

Food & Beverage Iowa Business

Quarterly

WELCOME TO THE HOSPITALITY CONVENTION AND EXPO



Inside: Expo Overview, Buyer's Guide, and Mixology Championships



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Food & Beverage Iowa Business Quarterly

- 5 Cover Story**
2018 Iowa Hospitality Expo
- 6 Award Winners Preview**
Meet the Winners
- 8 Government Affairs**
DRAM Reform Passed
- 10 Membership Pays**
Association Programs
- 12 Education**
ServSafe Certification Programs
- 17 Mixology Champions**
Meet the Winners
- 20 Iowa Restaurant Resources**
2018-2019 Buyers Guide



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

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IRA Membership

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

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

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

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Iowa HOSPITALITY

CONVENTION AND EXPO

THE IOWA HOSPITALITY EXPO RETURNS —

Welcome to the Expo issue of the Food and Beverage Iowa Business Quarterly. In 1933, the year of its founding, the Iowa Restaurant Association launched an annual convention and expo which drew hundreds of restaurant and bar operators from across the state to Des Moines. The multi-day convention had a 60 year run, but was replaced with other meeting formats in the 1990s.

2018 Marks the Year of the Expo's Return

- > While we did not revive the Miss Iowa Restaurant competition, we will be honoring some of the industry's finest with 13 awards being presented at an Awards Ceremony. We will recognize Restaurateur, Chef, Employee, Emerging Leader and American Dream winners among others (see page 8).
 - > We will also be talking about how to do business better on the Expo floor and in a series of education sessions covering everything from cost-effective menu pricing to increasing profits with wine and spirits.
 - > We will still party like only the restaurant industry can, with a Gala celebration featuring chefs from across the state sharing sample sizes of their culinary competition dishes for a People's Choice vote, wine, beer and spirits, tastings, live music and more.
- Like many things—what was once old is new again. We will once again come together to **Look! Learn!** and **Live It Up!**

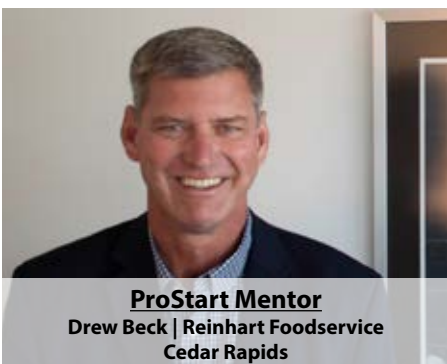
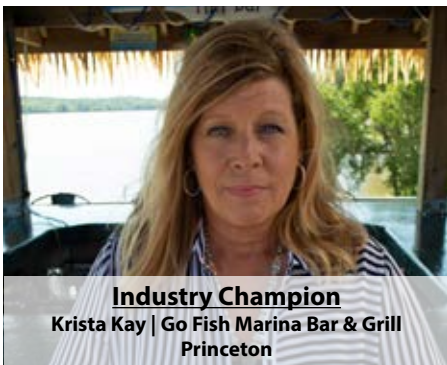
A 1937 Convention promotion of the Association's then show stated, "The purpose of our Association is to improve the entire restaurant industry of Iowa....Associating with others in the same line of business will help you be a more successful operator." Those words are just as true today. See you at the Expo!



Award Winners

2018 Iowa Restaurant Association Award Winners

Each year the Iowa Restaurant Association receives nominations from industry and the public to honor hospitality's "best of the best." Each will be honored October 8th at 3:00 p.m. at the Iowa Hospitality Expo in Des Moines. You can also hear their stories by going to restaurantiowa.com and linking to the Association's YouTube Channel.



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YOUR ISSUES, YOUR ASSOCIATION, YOUR VOICE DRAM REFORM MOVES TO THE “WIN” COLUMN

Legislators know that a strong hospitality industry is one of the cornerstones of a strong economy. In Iowa, restaurants and bars employ ten percent of the state's workforce—making hospitality Iowa's second largest private sector employer. It's imperative that industry leaders find ways to participate in the political process and ensure the collective concerns of business owners, employees, customers, and communities are represented and acted upon.

The Iowa Restaurant Association fills this gap, by serving as the industry's voice at the Capitol and with regulatory agencies day-in and day-out.

This past legislative session, the Association worked to pass significant DRAM reform.

