area bars and in 2006 partnered with three others to open an 18,000 square foot multi-concept establishment called MacBehr's. The three-floor operation includes a sports bar and grill, dance club, banquet facility, full-service bar and beer garden. "With the multiple levels and different approaches we're able to appeal to a variety of demographic groups," says Behr.

Profit Improvers

But even with such mass appeal, Behr and his partners are constantly seeking innovative ways to cut costs to improve profits. "We always want to provide great service and value," says Behr. "So we focus on the behind the scenes first."

That was why MacBehr's leveraged their IRA membership and worked with Society Insurance.

As they were opening their new establishment, Behr asked long-time insurance agent Neal Wooldridge to provide him with three or four competitive quotes for their property and casualty insurance. "Society Insurance was literally \$16,000 less than the closest competitor," says Wooldridge. "What's more, the coverage was better and they periodically receive a dividend back from the company."

Behr was so impressed with the property and casualty program that when given the opportunity to move his DRAM insurance over to Society, he jumped at the program. "That move saved MacBehr's another \$2,500 per year and while more than doubling their liability coverage," said Wooldridge.

Learn More

Society Insurance Trim-Plus and DRAM coverage is only one of the discount programs available exclusively to members of the Iowa Restaurant Association. Learn more about how the IRA can help you positively impact your bottom line today. Contact Cindy Jordan, Membership Director, cjordan@restaurantiowa.com or 515-276-1454.

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National Organization Focused on Ending Childhood Hunger Honors Iowa Restaurant Industry for Raising Funds, Awareness

In a season when most people are thinking about “special meals,” Iowa’s restaurant industry has been nationally recognized for its leadership in helping those who must worry about their “next meal.” Share Our Strength, the leading non-profit organization ending childhood hunger in America, recently selected Iowa’s restaurant industry and the Iowa Restaurant Association as a 2010 Leadership Award Winner. The national awards recognize community volunteers, companies, and corporate executives who have made a significant impact on the nonprofit’s work to end childhood hunger in the United States. This is the first year Iowa’s restaurant industry has received the honor.

Iowa Restaurant Association’s 2010 Board Chairman Matt Smiley, operations director for Barmuda Corporation a multi-restaurant operating company in the Cedar Valley, accepted the honor on behalf of the industry, at a ceremony in Washington D.C. He presented the honor to the Association’s membership at their annual industry awards gala last month.

“We are the nation’s breadbasket,” said Smiley. “It only makes sense that we be at the forefront of philanthropic

efforts to end hunger across the country.”

The IRA was honored with Share Our Strength’s Leadership Award for Innovative Practices. The state association was selected for its annual efforts to raise funds and awareness as part of Share Our Strength’s “Great American Dine Out” held each September. Many Iowa restaurants pledge and donate a portion of their profits to end hunger efforts

during the Dine Out week. The IRA petitioned Governor Culver to declare September “Iowa Restaurant Industry Month.” The declaration helped raise awareness of childhood hunger all across the state, and helped drive consumer participation as well as restaurant recruitment.

For more information visit www.strength.org to get involved in the No Kid Hungry Campaign.



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Iowa Organizations Benefitting from Previous Share Our Strength Grants

Micah House Emergency Shelter, Council Bluffs

\$4,000 to increase the amount of fresh fruits and vegetables for residents

Northeast Iowa Food Bank, Waterloo

\$5,000 to support emergency food assistance via the Cedar Valley Food Pantry



Three Free Tools from Coca-Cola Can Help Build Your Restaurants Profits

Even in the best economic times Iowa's restaurateurs are continually seeking ways to cost-effectively provide patrons with maximum value. Purveyors to the industry often have a wealth of research and applicable insights that when deployed, help restaurants strike an uncompromising balance between profits and patron experience. Case in point is Coca-Cola FoodService and its www.cokesolutions.com website.

The FBIQ editorial team caught up with Kirk Tyler, president of Atlantic Bottling Company in Waukee to ask what programs he might point Iowa restaurateurs toward. His answer is below.

Actionable Insights

Consider these for your restaurant from Coke Solutions

- Total beverage incidence increases with age
- 27 percent of restaurant occasions are carry out, nearly half of those do not order drinks



Tyler shared, "When consumers choose to dine out, they look forward to the food they'll be eating and the beverages they'll be drinking, but they also anticipate the overall dining out experience. As a business partner to Iowa's restaurant industry, we strive to deliver what they need at every level. Coke Solutions has a number of programs, we've found to be particularly effective in the state."

#1 MenuSource

Restaurateurs know menu presentation is vital to driving sales and profitability, but not all know how to get the most from menu design. Coca-Cola has launched MenuSource, an online menu building program that takes operators step-by-step through a menu re-engineering and menu board building. The goal is to improve total food and beverage sales and increase the purchase of the most profitable menu items.



#2 Suggest More Crew Kit

Restaurant crew members are instrumental in ensuring that expectations are met. To that end, Coca-Cola FoodService has developed the *Suggest More Crew Kit* which contains all of the elements needed to create and support a program to encourage suggestive selling of beverages, new menu items, combos or bundled meals.

#3 Beverage Sizes

With the growth of off-premise dining, Coca-Cola FoodService has conducted extensive research to learn which vessel features are key drivers of beverage purchases and which sizes are preferred for each vessel feature. Research shows that consumers prefer large-sized vessels--driving guest satisfaction and increasing incidence and profit. Coke offers restaurants many options in this arena.

