

Food & Beverage Iowa Business

Quarterly

2020 Industry Buyers Guide
pg.24

Hospitality Convention and Expo

Trends • Exhibits • Education • Networking • Cuisine • Cocktails • Celebration

*Iowa's annual gathering
of hospitality industry
professionals moves to the
Iowa Events Center*

Inside: Legislative Wins, 2020 Calendar, and State Leadership

Business Services



Heartland provides entrepreneurs with software-driven technology to manage and grow their business. The company serves more than 400,000 merchants nationwide, delivering trusted solutions for payment, payroll and human resources, point of sale, customer engagement and lending.

Payment

Countertop hardware: Payment processing is all about flexibility these days. So Heartland supplies the hardware (or integrations to current hardware and software) needed for merchants to accept a wide variety of payment types. This ensures purchases can be made quickly and securely, regardless of the point of sale platform used.

Mobile: Turn your customer's smartphone or tablet into a payment terminal with a simple app and card reader. The app is compatible with iOS and Android phones and tablets and Amazon tablets. Heartland Mobile Pay also includes a companion merchant web portal, which provides access to reporting and administrative features.

Online: Heartland Ecommerce is a full-service web platform that allows merchants to set up an online web store for ordering, selling products and collecting consumer payments using the familiar "shopping cart" functionality.

Bill payments: With bill payments, merchants can send invoices online, offer customers the ability to pay online (using a Heartland-hosted web page) and even allow their customers to setup recurring payments. Payments can be submitted by credit card, debit card or ACH payment.

Payroll+HR

Heartland takes the pain out of payroll with customizable employee payment, integrated timekeeping and tax reporting solutions. Application management, as well as new hire compliance and onboarding, are also part of the offering. When it comes to other HR matters like guidance, labor law posters and forms, Heartland provides merchants with support to navigate complex topics.

Point of Sale

Heartland delivers a variety of POS solutions, including specialized platforms for restaurants, retailers and more. These platforms also offer merchants access to other tools and apps like inventory management and timekeeping.

Customer Engagement

Cultivating loyalty: To help merchants cultivate long-term loyalty and maximize customer value, Heartland offers gift card and rewards programs. Merchants can also make use of Heartland's email marketing tools to help them drive traffic to their stores, and turn more customers into buyers.

Understanding customers: Heartland's analytics solutions help merchants analyze whether marketing and advertising dollars are being spent effectively by allowing them to view reports with customer breakdowns by postcode, the effect of weather on store traffic and comparisons with competitors.

Keeping the conversation going: Heartland has tools that allow merchants to manage their social media accounts and online reviews, enabling them to respond to issues and reply in real time.

Lending

Heartland has partnered with the nation's largest small business loan marketplace to give merchants unprecedented access to capital. Heartland Capital's free 15-minute application gets merchants matched to small business loan options from 75+ leading lenders. Upon selecting the perfect loan for your business, you can get funded in as little as 24 hours.

Bobby Higdon
robert.higdon@heartland.us
812-989-6044

heartland.us

A Global Payments Company

© 2019 Heartland Payment Systems, LLC

Food & Beverage Iowa Business Quarterly

- 5 Cover Story
- 6 2019 Award Winners
- 8 2020 Events Calendar
- 9 Seeking Ambassadors
- 10 Membership Pays
- 11 Legislative Wins
- 13 ServSafe
- 15 Meet the Board
- 21 Buyers Guide
- 27 Resources Directory



STAY CONNECTED!



/iowarestaurantassociation



@iowarestaurant



/company/iowa-restaurant-association



@iowarestaurant



PROTECT PROMOTE EDUCATE ADVOCATE

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
Email: info@restaurantiowa.com
www.restaurantiowa.com

Officers

CHAIR
Ryan Achterhoff
Pizza Ranch, Inc.
Orange City, IA

CHAIR-ELECT
Jeff Duncan
Giordano's
West Des Moines, IA

SECRETARY/TREASURER
Jake Kendall
Culver's Restaurant
Cedar Rapids, IA

IMMEDIATE PAST CHAIR
Darin Beck
Paramount Capital
Cedar Falls, IA

Executive Committee At-Large Members

Jessica Dunker
Iowa Restaurant Association
Des Moines, IA

Joe McConville
Gusto Pizza
Des Moines, IA

Sarah Pritchard
Samba LC/Table 128 Bistro + Bar
Clive, IA

Directors

Alex Banasik
Down Under Bar & Grill
Des Moines, IA

Scott Carlson
Court Avenue Restaurant &
Brewing Co.,
Americana Restaurant,
Gilroy's Kitchen + Pub + Patio
Des Moines, IA

Steve Casteel
Mid-States POS
Des Moines, IA

Lauren Doll-Sheeder
Doll Distributing, LLC.
Des Moines, IA

Mike Holms
Splash Seafood
Des Moines, IA

Sam Jennison
Drake Restaurant, LLC
Burlington, IA

Matt Johnson
Barley's Bar & Grill
Council Bluffs, IA

Kris Kay
Go Fish Marina
Princeton, IA

Brad Korkow
Society Insurance
Fon du Lac, WI

Chef Zeph Leaton
Riverside Casino
Riverside, IA

Christina Moffatt
Crème Cupcake + Dessert
Des Moines, IA

Bret Petersen
Martin Bros. Distributing Co., Inc.
Cedar Falls, Iowa

Millisa Reynolds
Okoboji Barz
Okoboji, Iowa

Jeremy Thompson
Sazerac Co.
Des Moines, IA

Amy Walsh
Mickey's Irish Pub
Waukee, IA

Food & Beverage Iowa Business Quarterly

Publisher/Editor

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

Graphic Designer/Marketing Coordinator

Gage Schuling, Graphic Designer
Iowa Restaurant Association
gschuling@restaurantiowa.com

Advertising

Stacy Kluesner, Director of Marketing & Association Development
Iowa Restaurant Association
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 ezimmerman@restaurantiowa.com or call at 515-276-1454

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 members & 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.



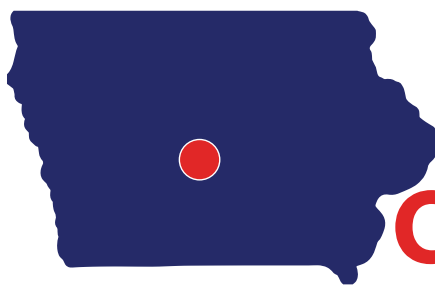
*Disclaimer: all artwork is NOT available for reuse.



Tried-and-true restaurant coverage with no surprises.
Small detail. **Big difference.**

Nobody understands the unique challenges of protecting your restaurant better than Society. Ever since we developed our policies with restaurant owners more than 40 years ago, we've stayed on top of industry trends to deliver the most comprehensive—and reliable—coverage available. To learn more about how we handle the small details that make a big difference, give us a call at 1-888-5-SOCIETY or visit [societyinsurance.com](https://www.societyinsurance.com).





Hospitality Convention and Expo

Welcome to the Iowa Hospitality EXPO and Buyer's Guide Issue of *Food and Beverage Iowa Business Quarterly*. This marks the second year of our EXPO relaunch and we are welcoming an even bigger group of hospitality professionals, with more education, celebration and networking opportunities. Given this, we moved to a bigger venue—The Iowa Events Center.

The event kicks off with a special keynote address to future industry talent by National Restaurant Association Board Chairman Melvin Rodrigue. Melvin is President and CEO of Galatoire's Restaurant in New Orleans. He will be at the EXPO all day, so be sure to say hello!

The industry professional education sessions and EXPO floor booths open at noon followed by the Dine Iowa Grand Tasting Gala, live music, and a People's Choice Culinary Competition. The Honorable Kim Reynolds, Governor of Iowa will join us at 4 p.m. to help recognize our 40 Women to Watch in Iowa's Hospitality Industry. The Awards Ceremony will also honor a dozen industry professionals for their accomplishments across the state.

This EXPO was created specifically for Iowa hospitality professionals and features a diverse group of food and beverage operators and suppliers networking and sharing the latest information, trends and solutions. If you are unable to attend—we'll miss you; please check our website, future magazines, and social media for updates and tips from our education sessions.

All of the events will take place Monday, November 18, 2019. Industry events will take place from noon to 6:30 p.m. (See adjacent Schedule).

Thank you EXPO Sponsors!