New language passed this year significantly reduces the unfair burden of liability on restaurants and bars when a patron over-consumes. One of the most significant changes was the elimination of the words “knew or should have known” a person “was or could become” intoxicated. It has been changed to being held responsible only if you “directly serve a visibly intoxicated person.”

NOT HEARING ABOUT LEGISLATION THAT IMPACTS YOUR BUSINESS UNTIL IT'S TOO LATE?

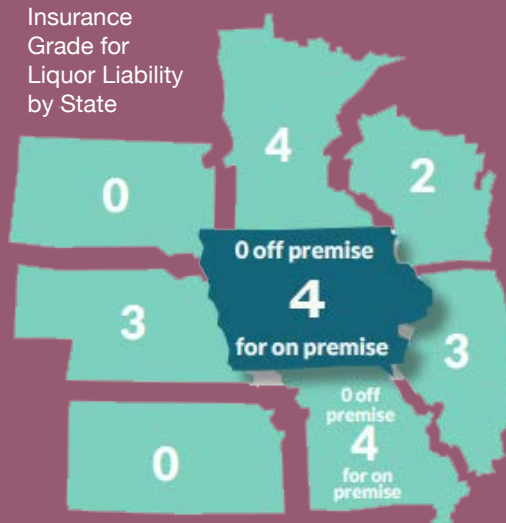
If your establishment is not yet a member, get involved today. Because of the breadth of business, insurance, tax, employment, licensing, health, nutrition, and other issues that daily impact restaurants and bars, state and national lawmakers rely on trusted relationships with people well-versed on the collective concerns of the hospitality industry to help guide their decisions.

Contact Restaurant Association President Jessica Dunker at jdunker@restaurantiowa.com to learn how you can get involved today.

With the new language, Iowa's DRAM insurance rating from the ISO—an organization that determines market favorability for insurance providers significantly improved Iowa's rating. We had been a “7” which was the fourth worst in the nation. Iowa is now a 4, which puts the state somewhere in the middle, as well as in line with border states.

We expect restaurants and taverns will begin to see the DRAM market open up, more carriers to enter the market, and rates to go down with this change in the ISO rating—a win for hospitality!

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Scale

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MEMBERSHIP PAYS

Join the Iowa Restaurant Association Today

Membership in the Iowa Restaurant Association pays— immediately and in the long term. For many, using the exclusive member discounts saves hundreds or even thousands of dollars annually—far more than the \$35 per month cost of membership. But most quickly realize that the most invaluable element of membership is access—to the people, information and resources they can't do business without.

Advocacy and Representation

The IRA works directly with lawmakers to represent Iowa's hospitality industry at national, state, and local levels of government serving as the industry's public voice. Even if you are not a member, you have already benefited from these efforts. However, you will receive much more with your membership, including regular legislative briefings and an opportunity to influence the industry's positions on issues of importance to you.

IRA members regularly tap the expertise of other successful operators as well as the Association staff. The IRA can partner you with a mentor, refer you to a vendor, or help you find counsel. Your membership has dual benefits in the National Restaurant Association—providing access to their vast educational and other resources.

More Information

To learn more about the way you can put an IRA membership to work for your business, contact Director of Marketing and Association Development Stacy Kluesner at 515-276-1454 or sign up online at www.restaurantiowa.com.

Among the programs are specially negotiated rates in the areas of:

- Business and POS Equipment
- Credit Card Processing
- Energy Audits & Tax Rebates
- Food Safety and Other Training
- Insurance
- Marketing
- Music Licensing Fees
- Natural Gas
- ServSafe Food Safety Training
- Website Design



“The real dollar value of a restaurant association far exceeds the cost of dues, even if you only consider the lobbying and representation is not available from any other source.”
—Restaurant Startup & Growth Magazine



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Responsible Alcohol Service Training At Your Location

With the passing of the state's new DRAM law, it is now more critical than ever that your staff is trained to recognize the national standard of visible intoxication. Ensure your staff is equipped to make the correct and lawful decisions that protect themselves and your business. Arrange for a ServSafe Alcohol® Responsible Service training in your establishment.



This four hour course is divided into four key sections:

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We Bring ServSafe Alcohol Training To You!

We will come to your establishment to train your entire staff! We highly encourage you to collaborate with neighboring businesses to train as many employees as possible in an effort to keep your community safe.

- \$50 per person for nonmembers of the Iowa Restaurant Association
- \$35 per person for members of the Iowa Restaurant Association
- 15 person minimum for on-site classes

Schedule Your Class Today!