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State Association Represents Interests of Iowa's Restaurant and Bar Industry to Legislative Leaders

Collective Voice to Lawmakers

Because of the breadth of business, insurance, tax, employment, licensing, health, nutrition, and other issues that daily impact restaurants and bars, state and national lawmakers rely on trusted relationships with people well-versed on the collective concerns of the hospitality industry to help guide their decisions.

The Iowa Restaurant Association is the industry's voice to legislators representing the interests of restaurant and bar operators at the Capitol day-in and day-out. If your establishment is not yet a member, get involved today.



Lobbyist: (def) advocate, educator, supplicant

The word lobbyist comes from the chambers in which the act of "lobbying" usually takes place, an anteroom near legislative bodies, for instance, or event the lobby of hotels where important people are staying.

Seasoned Team

For 15+ years, Iowa's restaurant and retail beverage industries have benefitted from effective representation at the Iowa State Capitol. Craig Walter, a former state representative himself, has been lobbying on behalf of Iowa's restaurants and bars since the early 1990s.



As the IRA lobbyist, Walter spends the better part of January through May at the State Capitol, tracking proposed legislation and amendments, attending committee meetings, and most importantly networking with legislators in the Rotunda—all to ensure the industry's interests remain "top of mind" when state lawmakers consider issues that could impact the hospitality business climate.

Walter is often joined by IRA President and CEO Doni DeNucci, as well as various IRA members, at committee meetings and hearings—ensuring that the concerns of restaurant and bar owners are heard.

Visible Daily Advocates

One of the simplest and most cost-effective ways hospitality professionals can engage in both the state and national political process and reach the ears of legislative leaders, is membership in the Iowa Restaurant Association (IRA). Regular IRA members also automatically receive dual national membership at no additional cost.

With headquarters in Des Moines and Washington D.C. respectively, the Iowa and National Restaurant Associations (NRA) are visible and present advocates for the restaurant and bar industry to state and national lawmakers. They also serve as the collective voice to the media and public.



legislative agenda

The Iowa Restaurant Association was founded in 1933 by a group of Iowa restaurateurs who sought to promote a spirit of cooperation among members as well as to encourage and influence legislation impacting the industry. Those foundational tenants have remained at the heart of the organization for its 75+ year history. Over the decades, the Association has successfully promoted the interest of operators. The Association's member-driven legislative agenda continues to address the day-in and day-out concerns of operators across the state.

2011 Legislative Priorities

COMMERCIAL PROPERTY TAX INEQUITIES

Commercial property is taxed at the full 100% valuation of the property while residential and agricultural property pay only a small percentage of valuation. This places an unfair and nearly overwhelming tax burden on small business owners. The IRA, in partnership with other small business advocacy groups, is seeking revision of Iowa's commercial property tax system.

INSPECTION FEES

Increased inspection fees are simply taxes in another form. The IRA believes the Department of Inspections and Appeals has adequate resources. Fee increases would be yet another burden on struggling business owners.

AFFORDABLE HEALTHCARE ALTERNATIVES

Iowa's restaurant employees need access to affordable, quality health care. Given national healthcare legislation has been passed, the IRA will proactively work with state and national legislators to find solutions that are cost-effective for restaurant owner/operators and employees alike.

Iowa's Restaurant Industry— Key Part of State Economy

Iowa restaurants represent 10 percent of the state's total employment with more than 145,000 workers paid more than \$1 billion in wages annually. In addition, the industry generates significant state sales tax revenue with annual sales of more than \$3.3 billion.

The Iowa Restaurant Association represents the interests of restaurant and tavern operators directly to lawmakers on issues that impact your business.



Emerging Issues

- TAX HIKES ON RESTAURANT PATRONS** —→ The IRA opposes allowing cities and counties to impose additional local taxes on patrons of food and beverage establishments (similar to hotel taxes and fees). Such local option taxes would increase consumer prices and impose an unfair playing field on establishments in adjoining communities.
- RIGHT TO SERVE** —→ The IRA has consistently supported consumer education efforts including the national uniform menu labeling legislation. However, the Association will also proactively support legislative efforts which ensure restaurant owners maintain the right to prepare and serve food that appeals to the marketplace in which they operate. Healthy eating should be promoted by education and information, not mandates or bans on certain ingredients or cooking styles.
- NATIONAL IMMIGRATION REFORM** —→ The Iowa Restaurant Association and the National Restaurant Association recognize immigration reform is necessary and must be conducted at the national level by Congress. The National Restaurant Association is carrying the concerns of the restaurant industry directly to Congress as solutions are considered.
- IMPACT OF FOOD TO FUEL** —→ The Iowa Restaurant Association will promote open discussion related to the pros and cons of use of food products in alternative fuel production. Food margins are very tight and restaurant operators track prices closely. Any legislative action that causes a substantial increase in the cost of foods is cause for concern to the industry, as well as consumers.

Ongoing Issues—Reform Needed

- ELIMINATE DRAM SHOP MANDATES** —→ The restaurant and retail beverage industry is the only industry selling alcohol that is required to carry additional liability insurance addressing intoxicated persons who cause injury to a third party. Current Dram Shop requirements are not only a repetitive coverage to property insurance, they offer no liability limits and do not require proof a business owner or employee actively contributed to the intoxication of the person causing injury. This requirement places an unfair burden on the industry and should be repealed.
- PREVENT FRIVOLOUS LAWSUITS** —→ The IRA believes restaurants should not be held legally responsible for serving their customers food that the customer requests. Frivolous lawsuits deny the role of personal responsibility plays in the dietary choices individuals make. Healthy eating should be promoted by education and information, not lawsuits.