Martin Brothers Distributing, Inc.
Performance Foodgroup—Thoms Proestler
Sysco Iowa
US Foods

Education Sponsor
Society Insurance

Floor Sponsor
Ecolab

Entertainment Sponsor
BMI

Registration Sponsor
Iowa Gaming

Expo Schedule

12:00pm - 3:00pm

- Expo Floor Open
- Education Sessions

3:00pm - 4:00pm

- Grand Tasting Gala

4:00pm - 5:30pm

- Celebrating Excellence Ceremony

5:30pm - 6:30pm

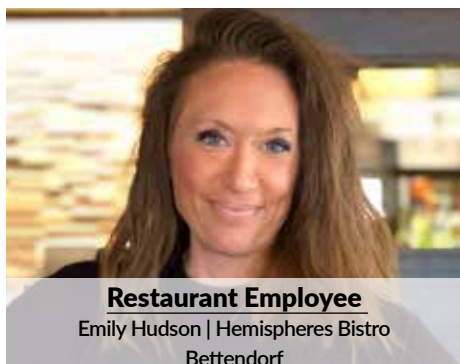
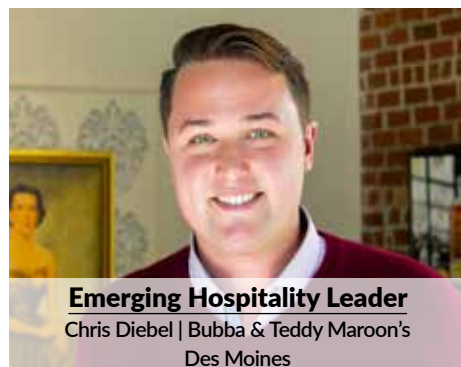
- Celebratory Cocktails with Winners



2019 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 November 18th at 4:00 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.

Watch for the December magazine for profiles on our winners!





Item _____						
PRODUCTO _____						
Prep Date _____						
FECHA DE PREPARACION _____						
Use By _____						
FECHA PARA DESECHAR _____						
Empl. _____	Mgr. _____					
EMPLEADO _____	GERENTE _____					
MON	TUE	WED	THU	FRI	SAT	SUN
DURALABEL						

#10292-00-21

Serve Only the Freshest, Safest Food with Daydots™ Food Rotation Labels



Are you committed to serving your customers safe food? Proper food rotation practices are key. Ecolab has the expertise, experience and product solutions in food rotation to help ensure that the food you serve is always safe and fresh.

First In, First Out

Ecolab offers food rotation labels, day-of-the-week portion bags and other key products to help ensure proper food rotation processes.



Food Safety Solutions








[Learn more at foodsafety.ecolab.com](https://foodsafety.ecolab.com)

PROUD TO BE YOUR LOCAL *Coca-Cola* BOTTLER

Atlantic Coca-Cola Bottling Company is a privately owned, independent bottler and distributor of Coca-Cola products for most of Iowa, parts of Minnesota, Wisconsin, Illinois and Missouri. The company operates from nine Iowa locations including Ames, Atlantic, Cedar Rapids, Des Moines, Dubuque, Mason City, Ottumwa, Spirit Lake, Walcott, its production center in Atlantic, and corporate offices in Des Moines and Atlantic, Iowa. The company employs approximately 780 and runs 110 delivery routes each day using Eostar, a full route accounting software system that manages everything from sales orders to delivery route logistics. Atlantic Coca-Cola Bottling Company is known for delivering outstanding service to its retail customers throughout all of its distribution territories.



Mark Your Calendar for 2020 Events!

JANUARY	—	—	—	—	○ IRA Legislative Day Iowa State Capitol January 28th	
MARCH	—	—	—	—	○ State ProStart Invitational Iowa Events Center March 3rd	
					○ National Public Affairs Conference Washington DC March 3rd - 5th	
APRIL	—	—	—	—	○ Culinary Affair Des Moines Embassy Club April 5th	
					○ State Mixology Championships SmashPark April 30th	
MAY	—	—	—	—	○ National Restaurant Association Show Chicago May 16th - 19th	
JUNE	—	—	—	—	○ Duffers, Diners, and Drives Toad Valley Golf Course June 17th	
AUGUST	—	—	—	—	○ Soy Salad Dressing Competition Iowa State Fair August 17th	
NOVEMBER	—	—	—	—	○ Iowa Hospitality Convention and Expo November	   

Iowa Restaurant Association Seeks Hospitality Industry Ambassadors to Visit Iowa High Schools



Workforce is the #1 concern for Iowa restaurant and hospitality industry operators. What draws people to our industry? **Experience. Passion. Relationships.** There are over 1,100 students at 27 high schools across the state of Iowa participating in the Iowa Restaurant Association Education Foundation's ProStart Program. The Iowa Restaurant Association would like to connect them with you and your business.

Find and Foster Young Talent

ProStart is a two-year high school career program that includes restaurant and culinary classroom instruction with mentored work experiences. Students who complete the program have a certificate that tells employers they are ready to work in the restaurant and foodservice industry and colleges they've done what it takes to earn credit. In fact, 5 Iowa culinary schools grant up to 15 hours credit to ProStart Students.

Hospitality is a Career of Choice

The Iowa Restaurant Association is looking for industry professionals to help build awareness about the vast and viable **CAREERS** in hospitality. We need people like you to **IGNITE** passion for the work we do and **EXCITE** students about the endless possibilities that lie **AHEAD! SHARE YOUR STORY!**

Become An Industry Ambassador

Our team will:

- Arrange for you to visit a ProStart Classroom as a guest speaker. Share your story or WOW Students with a cool demonstration. (Don't Forget to Bring Food!)
- Connect you to a ProStart Competition Team looking for a mentor/coach. We need culinary and business coaches.
- Organize a Field Trip to your establishment. Students are especially engaged if you include a Hands-On Activity!

Learn More

If this opportunity peaks your interest, contact May Schaben, IRAEF Executive Director at 515-419-1863 or mschaben@restaurantiowa.com.



Meet the Iowa Restaurant Association Team

Day-in and day-out the Iowa Restaurant Association staff is focused on promoting Iowa's restaurant industry through: food and drink competitions; awards programs and events; education classes and seminars; networking opportunities; and legislative and regulatory advocacy work. We are committed to helping hospitality operators do business better.

Thank you for letting us serve the industry we all love!



Jessica Dunker
President/CEO



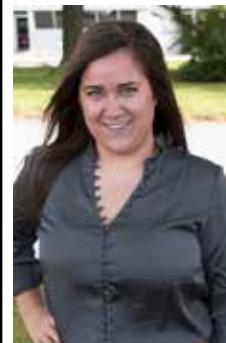
Stacy Kluesner
Director of Marketing and Association Development



May Schaben
Executive Director/
Iowa ProStart Coordinator



Cindy Jordan
ServeSafe Educator and Business Manager



Emilee Zimmerman
Public Relations Specialist



Gage Schuling
Graphic Designer/
Marketing Coordinator

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 your member discounts and benefits...

- \$50 per student ServSafe Discount
- Free Dual Membership in National Restaurant Association
- Guaranteed 10% Discount on BMI
- Guaranteed 5% Discount on Natural Gas
- Free ticket to National Restaurant Association Show
- Access to the National Restaurant Association Healthcare Program



"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



Your Champion

The Iowa and National Restaurant Association lobbying teams advocate for the adoption and loosening of laws and regulations to positively impact your operations. We work with the Iowa Legislature and with Congress, as well as with state and federal agencies to create a better environment for restaurants. This allows you to concentrate on what you do best – providing an engaging experience for employees and guests.

Our Wins Are Your Wins

Places the Iowa Restaurant Association lead or leveraged our influence to impact change for Iowa's Hospitality Industry



Secured Significant
DRAM Reform



Stopped ABD Compliance
Officers from becoming
designated
"Peace Officers."



Won Changes to Driver's
License Program for
Those 21+



Won State Level
Preemption in Key
Employment and
Packaging Areas



Stopped State
Mandate to Use
Federal E-verify
System



Helped Pass
Better Definitions
for Franchisee &
Franchisors



Passed Better Service
Animal Definitions

Wells Fargo Arena's best kept secret
featuring specialty food and cocktail menus

Located on the South Side
of the Suite Level
and open to all arena guests

"You Deserve, We Deliver."

IOWA-DES MOINES
SUPPLY, INC.
DISTRIBUTION SINCE 1937

Serving Central Iowa

515.263.1200

IowaDesMoinesSupply.com

BAKER PAPER
& SUPPLY
DISTRIBUTION SINCE 1904

Serving Eastern Iowa

319.366.2781

BakerPaperandSupply.com

**"Serving the Independent
for a Combined 200 Years"**





**Starting out in 1920 as restaurants...
Almost 100 years later, we serve restaurants...
Let us show you what we've learned in a century!**

"Our history is your business"



**New location: 4333 Park Ave, Des Moines IA 50321
515-265-2554/ 800-362-1861/ info@boltonhay.com
Specializing in consultation, layout, & estimates
Foodservice equipment & supplies**



Better Breads Baked Locally



Pan-O-Gold is one of the largest food service bread suppliers in the Midwest. From ordering the right breads and buns to developing custom recipes just right for you, our team will supply your kitchen with the best quality products.