Contact the Iowa Restaurant Association today to schedule a training at your location, or let us host for you at our office in West Des Moines. 515-276-1454 or skluesner@restaurantiowa.com

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Certify and Comply with ServSafe Food Safety Class

Current Iowa food code requires every food service establishment in Iowa have a certified food protection manager on staff. Are you in compliance?

ServSafe has long been the standard for training and certifying food protection managers in the hospitality industry. This one day food safety and sanitation certification class fulfills Iowa's Food Protection Manager requirement. Classes are available weekly at the Iowa Restaurant Association Office in West Des Moines as well as throughout the month at the ISU Extension offices across the state.

- All establishments must have 1 Certified Food Protection Manager
- New establishments must comply within 6 months of licensure
- Existing establishments who lose their certified food protection manager must comply within 6 months
- Any establishment with a food borne illness risk factor or public health intervention must comply with 6 months

Visit restaurantiowa.com for upcoming classes



Don't Let Sexual Harassment Take Out Your Business

Online Training for Your Staff
Available Now

The heart of the hospitality industry is ensuring that people feel welcome. It's friendly and it's fun, but this also makes it an environment ripe for misunderstanding. It is important that every team member knows where to draw the line for interaction with guests, coworkers and supervisors.

The Iowa and National Restaurant Associations are offering online employee and manager training that gives prevention strategies for stopping sexual harassment in a hospitality establishment. Available in English and Spanish, the employee program is 30 minutes, and the manager program is 60 minutes

"Our industry – like so many others – must confront the challenge of sexual harassment in the workplace," said Jessica Dunker, President and CEO of the Iowa Restaurant Association. "Tipped, hourly and salaried team members all deserve the same level of respect and support. It does not matter if the harasser is a customer, a colleague or a manager, it cannot be tolerated."



Ensure Your Employees and Managers Can...

- Define sexual harassment and the two forms it can take.
- Understand the harmful impact sexual harassment can have on victims, businesses, and those who harass.
- Recognize conduct that's appropriate, and not appropriate, for work.
- Understand when and how to report sexual harassment.

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Under the ServSafe Workplace Tab



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upcoming events

A GREAT NIGHT TO HELP BUILD OUR FUTURE WORKFORCE...

Looking for a way to help develop Iowa's future culinary talent? Join us for a benefit dinner for the Iowa Restaurant Association Education Foundation and the ProStart program. ProStart provides more than 1,300 students across the state an opportunity to have a hands-on learning experience emphasizing the breadth of careers in the food service and hospitality industry.

Help support the programs by joining us at a seven-course gourmet food and wine dinner prepared by seven of Eastern Iowa's top chefs, assisted by Iowa ProStart students.

It's great way to support the future of our industry and enjoy amazing cuisine.



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STATE'S TOPS MIXOLOGIST BATTLE IT OUT AT ANNUAL COMPETITION



Seven top mixologists from across Iowa competed in September at the Iowa Restaurant Association's Annual State Mixology Championships in Des Moines. Cedar Falls Mixologist Ingrid Folker, from Whiskey Road, was named this year's champion.

Each competitor prepared three distinct drinks for a panel of professional judges. The first was a variation of a classic cocktail, the second was a freestyle cocktail, which featured a spirit from Sazerac, this year's competition sponsor. The third was a creation on the fly with a spirit assigned by the judges.

Competitors were rated on the taste, appearance, garnish, creativity and presentation. Later in the evening, each mixologist prepared sample size portions of their drinks which were served to more than 100 drink enthusiasts who then cast their vote in a People's Choice Competition.



Ingrid Folker's tasty take on the cocktails, including her Total Saz cocktail with a twist of lemon, gave her the edge over her competitors as she poured her way to the winner's circle.



Runner-up Nick Throckmorton from Hello Marjorie in Des Moines also impressed judges with his skills and personality.



Shane Simmons from Splash in Des Moines, won the People's Choice Award with his signature cocktail, Big Easy Layover.