Never Wonder When to Hit the Capitol Steps

Iowa Restaurant Association members receive up-to-the-minute reports about impending legislation, including information about which legislators to call on which topics. These grassroots efforts are part of the IRA's Iowa Grassroots Opportunities (I-GO) Network.

What is a PAC?

A Political Action Committee (PAC) is a fund that people with shared interests contribute to. Funds are allocated to candidates in both parties that the group feels will best represent their interests. Individuals may give any size contribution to a PAC. Businesses cannot contribute to a PAC. The Iowa Restaurant Association PAC supports state candidates that are advocates for the hospitality industry. Your contribution helps elect people who support your business. You need not be a member of the IRA to contribute.



Help Elect Candidates That Support Your Business

No donation is too small to assist in the IRA's efforts to support candidates who represent the interests of the hospitality industry. To make a donation to the IRA PAC, send your personal check to IRA PAC, 8525 Douglas Ave., Suite 47, Des Moines, IA 50322.

Businesses wishing to contribute to the IRA's political and legislative efforts may do so through the Iowa-GO (Grassroots Opportunities) Fund. These contributions may be made directly to the Iowa Restaurant Association.

All Conversation Power Lives with Majority Party

Nationally at in the Iowa State Legislature, the House Speaker and the Senate Majority Leader exert significant power over what proposed legislation has a serious chance of passing. As the leaders of their respective bodies, their most powerful tool is arguably the power to set the legislative calendars determining when (and if) bills will be debated and voted on. Often, these leaders utilize this power to make sure bills supported by the majority party are passed.

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The National Restaurant Association's government relations team is working hard to ensure the voice of America's restaurants are heard in the halls of Congress and at the White House. The NRA's government relations team is led by: Scott DeFife, EVP Public Policy and Government Relations. Contact Scott at legislative@restaurant.org.



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 - > Property
 - > General Liability
- > Commercial Umbrella
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Registration is now open for the National Restaurant Association 2011 Restaurant, Hotel-Motel Show and International Wine, Spirits & Beer Event (IWSB). A special "early bird" discount is available for restaurant and hospitality industry professionals who register before April 15, 2011. National Restaurant Association members receive free registration for the NRA Show and a member-exclusive rate on IWSB registration.



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McCormick Place
Chicago, IL



Attendees may register online at
www.restaurant.org/show or
www.winespiritsbeer.org.

Early Bird Rate until April 15
\$45 NRA Show
\$100 IWSB and NRA Show

Free Cost Savings Industry Resources

The National Restaurant Association (NRA) offers a number of free resources to restaurant owners looking for ways to improve their bottom lines. Check these out.

HEALTHCARE

With thousands of pages of legislation to decipher, most people still aren't sure what health care reform means to them. The NRA has created a site with checklists of actions, important compliance dates and steps that restaurant owners can consider taking right now to help your employees with health care.

Check out: www.restauranthealthcare.org.

CREDIT CARDS

Are you paying too much in credit card fees? Here's a simple calculator to help you compare costs.

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www.restaurant.org/profitability/roilindex.cfm

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January

January 11

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January 13

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February

February 7

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Sioux City, IA
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February 8

ServSafe — Class
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Association
Des Moines, IA
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February 8-10

Risk & Safety Managers —
Study Group Meeting
Sponsored by the National Restaurant
Association
Lake Buena Vista, FL
Registration information:
nmadison@restaurant.org or 407-824-3869

February 16

Legislative Leadership Day
Iowa State Capitol
Sponsored by Iowa Restaurant
Association
Des Moines, IA
Contact ddenucci@restaurantiowa.com or
515-276-1454

March

March 7

Iowa ProStart Invitational
Iowa Culinary Institute
DMACC - Ankeny
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March 8

ServSafe — Class
Sponsored by Iowa Restaurant
Association
Des Moines, IA
Register 515-276-1454

March 8

ServSafe — Class
Sponsored by Kossuth County ISU
Extension
Algona, IA
Register 515-295-2469

March 10

ServSafe — Class
Sponsored by Sac County ISU Extension
Sac City, IA
Register 515-576-2119

March 22-23

National Public Affairs Conference
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Industry Resource CD

The Iowa Restaurant Association has assembled some of its most often requested information resources, document templates, and educational materials onto a member resource CD. Available upon request at no charge in CD form, or for \$69.95 in printed form, this is an exclusive tool for Association members.

- Customizable templates for employee handbook, job descriptions, applications, performance reviews, and more.
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Members: call or e-mail to receive your copy today! 800-747-1453 • info@restaurantiowa.com

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The Iowa Restaurant Association offers its members exclusive access to a host of resources.

- Certification and training
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- Dual membership in the National Restaurant Association

The IRA is the de facto source on nearly any topic related to the restaurant and retail beverage industries in Iowa.



