

Food & Beverage Iowa Business

Quarterly

IOWARESTAURANT
ASSOCIATION™

Celebrates

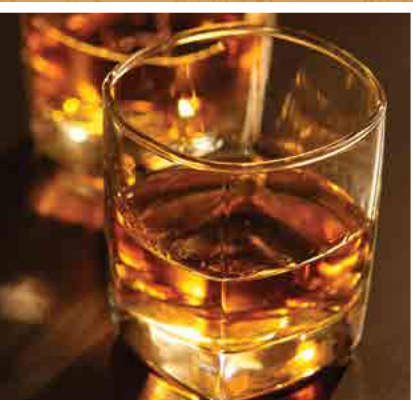


YEARS!

Legislative Update:
Liquor Liability Insurance
Change Passed
- SEE PAGE 16 -

Pushing the Culinary
Envelope with Soy
- SEE PAGE 21 -

From 1933 to 2013 —
Protecting, Promoting
and Educating Iowa's
Hospitality Industry



Healthcare Compliance What ALL employers—regardless of size—must do before October 1st



You've built a reputation for
never cutting corners.

Choose a payments processor
that won't cut your profits.

By working with a payments processor you trust, you can take some of the burdens of business ownership off of your shoulders. Let Heartland help you improve and grow your business while you concentrate on doing what you love.

Call 866.941.1477 or learn more at
HeartlandPaymentSystems.com/restaurant

- Payment Processing
- Payroll Solutions
- Marketing Solutions
- Network Solutions

Exclusively endorsed by



46 State Restaurant
Associations



Food & Beverage Iowa Business Quarterly

- 5 Editor's Column
Study Shows Restaurants are not
Primary Source of Sugary Drinks and
High Calorie Food
- 6 Cover Story
Iowa Restaurant Association
Celebrates 80 Years
- 10 Iowa Restaurant
Associations Golf Classic
Pictures and Thank Yous
- 13 Healthcare Compliance
What to do Before October 1st
- 16 Legislative Update
DRAM Insurance Victory
- 19 News From Around the State
- 20 Saw You There!
IRA Members Help Make Events
Successful!
- 21 Culinary News
Pushing the Culinary Envelope
With Soy
- 22 Calendar of Events



PROTECT PROMOTE EDUCATE

Since 1933, Iowa's Professional Association of the
Restaurant and Retail Beverage Industries

Food & Beverage Iowa Business Quarterly

1501 42nd St., Ste 294
West Des Moines, IA 50266
Phone: 515-276-1454
Fax: 515-276-3660
www.restaurantiowa.com

Directors

Alex Banasik
Down Under Bar & Grill
Des Moines, IA

Darin Beck
Barmuda Companies
Cedar Falls, IA

Steve Britton
Iowa Machine Shed Restaurant
Urbandale, IA

Jeanine Buckingham
Orchestra Hospitality
Des Moines, IA

Charlie Campbell
Performance Food Group
Rock Island, IL

Scott Carlson
Court Avenue Restaurant &
Brewing Co., Americana
Restaurant & Lounge
Des Moines, IA

Jeff Duncan
Dos Rios Restaurant, Big City
Burgers and Greens, Catering DM
Des Moines, IA

Kurt Friese
Devotay, NewBo City Market,
Edible Iowa
Iowa City, IA

Sam Jennison
Drake Restaurant, LLC
Burlington, IA

Windy Kalmes
Kalmes Enterprises
St. Donatus, IA

Troy Leibold
Ludovissy and Associates
Dubuque, IA

Scott Vermillion
Martin Brothers Distributing Co.
Cedar Falls, IA

Mike Volrath
Heartland Payment Systems
Pleasant Hill, IA

Food & Beverage Iowa Business Quarterly

Publisher/Editor

Jessica Dunker President/CEO
Iowa Restaurant Association
jdunker@restaurantiowa.com

Graphic Designer

Elizabeth Winders
slwinders@mchsi.com

Advertising

Stacy Kluesner
skluesner@restaurantiowa.com

Please support the advertisers herein; they have made this publication possible. For information on advertising opportunities and a media kit, please contact Stacy Kluesner at skluesner@restaurantiowa.com.

IRA Membership

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

News

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.

Iowa Restaurant Association and Food & Beverage Iowa Business Quarterly are trademarks of the Iowa Restaurant Association. All other trademarks and registered trademarks are those of respective companies.



BUILDING
BRANDS
THAT
PEOPLE
love

ROBERT MONDAVI
PRIVATE SELECTION



Estancia

SVEDKA
VOTED #1 VODKA OF 2013



MOUNT
VEEDER
WINERY

**BLACK
VELVET**
TOASTED CARAMEL

BLACKSTONE
WINEMAKER'S SELECT



Since 1878
SIMI

**BLACK
VELVET**



DISTRIBUTED BY



JOHNSON BROTHERS OF IOWA
1952-2011



**Constellation
Brands**

THANK YOU FOR SUPPORTING OUR BRANDS.

Please enjoy our products responsibly. Visit us at www.cbrands.com

© 2012 Constellation Brands, Inc., Canandaigua, NY



Visit our website
www.restaurantiowa.com to
see just how much \$35 per
month can net your business.

Study Shows Restaurants are not the Primary Source of Sugary Drinks and High Calorie Foods

By: Jessica Dunker, President, CEO
Iowa Restaurant Association

I have grown weary of well-intentioned people making it difficult for restaurants to conduct business. Case in point, a recent study of Americans' caloric intake found that the majority of the calories people consume come from food purchases made in places other than restaurants.

Restaurants Aren't the Issue

The study, conducted by the Center for Public Health Nutrition at the University of Washington, determined food purchased from restaurants account for only 17 to 26 percent of Americans' total caloric intake. What's more, the analysis found sugar-sweetened beverages served at quickservice restaurants made up no more than 1.4 percent of people's caloric intake, whereas store-sourced sugary beverages made up four times that amount.

In short, the data shows restaurants do not largely contribute to the consumption of sugar-sweetened beverages.

So enough with the mandates and bans on drinks and other foods in restaurants only. Just let people enjoy their time in our hospitality establishments.

The Iowa Restaurant Association Office Has Moved!

The Iowa Restaurant Association has a new office. We now have our own classroom and are closer to area entertainment hubs and the Capitol. Stop by and say hello!

**1501 42nd Street, Suite 294
West Des Moines, Iowa 50266**

1 Corporate Place, large white building
Our phone number is unchanged 515-276-1454



IOWARESTAURANT
ASSOCIATION™

Celebrates



From 1933 to 2013 — Protecting, Promoting and Educating Iowa's Hospitality Industry

On September 6, 1933 a group of restaurateurs from across Iowa met at the Masonic Temple Building in Des Moines to discuss the creation of a statewide association. The idea quickly took hold and within weeks the Iowa Restaurant Owners Association was formed.

The founding members hoped to promote a spirit of cooperation among Iowa's hospitality operators, impact legislative actions and ensure the impartial enforcement of laws regulating the food and beverage business. Those goals are still at the heart of the Association's mission to Protect, Promote, and Educate Iowa's hospitality industry.

Hundreds of Iowa's top hospitality professionals have served on the Association's board of directors which governs the Association. Iowa was also one of the first state associations to affiliate with the National Restaurant Association—a partnership that continues to benefit the state's hospitality operators from both a legislative and program perspective.

Today, the Iowa Restaurant Association represents an industry with more than 7,000 food and beverage establishments throughout the state. The Association remains committed to protecting, promoting and representing the best of the state's hospitality industry—still encouraging Iowans to **Eat Out Often**.

Yesterday:



Today:



Tell Me Something...

The Association's first publication *The Appetizer* was founded in September 1937. In 1996 the publication became *Entrée* magazine. In 2006, the magazine became a statewide publication *Food and Beverage Iowa Business Quarterly*. Today the magazine circulates to more than 7,000 Iowa restaurant and beverage industry professionals.