"The talent, innovation and flavor profiles presented by Iowa's mixology contenders impressed the judges and public," said Director of Marketing and Association Developmet for the IRA, Stacy Kluesner, who led the Association team in presenting the event. "It is a great season to go out and explore Iowa's mixology scene"



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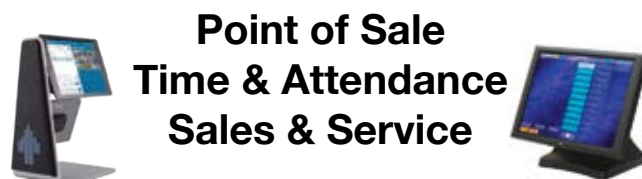
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2018 Iowa Restaurant Resources Buyers Guide

Successful restaurant and tavern operators recognize the importance of forging not just contacts, but partnerships with experienced purveyors and suppliers. They understand the advantages of making quality connections.

The Iowa Restaurant Association's strives to provide programs and services that improve members' bottom line profitability—and great partnerships are at the center of that strategy. In fact, many members find that if they leverage one or more of the Association's member discount programs—whether it be a music license, energy or product discount, they have more than paid for the price of membership.

The partners listed in this guide have made an investment into the industry they serve by supporting the Association's programs and representation efforts.
As you make your supplier choices, please give due consideration to the companies that support the organization that helps you do business better.
Save this issue of the magazine and bookmark our online buyers guide
www.iowarestaurantresources.com

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**.

Bar Equipment and Supplies

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Ecocare Supply	319-800-9162	www.ecocaresupply.com
Edward Don & Co	800-777-4366	www.don.com
Johnson Brothers Liquor Co of Iowa	515-262-1199	www.johnsonbrothers.com
Iowa Des Moines Supply	515-263-1200	www.ladesmoinessupply.com
Martin Brothers Distributing Co., Inc.	1-800-847-2404	www.martinbros.com
Performance Foodservice	1-800-747-1234	www.pfgc.com
Rapids Wholesale Equipment	319-447-1670	www.rapidswholesale.com
Reinhart FoodService	319-396-1300	www.reinhartfoodservice.com
Reinhart FoodService of Omaha	402-457-3600	www.reinhartfoodservice.com
Southern Glazers Wine & Spirits	515-252-7173	www.southernglazers.com
Sysco Iowa, Inc.	515-289-5300	www.sysco.com
TriMark Hockenbergs	515-282-0033	www.hockenbergs.com
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Hy-Vee Inc	515-267-8200	www.hy-vee.com
Iowa Des Moines Supply	515-263-1200	www.ladesmoinessupply.com
Pepsi Beverages Company	1-800-373-9135	www.pepsiamerica.com
Performance Foodservice	1-800-747-1234	www.pfgc.com
Rapids Wholesale Equipment	319-447-1670	www.rapidswholesale.com
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Southern Glazer's Wine & Spirits	515-252-7173	www.southernglazers.com

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Beverages (Non-Alcoholic)

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319-234-2605 www.fahrbeverage.com