PAN-O-GOLD

Baking Company

Jamie Richards • 402-515-6507 • jrichards@panogold.com





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

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:

- Alcohol law and liability
- Checking identification and spotting frauds
- Recognizing and preventing intoxication, and
- Handling difficult situations



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

LAVISH BREAD



OLD WORLD FLAVOR

We proudly present Heritage Ovens® Lavash Bread with old-fashioned authenticity blended with today's nutrition. Lavash, very much like flat-breads and naan, is an ancient bread with an authentic connection to ancient cultures and satisfies today's appetite for authentic foods. Lavash is a thin, unleavened flat-bread that has gained great popularity in recent years. From wraps, sandwiches, pinwheels and pizza, it is a great option for any restaurant or grab-and-go segment. Heritage Ovens® Lavash Bread has flexibility that can fit in about any lifestyle and diet.



 **PERFORMANCE**
FOODSERVICE - Thoms Proestler

www.performancefoodservice.com

Meet the Iowa Restaurant Association Board of Directors

The Iowa Restaurant Association (IRA) is a member-based professional association of the restaurant and retail beverage industry in Iowa. The Association is governed by an elected, volunteer Board with representatives from each of the various segments within the industry and from across the state. Board members may serve up to 5 two-year terms. The IRA Board of Directors meet quarterly throughout the year to set the organization's legislative agenda and determine industry best practices and initiatives. If you know someone who would make an excellent voice for the industry on the Association's Board, particularly someone who is interested in helping guide legislative strategies, priorities and policies, or if you're interested in serving, please contact Jessica Dunker, President and CEO of the Association at jdunker@restaurantiowa.com. You may nominate yourself for consideration.



Ryan Achterhoff
Chair
Pizza Ranch, Inc.
Orange City, IA



Darin Beck
Immediate Past Chair
Paramount Capita.
Cedar Falls, IA



Jeff Duncan
Chair Elect
Giordano's
West Des Moines, IA



Jake Kendall
Secretary/Treasurer
Culver's Restaurant
Cedar Rapids, IA



Joe McConville
Director
Gusto Pizza Co. &
Juniper Moon
Des Moines, IA



Sarah Pritchard
Director
Table 128 Bistro + Bar.
Clive, IA



Alex Banasik
Director
Down Under
Bar & Grill
Clive, IA



Scott Carlson
Director
Court Ave Restaurant &
Brewing Co.
Des Moines, IA



Steve Casteel
Director
Mid-States POS
Des Moines, IA



Lauren Doll-Sheeder
Director
Doll Distributing, LLC.
Des Moines, IA



Mike Holms
Past Chair
Splash Seafood Bar &
Grill / Jethro's BBQ
Des Moines, IA



Jeremy Thompson
Director
Sazerac Co.
Des Moines, IA



Matt Johnson
Director
Barley's Bar
Council Bluffs, IA



Kris Kay
Director
Go Fish Marina
Princeton, IA



Brad Korkow
Director
Society Insurance
Fon du Lac, WI



Zeph Leaton
Director
Riverside Casino
Riverside, IA



Bret Petersen
Director
Martin Bros.
Distributing Co., Inc.
Cedar Falls, IA



Millsa Reynolds
Director
Okoboji Barz, Inc.
Okoboji, IA



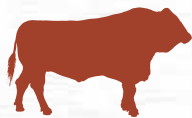
Sam Jennison
Director
Drake Restaurant LLC
Burlington, IA



Amy Walsh
Director
Mickey's Irish Pub
Waukee, IA



Christina Moffatt
Director
Crème Cupcake
+ Dessert
Des Moines, IA



LEGACY72™

BY EAGLE RIDGE®

► *Angus Beef*

MAKE YOUR MARK™

- 100% Angus produced and packaged in a single source facility
- Hand-selected and hand-trimmed
- A consistent and reliable eating experience
- Aged to minimum 21 days for superior taste and tenderness

Contact your Reinhart Sales Consultant or visit rfsdelivers.com/legacy72 to learn more.



Cedar Rapids Division
800.332.8170

La Crosse Division
800.827.4010

Marshall Division
800.999.5256

Omaha Division
800.372.7777



TRUST US TO SERVE YOUR RESTAURANT'S NEEDS

When you own a restaurant, you want insurance that fits your the flavor of your business. That's why our restaurant package offers a broad menu of specific coverages for your eatery. From food spoilage to your wine inventory, we've got you covered.

Trust in Tomorrow.[®] Contact us today.

AUTO | HOME | FARM | BUSINESS

grinnellmutual.com



"Trust in Tomorrow." and "Grinnell Mutual" are registered trademarks of Grinnell Mutual Reinsurance Company. © Grinnell Mutual Reinsurance Company, 2019.

ALL ABOUT DINING OUT

A NATIONAL PORK BOARD REPORT



The landscape of dining out

in America is experiencing seismic shifts. Where people expect to find meals made with fresh, healthy ingredients looks a lot different today than 10 years ago, with expectations now including venues from convenience stores to airport kiosks. As foodservice operators look to level up their offerings, competition has become more intense.

On a per capita basis, we eat at restaurants 31 fewer times per year than we did in 2000. And while restaurant dollars are expected to see slight growth due to price increases, traffic is expected to remain flat after several quarters of decline.¹

What's the secret to breaking through a crowded and competitive environment? How can foodservice operators drive traffic and increase sales during times of rising costs? It requires finding a point of differentiation. And that's where pork comes in.

Our research into consumers' dining out habits, as well as operators' opinions, shows areas of opportunity for pork, as well as large gaps in understanding. In fact, both consumers and foodservice operators have positive things to say about pork.

CONSUMER PERCEPTIONS

People enjoy eating pork when they dine out because they don't always make it at home.

They want to see more pork on menus.

They would visit a restaurant more frequently if it offered more pork dishes.

They're highly satisfied when they order fresh pork when dining out.

OPERATOR PERCEPTIONS

They think it's flavorful and versatile.

They're open to adding pork to their menu.

They want to find more ways to menu pork.

One of the top three most important factors when dining out is menu variety, so new pork dishes give operators an opportunity to increase customer loyalty.²

1. NPD, "Eating Patterns in America," 2018.; 2. Mintel, "Dining Out Dayparts," 2018.

For more information and to download the entire *All About Dining Out* report, visit pork.org/marketing.



© 2019 National Pork Board, Des Moines, Iowa.
This message funded by America's Pork Checkoff Program.



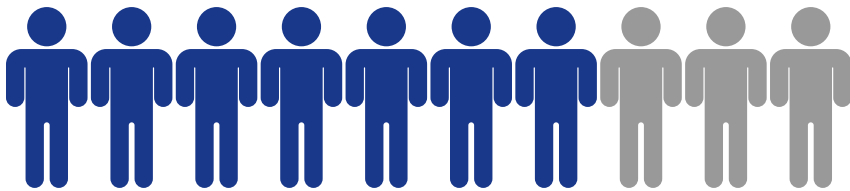
IOWA PORK
PRODUCERS
ASSOCIATION



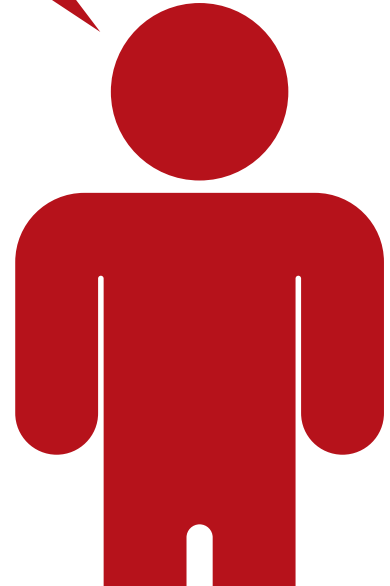
Recognize your 20+ Year Team Members

The Iowa Restaurant Association's Stars of Hospitality Program celebrates people who have made a career in the hospitality industry by working at a single establishment and/or a specific company for 20+ years. We recognize the importance of these team members to your business, but also celebrate the professionalism they exhibit day in and day out. Let us know about your career employees. We will visit your establishment to present Stars of Hospitality plaques on behalf of the industry. In addition, we will do a press release and social media promotion. Often employers invite us to a party or reception honoring these industry veterans. Learn more at www.restaurantiowa.com. You can submit your employees via e-mail to Emilee Zimmerman at ezimmerman@restaurantiowa.com

7 out of 10 restaurant employees say they plan to work in the industry until they retire.