The Iowa Restaurant Association was founded the same year as the repeal of prohibition. The Iowa Alcoholic Beverages Division was founded the same year.

Whose Running the Show?

Since its founding, nine individuals have served as Chief Executive Officer. Two have also served as chairman of the board. The City of Waterloo has provided the most chairpersons of the board over the years, with Des Moines being second.



Earl Revell



Lester Davis



Doni DeNucci

Show Time

The Association's first convention was held in 1935 at the Kirkwood Hotel in Des Moines. The conventions became home to many now bygone traditions including the annual selection of "Miss Iowa Restaurant." The Association stopped hosting conventions in the early 1990s, opting to instead leverage the food shows of its many and varied partners.



1965 Miss Iowa Restaurant Court: Miss Courtesy, Cleo Wait; Miss Personality, Rose Herschberger; Miss IRA, Linda Meyer; Previous Miss IRA, Marie Mushro; Miss Congeniality, Sandra Clark; Miss Hospitality, Nancy Hedblom



Mergers

In early 1994, the State Association of Beverage Retail Establishments (SABRE) became part of the association and the name of the new organization was changed to the Iowa Hospitality Association. The Association returned to its original name Iowa Restaurant Association in 2005.



Advocate For the Industry

The IRA represents the best legislative interests of its members both in Des Moines and Washington, D.C. One time state legislator Craig Walter has served as the Association's lobbyist for more than 25 years working with three different Association CEOs.



Still serving as IRA Lobbyist after 25 years, Craig Walter poses with current IRA CEO Jessica Dunker.

Give Back

Always a philanthropic minded industry, the Iowa Restaurant Association introduced "Coffee Day," in April 1957 raising money to equip the kitchen of a summer camp for crippled children. Recently, the Association has supported Wildwood Hills Ranch, a summer camp for at-risk youth founded by 1995 IRA Chairman of the Board Mike Whalen. Whalen was the first and only Iowa restaurateur to receive the National Restaurant Association's Cornerstone Humanitarian honor for his work.



WILDWOOD HILLS RANCH OF IOWA

Educate Students

In 2001, the IRA's Education Foundation (IRAEF) was created to provide premier educational programs and services to members including ProStart, a School to Career partnership. In Fall 2013, 19 high schools across the state will be using the ProStart program.



Train Thousands

The Iowa Restaurant Association has trained thousands of industry professionals over the years through its ServSafe Food Safety Program, as well as ServSafe Alcohol Responsible Alcohol service.



Members Celebrate 80th Anniversary by Donning Red in Honor of the IRA “Red Coats”

The Iowa Restaurant Association returned to its roots to celebrate the Association’s 80th Anniversary. The Association held a cocktail event at the end of May in the Temple for Performing Arts in Des Moines—the same building that housed the Association’s first ever meeting in 1933 when it was still the downtown Masonic Temple.

Many past and present Association leaders and award winners turned out for the evening which featured “food through the decades” including deviled eggs, stew served in pull top cans,

and a signature “red” drink presented by IRA member Catering DSM.

Attendees were encouraged to wear red in honor of the red blazers IRA members once wore to all state and national events earning the nickname the IRA “Red Coats.”

A video history of the association debuted at the event and is now available at the Iowa Restaurant Association’s Facebook page and website.

PHOTOS BY HTML MARKETING



May Schaben, IRA Ed Foundation Director, Brad Korkow, Society Insurance, Alisha Gulden, National Restaurant Association and Annie McEnry, National Restaurant Association.



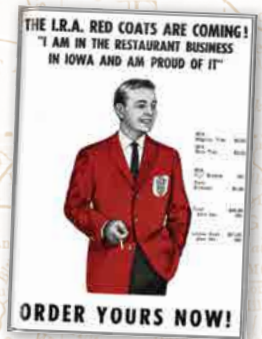
IRA Leaders past and present — Front Row, Linda Dedecker, John Huntington, Darin Beck, Tom King, Alex Banasik, Jeff Duncan, John Andres. Back Row: Steve Britton, Mike Volrath, Scott Carlson, Bill Leichenring.



IRA Board Chairs Past and Present Darin Beck, Barmuda, Corp. (06, 07), John Huntington, Huntington’s Restaurant, (08, incoming), Linda Dedecker, Hickory Park (13), Suzanne Summy, Trostel’s Greenbriar, Dish, and Chip’s (08, 09), Tom King, Country Junction (05), Bill Leichenring, Ox Yoke Inn (92).



2013 Restaurant Neighbor Award Winner Jeff Duncan of Dos Rios, 2007 Restaurateur of the Year Scott Carlson of Court Ave. Brewing Co., and 2012 Purveyor of the Year Mike Volrath of Heartland Payment Systems.



Why cry over spilt milk?

Accidents happen. When they do, you can take comfort from knowing that you are protected by the food and beverage insurance specialists at Illinois Casualty Company. Serving businesses like yours is all we do. We'll be there for you the next time the milk spills.



**Illinois Casualty
Company**

A Mutual Insurance Company
www.ilcasco.com

Iowa Restaurant Association Golf Classic

June 10, 2013



Allia Janning, Tessa Segan, Sam Crowder and Troy Hargrove from Beam and Southern Wine and Spirits.



The team from Saints, Tonic and Mavericks spent the afternoon on the course.



Jim Watland of G&K and Misty Wiley of the VA Hospital golfed with Bill Kaerby of Ankeny Cleaning and Steve Rovane of G&K.



Orchestrate's Iowa Stater Group included Dan Byrd, Kyle Foote, Melody Stolfus and Brian Osborne.



Scott Ites, Doug Hinch, John Otterbeck and Jamie Peterson from Coca-Cola.



Waterfront and On the Waterfront enjoyed a day on the greens! Pictured: Billy Tiernan, Shawn Hanke, Rob Hatch, and Ryan McBroom, along with IRA Volunteers: Tracy Kraft, Katy Barnes & Brenda Ortner.



Johnson Brothers Cory Meiners, Kristen Miller, Ben Muehr and Brian Grant.

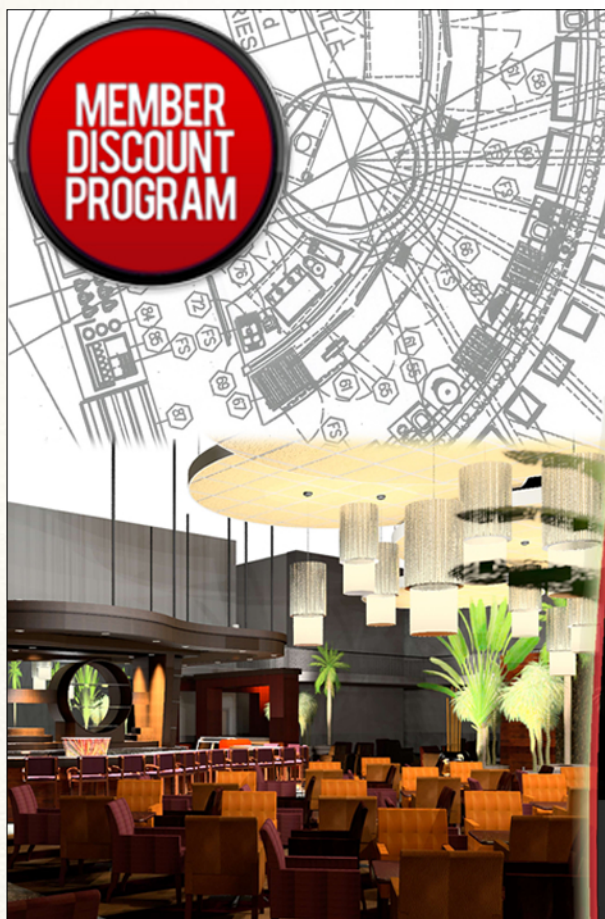
Thank You IRA Golf Classic Sponsors!