Hy-Vee Inc
515-267-8200 www.hy-vee.com

Johnson Brothers Liquor Co of Iowa
515-262-1199 www.johnsonbrothers.com

Martin Brothers Distributing Co., Inc.
1-800-847-2404 www.martinbros.com

Pepsi Beverages Company
1-800-373-9135 www.pepsiamericas.com

Performance Foodservice
1-800-747-1234 www.pfgc.com

Rapids Wholesale Equipment
319-447-1670 www.rapidswholesale.com

Reinhart FoodService
319-396-1300 www.reinhartfoodservice.com

Reinhart FoodService of Omaha
402-457-3600 www.reinhartfoodservice.com

Sazerac Co.
515-202-1661 www.sazerac.com

Southern Glazer's Wine & Spirits
515-252-7173 www.southernglazers.com

Sysco Iowa, Inc.
515-289-5300 www.sysco.com

US Foods
1-800-272-6467 www.usfoodservices.com

Voss Distributing/ Red Bull LLC
515-263-1777 www.vossdist.com

Condiments

Martin Brothers Distributing Co., Inc.
1-800-847-2404 www.martinbros.com

McCormack Distributing Co.
712-546-5133 www.mccormackdistributing.com

Performance Foodservice
1-800-747-1234 www.pfgc.com

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515-289-5300 www.sysco.com

US Foods
1-800-272-6467 www.usfoodservices.com

Consulting, Energy

CenterPoint Energy Services
515-278-2254 www.centerpointenergy.com

D & J Consulting
515-556-7641

MidAmerican Energy Company
800-329-6261 www.midamericanenergy.com

Rapids Wholesale Equipment
319-447-1670 www.rapidswholesale.com

WoodRiver Energy LLC
515-608-3096 www.woodriverenergy.com

Consulting, Financial

AW Welt Ambrisco Insurance Co.
319-887-3700 www.awwelt.com

Brummel Madsen Insurance
1-800-729-2644 www.brummelmadsen.com

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

Dickinson Law
515-244-2600 www.dickinsonlaw.com

Grinnell Mutual Reinsurance Company
641-269-8616 www.grinnellmutual.com

Ludovissy & Associates
563-556-6661 www.ludovissyandassociates.com

McKay Insurance Agency
641-842-2135 www.mckayinsagency.com

Professional Solutions Insurance Services
515-313-4528 www.psis-ins.com

Society Insurance
920-948-3985 www.societyinsurance.com

The Dana Company
515-244-4391 www.thedanaco.com

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515-244-2600 www.dickinsonlaw.com

Johnson Brothers Liquor Co of Iowa
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Martin Bros Distributing Co. Inc.
1-800-847-2404 www.martinbros.com

MidStates Marketing
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Performance Foodservice
1-800-747-1234 www.pfgc.com

RAFIT Services
515-710-2626 www.raftservices.com

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TriMark Hockenbergs
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US Foods
1-800-272-6467 www.usfoodservices.com

Credit Card Service/Supplies

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515-777-9239 www.getbeyond.com

Heartland Payment Systems
515-202-0398 www.heartlandpaymentsystems.com

Professional Solutions Insurance Services
515-313-4528 www.psis-ins.com

US Bank Payment Solutions
515-771-3143 www.usbank.com

VizyPay
515-800-2282 www.vizypay.com

Dairy Products

Loffredo Fresh Produce Co. Inc.
515-285-3367 www.loffredo.com

Martin Brothers Distributing Co., Inc.
1-800-847-2404 www.martinbros.com

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402-457-3600 www.reinhartfoodservice.com

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515-289-5300 www.sysco.com

US Foods
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Elizabeth Winders Studio of Design
515-554-4128 www.elizabethwinders.com

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AutoChlor System
515-227-9999 www.autochlor.com

Bolton and Hay
515-265-2554 www.boltonhay.com

Ecocare Supply
319-800-9162 www.ecocaresupply.com

Ecolab Inc.
605-209-4755 www.ecolab.com

Iowa Des Moines Supply, Inc.
515-263-1200 www.ladesmoinessupply.com

Martin Bros. Distributing Co., Inc.
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TriMark Hockenbergs
515-282-0033 www.hockenbergs.com

US Foods
1-800-272-6467 www.usfoodservices.com

Digital Menus

Wand Corp
952-361-6200 www.wandcorp.com

Distributor, Food & Beverage

Braunger Foods
712-258-4515 www.braungerfoods.com

Fahr Beverage
319-243-2605 www.fahrbeverage.com

Hy-Vee Inc
515-267-8200 www.hy-vee.com

IngeniOz Vodka
515-883-0378 www.ingeniozvodka.com

Johnson Brothers Liquor Co of Iowa
515-262-1199 www.johnsonbrothers.com

Martin Brothers Distributing Co., Inc.
1-800-847-2404 www.martinbros.com

Performance Foodservice
1-800-747-1234 www.pfgc.com

Reinhart FoodService
319-396-1300 www.reinhartfoodservice.com

Reinhart FoodService of Omaha
402-457-3600 www.reinhartfoodservice.com

Southern Glazer's Wine & Spirits
515-252-7173 www.southernglazers.com

Sysco Iowa, Inc.
515-289-5300 www.sysco.com

US Foods
1-800-272-6467 www.usfoodservices.com

Voss Distributing/Red Bull LLC.
515-263-1777 www.vossdist.com

Educational Materials

Alcoholic Beverages Division
515-281-7444 www.iowaabd.com

Distilled Spirits Council
202-628-3544 www.discus.com

Iowa Beef Industry Council
515-296-2305 www.iabeef.org

Iowa Pork Producers Association
1-800-372-7675 www.IApork.org

Iowa Restaurant Association
515-276-1454 www.restaurantiowa.com

Iowa Restaurant Association Education Foundation
515-276-1454 www.restaurantiowa.com