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OUR COMMITMENT



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- Solid door freezers
- Hot food holding cabinets
- Natural gas fryers
- LED case lighting and occupancy sensors



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2011 Buyers Guide

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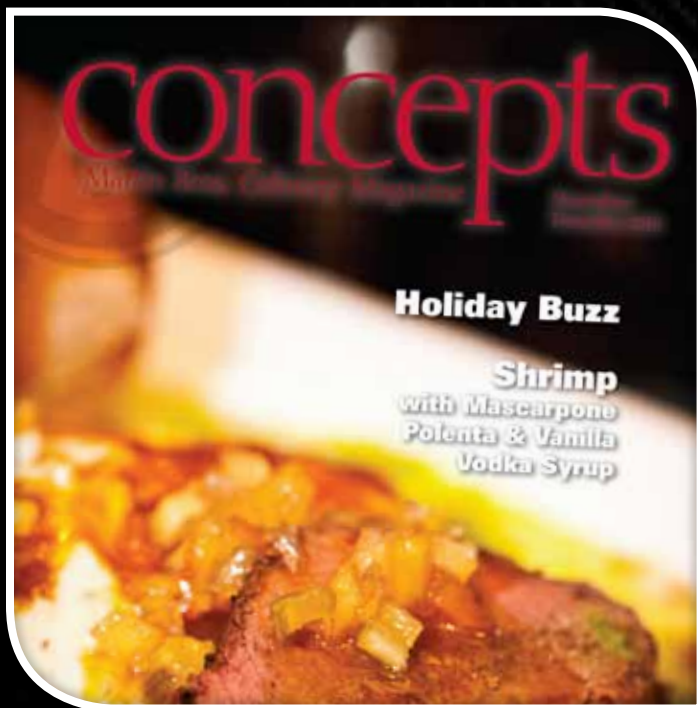
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2011 Buyers Guide

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The Iowa Restaurant Association and the National Restaurant Association are dedicated to the success of the state's hospitality industry. As you review the FBIQ's 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 well as a symbol of their commitment to the state's restaurant and retail beverage industry.

As you make your supplier choices, please give due consideration to the companies that support the programming efforts and services of the professional association dedicated to promoting your industry.

Thank You Corporate Partners!

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If you are an IRA member and are not yet leveraging our member benefit programs or if you are not an IRA member and would like to learn more contact
Cindy Jordan, Membership Director,
at cjordan@restaurantiowa.com or call 515-276-1454.

Businesses listed in this directory are committed to helping restaurateurs and bar owners improve their operations and ultimately, their bottom lines. So save this issue of FBIQ and use it often!

Corporate Partners

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

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**.

Buyers Guide by Product & Services

Alarms

ADT Security Services

Appraisal/Media

ABC TV5

Bar Equipment and Supplies

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Edward Don & Company

Farner-Bocken Co.

Glazer's Distributors of Iowa

Hawkeye Foodservice Distribution, Inc.

Iowa Des Moines Supply, Inc.

Martin Bros. Distributing Co., Inc.

Performance Food Group/Thoms Proestler Company

Rapids Wholesale Equipment

Reinhart FoodService

SYSCO Food Services of Iowa, Inc.

Taylor Industries, Inc.

Wine Doggy Bags LLC

Beverage Dispensing Equipment

Bolton & Hay

Hawkeye Foodservice Distribution, Inc.

McCormack Distributing Co.

Rapids Wholesale Equipment

Reinhart FoodService

Beverages (Alcoholic)

Doll Distributing LLC

Diageo

Fahr Beverage

Glazer's Distributors of Iowa

Johnson Brothers of Iowa

Luxco Spirited Brands

MJ Distributing

Beverages (Non Alcoholic)

Coca-Cola Bottlers of Iowa

Farner-Bocken Co.

Glazer's Distributors of Iowa

Hawkeye Foodservice Distribution, Inc.

Johnson Brothers of Iowa

Martin Bros. Distributing Co., Inc.

MJ Distributing

Mrs. Clarks Food

Pepsi Americas

Reinhart FoodService

SYSCO Food Services of Iowa, Inc.

Voss Distributing/Red Bull LLC

Coffee/Tea

Farner-Bocken Co.

Glazer's Distributors of Iowa

Hawkeye Foodservice Distribution, Inc.

Iowa Des Moines Supply, Inc.

Martin Bros. Distributing Co., Inc.

Reinhart FoodService

SYSCO Food Services of Iowa, Inc.

Computers/Hardware/Software

Integrated P.O.S., Inc.

Condiments

Farner-Bocken Co.

Hawkeye Foodservice Distribution, Inc.

Mrs. Clark's Foods

Performance Food Group/Thoms Proestler Company

Reinhart FoodService

Consulting, Energy

Black Hills Energy

Consolidated Energy Services

D&J Consulting, L.C.

Seminole Energy Services

Consulting, Financial

Consolidated Energy Services

D&J Consulting, L.C.

Lincoln Savings Bank

The Dana Company

Wooldridge Insurance

Consulting, Foodservice

Bolton & Hay

Hawkeye Foodservice Distribution, Inc.

Martin Bros. Distributing Co., Inc.

Reinhart FoodService

SYSCO Food Services of Iowa, Inc.

Taylor Industries, Inc.

Credit Card Service/Supplies

Heartland Payment Systems

Integrated P.O.S., Inc.

Dairy Products

Farner-Bocken Co.

Food Service Marketing - Iowa, Inc.

Hawkeye Foodservice Distribution, Inc.

Loffredo Fresh Produce Co., Inc.

Martin Bros. Distributing Co., Inc.

Performance Food Group/Thoms Proestler Company

Reinhart FoodService

SYSCO Food Services of Iowa, Inc.

Wells Dairy Blue Bunny

Dishwashing Equipment Sales

Bolton & Hay

Ecolab Inc.

Edward Don & Company

Hawkeye Foodservice Distribution, Inc.

Iowa Des Moines Supply, Inc.