On June 10th, 180 golfers, connected to the Iowa Hospitality Industry, converged on Toad Valley Golf Course in Pleasant Hill. It was a beautiful day—filled with golf, food, beverages, games, networking and oh yes...did we mention beverages? The Iowa Restaurant Association is extending a huge thank you to our sponsors. We could not have done it without you! See you next year.

Breakfast: Food Marketing Services of Iowa

Lunch: Hockenberg Newburgh

Dinner: Martin Brothers Distributors



FOOD FACILITIES EQUIPMENT & DESIGN

DES MOINES OFFICE

2665 SE Oak Tree Court

Ankeny, IA 50021

1.515.650.7004

SIOUX FALLS OFFICE

1421 B. Avenue

Sioux Falls, SD 57104

1.605.339.3931



**INSTITUTIONS
SERVICES, INC.**

Restaurant Equipment and Design

NO PROJECT TOO SMALL OR LARGE.

www.institutionsservices.com

RELISH

central iowa's guide to all things dining

Foodies love **RELISH!**



Distributed quarterly throughout the Des Moines metro area.

Iowa Restaurant Association members
save **15%** off your next RELISH ad!

Call **ASHLEY** at (515) 953-4822 EXT. 303
for rates and more information.

Best-In-Class Indoor Used Cooking Oil Systems

DAR PRO
SOLUTIONS
A Darling/Griffin Brand

Minimize Theft Exposure

Improve Employee Safety

Convert Oil Into Renewable Fuel

Create Value-added Revenue Stream

Complete Grease Trap Maintenance

With a nationwide service network and a family of indoor and outdoor grease management systems, DAR PRO Solutions can match the right equipment and service schedule to your restaurant's specific recycling needs. We also offer professional trap service to assure your store stays in compliance with all national and local regulations. For more information, call today.



Small
Footprint:
48" w x 27" d

www.darpro.com

Phone: **800-914-1221**

**Two Trusted Companies =
One Great Brand**

DARLING
INTERNATIONAL

GRIFFIN
INDUSTRIES

**Congratulations to the Iowa Restaurant Association for
supporting the Restaurant & Bar Industry for 80 years!**



SOCIETY
INSURANCE

Small details. Big difference.™

150 Camelot Drive • Fond du Lac, WI
920.922.1220 • societyinsurance.com



CEDAR
RIDGE
VINEYARDS

**Congratulations to the
Iowa Restaurant
Association on
Celebrating 80 Years!**

- Award-winning wines and spirits
- Food, wine, music and fun all year round
- Private, corporate and wedding rental available
- Event Calendar at www.crwine.com

1441 Marak Road
Swisher, Iowa 52338
Wed - Fri: 11:00 am - 9:00 pm
Sat: 11:00 am - 5:00 pm
Sun: 9:00 am - 6:00 pm
Phone: (319) 857-4300
Email: info@crwine.com
www.crwine.com



Find template language for mandated notices at www.restaurant.org/healthcare

October 1 Healthcare Deadlines Impact ALL Employers, Regardless of Number of Employees

Whether you're a large or small employer you have new legal mandates under the Affordable Healthcare Act. Employers with more than 50 full-time-equivalent employees must offer healthcare coverage but all employers—regardless of size—have new reporting mandates as well.

Specifically, all employers covered by the Fair Labor Standards Act must provide written notice of healthcare options to all employees—full-time, part-time seasonal and temporary—by October 1, 2014. Notices must include:

- State exchange information including a description of services and contact information
- Information about premium tax credits
- Notice that if they purchase a qualified health plan through the exchange, they may lose employer contributions to health benefits

Full-time Employees Are Defined as Those Who Work 30 Hours Per Week

Download This!

The National Restaurant Association has developed a Healthcare Compliance Primer.

Download your free copy from the Iowa Restaurant Association Website www.restaurantiowa.com



5 THINGS ALL EMPLOYERS SHOULD DO TODAY

1. **Don't assume you're too small** for the coverage mandates. If you have multiple business entities—consult a tax advisor.
2. **Ask your insurance agent or broker** about the new "Summary of Benefits and Coverage" to ensure your compliance.
3. **Know what the law requires of your employees** and "minimum essential coverage." Tax penalties for individuals who fail to obtain coverage begin in 2014.
4. **Know Iowa Exchange information** so you are prepared to provide mandated written notices to employees.
5. **Make sure your payroll system can scale** to meet new reporting mandates related to individual full-time employees and their dependents relating to payroll, health benefit plans and other data.

Free Compliance Resources

The Iowa and National Restaurant Associations have a number of tools to help restaurateurs navigate the coming deadlines.

Sign up for a free compliance page, branded with your restaurant's name: <http://www.healthcareadvice.com>



COMPLIANCE HELPLINE



E-mail your questions to:

healthcare@restaurantiowa.com

COFFEE ROASTERS RIDGELINE®



A BETTER COFFEE IS WITHIN REACH.

Coffee sales are on the rise, yet customers are getting more selective about the coffee they enjoy.

Ridgeline Coffee Roasters Brand takes care in every step of the process to deliver an outstanding coffee experience, cup after cup. Ridgeline has risen to the top as the standard for excellence...and your trusted source for memorable coffee.

For a FREE Sample of Ridgeline Coffee go to ReinhartSample.com/coffee or scan the QR Code below.



THE NEW & IMPROVED
RIDGELINE COFFEE
ROASTERS BRAND.

Better Choices.

A guarantee of excellence.

Four new families of coffee
distinction.

*Don't miss out - sample the new Ridgeline
Coffee Roasters offerings today & win win over
customers!*



La Crosse Division
800-827-4010

Cedar Rapids Division
800-711-8170

Marshall Division
800-999-5256

Omaha Division
800-372-7777



rfsdelivers.com | tracsdirect.com

THE POWER TO LOWER KITCHEN COSTS



The EnergyAdvantage® Commercial Kitchen Equipment program from MidAmerican Energy gives nonresidential Iowa customers the power to keep energy costs down day after day through special rebates on high-efficiency equipment. When the following equipment is installed as a replacement unit, retrofit or as a part of new construction, your business is eligible for a rebate.

- Demand-controlled ventilation range hoods using variable-speed drives
- Ice makers
- Solid door refrigerators
- Glass door refrigerators
- Solid door freezers
- Hot food holding cabinets
- Natural gas fryers
- LED case lighting and occupancy sensors

save
some
green®

**MidAmerican
ENERGY**
OBSESSIVELY, RELENTLESSLY **AT YOUR SERVICE®**

800-894-9599 www.MIDAMERICANENERGY.com



COMPLETE COMPLIANCE

Bundle Your Services and Save!

HOODZ of Central Ia is proud to announce that we are now state licensed and NFPA certified to perform all of your Fire Suppression, Fire Extinguisher, and First Aid safety protection needs.

- Trained and certified technicians
- Multi-service solutions
- 24/7 convenient scheduling
- Invoice consolidation



HOODZ
Picture Perfect Standard

A comprehensive report validating our work through complete photographic inspections.



HOODZ professionals clean the entire kitchen exhaust system from roof-top to cook-top ensuring that complete service and compliance is achieved.

Additionally, We Offer Specialized Services:

Exhaust Fan Maintenance | Rooftop Grease Containment Solutions | Total Kitchen and Exterior Cleaning

CALL US TODAY for more information:

HOODZ of Central Iowa - 515-278-1149
5327 N.W 2nd Ave Des Moines, Ia 50313



HOODZ of Eastern Iowa - 319-333-1050
743 Sandusky Iowa City, Ia 52240

BECOME A HONEYBAKED FRANCHISE OWNER!



THE **HONEYBAKED HAM CO.**
AND **CAFÉ**

We are seeking franchise owners for our retail store and café concept. This is a great opportunity to become an owner of a retail, lunch, and catering business in your community.