88% of the restaurant workforce said they are proud to work in the restaurant industry



Tofu!

**Heart Healthy
& Versatile**

THE *Soyfoods*
COUNCIL

Funded by the soybean checkoff

Sweet Garlic Wasabi Tofu Dressing

Kerri Rush,
Fresh Cafe and Market
Yield: 10 servings

Dressing:

- 1 pkg of silken tofu
- 1/4 t wasabi powder
- 1 T granulated onion powder
- 1 T granulated garlic powder
- 2 cloves garlic
- 2 T Veganaise (vegan mayo made with soy)
- 1 T agave nectar
- 1 t Himalayan salt

Directions:

Place all ingredients in blender; blend until smooth.

Served as an Asian Cobb Salad made of:

Iceberg wedge, tomato, avocado, edamame, coconut bacon, tamari, liquid smoke, maple syrup and smoked paprika, and shredded carrots.



EXPECT GREAT FOOD. AND A MENU THAT SIZZLES.

Today, people expect more from their food. From responsible to local to fresh and everything in between – your menu has to keep up. At US Foods®, you can expect more. We have great food and innovative new products, so you can fire up your menu and keep diners coming back for more.

Moe Hider – Owner
Famous Hamburger
Dearborn, MI

US
FOODS® **WE HELP YOU
MAKE IT™**

Watch his story at usfoods.com/expectmore

2019 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 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**.

Bar Equipment and Supplies

Bolton and Hay	
515-265-2554.....	www.boltonhay.com
Iowa Des Moines Supply Inc.	
515-263-1200.....	www.iowadesmoinesupply.com
Johnson Brothers Liquor Co of Iowa	
515-262-1199.....	www.johnsonbrothersofia.com
Martin Brothers Distributing Co., Inc.	
319-266-1775.....	www.martinbros.com
Performance Foodservice TPC	
800-747-1234.....	www.performancefoodservice.com
Rapids Wholesale Equipment	
800-472-7431.....	www.rapidswholesale.com
Reinhart FoodService	
319-396-1300.....	www.rfsdelivers.com
Southern Glazers Wine & Spirits	
515-252-7173.....	www.southernglazers.com
Southern Wine & Spirits	
515-986-0060.....	www.southernglazers.com
Sysco Iowa, Inc.	
515-289-5300.....	www.sysco.com
TriMark Hockenbergs	
515-282-0033.....	www.hockenbergs.com
US Foods	
319-645-2193.....	www.usfoods.com

Beer Distributor

Doll Distributing LLC	
515-263-3208.....	www.dolldistributing.com
Fahr Beverage Inc	
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.johnsonbrothersofia.com

Beverage Dispensing Equipment

Atlantic Bottling Co.	
515-987-1931.....	www.atlanticbottling.com
Bolton and Hay	
515-265-2554.....	www.boltonhay.com
Doll Distributing LLC	
515-263-3208.....	www.dolldistributing.com
Fahr Beverage Inc	
319-234-2605.....	www.fahrbeverage.com
Hawkeye Fire & Safety	
319-363-9923.....	www.hawkeyefire-safety.com
Iowa Des Moines Supply Inc.	
515-263-1200.....	www.iowadesmoinesupply.com

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**.

Martin Brothers Distributing Co., Inc.	
319-266-1775.....	www.martinbros.com
Pepsi Beverages Company (Urbandale)	
800-950-1332.....	www.pepsico.com
Pepsi Beverages Company (Cedar Rapids)	
800-373-9135.....	www.pepsico.com
Performance Foodservice TPC	
800-747-1234.....	www.performancefoodservice.com
Reinhart FoodService	
319-396-1300.....	www.rfsdelivers.com
Sysco Iowa, Inc.	
515-289-5300.....	www.sysco.com
TriMark Hockenbergs	
1-515-282-0033.....	www.hockenbergs.com

Beverages (Alcoholic)

Doll Distributing LLC	
515-263-3208.....	www.dolldistributing.com
E & J Gallo Winery	
515-987-3935.....	www.gallo.com
Fahr Beverage Inc	
319-234-2605.....	www.fahrbeverage.com
Hy-Vee Inc	
515-267-8200.....	www.hyvee.com
Iowa Alcoholic Beverages Division	
866-IowaABD 469-2223.....	www.abd.iowa.gov
Johnson Brothers Liquor Co of Iowa	
515-262-1199.....	www.johnsonbrothersofia.com
Sazerac Co.	
866-751-8118.....	www.sazerac.com
Southern Glazer's Wine & Spirits	
515-252-7173.....	www.southernglazers.com
Southern Wine & Spirits	
515-986-0060.....	www.southernglazers.com
Templeton Rye Spirits LLC	
712-669-8793.....	www.templetonrye.com

Beverages (Non-Alcoholic)

Atlantic Bottling Co.	
515-987-1931.....	www.atlanticbottling.com
Hy-Vee Inc	
515-267-8200.....	www.hyvee.com
Martin Brothers Distributing Co., Inc.	
319-266-1775.....	www.martinbros.com
Pepsi Beverages Company (Urbandale)	
800-950-1332.....	www.pepsico.com
Pepsi Beverages Company (Cedar Rapids)	
800-373-9135.....	www.pepsico.com

Performance Foodservice TPC

800-747-1234.....www.performancefoodservice.com
Rapids Wholesale Equipment
319-447-1670.....www.rapidswholesale.com

Reinhart FoodService

319-396-1300.....www.rfsdelivers.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

319-645-2193.....www.usfoods.com

Voss Distributing/ Red Bull LLC

515-263-1777.....www.vossdist.com

Commodity Groups

Iowa Beef Industry Council

515-296-2305.....www.iabeef.org

Iowa Pork Producers Association

515-225-7675.....www.iowapork.org

Iowa Wine Growers Association

515-664-7754.....www.iowawinegrowers.org

The Soyfoods Council/Iowa Soybean Association

515-491-8636.....www.iasoybeans.com...www.thesoyfoodscouncil.com

Condiments

Key Impact Sales & Systems

515-224-0999.....www.kisales.com

Martin Brothers Distributing Co., Inc.

319-266-1775.....www.martinbros.com

Performance Foodservice TPC

800-747-1234.....www.performancefoodservice.com

Reinhart FoodService

319-396-1300.....www.rfsdelivers.com

Sysco Iowa, Inc.

515-289-5300.....www.sysco.com

US Foods

319-645-2193.....www.usfoods.com

Consulting, Energy

CenterPoint Energy Services

515-865-6006.....www.centerpointenergy.com

D & J Consulting

515-556-7641

MidAmerican Energy Company

515-252-6762.....www.midamericanenergy.com

Rapids Wholesale Equipment

800-472-7431.....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

319-266-2644.....www.brummelmadsen.com

Dickinson Law

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

D & J Consulting, L.C

515-556-7641

Grinnell Mutual Reinsurance Company

800-362-2041.....www.grinnellmutual.com

Illinois Casualty

800-445-3726.....www.ilcasco.com

InsPro Insurance

515-226-9565.....www.insproins.com

Insurance Station

515-967-0489.....www.insurancestationinc.com

Iron Horse Wealth Management

866-201-8305.....www.ironhorsewm.com

LMC Insurance

515-237-0153.....www.lmcins.com

Rendall Insurance Agency

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

Skogman Carlson Insurance

319-366-6288.....www.skogmanins.com

The Dana Company

515-244-4391.....www.thedanaco.com

Consulting

Dickinson Law

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

Doll Distributing LLC

515-263-3208.....www.dolldistributing.com

Fahr Beverage Inc

319-234-2605.....www.fahrbeverage.com

Johnson Brothers Liquor Co of Iowa

515-262-1199.....www.johnsonbrothersofia.com

Martin Brothers Distributing Co., Inc.

319-266-1775.....www.martinbros.com

MidStates Marketing

402-397-8696 ext103.....www.midstates-marketing.com

Performance Foodservice TPC

800-747-1234.....www.performancefoodservice.com

Rapids Wholesale Equipment

800-472-7431.....www.rapidswholesale.com

Reinhart FoodService

319-396-1300.....www.rfsdelivers.com

Sysco Iowa, Inc.

515-289-5300.....www.sysco.com

TriMark Hockenbergs

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

US Foods

319-645-2193.....www.usfoods.com

Credit Card Service/Supplies

Beyond

515-777-9239.....www.getbeyond.com

Heartland Payment Systems

402-314-8431.....www.heartlandpaymentsystems.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.