Iowa Lakes Community College
712-852-5256 www.iowalakes.edu

The Soyfoods Council
515-334-1041 www.thesoyfoodscouncil.com

Employment Resources

Des Moines Marriott Downtown
515-245-5500 www.marriott.com

Dickinson Law
515-244-2600 www.dickinsonlaw.com

Heartland Payroll Services
515-202-0398 www.heartlandpaymentsystems.com/payroll

ResourceOne
641-680-6838 www.r1recruitment.com

Exhaust Systems & Cleaning Services

Enviroomatic Corporation of America Inc
1-800-325-8476 www.enviromatic.com

Hoodz of Central Iowa
515-278-1149 www.centralIA.hoodz.us.com

Hoodz of Eastern Iowa
319-333-1050 www.centralIA.hoodz.us.com

Rapids Wholesale Equipment
319-447-1670 www.rapidswholesale.com

Financial Institutions/Services

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Dickinson Law
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Grinnell Mutual Reinsurance Company
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Heartland Payment Systems
515-202-0398 www.heartlandpaymentsystems.com

Iowa Insurance Consultants
515-965-9655 www.iainsuranceconsultants.com

McKay Insurance Agency
641-842-2135 www.mckayinsagency.com

Professional Solutions Insurance Services
515-313-4528 www.psis-ins.com

US Bank Payment Solutions
515-771-3143 www.usbank.com

Fire Suppression Systems

Hoodz of Central Iowa
515-278-1149 www.centralIA.hoodz.us.com

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319-333-1050 www.centralIA.hoodz.us.com

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Food Broker

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Food Products and Manufacturing

Pepsi Beverages Company
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Sysco Iowa, Inc.
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US Foods
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Food & Restaruant Service Equipment, Services & Supplies

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Bolton and Hay
515-265-2554 www.boltonhay.com

Ecocare Supply
319-800-9162 www.ecocaresupply.com

Iowa Des Moines Supply
515-263-1200 www.ladesmoinessupply.com

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McCormack Distributing Co.
712-546-5133 www.mccormackdistributing.com

Performance Foodservice
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Reinhart FoodService
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Reinhart FoodService of Omaha
402-457-3600 www.reinhartfoodservice.com

Sysco Iowa, Inc.
515-289-5300 www.sysco.com

TriMark Hockenbergs
515-282-0033 www.hockenbergs.com

US Foods

1-800-272-6467 www.usfoodservices.com
Wand Corp
952-361-6200 www.wandcorp.com

Frozen Food

Martin Brothers Distributing Co., Inc.
1-800-847-2404 www.martinbros.com

Performance Foodservice

1-800-747-1234 www.pfgc.com

Reinhart FoodService

319-396-1300 www.reinhartfoodservice.com

Reinhart FoodService of Omaha

402-457-3600 www.reinhartfoodservice.com

Sysco Iowa, Inc.

515-289-5300 www.sysco.com

US Foods

1-800-272-6467 www.usfoodservices.com

Gift Cards

Beyond

515-777-9239 www.getbeyond.com

Heartland Payment Systems

515-202-0398 www.heartlandpaymentsystems.com

Grease Removal

Hoodz of Central Iowa

515-278-1149 www.centraIIA.hoodz.us.com

Hoodz of Eastern Iowa

319-333-1050 www.centraIIA.hoodz.us.com

Sanimax Grease Services

1-800-765-6453 www.sanimax.com

Green Products

Ecocare Supply

319-800-9162 www.ecocaresupply.com

Ecolab Inc.

605-209-4755 www.ecolab.com

Iowa Des Moines Supply

515-263-1200 www.ladesmoinessupply.com

KeyImpact Sales & Systems, Inc.

515-224-0999 www.kisales.com

Insurance

AW Welt Ambrisco Insurance Co.

319-887-3700 www.awwelt.com

Brummel Madsen Insurance

1-800-729-2644 www.brummelmadsen.com

Grinnell Mutual Reinsurance Company

641-269-8616 www.grinnellmutual.com

InsPro Insurance Company

515-226-9565 www.insproins.com

Iowa Insurance Consultants

515-965-9655 www.iainsuranceconsultants.com

Ludovissy & Associates

563-556-6661 www.ludovissyandassociates.com

McKay Insurance Agency

641-842-2135 www.mckayinsagency.com

Professional Solutions Insurance Services

515-313-4528 www.psis-ins.com

Rendall Insurance Agency

515-727-1661 www.agents.farmers.com/ia/johnston/karla-rendall

Skogman Carlson Insurance

319-366-6288 www.skogmanins.com

Society Insurance

920-948-3985 www.societyinsurance.com

The Dana Company

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Legal Services

Dickinson Law

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Heartland Payment Systems

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Linen Sales & Service

AmeriPride Linen & Uniform Service

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319-447-1670 www.rapidswholesale.com