OWNERSHIP ADVANTAGES

- Ease of Operations*
- Strong Brand Identity*
- Multiple Revenue Streams*

Call today to learn more: 866.968.7424
or visit www.HoneyBakedFranchise.com



PERFORMANCE
FOODSERVICE - *Thoms Proestler*

*"Unequaled Excellence
in Foodservice Distribution"*

QUAD CITIES OFFICE:

8001 TPC Road • Rock Island, IL 61204
(309) 787.1234 • 1.800.747.1234

www.pfgc.com

DRAM Insurance Legislative Victory Should Expand Available Options for Many Operators

The Iowa Restaurant Association worked diligently with the insurance industry to pass legislative language to ensure DRAM insurance with aggregate limits could be written for Iowa's restaurants and bars. With the help of legislators on both sides of the aisle, House File 489 was passed allowing aggregate coverage. Corresponding rules are now being drafted.

This is a tremendous win for many segments of our industry. If the language had not passed, Iowa would have been the only state in that nation to disallow this category of insurance coverage to our restaurants and bars.

One of the key factors tipping the scales in favor of the legislation were the dozens of calls IRA members from across the state made to legislators, as well as face-to-face visits paid by industry leaders to legislative leadership.

The Association is now openly calling for insurance providers across the country to expand the coverage options. "With this legislative action, it is our hope that new providers will enter and previous providers will return to the DRAM market in Iowa," said Association CEO Jessica Dunker.

Immigration Reform and Healthcare Dominate Delegations Discussion with Federal Lawmakers

In April, a six person delegation of Iowa restaurateurs headed to Washington D.C to meet with Congress.

Much of the discussion with lawmakers focused on the Affordable Healthcare Act and the difficulties it is presenting to even Iowa's smallest restaurants and bars. The group also discussed the negative impact a minimum wage increase would have on our industry and reiterated the purpose and benefit of a "tip credit" in any wage scenario. The group also shared their views on immigration reform.



Iowa's delegation to the National Restaurant Association's annual public affairs conference in April takes a moment to pose with Representative Tom Latham. Left to right: Mike Rastrelli, Rastrelli's Clinton, Craig Walter, IRA Lobbyist, Michael Rastrelli, Rastrelli's , Clinton, Marcia Pepper, Representative Tom Latham, John Huntington, Huntington's Restaurant, Marion, Linda Dedecker, Hickory Park, Ames, Jessica Dunker, President/CEO, Iowa Restaurant Association.

Learn more
about the
National Restaurant
Association legislative
agenda at
www.restaurant.org

Chair of Iowa Alcoholic Beverages Commission Addresses Association

At the May meeting of the Iowa Restaurant Association Board of Directors, Claire Celsi, the new chair of the five-person Commission addressed the Association's leadership. She also penned a letter to the Editor of the **Food and Beverage Iowa Business Quarterly** in response to an article that ran on page 21 of the First Quarter issue. Her letter follows:

In the First Quarter issue of Food and Beverage Iowa Business Quarterly, an update on dramshop legislation left out a few important details that I want to clarify for your members.

Over the past few years, the Iowa Alcoholic Beverages Commission was tasked with delving into the issue of Dram insurance aggregate limits. We did so with due diligence and by including restaurant owners, insurers, public officials, victims rights advocates and the public in the process.



At the end of our investigation, we concluded that there was not enough evidence to clarify aggregate limit rule nor to recommend any changes. We were not presented any evidence of undue burden from insurance companies - nor restaurateurs - during the public discussion phase. Therefore, we felt uncomfortable changing the rule.

Now that the Iowa Legislature has clearly ruled that Iowa will allow aggregate limits, our task has shifted to deciding what a fair aggregate limit would be. In doing so, we'd like remind all parties involved that the ABD's mission includes serving both licensees and the general public. Our charge is to institute policies that are fair to all concerned.

As our discussion of this issue resumes, we welcome all parties with fact-based arguments to come forward and share their findings with the commissioners. We are very open-minded on this issue and look forward to the discussion.

Sincerely,
Claire Celsi
Chair
Iowa Alcoholic Beverages Commission

Commissioner Celsi was appointed to the Iowa ABD Commission on May 1, 2010 by Governor Culver. Commissioners are appointed for 5-year staggered terms and eligible for one 5-year reappointment.

New Legislative Language

Section 123.92(2) new subsection (b)
A dramshop liability insurance policy may be written on an aggregate limit basis.

New subsection (c) *The purpose of dramshop liability insurance is to provide protection for members of the public who experience damages as a result of licensees or permittees servicing patrons beer, wine, or intoxicating liquor to a point that reaches or exceeds the standard set forth in law for liability. Minimum limits for such insurance are not for the purpose of making the insurance affordable for all licensees or permittees regardless of claims experience. A dramshop liability insurance policy obtained by a licensee or permittee shall meet the minimum insurance coverage requirements as determined by the division and is a mandatory condition for holding a license or permit.*

What's Next?

Administrative rules must be written for the new legislative language. One specific rule the Association will be watching and commenting on are any changes to coverage minimums put forth in the new rules. Rules will be written by the end of 2013.

Watch the IRA website for Legislative Updates

**Not receiving legislative alerts that impact you?
Join the IRA today!
Membership is only \$35 per month**

**Call Stacy Kluesner 515-276-1454
skluesner@restaurantiowa.com**



Paying sales tax on your utilities?
There's an exemption for that.

Call Seth at
(309) 781-0934 or visit
salestaxsolutionsinc.com
today for more information.

"Helping Businesses Recover and Minimize State and Local Taxes"

Congratulations to



**KREAMER
LAW FIRM PC**

For being awarded

Small Business of the Year!

Business & Corporate Law • Wills, Trusts, & Probate

7155 LAKE DRIVE, SUITE 200 (515) 727 0900
WEST DES MOINES, IA 50266 (515) 727 0939

KREAMERLAW.COM

USED COOKING OIL COLLECTION AND RELATED SERVICES

- Tailored collection systems to suit your grease volume
- One-stop shop for maintenance services including grease trap cleaning, jetting and power washing
- Large fleet size for extensive Upper Midwest coverage
- Prompt, reliable service through our dedicated customer service team



NEW! Organic waste collection

Enhance your environmental credentials with Sanimax's **NEW** organic waste collection service.

Now collecting:

- Fruits and vegetables
- Bakery products
- Eggs and solid dairy



www.sanimax.com
info@sanimax.com
1.800.765.6453



Sanimax
Reclaim • Renew • Return



alliantenergy.com/rebates

Red Hot Rebates on Commercial Kitchen Equipment

Equipment	Rebates
Convection Ovens	\$200
Steam Cookers	\$500
Rotisserie Oven	\$1,350

Must meet ENERGY STAR® standards.

Save on your utility bills and pocket the rebate.

Visit alliantenergy.com/rebates or call 1-866-ALLIANT
(1-866-255-4268) to learn more.

We're on for you.



**ALLIANT
ENERGY**

©2013 Alliant Energy 1360551 4/13 MJ

Congratulations!



Crème Cupcake of Des Moines will appear on the Food Networks Cupcake Wars June 30th.



Woody's Smoke Shack of Des Moines is celebrating their 5th Anniversary this summer.



The Machine Shed is celebrating their 35th Anniversary.



Nominate Restaurateur, Chef or Purveyor of the Year

The Iowa Restaurant Association is accepting nominations for restaurateur, chef, and purveyor of the year. All will be honored at the Association's Annual Gala at Prairie Meadows in Altoona on September 22nd. Nomination forms are at www.restaurantiowa.com.

Compete in a Regional Mixology Event for a Spot in the State Finals

The Iowa Restaurant Association is seeking mixologists to participate in its annual state mixology competition. Mixologists may participate in any or all five regional competitions to try to earn one of the top 10 spots for the state event. The state competition will be held on Sunday, September 22nd at Prairie Meadows in Altoona. Dates and locations of the regional events can be found on page 22. Register by contacting Stacy Kluesner at skluesner@restaurantiowa.com or online at www.restaurantiowa.com.