319-266-1775.....www.martinbros.com

Performance Foodservice TPC

800-747-1234.....www.performancefoodservice.com

Reinhart FoodService

319-396-1300.....www.rfsdelivers.com

Sysco Iowa, Inc.

515-289-5300.....www.sysco.com

US Foods

319-645-2193.....www.usfoods.com

Design Services

Bindery1 Inc.

515-265-4091.....www.b1ds.net

Elizabeth Winders Studio of Design

515-554-4128.....www.elizabethwinders.com

Dishwashing Equipment Sales & Supplies

AutoChlor System

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

Bolton and Hay

515-265-2554.....www.boltonhay.com

Ecolab Inc.

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

Iowa Des Moines Supply, Inc.

515-263-1200.....www.iowadesmoinessupply.com

Martin Brothers Distributing Co., Inc.

319-266-1775.....www.martinbros.com

Performance Foodservice TPC

800-747-1234.....www.performancefoodservice.com

Rapids Wholesale Equipment

800-472-7431.....www.rapidswholesale.com

Reinhart FoodService

319-396-1300.....www.rfsdelivers.com

Sysco Iowa, Inc.

515-289-5300.....www.sysco.com

TriMark Hockenbergs

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

US Foods

319-645-2193.....www.usfoods.com

Distributor, Food & Beverage

Braunger Foods

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

Doll Distributing LLC

515-263-3208..... www.dolldistributing.com
Fahr Beverage
319-243-2605..... www.fahrbeverage.com

Johnson Brothers Liquor Co of Iowa

515-262-1199..... www.johnsonbrothersofia.com

Key Impact Sales & Systems

515-224-0999..... www.kisales.com

Liberty Fruit Company Inc.

800-445-4782..... www.libertyfruit.com

LMC Insurance

515-237-0153..... www.lmcins.com

Loffredo Fresh Produce Co. Inc.

515-285-3367..... www.loffredo.com

Martin Brothers Distributing Co., Inc.

319-266-1775..... www.martinbros.com

Pepsi Beverages Company (Urbandale)

800-950-1332..... www.pepsico.com

Pepsi Beverages Company (Cedar Rapids)

800-373-9135..... www.pepsico.com

Reinhart FoodService

319-396-1300..... www.rfsdelivers.com

Southern Glazer's Wine & Spirits

515-252-7173..... www.southernglazers.com

Southern Wine & Spirits

515-986-0060..... www.southernglazers.com

Sysco Iowa, Inc.

515-289-5300..... www.sysco.com

US Foods

319-645-2193..... www.usfoods.com

Voss Distributing/ Red Bull LLC

515-263-1777..... www.vossdist.com

Educational Materials

Distilled Spirits Council

202-628-3544..... www.distilledspirits.org

Iowa Alcoholic Beverages Division

866-IowaABD 469-2223..... www.abd.iowa.gov

Iowa Beef Industry Council

515-296-2305..... www.iabeef.org

Iowa Pork Producers Association

515-225-7675..... www.iowapork.org

Iowa Restaurant Association

515-276-1454..... www.restaurantiowa.com

Iowa Restaurant Association Education Foundation

515-276-1454..... www.iraef.org

Iowa State University Extension

800-262-3804..... www.extension.iastate.edu

Iowa Wine Growers Association

515-664-7754..... www.iowawinegrowers.org

The Soyfoods Council/Iowa Soybean Association

515-491-8636..... www.iasoybeans.com..... www.thesoyfoodscouncil.com

Employment Resources

Dickinson Law

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

Heartland Payroll Services

515-202-0398..... www.heartlandpaymentsystems.com/payroll

Exhaust Systems & Cleaning Services

Enviromatic Corporation of America, Inc.

800-325-8476..... www.enviromatic.com

Hawkeye Fire & Safety

319-363-9923..... www.hawkeyefire-safety.com

Hoodz of Central Iowa

515-512-4191..... www.hoodzinternational.com

Hoodz of Eastern Iowa

319-250-5627..... www.hoodzinternational.com

Rapids Wholesale Equipment

800-472-7431..... www.rapidswholesale.com

Financial Institutions/Services

Beyond

515-777-9239..... www.getbeyond.com

Dickinson Law

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

Heartland Payment Systems

402-314-8431..... www.heartlandpaymentsystems.com

VizyPay

515-800-2282..... www.vizypay.com

Fire Suppression Systems

Hawkeye Fire & Safety

319-363-9923..... www.hawkeyefire-safety.com

Hoodz of Central Iowa

515-512-4191..... www.hoodzinternational.com

Hoodz of Eastern Iowa

319-250-5627..... www.hoodzinternational.com

Rapids Wholesale Equipment

800-472-7431..... www.rapidswholesale.com

Food Broker

Key Impact Sales & Systems

515-224-0999..... www.kisales.com

MidStates Marketing

402-397-8696 ext 103..... www.midstates-marketing.com

Food & Restaruant Service Equipment, Services & Supplies

Bolton and Hay

515-265-2554..... www.boltonhay.com

Iowa Des Moines Supply Inc.

515-263-1200..... www.iowadesmoinessupply.com

Key Impact Sales & Systems, Inc.

515-224-0999..... www.kisales.com

Martin Brothers Distributing Co., Inc.

319-266-1775..... www.martinbros.com

McCormack Distributing Co.

712-546-5133..... www.mccormackdistributing.com

Rapids Wholesale Equipment

800-472-7431..... www.rapidswholesale.com

Reinhart FoodService

319-396-1300..... www.rfsdelivers.com

Sysco Iowa, Inc.

515-289-5300..... www.sysco.com

TriMark Hockenbergs

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

US Foods

319-645-2193..... www.usfoods.com

Frozen Food

Key Impact Sales & Systems, Inc.

515-224-0999..... www.kisales.com

Martin Brothers Distributing Co., Inc.

319-266-1775..... www.martinbros.com

MidStates Marketing

402-397-8696 ext103..... www.midstates-marketing.com

Performance Foodservice TPC

800-747-1234..... www.performancefoodservice.com

Reinhart FoodService

319-396-1300..... www.rfsdelivers.com

Sysco Iowa, Inc.

515-289-5300..... www.sysco.com

US Foods

319-645-2193..... www.usfoods.com

Gift Cards

Heartland Payment Systems

515-202-0398..... www.heartlandpaymentsystems.com

Grease Removal

Enviromatic Corporation of America, Inc.

800-325-8476..... www.enviromatic.com

Hoodz of Central Iowa

515-512-4191..... www.hoodzinternational.com

Hoodz of Eastern Iowa

319-250-5627..... www.hoodzinternational.com

Green Products

Ecolab Inc.

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

Iowa Des Moines Supply Inc.

515-263-1200..... www.iowadesmoinessupply.com

Key Impact Sales & Systems, Inc.

515-224-0999..... www.kisales.com

Martin Brothers Distributing Co., Inc.

319-266-1775..... www.martinbros.com

MidStates Marketing

402-397-8696 ext103..... www.midstates-marketing.com

Performance Foodservice TPC

800-747-1234..... www.performancefoodservice.com

Reinhart FoodService

319-396-1300..... www.rfsdelivers.com

Sysco Iowa, Inc.
515-289-5300..... www.sysco.com
US Foods
319-645-2193..... www.usfoods.com

HVAC

Iowa Wholesale Supply
641-752-4555..... www.iowawholesale.com

Industry Groups

CATCH Des Moines
515-286-4960..... www.catchdesmoines.com
FUSE DSM
515-829-4189..... www.fusedsm.org
Iowa City Chamber of Commerce
319-337-9637..... www.iowacityarea.com
Urbandale Chamber of Commerce
515-331-6855..... www.uniquelyurbandale.com
West Des Moines Chamber of Commerce
515-225-6009..... www.wdmchamber.org

Insurance

AW Welt Ambrisco Insurance Co.
319-887-3700..... www.awwelt.com
Brummel Madsen Insurance
319-266-2644..... www.brummelmadsen.com
Grinnell Mutual Reinsurance Company
800-362-2041..... www.grinnellmutual.com
Illinois Casualty
800-445-3726..... www.ilcasco.com
InsPro Insurance Company
515-226-9565..... www.insproins.com
Insurance Station
515-967-0489..... www.insurancestationinc.com
Ludovissy & Associates
563-556-6661..... www.ludovissyandassociates.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
515-224-4391..... www.thedanaco.com

Legal Services

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

Lending

Beyond
515-777-9239..... www.getbeyond.com
Heartland Payment Systems
402-314-8431..... www.heartlandpaymentsystems.com