Martin Bros. Distributing Co., Inc.

Performance Food Group/Thoms Proestler Company

Rapids Wholesale Equipment

Reinhart FoodService

SYSCO Food Services of Iowa, Inc.

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Fahr Beverage

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Glazer's Distributors of Iowa

Hawkeye Foodservice Distribution, Inc.

Martin Bros. Distributing Co., Inc.

Performance Food Group/Thoms Proestler Company

Reinhart FoodService

Reinhart FoodService of Omaha

SYSCO Food Services of Iowa, Inc.

US Food Service Inc.

Educational Materials

Distilled Spirits Council

Iowa Restaurant Association Educational Foundation

Iowa Beef Industry Council

Iowa Pork Producers Association

Soyfoods Council

Employment Resources

hCareers

Exhaust Systems

Hoodz of Central Iowa

Iowa Fire Control LLC

Exhaust System Cleaning

Enviromatic Corporation of America, Inc.

Hoodz of Central Iowa

River Valley Fire Protection, Inc.

Financial Institutions/Services

Lincoln Savings Bank/LSB Financial

Wells Fargo

Fire Suppression Systems

Iowa Fire Control LLC

River Valley Fire Protection, Inc.

Food Broker

CanTwo Food Brokerage

Food Marketing Services Iowa, Inc.

Hockenberg Newburgh

Midstates Marketing, Inc.

Rosium Elite Sales & Marketing Co.

Food Products and Manufacturing

Altria Group, Inc.

Arden Culinary

Burke Corporation

Hawkeye Foodservice Distribution, Inc.

Mrs. Clarks Foods

Wells Dairy Blue Bunny

Food Services Equipment Parts & Services

Lehman's Commercial Services/General Parts LLC

Food Service Equipment and Supplies

Bolton & Hay

Edward Don & Company

Farner-Bocken Co. Services

Hawkeye Foodservice Distribution, Inc.

Iowa Des Moines Supply, Inc.

Martin Bros. Distributing Co., Inc.

Performance Food Group/Thoms Proestler Company

McCormack Distributing Co.

Rapids Wholesale Equipment

Reinhart FoodService

SYSCO Food Services of Iowa, Inc.

Taylor Industries, Inc.

Frozen Food

Arden Culinary

CanTwo Food Brokerage

Frozen Foods Continues on Buyers Guide Page 6

Frozen Foods (cont.)

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Food Marketing Services Iowa, Inc.
Farner-Bocken Co.
[Hawkeye Foodservice Distribution, Inc.](#)
Hockenberger Newburgh
Loffredo Fresh Produce Co., Inc.
[Martin Bros. Distributing Co., Inc.](#)
Performance Food Group/Thoms Proestler Company
Midstates Marketing, Inc.
[Reinhart FoodService](#)
[Reinhart FoodService of Omaha](#)
[SYSCO Food Services of Iowa, Inc.](#)
Wells Dairy Blue Bunny

Grease Removal

Darling International
Hoodz of Central Iowa
KCI Restaurant Services
Mahoney Environmental
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Human Resources

InFocus Partners

Ice Machines

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Rapids Wholesale Equipment
Taylor Industries, Inc.

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Brummel, Madsen & Associates, Inc.
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Meat Information

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Meat Purveyor

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[Martin Bros. Distributing Co., Inc.](#)
Performance Food Group/Thoms Proestler Company
[Reinhart FoodService](#)
[SYSCO Food Services of Iowa, Inc.](#)

Menu Design/Ideas

[Bolton & Hay](#)
Food Marketing Services Iowa, Inc.

Farner-Bocken Co.
Glazer's Distributors of Iowa
[Hawkeye Foodservice Distribution, Inc.](#)
Iowa Beef Industry Council
[Martin Bros. Distributing Co., Inc.](#)
Performance Food Group/Thoms Proestler Company
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[SYSCO Food Services of Iowa, Inc.](#)
Wells Dairy Blue Bunny

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[BMI](#)

Paper Products

Edward Don & Company
Farner-Bocken Co.
[Hawkeye Foodservice Distribution, Inc.](#)
Iowa Des Moines Supply, Inc.
[Martin Bros. Distributing Co., Inc.](#)
Performance Food Group/Thoms Proestler Company
[Reinhart FoodService](#)
[SYSCO Food Services of Iowa, Inc.](#)
Taylor Industries, Inc.

Payroll Processing Services

[Integrated P.O.S., Inc.](#)
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Equipment/Supplies
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Poultry/Eggs

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[Hawkeye Foodservice Distribution, Inc.](#)
Loffredo Fresh Produce Co., Inc.
[Martin Bros. Distributing Co., Inc.](#)
[Reinhart FoodService](#)
[SYSCO Food Services of Iowa, Inc.](#)

Produce

Farner-Bocken Co.
[Hawkeye Foodservice Distribution, Inc.](#)
Liberty Fruit Company
Loffredo Fresh Produce Co., Inc.
[Martin Bros. Distributing Co., Inc.](#)
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Protein Purveyor

Burke Corporation

Publications

Food and Beverage Iowa Quarterly
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Refrigeration Equipment and Parts

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[Hawkeye Foodservice Distribution, Inc.](#)
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Mahoney Environmental
Performance Food Group/Thoms Proestler Company
Rapids Wholesale Equipment
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Taylor Industries, Inc.

