



The Iowa Gaming Association's

Associate Member eSHOWCASE

November 6, 2015 // Issue 27



PREFERRED VENDOR
Proud to support the
Iowa Gaming Association

Associate Members are encouraged to use this **IGA Preferred Vendor Seal** in their correspondence and communications with casino properties!

FARMER BROTHERS COFFEE COMPANY — GOLD LEVEL



DALE ANDERSON

danderson@farmerbros.com // 763-434-3507

www.farmerbros.com

KNOWN FOR: Casino Coffee Service



Farmer Brothers has a wide variety of product flavors that will enhance your casino coffee service menus, appeal to your target customers and keep them coming back for a great experience again and again.

You don't need luck, just Farmer Brothers taking care of your business.

Whether your goals are to increase profits on the balance sheet or traffic on the casino floor, Farmer Brothers' sales representatives understand your business and will provide branded product and equipment solutions to help you meet and exceed your goals.

Farmer Brothers offers tiers of casino coffee service, products, packaging and solutions to meet casino and gaming facilities' many points of service: buffet; banquet; room service; restaurant, café and express dining; coffee self-serve; in-room coffee; employee break room; and fine dining.

Equipment maintenance and service plans help you control costs and reduce waste.

MARTIN BROS. DISTRIBUTING CO. INC. — GOLD LEVEL



SCOTT VERMILLION

svermillion@martinsnet.com // 319-266-1775

www2.martinsnet.com

KNOWN FOR: Foodservice

Welcome to Foodservice with a Difference. For 75 years, Martin Bros. has been dedicated to delivering top products, state-of-the art technology and quality expertise to foodservice customers including restaurants, schools, casinos, hotels and healthcare facilities. It is the dominant independent, family- and employee-owned full-line distributor in the upper Midwest.

Martin Bros. has consistently been a leader in Marketing and Merchandising in the food service industry. It was named *ID Magazine's* "Innovator of the Year" for its customer service and marketing capabilities. *ID Magazine* also named it "Great Distributor of the Year" in 2002. For 13 consecutive years Martin Bros. won International Foodservice Distributors Association (IFDA) Sales and Marketing Awards.

The company's mission continues to be to serve customers with innovative solutions, superior performance and the tools necessary for them to succeed.





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A.J.R. EQUITIES, INC. — SILVER LEVEL



AJ REGULBUTO

ajr@ajrequitiesinc.com // 315-458-8100

www.ajrequitiesinc.com

KNOWN FOR: Continuity Programs, Monthly Gift Give-Aways, VIP Events, Special Events, Catalogue/Gift Shop Merchandise

As a 30-year industry leader, AJR Equities Inc. has elevated its distribution to an entirely new level. The flagship line, The Antonino Collection, boasts an array of products including jewelry, housewares, bedding, personal care products, kitchen accessories, cook wear and electronics. AJR Equities offers custom sourcing that is hand-picked to hit home with your demographic. It works with clients to design the perfect program using product expertise and economic knowledge. AJR Equities' product development team and its extensive network of manufacturing and supply chain partners, works with you to find the perfect promotional product for any event.

FEATURING EXCLUSIVE LINES! Amy Miller, Emeril, George Foreman, Black & Decker, Bella, DeWalt, Premium Electrics, Shark, Calphalon as well as over 80 others.



THE BUZZ COMPANIES — SILVER LEVEL



KATIE MIHALAKIS

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KNOWN FOR: Marketing, Creative Services, Entertainment, Database + Analytics

We pursue the idea of fun very seriously because our clients count on us to stay competitive!

The Buzz Companies is a group of casino industry professionals who were raised in casino operations and now offer scalable services from turn-key marketing, entertainment and analytics to collaborating with your marketing team on special projects. Whether you work with one Buzz Company or all three, one thing remains the same — we offer experienced, dependable resources for your team when you need it most.



CREATIVE | ENTERTAINMENT | ANALYTICS
WWW.THEBUZZCOMPANIES.COM

PROCTER & GAMBLE PROFESSIONAL — SILVER LEVEL



every **experience** counts™

TOM LATHEN

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KNOWN FOR: Janitorial Supplies

Procter & Gamble Professional is your business-to-business resource for cleaners, laundry, and health and beauty supplies. It is committed to boosting your sales, increasing your efficiencies and improving your profitability. P&G Professional leverages P&G's scale, trusted brands, and strengths in market and consumer understanding to meet the specific business needs in a wide range of industries, such as foodservice, building cleaning and maintenance, education, hospitality and care homes.

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