Linen Sales & Service

Bolton and Hay
515-265-2554..... www.boltonhay.com
Iowa Des Moines Supply Inc.
515-263-1200..... www.iowadesmoinessupply.com
Rapids Wholesale Equipment
800-472-7431..... www.rapidswholesale.com
TriMark Hockenbergs
515-282-0033..... www.hockenbergs.com

Loyalty Rewards

BluJaket
309-230-7781..... www.blujaket.com
Loyal Customer Club
515-867-1400..... www.loyalcustomer.club

Meat Information

Braunger Food Service
712-258-4515..... www.braungerfoods.com
Iowa Beef Industry Council
515-296-2305..... www.iabeef.org
Iowa Pork Producers Association
515-225-7675..... www.iowapork.org
Martin Brothers Distributing Co., Inc.
319-266-1775..... www.martinbros.com

Performance Foodservice TPC
800-747-1234..... www.performancefoodservice.com
Reinhart FoodService
319-396-1300..... www.rfsdelivers.com

Sysco Iowa, Inc.
515-289-5300..... www.sysco.com
US Foods
319-645-2193..... www.usfoods.com

Meat Purveyor

Braunger Food Service
712-258-4515..... www.braungerfoods.com
Martin Brothers Distributing Co., Inc.
319-266-1775..... www.martinbros.com
Performance Foodservice TPC
800-747-1234..... www.performancefoodservice.com
Reinhart FoodService
319-396-1300..... www.rfsdelivers.com
Sysco Iowa, Inc.
515-289-5300..... www.sysco.com
US Foods
319-645-2193..... www.usfoods.com

Menu Design/Ideas

Bindery1 Inc.
515-265-4091..... www.b1ds.net
Elizabeth Winders Studio of Design
515-554-4128..... www.elizabethwinders.com
Iowa Beef Industry Council
515-296-2305..... www.iabeef.org
Iowa Pork Producers Association
515-225-7675..... www.iowapork.org
Johnson Brothers Liquor Co of Iowa
515-262-1199..... www.johnsonbrothersofia.com
Key Impact Sales & Systems, Inc.
515-224-0999..... www.kisales.com
Martin Brothers Distributing Co., Inc.
319-266-1775..... www.martinbros.com
MidStates Markerting
402-397-8696 ext103..... www.midstates-marketing.com
Performance Foodservice TPC
800-747-1234..... www.performancefoodservice.com
Reinhart FoodService
319-396-1300..... www.rfsdelivers.com
Southern Glazer's Wine & Spirits
515-252-7173..... www.southernglazers.com
Southern Wine & Spirits
515-986-0060..... www.southernglazers.com
Sysco Iowa, Inc.
515-289-5300..... www.sysco.com
VizyPay
515-800-2282..... www.vizypay.com

Mobile App Development

HTML Marketing
515-570-3290..... www.htmlmarketing.com

Music Licensing

BMI
615-401-2873..... www.bmi.org

© 2019 Society Insurance

Policyholder owned for
100 years and counting.



Small details. Big difference.™

societyinsurance.com



Oil Filtration

Filta Environmental Kitchen Solutions
515-954-9694..... www.gofilta.com

Paper Products

Bolton and Hay
515-265-2554..... www.boltonhay.com
Iowa Des Moines Supply Inc.
515-263-1200..... www.iowadesmoinessupply.com
Key Impact Sales & Systems, Inc.
515-224-0999..... www.kisales.com

Martin Brothers Distributing Co., Inc.

319-266-1775..... www.martinbros.com
MidStates Markerting
402-397-8696 ext103..... www.midstates-marketing.com

Performance Foodservice TPC

800-747-1234..... www.performancefoodservice.com
Rapids Wholesale Equipment
319-447-1670..... www.rapidswholesale.com

Reinhart FoodService

319-396-1300..... www.rfsdelivers.com

Sysco Iowa, Inc.

515-289-5300..... www.sysco.com

TriMark Hockenbergs

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

US Foods

319-645-2193..... www.usfoods.com

Payroll Processing Services

Beyond
515-777-9239..... www.getbeyond.com

Heartland Payroll Services

605-940-9861..... www.heartlandpaymentsystems.com/payroll

Plumbing Supply

Iowa Wholesale Supply
641-752-4555..... www.iowawholesale.com

POS Systems, Cash Registers, Equipment/Supplies

Beyond
515-777-9239..... www.getbeyond.com

EZ Software Solutions
563-323-9204..... www.ezsoftwaresolutions.net

Heartland Payment Systems

402-314-8431..... www.heartlandpaymentsystems.com

J & D Computers

515-986-9424..... www.janddcomputers.com

Mid-States POS

515-202-0398..... www.midstatepos.com

VizyPay

515-800-2282..... www.vizypay.com

Print Marketing

Bindery1 Inc.
515-265-4091..... www.b1ds.net

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

Inside the Box Marketing, Inc.
319-290-7366..... www.insidetheboxmarketinginc.com

Produce Purveyor

Liberty Fruit Company Inc.
800-445-4782..... www.libertyfruit.com

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

Martin Brothers Distributing Co., Inc.

319-266-1775..... www.martinbros.com

Performance Foodservice TPC

800-747-1234..... www.performancefoodservice.com

Reinhart FoodService

319-396-1300..... www.rfsdelivers.com

Sysco Iowa, Inc.

515-289-5300..... www.sysco.com

US Foods

319-645-2193..... www.usfoods.com

Publications

CATCH Des Moines
515-286-4960..... www.catchdesmoines.com

Food & Beverage Iowa Business Quarterly

515-276-1454..... www.restaurantiowa.com

Relish/Big Green Umbrella Media

515-953-4822..... www.biggreendigital.com

Public Relations

CATCH Des Moines

515-286-4960..... www.catchdesmoines.com

Fuse DSM

515-829-4189..... www.fusedsm.org

Iowa City Chamber of Commerce

319-337-9637..... www.iowacityarea.com

Urbandale Chamber of Commerce

515-331-6855..... www.uniquelyurbandale.com

West Des Moines Chamber of Commerce

515-225-6009..... www.wdmchamber.org

Refrigeration Equipment and Parts

Bolton and Hay

515-265-2554..... www.boltonhay.com

Hawkeye Fire & Safety

319-363-9923..... www.hawkeyefire-safety.com

Humitech of Iowa

515-314-6990..... www.facebook.com/HumitechIA

Iowa Wholesale Supply

641-752-4555..... www.iowawholesale.com

Martin Brothers Distributing Co., Inc.

319-266-1775..... www.martinbros.com

Performance Foodservice TPC

800-747-1234..... www.performancefoodservice.com

Rapids Wholesale Equipment

319-447-1670..... www.rapidswholesale.com

Reinhart FoodService

319-396-1300..... www.rfsdelivers.com

Sysco Iowa, Inc.

515-289-5300..... www.sysco.com

TriMark Hockenbergs

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

US Foods

319-645-2193..... www.usfoods.com

Restaurant Finder

MyTown2Go DSM & Ankeny

817-266-2985..... www.mytown2go.com

Yestaurants, Inc.

515-577-4341..... www.yestaurants.com

Sales Tax Exemption

Dickinson Law

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

D & J Consulting

515-556-7641

Sanitation Supplies/Cleaning Services

AutoChlor System

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

Bolton and Hay

515-265-2554..... www.boltonhay.com

Ecolab Inc.

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

Iowa Des Moines Supply Inc.

515-263-1200..... www.iowadesmoinessupply.com

Key Impact Sales & Systems, Inc.

515-224-0999..... www.kisales.com

Martin Brothers Distributing Co., Inc.

319-266-1775..... www.martinbros.com

MidStates Markerting

402-397-8696 ext103..... www.midstates-marketing.com

Performance Foodservice TPC

800-747-1234..... www.performancefoodservice.com

Reinhart FoodService

319-396-1300..... www.rfsdelivers.com

Sysco Iowa, Inc.

515-289-5300..... www.sysco.com

TriMark Hockenbergs

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

US Foods

319-645-2193..... www.usfoods.com

Seafood

Braunger Food Service
712-258-4515..... www.braungerfoods.com
Key Impact Sales & Systems, Inc.
515-224-0999..... www.kisales.com

Martin Brothers Distributing Co., Inc.

319-266-1775..... www.martinbros.com
MidStates Marketing
402-397-8696 ext103..... www.midstates-marketing.com

Performance Foodservice TPC

800-747-1234..... www.performancefoodservice.com

Reinhart FoodService

319-396-1300..... www.rfsdelivers.com

Sysco Iowa, Inc.