Restaurant Equipment/Service

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McCormack Distributing Co.
Performance Food Group/Thoms Proestler Company

Rapids Wholesale Equipment
[Reinhart FoodService](#)
[SYSCO Food Services of Iowa, Inc.](#)
Taylor Industries, Inc.

Sales Tax Exemption

Consolidated Energy Services
[D&J Consulting, L.C.](#)

Sanitation Supplies/Cleaning Services

Clean Des Moines
[Ecolab Inc.](#)
Edward Don & Company
G&K Services
[Hawkeye Foodservice Distribution, Inc.](#)
Iowa Des Moines Supply, Inc.
[Martin Bros. Distributing Co., Inc.](#)
Performance Food Group/Thoms Proestler Company
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Seafood

Food Marketing Services Iowa, Inc.
Farner-Bocken Co.
[Hawkeye Foodservice Distribution, Inc.](#)
[Martin Bros. Distributing Co., Inc.](#)
Midstates Marketing, Inc.
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[SYSCO Food Services of Iowa, Inc.](#)

Security Systems & Equipment

ADT Security Services

Signage

Webspec Design

Tobacco/Tobacco Sales

Farner-Bocken Co.

Uniforms

Edward Don & Company
G&K Services
Premier Linen & Dry cleaning, Inc.

Utilities

Alliant Energy
Black Hills Energy
Consolidated Energy Services
[D&J Consulting](#)
Mid American Energy Company
[Seminole Energy Services](#)

Vending/Game Machines

Rich and Junnie's Coin, Inc.

Waste Removal

Mahoney Environmental
Darling International

Web Design

Webspec Design

Wines/Spirits Distributor

Diageo
Glazer's Distributors of Iowa
Johnson Brothers of Iowa
[Luxco Spirited Brands](#)
MJ Distribution

Wine "To Go" Bags

Iowa Des Moines Supply
[Reinhart Foodservice](#)
[Martin Brothers Distributing](#)
[Sysco Food Service of Iowa](#)
Wine Doggy Bags LLC

Buyers Guide by Company

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Alliant Energy

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Bolton & Hay Inc

2701 Delaware Avenue
Des Moines, IA 50317
Phone: 515-265-2554
Fax: 515-265-6090
www.boltonhay.com

Braunger Food Service

900 Clark
Sioux City, IA 51101
Phone: 712-258-4515
Fax: 712-258-1130

Brummel, Madsen & Associates, Inc

P.O. Box 399,
318 Main Street
Cedar Falls, IA 50613
Phone: 319-266-2644
Fax: 319-277-2429

Burke Corporation

PO Box 209
Nevada, IA 50201
Phone: 515-382-3575
Fax: 515-382-8544
www.burkecorp.com

CanTwo Food Brokerage

P.O. Box 456
West Branch, IA 52358
Phone: 319-643-3220
Fax: 319-643-3225
www.cantwofoodbrokerage.com

Clean Des Moines Professional Cleaning

6000 Douglas Ave., Ste. 204
Des Moines, IA 50322
Phone: 515-251-3952
www.cleandsm.com

Coca-Cola Bottlers of Iowa

16200 Hickman Rd.
Waukee, IA 50263
Phone: 515-987-1931
www.atlanticbottling.com

Consolidated Energy Services

1004 58th St
West Des Moines, IA 50266
Phone: 515-223-5544

D&J Consulting, L.C

729 N.E. Brookhaven Drive
Ankeny, IA 50021
Phone: 515-556-7641
Fax: 515-964-5570

Dana Company, The

12345 University Ave, Ste 300
Des Moines, IA 50325-8245
Phone: 515-224-4391
Fax: 515-224-4955
www.thedanaco.com

Darling International Inc

PO Box 615
907 Walnut, Suite 400
Des Moines, IA 50306
Phone: 515-288-2166
Fax: 515-288-1007
www.darlingii.com

Diageo

333 W. Wacker Suite 1100
Chicago, IL 60606
Phone: 773-793-1364
Fax: 312-279-3531
www.diageo.com

Distilled Spirits Council

1250 Eye Street NW, Suite 400
Washington, DC 20005
Phone: 202-628-3544
Fax: 202-682-8888

Doll Distributing LLC

1901 DeWolf Street
Des Moines, IA 50316
Phone: 515-299-2207
Fax: 515-263-0516
www.dolldistributing.com

Ecolab

328 N 7th Ave
Iowa City, IA 52245
Phone: 319-358-6886
Fax: 319-351-1507
www.ecolab.com

Edward Don & Company

14431 Thrush Street N.W
Andover, MN 55304
Phone: 800-777-4366
Fax: 763-862-1471
www.don.com

Enviromatic Corporation of America, Inc

4489 NW 2nd St. Suite 2B
Des Moines, IA 50513
Phone: 800-325-8476
Fax: 877-325-8476
www.enviromatic.com

Fahr Beverage, Inc.

1369 Martin Road,
P.O. Box 358
Waterloo, IA 50704
Phone: 319-234-2605
Fax: 319-234-5644
www.fahrbeverage.com

Corporate Partners—RED box
Member Benefit Partners—BLUE box

Farner-Bocken Co

P.O. Box 368
Carroll, IA 51401
Phone: 800-274-8692
Fax: 712-792-7353
www.farner-bocken.com

Fishbowl Online Marketing

44 canal Center Plaza
Alexandria, VA 22314
Phone: 800-836-2818
www.fishbowl.com

Food Marketing Service Iowa, Inc.