Iowa ABD to Host Annual Conference

Join the Iowa Alcoholic Beverages Commission for Symposium 21: Marking 80 Years of Alcohol Regulation in Iowa. The event will take place in Des Moines, Iowa, October 2-3, 2013. The conference engages policy makers, industry professionals, local authorities and prevention experts in a discussion about the relevance of progressive control practices for alcohol regulation and distribution in a dynamic marketplace. Registration details can be found at www.iowaabd.com.



Six Additional High School's Adopt ProStart Curriculum—Mentors Needed

Six additional Iowa high schools will begin using ProStart, a two-year curriculum developed by the National Restaurant Association, to teach both culinary and restaurant management skills. New to the program this fall will be Alburnett High School, Osage High School, Gilbert High School, Mediapolis High School, Sergeant Bluff-Luton High School, Carroll High School and Cedar Rapids Washington High School. A key component to the success of the program is establishing mentor relationships with the class and a local restaurateur. Restaurateurs interested in serving in that capacity for one of these new programs should contact May Schaben, IRA Ed Foundation Executive Director at mschaben@restaurantiowa.com.



Showcase Your Desserts to 300+ Food and Drink Enthusiasts

The Iowa Restaurant Association's Annual Dine Iowa Grand Tasting Gala provides restaurateurs the opportunity to showcase their desserts to more than 300 wine and food enthusiasts in a fun, party environment. Restaurants are asked to provide sample sizes of their desserts as well as to attend the event in exchange for participation, promotion and a great night of fun. The Dine Iowa Grand Tasting is Sunday, September 22nd at Prairie Meadows in Altoona from 5 to 7 p.m. Live music, mixology and culinary competitions, an auction and a raffle are also part of the event.

Saw You There!



Steve Kotsianis of Johnny's Italian Steak House on Fleur greets people at the South and East Chambers Taste of the Southside Event.



Tanya Tigner (left) from Capital Pub and Hot Dog serves visitors to the South and East Chambers Taste of Southside event.



Suzanne Spack, President of Sysco Iowa and Chrystal Tamillo, Operating Partner of Flemings congratulate Tim Garton of Sysco for winning People's Choice at the Morsel Combat event.



Chef George Formaro of Orchestrate Management restaurants and Jeff Duncan, Dos Rios, Big City Burger and Catering DSM take a moment to connect at Morsel Combat.



Top Chef Kerri Rush from Fresh Cafe and Market poses with her team celebrating her win at Morsel Combat in Des Moines.



Ashley Feldman of QA Graphics explains the company's latest digital options to a prospect at the National Restaurant Association Show in Chicago.



Abbe Hendricks, Wine & Beer Director at Gateway Markets, serves some of her favorites at a WineFest Event held at the Rollins Mansion in Des Moines.



Michelle Baumhover, IA Beer Industry Council, Wayne Baumhover, Sysco, and Linda Funk, Soyfoods Council enjoy a moment at a WineFest Event.

Used cooking oil collection and related services

- Tailored collection systems to suit your grease volume
- One-stop shop for maintenance services including grease trap cleaning, jetting and power washing
- Large fleet size for extensive Upper Midwest coverage
- Prompt, reliable service through our dedicated customer service team



NEW | Organic waste collection

Enhance your environmental credentials with Sanimax's **NEW** organic waste collection service.

Now collecting:

- Fruits and vegetables
- Bakery products
- Eggs and solid dairy



Sanimax
Reclaim • Renew • Return

www.sanimax.com • info@sanimax.com • 1.800.765.6453

Orchestrate's Stroud Expands Protein Approaches Introduces Onsite Meat Curing, Pushes the Culinary Envelope with Soy

Orchestrate Corporate Chef Scott Stroud gets to play in one of Iowa's largest, most varied and successful culinary playgrounds. He floats between Orchestrate's four Des Moines hot spots—Django, Centro, Zombie Burger and Gateway Market. He is also one of the most visible culinary faces for the company.

Most days, Stroud can be found in Orchestrate's test kitchen—trying new recipes, ingredients and processes. In fact, he helped lead the effort to set up the company's just announced onsite meat curing operation—a process that took a full year. "We'll be the first restaurant in the state to cure our own meat," explains Stroud. "This is a great opportunity to work with and support local farmers, as well as control our flavor profiles."

Flavor profiles are extremely important to this Iowa native and 2005 graduate of the Minneapolis Le Cordon Bleu College of Culinary Arts. That is in part, what drives interest in working with unexpected ingredients in unexpected ways. Case in point: soy.

Culinary Irony

In a twist of culinary irony, the same chef who spent a year setting up a meat curing facility in a restaurant is one of soy's most vocal and visible ambassadors. "I can use soy as a salad, starch or protein," says Stroud. "Show me a cut of meat that can do that."

The reason Stroud is so enamored with soy is that it can be used for anything, "oil, cheese, milk, meat...soy is a product that a chef can transform in to anything," he explains. He sees soy as a medium for flavor almost more than ingredient. "Soy doesn't mask or alter the flavor of anything, but it provides textures people love."

Soy Combines Healthy with Profitable

The most popular and highly profitable soy-based product the Orchestrate team offers is a citrus soy marinated grilled tofu. When available,

the product is displayed next to the chicken and salmon in the meat case at Gateway Market. "We can't make it fast enough," said Stroud who adds the simplicity for both the Gateway team and consumers for this flavorful meat alternative is at the heart of its success.

Stroud continues to explore new ways with soy because he sees a growing demand for healthy alternatives in upscale restaurants. "People used to say, never trust a skinny chef, but I think people have to trust chefs to offer great, flavorful healthy alternatives. Soy makes that a pretty simple thing to do."



Tofu Caprese

3 heirloom tomatoes
salt and pepper to taste
1 T. Olive oil
1 t. Balsamic vinegar
2 T. Fresh Basil
1/3 Block Regular Firm Tofu

Dice and marinate the tofu in oil, vinegar, and seasonings at least 1 hour. Toss with remaining ingredients and serve. Serves 2.



Executive Chef Scott Stroud shows soy as a salad, starch, and meat with Tofu Caprese, Tofu Risotto and Asian Orange Tofu.

PHOTO BY KATELYN KOSTEK

Soy Salad Dressing Professional Chef's Competition

Iowa State Fair
Agriculture Building
August 12th - 10 a.m.

Join Chef Scott Stroud and other Iowa chefs in a soy salad dressing competition sponsored by the Iowa Restaurant Association and Soyfoods Council.

For details contact:

Linda Funk at lfunk@thesoyfoodscouncil.com or jdunker@restaurantiowa.com.

Education and Networking events 2013



July

July 9

ServSafe Training
Iowa Restaurant Association
8525 Douglas Ave., Ste. 47
Urbandale
Register: 515-276-1454

July 12

ServSafe Training
Ft Madison Community Hospital
5445 Avenue O
Ft Madison
Register: 319-395-9435

July 16

ServSafe Training
Albia
Register: 319-395-9435

July 24

Regional Mixology Competition
Barley's Bar, Council Bluffs
Register: skluesner@restaurantiowa.com or
515-276-1454

July 25

Regional Mixology Competition
Rhonda's Speak Easy, Sioux City
Register: skluesner@restaurantiowa.com or
515-276-1454

July 30

Regional Mixology Competition
Van's Pub & Pizza, Davenport
Register: skluesner@restaurantiowa.com or
515-276-1454

August

August 8

Regional Mixology Competition
Pump Haus, Cedar Falls
Register: skluesner@restaurantiowa.com or
515-276-1454

August 12

Soyfoods and IRA
Soy Salad Dressing Competition &
Chef Discussion Forum
Iowa State Fairgrounds
Agriculture Building
10 a.m.
Contact: JWennerstrom@iasoybeans.com

August 13

ServSafe Training
Iowa Restaurant Association
West Des Moines
Register: 515-276-1454