515-289-5300..... www.sysco.com

US Foods

319-645-2193..... www.usfoods.com

Spirits/Manufacturer

Sazerac Co.

866-751-8118..... www.sazerac.com
Templeton Rye Spirits LLC.
712-669-8793..... www.templetonrye.com

Spirits Producer

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

Soy Foods

Martin Brothers Distributing Co., Inc.

319-266-1775..... www.martinbros.com

Performance Foodservice TPC

800-747-1234..... www.performancefoodservice.com

Reinhart FoodService

319-396-1300..... www.rfsdelivers.com

Sysco Iowa, Inc.

515-289-5300..... www.sysco.com

The Soyfoods Council/Iowa Soybean Association

515-491-8636..... www.iasoybeans.com..... www.thesoyfoodscouncil.com

US Foods

319-645-2193..... www.usfoods.com

Uniforms

Bolton and Hay
515-265-2554..... www.boltonhay.com
Rapids Wholesale Equipment
800-472-7431..... www.rapidswholesale.com
TriMark Hockenbergs
515-282-0033..... www.hockenbergs.com

Utilities

CenterPoint Energy Services

515-865-6006..... www.centerpointenergy.com

D & J Consulting

515-556-7641
MidAmerican Energy Company
515-252-6762..... www.midamericanenergy.com

WoodRiver Energy LLC

515-608-3096..... www.woodriverenergy.com

Website Design

HTML Marketing

(515) 570-3290..... www.htmlmarketing.com

Wines/Spirits Distributor

Hy-Vee Inc.

515-267-8200..... www.hyvee.com

Iowa Alcoholic Beverages Division

866-IowaABD 469-2223..... www.abd.iowa.gov

Johnson Brothers Liquor Co of Iowa

515-262-1199..... www.johnsonbrothersofia.com

Southern Glazer's Wine & Spirits

515-252-7173..... www.southernglazers.com

Southern Wine & Spirits

515-986-0060..... www.southernglazers.com

*Enjoy
a change
of pace.*



StellaArtois.com
ENJOY RESPONSIBLY
© 2018 Anheuser-Busch InBev S.A., Stella Artois® Beer,
Imported by Import Brands Alliance, St. Louis, MO

2019 Iowa Restaurant Resources Directory

Listed in Alphabetical Order

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

AW Welt Ambrisco Insurance Co.
24 Westside Drive Iowa City IA 52246
319-887-3700 | awwelt.com

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

Bindery1 Inc.
1631 East Aurora Ave.
Des Moines IA 50313
515-265-4091 | b1ds.net

BluJaket
217 Brady St. Davenport IA 52801
309-230-7781 | blujaket.com

BMI
10 Music Square Nashville TN 37203
615-401-2873 | bmi.org

Bolton and Hay
433 Park Ave Des Moines IA 50321
515-265-2554 | boltonhay.com

Braunger Foods
900 Clark Sioux City IA 51101
319-266-2644 | braungerfoods.com

Brummel Madsen Insurance
318 Main Street Cedar Falls IA 50613
319-266-2644 | brummelmadsen.com

CATCH Des Moines
400 Locust Street Suite 265
Des Moines IA 50309
515-286-4960 | catchdesmoines.com

CenterPoint Energy Services
12308 Tanglewood Dr., Urbandale IA 50323
515-865-6006 | centerpointenergy.com

Dickinson Law
699 Walnut St. Ste 1600
Des Moines IA 50309
515-244-2600 | dickinsonlaw.com

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

Distilled Spirits Council
1250 Eye Street Northwest,
St 400 Washington DC 20005
202-628-3544 | discus.com

Doll Distributing LLC
1901 DeWolf Street Des Moines IA 50316
515-263-3208 | dolldistributing.com

E & J Gallo Winery
6600 Merle Hay Rd. Johnston IA 50131
515-262-119 | gallo.com

Ecolab Inc.
2750 Blue Water Rd. Suite 225 Eagan MN 55121
952-852-0920 | ecolab.com

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

Enviromatic Corporation of America, Inc.
27929 Fairground Rd. Ste J Adel IA 50003
800-325-8476 | enviromatic.com

EZ Software Solutions
2435 E Kimberly Rd Suite 45S
Bettendorf IA 52722
563-323-9204 | ezsoftwaresolutions.net

Fahr Beverage Inc
1369 Martin Road Waterloo IA 50701
319-234-2605 | fahrbeverage.com

Filta Environmental Kitchen Solutions
802 SE Belmont Drive Ankeny IA 50021
515-954-9694 | gofilta.com

Food & Beverage Iowa Business Quarterly
1501 42nd St., Suite 294
West Des Moines, IA 50266
515-276-1454 | restaurantiowa.com

FuseDSM
130 E 3rd St Suite 301 Des Moines IA 50309
515-829-4189 | fusedsm.org

Grinnell Mutual Reinsurance Company
4215 Hwy 146 South Grinnell IA 50112
800-362-2041 | grinnellmutual.com

Hawkeye Fire & Safety
716 Oakland Rd NE Cedar Rapids IA 52402
319-363-9923 | www.hawkeyefire-safety.com

Heartland Payment Systems
3932 S. Blvd. Edmond, OK 73013
402-314-8431 | heartlandpaymentsystems.com

Heartland Payroll Services
3932 S. Blvd. Edmond, OK 73013
605-940-9861
heartlandpaymentsystems.com/payroll

Hoodz of Central Iowa
4927 68th Urbandale IA 50322
515-512-4191 | hoodzinternational.com

Hoodz of Eastern Iowa
743 Sandusky Dr Iowa City IA 52240
319-250-5627 | hoodzinternational.com

HTML Marketing
3616 SE 18th Court, Ankeny IA 50021
515-570-3290 | htmlmarketing.com

Humitech of Iowa, Inc.
PO Box 1027 Waukee IA 50263
515-314-6990 | facebook.com/HumitechIA

Hy-Vee Inc
5820 Westown Parkway
West Des Moines IA 50266
515-267-8200 | hyvee.com

Illinois Casualty
PO Box 5018, Rock Island IL 61204
800-445-3726 | ilcasco.com

Inside the Box Marketing, Inc.
PO Box 372, Denver IA 50622
319-290-7366 | insidetheboxmarketinginc.com

InsPro Insurance Company
2501 Westown Pkwy, Ste 1104
West Des Moines IA 50266
515-226-9565 | insproins.com

Insurance Station
116 Second Street Southeast, PO Box 219
Altoona IA 50009
515-967-0489 | insurancestationinc.com

Iowa Alcoholic Beverages Division
1918 SE Hulsizer Dr Ankeny IA 50021
866-IowaABD 469-2223 | abd.iowa.gov

Iowa Beef Industry Council
2055 Ironwood Court Ames IA 50014
515-296-2305 | iabeeef.org

Iowa City Chamber of Commerce
325 E Washington St, Suite 100
Iowa City IA 52240
319-337-9637 | iowacityarea.com

Iowa Des Moines Supply
1680 Guthrie Avenue Des Moines IA 50316
515-263-1200 | iowadesmoinessupply.com

Iowa Distilling Company
4349 Cumming Ave., Cumming IA 50061
515-981-4216 | iowadistilling.com

Iowa Pork Producers Association
1636 NW 114th Street Clive IA 50325
515-225-7675 | iowapork.org

Iowa Restaurant Association
1501 42nd St. Suite 294
West Des Moines IA 50266
515-276-1454 | restaurantiowa.com

Iowa Restaurant Association
Education Foundation
1501 42nd St. Suite 294
West Des Moines IA 50266
515-276-1454 | iraef.org

Iowa Wholesale Supply
3110 S. 6th Street Marshalltown IA 50158
641-752-4555 | iowawholesale.com

Iowa Wine Growers Association
6919 Vista Drive West Des Moines IA 50266
515-664-7754 | iowawinegrowers.org

Iron Horse Wealth Management
8711 Windsor Parkway, Unit 4
Johnston IA 50131
866-201-8305 | ironhorsewm.com

J & D Computers
312 E 1st Street Grimes IA 50111
515-986-9424 | janddcomputers.com

Jim's Johns
2142 E Market St. Des Moines IA 50317
515-288-0924 | jimsjohns.com

Johnson Brothers Liquor Co of Iowa
6600 Merle Hay Rd. Johnston IA 50131
515-262-1199 | www.johnsonbrothersofia.com

KeyImpact Sales & Systems, Inc.
8187 University Avenue Clive IA 50324
515-224-0999 | kisales.com

Liberty Fruit Company Inc.
1247 Argentine Blvd. Kansas City KS 66105
800-445-4782 | libertyfruit.com