TriMark Hockenbergs

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Loyalty Rewards

BluJaket

309-230-7781 www.bluejaket.com

Loyal Customer Club

515-867-1400 www.loyalcustomer.club

RAFIT Services

515-710-2626 www.rafit-services.com

Meat Information

Braunger Foods

712-258-4515 www.braungerfoods.com

Iowa Beef Industry Council

515-296-2305 www.iabeef.org

Iowa Pork Producers Association

1-800-372-7675 www.IApork.org

Martin Brothers Distributing Co., Inc.

1-800-847-2404 www.martinbros.com

Performance Foodservice

1-800-747-1234 www.pfgc.com

Reinhart FoodService

319-396-1300 www.reinhartfoodservice.com

Reinhart FoodService of Omaha

402-457-3600 www.reinhartfoodservice.com

Sysco Iowa, Inc.

515-289-5300 www.sysco.com

US Foods

1-800-272-6467 www.usfoodservices.com

Meat Purveyor

Braunger Foods

712-258-4515 www.braungerfoods.com

Martin Brothers Distributing Co., Inc.

1-800-847-2404 www.martinbros.com

Performance Foodservice

1-800-747-1234 www.pfgc.com

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515-554-4128 www.elizabethwinders.com

Iowa Beef Industry Council

515-296-2305 www.iabeef.org
Iowa Pork Producers Association
1-800-372-7675 www.IApork.org

Johnson Brothers Liquor Co of Iowa
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515-224-0999 www.kisales.com

Martin Brothers Distributing Co., Inc.

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Midstates Marketing, Inc.
515-246-8829 www.midstates-marketing.com

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Reinhart FoodService

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Reinhart FoodService of Omaha
402-457-3600 www.reinhartfoodservice.com
Southern Glazer's Wine & Spirits
515-252-7173 www.southernglazers.com

Sysco Iowa, Inc.

515-289-5300 www.sysco.com

US Foods

1-800-272-6467 www.usfoodservices.com

Wand Corp

952-361-6200 www.wandcorp.com
Webspec Design
515-334-9544 www.webspecdesign.com

Mobile App Development

HTML Marketing

515-661-4932 www.htmlmarketing.com
Webspec Design
515-334-9544 www.webspecdesign.com

Music Licensing

BMI

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Paper Products

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Payroll Processing Services

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Heartland Payment Systems

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Mid-States POS

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Salas Enterprises

515-867-9429 www.salasenterprises.com

US Bank Payment Solutions

515-771-3143 www.usbank.com

Wand Corp

952-361-6200 www.wandcorp.com

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Publications

Food & Beverage Iowa Business Quarterly

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Relish/Big Green Umbrella Media

515-953-4822 x303 www.dmcityview.com

Public Relations

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515-309-3231 www.fusedsm.org

Greater Des Moines Convention & Visitors Bureau

515-699-3455 www.catchdesmoines.com

Urbandale Chamber of Commerce

515-331-6855 www.uniquelyurbandale.org

West Des Moines Chamber of Commerce

515-681-1289 www.wdmchamber.org

Refrigeration Equipment and Parts

Bolton and Hay

515-265-2554 www.boltonhay.com

Humitech of Iowa

515-314-6990 www.humitechofiowa.com

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Spirits/Manufacturer

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Templeton Rye Spirits LLC.
712-669-8793 www.templetonrye.com

Spirits Producer

IngeniOz Vodka
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Iowa Distilling Company
515-981-4216 www.iowadistilling.com

Soy Foods

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Reinhart FoodService of Omaha
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The Soyfoods Council
515-334-1041 www.thesoyfoodscouncil.com