August 13

Regional Mixology Competition
Jimmy's on 8th, West Des Moines
Register: skluesner@restaurantiowa.com or
515-276-1454

August 15

ServSafe Training
Bloomfield
Register: 319-395-9435

September

September 9

ServSafe Training
Great Prairie AEA
3601 West Avenue
Burlington
Register: 319-395-9435

September 10

ServSafe Training
Iowa Restaurant Association
West Des Moines
Register: 515-276-1454

September 11

ServSafe Training
Ottumwa
Register: 319-395-9434

September 22

Open to the Public

State Mixology Finals Competition
Prairie Meadows, Altoona
Must place first or second in one of the 5 regional
competitions to compete

Open to the Public

**Dine Iowa Grand Tasting Gala and
Hospitality People's Choice Awards**
Prairie Meadows, Altoona
5:00 to 7:00 p.m.
\$50 per person
Purchase online at www.restaurantiowa.com

September 22

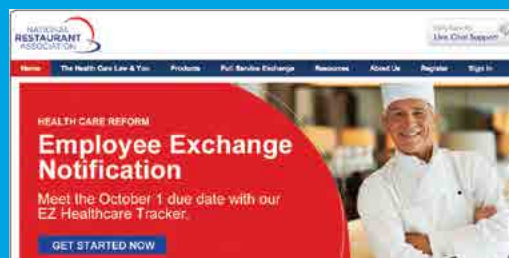
**Iowa Restaurant Association
Professional Culinary Competition**
Prairie Meadows, Altoona
Contact: mschaben@restaurantiowa.com

September 22

**Celebrating Excellence
Hospitality Awards Event**
Prairie Meadows
4:00 p.m.
Open to all members of the Iowa Restaurant
Association

OCTOBER 1st

Deadline for ALL employers to
notify employees of where to
find healthcare options. Find free
notification tools and assistance at
www.healthcareadvice.com.



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

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

Alarms

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

Bar Equipment and Supplies

Edward Don & Company www.don.com.....	800-777-4366
Farner-Bocken Co. www.farner-bocken.com.....	800-274-8692
Glazer's Distributors of Iowa www.glazers.com.....	515-252-7173
Institutions Services Inc. www.isiowa.com.....	515-650-7004
Iowa Des Moines Supply, Inc. www.iowadesmoinessupply.com.....	515-263-1200
Martin Bros. Distributing Co., Inc. www.martinsnet.com.....	800-847-2402
Rapids Wholesale Equipment www.rapidswholesale.com.....	319-447-1670
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
Hussman Corp. www.hussman.com.....	515-262-8221
Performance Food Group www.pfgr.com.....	800-747-1234
US Foods www.usfoodservice.com.....	800-272-6467

Beverage Dispensing Equipment

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

Beverages (Alcoholic)

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

7G Distributing www.7gdistributing.com.....	563-556-8911
Coca-Cola Bottlers of Iowa www.atlanticbottling.com.....	515-987-1931
Farner-Bocken Co. www.farner-bocken.com.....	800-274-8692
Glazer's Distributors of Iowa www.glazers.com.....	515-252-7173
Johnson Brothers of Iowa www.johnsonbrothers.com.....	515-262-1199
Martin Bros. Distributing Co., Inc. www.martinsnet.com.....	800-847-2402
MJ Distributing	515-276-2659
Pepsi Americas www.pepsiamericas.com.....	800-373-9135
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
Voss Distributing/Red Bull LLC www.vossdist.com.....	515-263-1777

Business Equipment

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

Coffee/Tea

Farner-Bocken Co. www.farner-bocken.com.....	800-274-8692
Glazer's Distributors of Iowa www.glazers.com.....	515-252-7173
Iowa Des Moines Supply, Inc. www.iowadesmoinessupply.com.....	515-263-1200
Martin Bros. Distributing Co., Inc. www.martinsnet.com.....	800-847-2402
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

Computers/Hardware/Software

Integrated P.O.S., Inc. www.integratedpos.com.....	877-442-4767
--------------------------------------------------------------	--------------

Condiments

Farner-Bocken Co. www.farner-bocken.com.....	800-274-8692
US Foods www.usfoodservice.com.....	800-272-6467
Performance Food Group www.pfgr.com.....	800-747-1234
Reinhart FoodService www.reinhartfoodservice.com.....	319-396-1300
Reinhart FoodService of Omaha www.reinhartfoodservice.com.....	402-457-3600

Consulting, Energy

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

Consulting, Financial

D&J Consulting, L.C.	515-556-7641
Holmes Murphy & Associates www.holmesmurphy.com	515-974-5936
John Hines CPA	515-252-2880
Lincoln Savings Bank www.mylsb.com	319-268-4242
Pioneer Wooldridge Insurance www.wooldridgeinsurance.com	712-255-7644
The Dana Company www.thedanaco.com	515-224-4391

Consulting

Green R U LLC www.greenru.com	515-325-6133
Hussman Corp. www.hussman.com	515-262-8221
Martin Bros. Distributing Co., Inc. www.martinsnet.com	800-847-2402
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

Credit Card Services/Supplies

Heartland Payment Systems www.heartlandpaymentsystems.com	515-250-4618
---------------------------------------------------------------------------	--------------

Dairy Products

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

Dishwashing Equipment Sales

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

Distributor, Food & Beverage

Fahr Beverage www.fahrbeverage.com	319-243-2605
Farner-Bocken Co. www.farner-bocken.com	800-777-4366
Glazer's Distributors of Iowa www.glazers.com	800-274-8692
Martin Bros. Distributing Co., Inc. www.martinsnet.com	515-252-7173
Performance Food Group www.pfgc.com	800-847-2402
Reinhart FoodService www.reinhartfoodservice.com	800-747-1234
	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

Educational Materials

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

Employment Resources

Holmes Murphy & Associates www.holmesmurphy.com	515-974-5936
Patrice and Associates www.patricecareers.com	319-627-3150

Exhaust Systems

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

Exhaust System Cleaning

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

Financial Institutions/Services

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

Fires Suppresion Systems

Iowa Fire Control LLC www.iowafirecontrol.com	515-576-4440
---------------------------------------------------------------	--------------

Food Broker

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

Food Products & Manufacturing

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

Food Services Equipment Parts & Services

General Parts LLC www.generalparts.com	515-243-1534
--------------------------------------------------------	--------------

Food Service Equipment & Supplies

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



Iowa Des Moines Supply, Inc. www.iowadesmoinessupply.com.....	515-263-1200
Martin Bros. Distributing Co., Inc. www.martinsnet.com.....	800-847-2402
McCormack Distributing Co. www.mccormackdistributing.com.....	712-546-5133
Performance Food Group www.pfpg.com.....	800-747-1234
Rapids Wholesale Equipment www.rapidswholesale.com.....	319-447-1670
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

Franchisor

Honey Baked Ham and Café www.HoneyBakedFranchise.com.....	678-966-3254
---------------------------------------------------------------------	--------------

Frozen Food

Food Service Marketing - Iowa, Inc. Farner-Bocken Co. www.farner-bocken.com.....	515-255-1285 800-274-8692
Hockenberg Newburgh www.hnsales.com.....	515-222-0100
Loffredo Fresh Produce Co., Inc. www.loffredo.com.....	515-285-3367
Martin Bros. Distributing Co., Inc. www.martinsnet.com.....	800-847-2402
Midstates Marketing, Inc. www.midstates-marketing.com.....	515-246-8829
Performance Food Group www.pfpg.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
Wells Dairy Blue Bunny www.bluebunny.com.....	515-987-2103

Grease Removal

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

Health Care Card

WellDyneRX- Total Health Systems www.welldyne.com.....	702-872-2054
------------------------------------------------------------------	--------------

Ice Machines

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

Insurance

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

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

Legal Services

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

Linen Sales & Service

Premier Linen & Dry Cleaning, Inc. www.premierlinen.com.....	800-583-9123
----------------------------------------------------------------------------	--------------