LMC Insurance
4200 University Ave, Suite 200
West Des Moines IA 50266
515-237-0153 | lmcins.com

Loffredo Fresh Produce Co. Inc.
4001 SW 63rd Street Des Moines IA 50321
515-285-3367 | loffredo.com

Loyal Customer Club
3020 Greywolf Hiawatha IA 52233
515-867-1400 | loyalcustomer.club

Ludovissy & Associates
787 West Locust Street Dubuque IA 52001
563-556-6661 | ludovissyandassociates.com

Martin Brothers Distributing Co., Inc.
6623 Chancellor Drive Cedar Falls IA 50613
319-266-1775 | martinbros.com

McCormack Distributing Co.
1755 24th Street SW LeMars IA 51031
712-546-5133 | mccormackdistributing.com

MidAmerican Energy Company
666 Grand Avenue Suite 500
Des Moines IA 50309
515-252-6762 | midamericanenergy.com

MidStates Marketing
7506 Howard Street Omaha NE 68114
402-397-8696 ext103 | midstates-marketing.com

Mid-StatesPOS
2643 Beaver Ave. Ste 175 Des Moines IA 50310
515-650-5300 | midstatespos.com

MyTown2Go DSM & Ankeny
3172 140th St Cumming IA 50061
817-296-2985 | mytown2go.com

Pepsi Beverages Company
400 6th Avenue SE Cedar Rapids IA 52401
800-373-9135 | pepsico.com

Pepsi Beverages Company
3825 106th Street Urbandale IA 50322
800-950-1332 | pepsico.com

Performance Foodservice
8001 TPC Road Rock Island IL 61204
800-747-1234 | performancefoodservice.com

Rapids Wholesale Equipment
6201 S Gateway Drive Marion IA 52302
800-472-7431 | rapidswholesale.com

Relish/Big Green Umbrella Media
414 61st Street Des Moines IA 50312
515-953-4822 | biggreendigital.com

Reinhart FoodService
4100 44th Avenue SW Cedar Rapids IA 52404
319-396-1300 | rfsdelivers.com

Rendall Insurance Agency
6165 NW 86th St. Johnston IA 50323
515-727-1661
agents.farmers.com/ia/johnston/karla-rendall

Sazerac Co.
3401 Southern Woods Dr Des Moines IA 50321
866-751-8118 | sazerac.com

Skogman Carlson Insurance
1110 Dina Ct. STE B, Hiawatha IA 52233
319-366-6288 | skogmanins.com

Society Insurance
PO Box 1029 Fond du Lac WI 54836
888-576-2438 | societyinsurance.com

Southern Glazer's Wine & Spirits
4377 112th St., Urbandale IA 50322
515-252-7173 | southernglazers.com

Southern Wine & Spirits
3100 SE Grimes Blvd Suite 100 Grimes IA 50111
515-986-0060 | southernglazers.com

Sysco Iowa, Inc.
One Sysco Place Ankeny IA 50021
515-289-5300 | sysco.com

Templeton Rye Spirits LLC
209 E 3rd Street Templeton IA 51463
712-669-8793 | templetonrye.com

The Dana Company
12345 University Ave. # 300
Clive IA 50325
515-244-4391 | thedanaco.com

**The Soyfoods Council/
Iowa Soybean Association**
1255 SW Prairie Trail Pkwy Ankeny IA 50023
515-491-8636
thesoyfoodscouncil.com / iasoybeans.com

TriMark Hockenbergs
6000 Aurora Avenue Urbandale IA 50322
515-282-0033 | hockenbergs.com

Urbandale Chamber of Commerce
2900 Justin Dr Urbandale IA 50322
515-331-6855 | uniquelyurbandale.org

US Foods
3550 2nd Street Coralville IA 52241
319-645-2193 | usfoods.com

VizyPay
1441 29th St. #208 West Des Moines, IA 50266
515-800-2282 | vizypay.com

Voss Distributing/ Red Bull LLC
5109 NE 17th Street Des Moines IA 50313
515-263-1777 | vossdist.com

West Des Moines Chamber of Commerce
4200 Mills Civic Pkwy #E-200
West Des Moines IA 50265
515-225-6009 | wdmchamber.org

WoodRiver Energy LLC
5550 Wild Rose Lane, #400
West Des Moines IA 50266
515-608-3096 | woodriverenergy.com

Yestaurants, Inc.
131 West Broadway Street
Arnolds Park IA 51331
515-577-4341 | www.yestaurants.com

**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
iowarestaurantresources.com
to access these resources
throughout the year.**



Your menu to success.

THE RIGHT INGREDIENTS. FRESH IDEAS.



We understand that stocking your kitchen with food and supplies is only part of the equation, so we go beyond food.

The Sysco Iowa Business Resources team will help you fill seats, generate more revenue and reduce your operating costs. Together, we can simplify the complexities of running your operation, and maximize profitability.

Contact your Sysco Iowa Marketing Associate to schedule your **CUSTOMIZED** business growth consultation.

One Sysco Pl, Ankeny, IA (515)289-5300

[f](#) [i](#) [t](#) sysco.com/iowa

©2019 All Rights Reserved. Sysco Corporation. 276238

DO THE DEW



MTN DEW, the MTN DEW Logo and DO THE DEW are registered trademarks of PepsiCo, Inc.

ALL THE FLAVOR. ZERO THE SUGAR.



delicious.
refreshing.
pepsi.



Pepsi and the Pepsi Globe are registered trademarks of PepsiCo, INC.



ICI
IOWA CULINARY INSTITUTE™
at DES MOINES AREA COMMUNITY COLLEGE

Ankeny Campus ♦ Newton Campus ♦ Ames Center

*Training top chefs for
more than four decades!*

DMACC
DES MOINES AREA
COMMUNITY COLLEGE
Life's Calling™

12238-519-A

HOODZ
Professional Clean. Every Time.

Kitchen Exhaust HOOD Cleaning
Power Washing Services
www.hoodz.us.com

SYNERGY
FIRE & SAFETY

Fire Suppression/Extinguisher Inspections
Grease Interceptor Pumping
First Aid Refills
www.synergyfire.net

515-278-1149

5327 NW 2nd Ave. Des Moines, IA 50313

Visit
CLINTON IOWA



CLINTON IOWA
VISITCLINTONIOWA.COM



Dinner with a riverview
at the Candlelight Inn

511 Riverview Dr, Clinton, IA | 563 - 243-3200



Tri-City The House of
Equipment Co. Quality & Service

www.tricityequipment.com

527 W. 4TH STREET, DAVENPORT, IA
563-322-5382 or 800-553-8001

Restaurants • Bars • Night Clubs • Convenience Stores

Delis • Grocery Stores • Institutional Kitchens

A Member
of Pride

Open to
the Public

Home of the Famous
MAXI BARBEQUE GRILLS
HOLSTEIN
MFG. A Division of HOLSTEIN FABRICATION

Holstein Fabrication dba Holstein Manufacturing

5368 -110th St. Holstein, IA 51025

Phone: (800)368-4342 / (712)368-4342

Website: holsteinmfg.com Email: holsteinmfg@gmail.com

THE
HOOD & DUCT
CLEANING
EXPERTS

VIRO

Enviromatic Corporation
of America, Inc. Since 1971



"WE JUST DON'T SAY IT'S CLEAN, WE PROVE IT!"



WWW.ENVIROMATIC.COM

CLAY COUNTY
Explore • Stay • Do Clay

Why not visit Clay County, Iowa? Great culture, attractions, food, and shopping! Check out
www.exploreclaycounty.org for more information.

STAR
FOOD SERVICE EQUIPMENT & REPAIR

(563) 388-3900
720 East 59th St
Davenport

(319) 364-3423
5137 18th Ave SW
Cedar Rapids
1-800-594-9434

www.starfoodequip.com

Equipment, Furnishings, Supplies
Restaurants, Taverns, Institutional Kitchens,
Schools, Churches, Hospitals, Nursing Homes

New & Used Commercial Equipment
Refrigeration, Ice Making, Cooking, Concessions

Repair Services
Installation, Maintenance, Parts Sales
Night/Weekend/Emergency: (319) 364-1261

Food & Beverage Iowa Business

Quarterly

Iowa Restaurant Association
1501 42nd St., Ste 294
West Des Moines, IA 50266

www.restaurantiowa.com

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.

Get **FREE**
recipes, ideas
and trends
to grow your
business!

Subscribe Today!

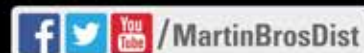
DISH!BLOG

martinsnet.com/dishblog

Your business is our business.



Martin Bros.
DISTRIBUTING CO INC



Foodservice with a Difference