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Webspec Design
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Johnson Brothers Liquor Co of Iowa
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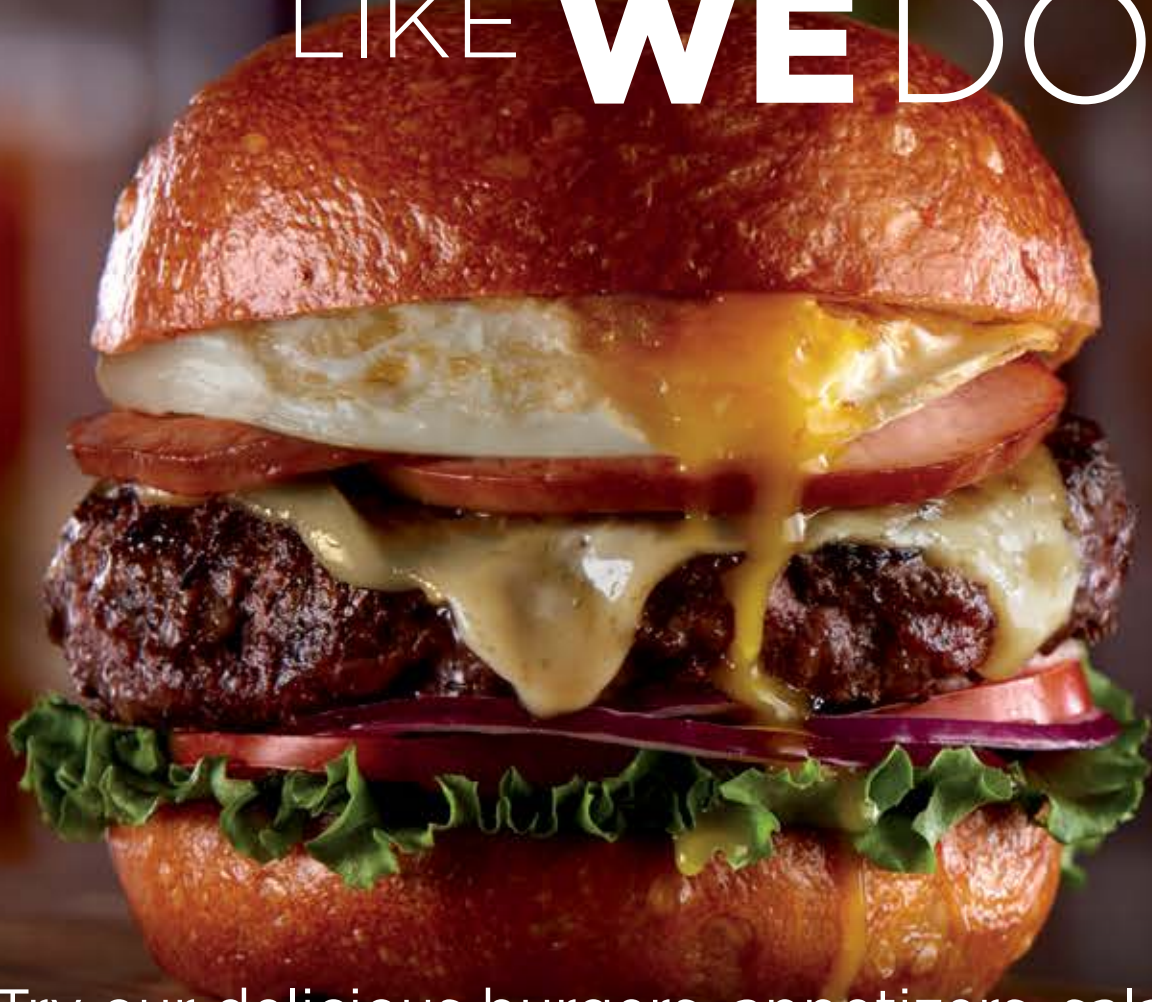
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4900 University Ave.
515-875-6817 | .adp.com

Altria Client Services
33 East Main St. Suite 420 Madison WI 53703
608-251-0195 | altria.com

AmeriPride Linen & Uniform Service
10615 Aurora Ave Urbandale IA 50322
515-710-8322 | ameripride.com

Atlantic Bottling Company
3600 Army Post Rd. Des Moines IA 50321
515-987-1931 | atlanticbottling.com

AutoChlor Systems
5484 NE 17th St. Ste. 5 Des Moines IA 50313
515-227-9999 | autochlor.com

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24 Westside Drive Iowa City IA 52246
319-887-3700 | awwelt.com

BluJaket
101 2nd St. West Davenport IA 52801
309-230-7781 | bluejaket.com

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3409 84th St., Urbandale IA 50322
515-777-9293 | getbeyond.com

BMI
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515-244-4391 | thedanaco.com

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515-334-1041 | thesoyfoodscouncil.com

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515-263-1777 | vossdist.com

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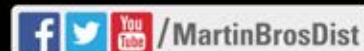
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