Manufacturer Drink Mixes

American Beverage Marketers. www.abmcocktail.com.....	816-777-7159
-----------------------------------------------------------------	--------------

Marketing/Media

On The Spot With Ryan www.onthespotdsm.com.....	515-669-9819
-----------------------------------------------------------	--------------

Marketing/Public Relations

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

Meat Information

Food Service Marketing - Iowa, Inc. Iowa Beef Industry Council www.iabbeef.org.....	515-255-1285 515-296-2305
Iowa Pork Producers Association www.iowapork.org.....	515-225-7675
Martin Bros. Distributing Co., Inc. www.martinsnet.com.....	800-847-2402
Neesvig's / Empire Fish www.neesvigs.com.....	608-846-1160
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

Meat Purveyor

Farner-Bocken Co. www.farner-bocken.com.....	800-274-8692
Martin Bros. Distributing Co., Inc. www.martinsnet.com.....	800-847-2402
Performance Food Group www.pfpg.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

Media & Website Marketing

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

Menu Design/Ideas

Food Marketing Services Iowa, Inc.	515-255-1285
Farner-Bocken Co. www.farner-bocken.com	800-274-8692
Glazer's Distributors of Iowa www.glazers.com	515-252-7173
Iowa Beef Industry Council www.iabeeff.org	515-296-2305
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
Wells Dairy Blue Bunny www.bluebunny.com	515-987-2103

Music Licensing

BMI www.bmi.com	615-401-2877
---------------------------	--------------

Paper Products

Edward Don & Company www.don.com	800-777-4366
Farner-Bocken Co. www.farner-bocken.com	800-274-8692
Hussman Corp. www.hussman.com	515-262-8221
Iowa Des Moines Supply, Inc. www.iowadesmoinesupply.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

Payroll Processing Services

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

POS Systems, Cash Registers, Equipment/Supplies

Integrated P.O.S., Inc. (Eastern Iowa Only) www.integratedpos.com	877-442-4767
J & D Computers www.janddcomputers.com	515-986-9424

Poultry/Eggs

Farner-Bocken Co. www.farner-bocken.com	800-274-8692
Loffredo Fresh Produce Co., Inc. www.loffredo.com	515-285-3367
Martin Bros. Distributing Co., Inc. www.martinsnet.com	800-847-2402
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
Whole Foods Market www.wholefoodsmarket.com	515-224-3977

Produce

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

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
Whole Foods Market www.wholefoodsmarket.com	515-224-3977

Protein Purveyor

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

Publications

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

Public Relations

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

Real Estate

Realty Marketing Group www.rrealty.com	515-223-4500
--------------------------------------------------	--------------

Refrigeration Equipment & Parts

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

Restaurant Equipment/Services

Edward Don & Company www.don.com	800-777-4366
General Parts LLC www.generalparts.com	515-243-1534
Hockenberg Newburgh www.hnsales.com	515-222-0100
Hussman Corp. www.hussman.com	515-262-8221
Institutions Services Inc. www.isiowa.com	515-650-7004
Law Equipment www.lawequipment.com	515-334-5036
Martin Bros. Distributing Co., Inc. www.martinsnet.com	800-847-2402
McCormack Distributing Co. www.mccormackdistributing.com	712-546-5133
Performance Food Group www.pfqc.com	800-747-1234
Rapids Wholesale Equipment www.rapidswholesale.com	319-447-1670
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

Reservation Systems

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

Sales Tax Exemption

D&J Consulting, L.C.	515-556-7641
---------------------------------	--------------

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.pfmc.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.pfmc.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.fuzzysvodka.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 to access these resources throughout the year.

Welcome to Iowa Restaurant Resources

Member Login

Iowa Restaurant RESOURCES.COM

The Restaurant and Tavern Industry's most comprehensive tool to find Iowa's top product and service providers.

Search by category, city or company name.

Find A Vendor

Company

City

Product / Service

Member Benefit Discount

Energy Audits That Pay You Back in Cash

Call for your free, no risk evaluation today.

515-556-7641

D&J Consulting

We will:

- Conduct a free, on-site energy audit
- Complete and submit all paperwork
- Secure your one-time refund check and up to 3 years of savings on energy bills

Help Wanted

Iowa Restaurant Association's **JOB BOARD**

Restaurants Across **IOWA** Blog

DO YOU WANT TO:

Improve Your Operations? Lower Your Bottom Line? Receive Member Discounts?

Become a member of the Iowa Restaurant Association!

[CLICK HERE - JOIN TODAY](#)

© 2012 IOWA RESTAURANT ASSOCIATION. ALL RIGHTS RESERVED. WEBSITE DEVELOPMENT BY HTML MARKETING

ADT Security

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, Waukeg, 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

1501 Michigan Street, Des Moines, IA, 50314
515-243-1974, www.generalparts.com

Glazer's Distributors of IA

4377 Northwest 112th Street, Urbandale, IA,
50322, 515-252-7173, www.glazers.com

**Greater Des Moines Convention and
Visitors Bureau**

400 Locust Street, Suite 265
Des Moines, IA, 50309
515-699-3455, www.seedesmoines.com

Gre-Co Services

PO Box 245, Treynor, IA 51575
888-764-1570, www.grecoman.com

Green RU LLC

PO Box 1330, Des Moines, IA, 50305
515-325-6133, www.greenru.org

Grinnell Mutual Reinsurance

4215 Hwy 146 S, Grinnell, IA, 50112
641-269-8616, www.grinnellmutual.com

Heartland Payment Systems

755 Southeast 55th Street, Pleasant Hill, IA, 50327,
515-250-4618,
www.heartlandpaymentsystems.com

Hockenberg Newburgh

1400 Northwest 100th Street, Clive, IA, 50305
515-222-0100, www.hnsales.com

**Hockenbergs Equipment and Supply
Co., Inc.**

6000 Aurora Avenue, Urbandale, IA, 50322
515-282-0033, www.hockenbergs.com

Honey Baked Ham and Café

3875 Mansell Road, Alpharetta, GA 30022
678-966-3254, www.HoneyBakedFranchise.com

Holmes Murphy & Associates

3001 Westown Parkway
West Des Moines, IA, 50266
515-974-5936, www.holmesmurphy.com

Hoodz of Central IA

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

HTML Marketing

215 80th Street #105, West Des Moines, IA, 50266,
515-570-3290, www.htmlmarketing.com

Humitech of Iowa

PO Box 1027, Waukeg, IA, 50263
515-314-6990, www.humitechofiowa.com

Hussman Corp

4360 112th Street, Urbandale, IA, 50322
515-262-8221, www.hussman.com

Illinois Casualty Company

PO Box 5018, Rock Island, IL, 51204
800-445-3726, www.ilcasco.com

Institutions Services Inc

2665 SE Oaks Tree Ct #101, Ankeny, IA, 50021
515-650-7004, www.isiowa.com

Insurance Station

116 Second Street Southeast, Altoona, IA, 50009
515-967-0489, www.insurancestation.com

Integrated POS, Inc.

102 North Elida, Suite B, Box 127,
Winnebago, MN, 61088 877-442-4767,
www.integratedpos.com

Iowa Beef Industry Council

PO Box 451, Ames, IA, 50010
515-296-2305, www.iabeesf.org,

IA Des Moines Supply Inc.

1680 Guthrie Avenue, Des Moines, IA, 50316
515-263-1200, www.IAdesmoinesupply.com

IA Fire Control LLC

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

Iowa Pork Producers Association

PO Box 71009, Clive, IA, 50325
515-225-7675, www.IApork.org

J & D Computers

312 E 1st Street, Grimes, IA, 50111
515-986-9424, www.janddcomputers.com

Johnson Brothers Liquor Co of IA

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

7G Distributing

PO Box 692, Dubuque, IA, 52004
563-556-8911, www.7gdistributing.com

Kreamer Law Firm, P.C.