4900 Franklin Avenue
Des Moines, IA 50310
Phone: 515-255-1285
Fax: 515-255-1388

G & K Services

1325 Metro East Drive
Pleasant Hill, IA 50327
Phone: 515-266-3232
Fax: 515-266-3946
www.gkservices.com

Glazer's Distributors of Iowa

4377 N.W. 112th Street
Urbandale, IA 50322
Phone: 515-252-7173
Fax: 515-252-8681
www.glazers.com

Hawkeye Foodservice Distribution

P. O. Box 1820
Iowa City, IA 52244
Phone: 800-272-6467
Fax: 319-645-2429
www.hawkeyefoodservice.com

Heartland Payment Systems

1755 SE 55th St.
Pleasant Hill, IA 50327
Phone: 515-250-4618
Fax: 515-266-4017
www.heartlandpaymentsystems.com

Hockenberg Newburgh

1400 N.W. 100th Street
Des Moines, IA 50305
Phone: 515-222-0100
Fax: 515-327-8847
www.hnsales.com

Hockenberg Equipment & Supplies

4267-109th Street
Urbandale, IA 50322
Phone: 515-282-0033
Fax: 515-282-0945
www.hockenberg.com

Hospitality Purchasing Solutions

4780 S 131st Street
Omaha, NE 68137
Phone: 402-289-2213
Fax: 402-289-2213
www.hospitalitypurchasingsolutions.com

Hoodz of Central Iowa

4927 68th Street
Urbandale, IA 50322
515-278-1149
www.hoodz.us.com

Humitech of Iowa, Inc.

1822 44th Street
Des Moines, IA 50310
Phone: 515-314-6990
www.humitechofiowa.com

Illinois Casualty Company

P.O. Box 5018
Rock Island, IL 61204
Phone: 800-445-3726
Fax: 309-793-1707
www.ilcasco.com

InFocus Partners

5930 Grand Ave., Suite 100
West Des Moines, IA 50265
515-223-2685
www.infocus-partners.com

Insurance Associates of Iowa City

P.O. Box 150
44 Sturgis Corner Dr.
Iowa City, IA 52246
Phone: 319-338-1135
Fax: 319-338-4016

Insurance Station

116 Second Street SE, PO Box 219
Altoona, IA 50009
Phone: 515-967-0489
Fax: 515-967-2165
www.insurancestation.com

Integrated POS, Inc.

Cedar Rapids, IA
Rockford, IL
Bloomington, IL
Phone: 877-42-4767
Fax: 815-335-3062
www.integratedpos.com

Iowa Beef Industry Council

P.O. Box 451
Ames, IA 50010
Phone: 515-296-2305
Fax: 515-296-4873
www.iabeef.org

Iowa Fire Control LLC

3014 5th Ave S., Suite B
Ft Dodge, IA 50501
515-576-4440
www.iowafirecontrol.com

Iowa Pork Producers Association

P. O. Box 71009
Clive, IA 50325-0009
Phone: 515-225-7675
Fax: 515-225-0563
www.iowapork.org

Iowa-Des Moines Supply Inc.

1680 Guthrie Avenue
Des Moines, IA 50316a
Phone: 515-263-1200
Fax: 515-263-0138
www.iowadesmoinesupply.com

Johnson Brothers Liquor Co. of Iowa

2515 Dean Avenue
Des Moines, IA 50317
Phone: 515-262-1199
Fax: 515-262-0845
www.johnsonbrothers.com

KCI Restaurant Services

3370 L Ave
Tama, IA 52339
Phone: 641-484-3823
Fax: 402-896-1324
www.krugerinc.com

Kreamer Law Firm, P.C.

6600 Westown Parkway
West Des Moines, IA 50266
Phone: 515-727-0900
Fax: 515-727-0939
www.kreamerlaw.com

Lehmans Commercial Service / General Parts LLC

1501 Michigan Street
Des Moines, IA 50314
Phone: 515-243-1534
www.generalparts.com

Liberty Fruit Co.

1247 Argentine Blvd.
Kansas City, KS 66105
Phone: 800-445-4782
Fax: 913-281-9985
www.libertyfruit.com

Lincoln Savings Bank/LSB Financial

219 Main Street
Cedar Falls, IA 50613
Phone: 319-268-4242
Fax: 319-268-4211
www.mylsb.com

Loffredo Fresh Produce Company

4001 S.W. 63rd Street
Des Moines, IA 50321
Phone: 515-285-3367
Fax: 515-285-3231
www.loffredo.com

Ludovissy & Associates

787 West Locust Street
Dubuque, IA 52001-4358
Phone: 563-556-6661
Fax: 563-588-4756
www.ludovissyandassociates.com

Luxco Spirited Brands

3410 Kingman Blvd
Des Moines, IA 50311
Phone: 515-274-0103
Fax: 866-751-8118
www.luxco.com

Mahoney Environmental

1819 Moen Ave
Joliet, IL 60436
1-800-892-9384
www.mahoneyenvironmental.com

Martin Bros. Distributing Co. Inc.

6623 Chancellor Dr.
Cedar Falls, IA 50613
Phone: 800-847-2402
Fax: 319-277-1238
www.martinsnet.com

McCormack Distributing Co.