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

Law Equipment

10095 Hickman Court, #8, Clive, IA, 50325
515-334-5036, www.lawequipment.com

Liberty Fruit Company Inc.

1247 Argentine Blvd., Kansas City, MO, 66105
800-445-4782, www.libertyfruit.com

Lincoln Savings Bank / LSB Financial

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

Loffredo Fresh Produce

4001 Southwest 63rd Street,
Des Moines, IA, 50321
515-285-3367, www.loffredo.com

Ludovissy & Associates

787 West Locust Street, Dubuque, IA, 52001
563-556-6661, www.ludovissyandassociates.com

Luxco Spirited Brands

3410 Kingman Blvd., Des Moines, IA, 50311
515-274-0103, www.luxco.com

Mahoney Environmental

1819 Moen Avenue, Joliet, IL, 60436
800-892-9392, www.mahoneyenvironmental.com

Martin Brothers Distributing Co., Inc.

6623 Chancellor Drive, Cedar Falls, IA, 50613
319-266-1775, www.martinsnet.com

Mauro Insurance Agency

4314 Southwest 9th, Des Moines, IA, 50315
515-287-2257

McCormack Distributing Co.

PO Box 807, LeMars, IA, 51031
712-546-5133, www.mccormackdistributing.com

McDonald's USA, LLC / Central Division

2915 Jorie Blvd Dept 018, Oak Brook, IL, 60523
630-836-1200

Michael Cameron Agency

Farm Bureau
600 Brentwood, Waukeg, IA, 50263
515-868-0005, www.michaelcameron.fbfs.com

MidAmerican Energy Company

666 Grand, Des Moines, IA, 50322
515-252-6762, www.midamericanenergy.com

Midstates Marketing

4489 2nd Avebye Ste 9, Des Moines, IA, 50313
515-252-6762, midstates-marketing.com

Millhiser Smith Agency Inc.

PO Box 3100, Cedar Rapids, IA, 52406
319-365-8611, www.millhisersmith.com

Mississippi River Distilling Co.

303 N Cody Road, Le Claire, IA
563-484-4342, www.mrdistilling.com

MJ Distribution

5525 Northeast 22nd Street, Suite C,
Des Moines, IA, 50313, 515-276-2659

Neesvigs / Empire Fish

PO Box 288, Windsor, WI, 53598
608-846-1160, www.neesvigs.com

On Deck Capital

155 East 50th Street, New York, NY
646-412-6286, www.ondeckcapital.com

On The Spot With Ryan

2917 48th Street, Des Moines, IA, 50310
515-669-9819, www.onthespotdsm.com

Open Table

7622 W 158th Terrace, Overland Park, KS
913-904-8886, www.opentable.com

Patrice and Associates

204 W 16th St, West Liberty, IA, 52776
319-627-3150, www.patricecareers.com

Pepsi Beverages Company

3825 106th Street, Des Moines, IA, 50322
800-950-1332, www.pepsiamericas.com,

Pepsi Beverages Company

400 6th Avenue Southeast,
Cedar Rapids, IA, 52401
800-373-9135, www.pepsiamericas.com

Performance Food Group

8001 TPC Road, Rock Island, IL, 61204
800-747-1234, www.pfgc.com

Pioneer Wooldridge Insurance Agency

701 Pierce Street, Suite 101, Sioux City, IA, 51102
712-255-7644, www.wooldridgeinsurance.com

Premier Linen & Drycleaning, Inc.

461 West 9th Street, Dubuque, IA, 52004
800-583-9123, www.premierlinen.com

QA Graphics

1250 SW State Street, Suite A
Ankeny, IA, 50023
515-695-3403, www.qagraphics.com

RAI Services Company

PO Box 464, Winston-Salem, NC, 27102
336-741-0266, www.reynoldsamericam.com

Rapids Wholesale Equipment

6201 South Gateway Drive, Marion, IA, 52302
319-447-5363, www.rapidswholesale.com

Realty Marketing Group

1225 Jordan Creek Parkway
West Des Moines, IA, 50266
515-223-4500, www.reealty.com

Reinhart FoodService

4100 44th Avenue Southeast,
Cedar Rapids, IA, 52404
319-396-1300, www.reinhartfoodservice.com,

Reynolds & Reynolds, Inc.

300 Walnut Street Suite 200,
Des Moines, IA, 50309
515-557-1214, www.reynolds-reynolds.com

Sanimax USA Inc.

605 Bassett Street, DeForest, IL, 53532
800-765-6453, www.sanimax.com

Schwarm Law Firm

110 West Main Street, Lake Mills, IA, 50450
641-592-1031

Seminole Energy Services LLC

303 East 17th Avenue, Suite 850,
Denver, CO, 80203
515-278-2254, www.seminoleenergy.com

Society Insurance

PO Box 1029, Fond du Lac, WI, 54636
920-922-1220, www.societyinsurance.com

Sysco Iowa, Inc.

One Sysco Place, Ankeny, IA, 50021
515-289-5300, www.syscoIA.com,

The Dana Company

12345 University Avenue, Ste 300,
Des Moines, IA, 50325
515-224-4391, www.thedanaco.com

**The Soyfoods Council /
Iowa Soybean Association**

1255 SW Prairie Trail Parkway, Ankeny, IA, 50023
515-334-1041, www.thesoyfoodscouncil.com

Tulip City Agency Ltd.

PO Box 125, Pella, IA, 50219
641-628-1270, www.tulipcity.com

Two Rivers Insurance Services

4500 Westown Parkway, #277
West Des Moines, IA, 50266
515-327-2020, www.tworiversins.com

Universal Printing

2828 5th Avenue, Des Moines, IA, 50313
515-244-1656, www.printuniversal.com

US Foods

P.O. Box 1820, Iowa City, IA, 52244
800-272-6467, www.usfoodservice.com

Voss Distributing / Red Bull LLC

5109 Northeast 17th Street,
Des Moines, IA, 50313
515-263-1777, www.vossdist.com

Well



Get a fresh perspective on restaurant success



with Robert Irvine and Sysco.

For fresh new menu ideas, prizes and a sweepstakes, visit: www.syscopossible.com

At Sysco, we're committed to being your most valued and trusted business partner. We help to make incredible service and top-of-the-line products an everyday occurrence in the life of your business.



Good things
come from
Sysco

PROUD SPONSOR OF
**RESTAURANT
IMPOSSIBLE**
FoodNetwork.com/RI food

Sysco
Counts



The Sysco Counts Mobile Ordering & Inventory app simplifies the tasks of taking inventory and ordering products by allowing you to manage everything from your mobile device in one very robust tool.

POWERFUL INVENTORY & ORDER MANAGEMENT TOOL



- Streamline your inventory process by creating custom storage locations and product categories
- Generate orders based on inventory quantity on hand and par levels
- Easily identify items below par levels with an alert
- Search through your order guide and product catalog quickly and easily
- Generate various inventory and ordering reports
- Track all of your inventory and order in one tool from both Sysco and non-Sysco providers

Chef
Ref

Recipes. Trends. Tools.

The Chef Ref app brings hundreds of recipes created by professional chefs in working kitchens to your fingertips and includes trends, tools, and videos.



Download the App Today!

Scan
or go to



www.chefref.sysco.com

- Save your Favorites
- Email a Shopping List of Ingredients
- Scale Serving Sizes up and down
- Start and Stop a timer by touch
- Share favorite recipes on Facebook and Twitter

Brands You Trust. **Service You Deserve!**

Delivering the brands you know and love is a service you can only receive from Martin Bros. which is why over **80%** of our items come from branded manufacturers.

Rebates, menu ideas, serving suggestions and point of sale materials are all available from legendary brands and delivered to you by the trusted leader in foodservice distribution.



Visit ***martinsnet.com/trust***
or call **800-847-2404** to reunite
with your favorite brands!



Martin Bros.
DISTRIBUTING CO INC



Foodservice with a Difference