P.O. Box 807
LeMars, IA 51031
Phone: 712-546-5133
Fax: 712-546-4067
www.mccormackdistributing.com

McDonald's Corporation

2915 Jorie Blvd., Dept. 018
Oak Brook, IL 60523
Phone: 630-623-5724
Fax: 630-623-3057

MidAmerican Energy Company

3500 104th Street
Urbandale, IA 50322
Phone: 515-252-6762
Fax: 515-252-6758
www.midamericanenergy.com/ee

Midstates Marketing

4489 2nd Avenue Ste. 9
Des Moines, IA 50313
Phone: 515-246-8829
Fax: 515-246-8837

MJ Distributing LLC

5525 NE 22nd Street
Des Moines, IA 50313
Phone: 515-276-2659
Fax: 515-265-9053

Mrs. Clark's Foods

740 S.E. Dalbey Drive
Ankeny, IA 50021
Phone: 805-467-3896
Fax: 805-467-3020
www.mrsclarks.com

Pepsi Beverages Company

400 6th Avenue SE
Cedar Rapids, IA 52401
Phone: 800-373-9135
Fax: 319-365-8942
www.pepsiamericas.com

Premier Linen & Drycleaning, Inc.

461 W. 9th Street
Dubuque, IA 52004-0656
Phone: 800-583-9123
Fax: 563-556-7910

Rapids Wholesale Equipment

6201 S. Gateway Drive, Box 307
Marion, IA 52302
Phone: 319-447-1670
Fax: 319-447-1680
www.rapidswholesale.com

Reinhart FoodService
4100 44th Avenue, S.W.
Cedar Rapids, IA 52404
Phone: 319-396-1300
Fax: 319-396-6464
www.reinhartfoodservice.com

Reinhart Foodservice of Omaha
6720 N. 9th Street
Omaha, NE 68112
Phone: 402-457-3600
Fax: 402-457-3606

Reynolds & Reynolds, Inc.
300 Walnut Street, Suite 200
Des Moines, IA 50309
Phone: 515-557-1214
Fax: 515-243-6664
www.reynolds-reynolds.com

Rich and Junnie's Coin Inc.
2095 Kerper Blvd.
Dubuque, IA 52001
Phone: 563-588-1083
Fax: 563-588-4149

River Valley Fire Protection, Inc.
3192 C3 Hughes Court
Dubuque, IA 52003
Phone: 563-583-6323
Fax: 563-583-6467

Roisum Elite Sales & Marketing Co.
8187 University Avenue
Clive, IA 50325
Phone: 515-224-0999
Fax: 515-224-1010
www.roisumelite.com

Sanimax USA Inc.
605 Bassett Street
DeForest, WI 53532
Phone: 608-846-5466
Fax: 608-846-5370
www.sanimax.com

Schwarm Law Firm
110 W. Main Street
Lake Mills, IA 50450
Phone: 641-592-1031
Fax: 641-592-1030

Seminole Energy Services
8901 Townsend Ave.
Urbandale, IA 50322
Phone: 515-278-2254
www.seminoleenergy.com

Sheets-Forrest-Draper Insurance Agency
P.O. Box 218
Marion, IA 52302
Phone: 319-377-4861
Fax: 319-377-3055
www.sheetsforrestdraper.com

SM Engineering
9 Ninth Avenue
Hopkins, MN 55343
Phone: 952-238-1413
Fax: 952-930-5460
www.smeng.com

Smith D & L Insurance
601 1st Street West
Independence, IA 50644
Phone: 319-334-6066
Fax: 319-334-2094

Society Insurance
150 Camelot Drive
Fond du Lac, WI 54936
Phone: 888-576-2438
Fax: 920-922-0747
www.societyinsurance.com

The Soyfoods Council
1255 SW Prairie Trail Pkwy
Ankeny, IA 50023
Phone: 515-727-0796
Fax: 515-251-8657
www.thesoyfoodscouncil.com

Sysco Food Services of Iowa
One Sysco Place
Ankeny, IA 50021
Phone: 515-289-5300
Fax: 515-289-5356
www.syscoiowa.com

Taylor Industries, Inc.
4360 112th Street
Urbandale, IA 50322-2072
Phone: 515-262-8221
Fax: 515-262-6080
www.taylorind.com

Thoms Proestler/ Performance Food Group
8001 TPC Road
Rock Island, IL 61204-7210
Phone: 800-747-1234
Fax: 309-787-1248
www.tpcinfo.com

US Food Service Inc
One Quality Lane
Streator, IL 61364
Phone: 319-981-1721
Fax: 319-378-8953
www.usfoodservice.com

Voss Distributing/Red Bull LLC
5109 NE 17th Street
Des Moines, IA 50313
Phone: 515-263-1777
Fax: 515-263-1779
www.vossdist.com

Webspec Design LLC
5911 Meredith Dr., Suite C
Urbandale, IA 50322
515-334-9544
www.webspecdesign.com

Weinman Insurance Services
311 E 2nd Ave.
Indianola, IA 50125
515-961-2567
www.weinmaninsurance.com

Wells Blue Bunny
P. O. Box 1310
LeMars, IA 51031
Phone: 515-987-2103
Fax: 515-987-2108
www.bluebunny.com

Wells Fargo
2840 Ingersoll Avenue
Des Moines, IA 50312
Phone: 515-237-5445
Fax: 515-237-5200
www.wellsfargo.com

Wine Doggy Bags LLC
31103 Rancho Viejo Rd
Suite 2138
San Juan Capistrano, CA 92675
800-401-9014
Fax: 480-287-9135
www.winedoggybag.com

Wooldridge Insurance
P.O. Box 1048
Sioux City, IA 51102
Phone: 712-255-7644
Fax: 712-255-3042
www.wooldridgeinsurance.com