



ABD News

Volume 07 Issue 10

www.IowaABD.com

October 2007

Lynn M. Walding, Administrator

Holiday Program Update

The Division will soon notify customers of their holiday order delivery schedule. Please be watchful for a memorandum specifying the details. Customers should receive delivery between Monday, October 2nd and Thursday, November 1st.

Please contact Jodi Christensen at 515.281.7416, or Chistensen@IowaABD.com, to specify delivery dates or to address any other questions regarding the Holiday Program.

Veteran's Day

The Division's warehouse and transportation activities will remain unchanged through Veteran's Day (Monday, November 12th). The Division's Central Offices, however, will be closed in observance of the holiday.

Thanksgiving Holiday Update

Please note that the Division's ordering and delivery operations will follow an alternate schedule for the week of November 19th through the 23rd in observance of Thanksgiving. More details are to follow in the November *ABD News* issue.

Promotions

Johnson Brothers of Iowa

2515 Dean Ave.
Des Moines, IA 50317
Phone: 515.262.1199
Fax: 515.262.0845

The following promotions are offered during the month of October. Purchases must be made on one invoice. Please send copies of your invoice to Cory Meiners or Scott Oeltjenbruns at the address above.

Brown Forman Beverages:

Purchase 7 cases of Jack Daniel's Black 750 or 1.75L; receive a \$50 gift check.

Purchase 7 cases of Southern Comfort 750 or 1.75L; receive a \$50 gift check.

Purchase 7 cases of Canadian Mist 750 or 1.75L; receive a \$50 gift check.

Combo Deal: Purchase 25 cases, including 3 cases Jack Daniel's 750's/1.75L, 3 cases Southern Comfort 750/1.75L's, and 3 cases Canadian Mist 750's/1.75L's; receive a \$300 gift check.

ORDER ENTRY

8:00 AM – 3:30 PM
Local: 281.7422
Toll Free: 866.IowaABD
(866.469.2223)

WAREHOUSE PICKUP

Mon. – Fri. 11:00 AM – 3:30 PM
(Will-Call Order 8:00 AM – 1:00 PM)
Will-Call: 515.281.7470

FAX ORDERS

8:00 AM – 3:30 PM
Products Fax: 515.281.7385
Toll Free Fax: 877.891.5348

Early Times: Purchase 5 cases of Early Times 750's or 1.75L; receive a \$60 gift check.

E & J Gallo Brandy: Purchase 10 cases of E & J Gallo Brandy and VSOP Brandy; receive a \$40 gift check.

E & J Creams: Mix and match 4 cases of E & J Cask-n-Cream, Chocolate and Caramel Temptation; receive a \$25 gift check.

Absolut 80 & Flavors: (750ml size \$8.28 SPA)
Mix and match 10 cases of Absolut Vodkas 750's and 1.75; receive a \$120 gift check.

Mix and match 25 cases of Absolut Vodkas 750's and 1.75; receive a \$500 gift check.

Cruzan Rums: (\$6 SPA on 750mls & \$12.00 SPA on Liters)
Mix and match 10 cases of Cruzan Rums, all varieties and sizes; receive a \$120 gift check.

Korbel Brandy: Purchase 4 case of Korbel Brandy 750's or 1.75L's; receive a \$50 gift check.

Phillips 1.75L Vodka, Gin and Rum: (\$3–1.75L SPA in Oct)
Purchase 25 cases of Phillips Vodka, Gin and Rum; receive a \$50 gift check.

Purchase 50 cases of Phillips Vodka, Gin and Rum; receive a \$250 gift check.

U V Vodka or Flavored Vodka: (\$3–750ml SPA in Oct)
Mix and match 10 cases of U. V. Vodka or Flavored Vodkas; receive a \$50 gift check.

Mix and match 25 cases of U.V. Vodka or Flavored Vodkas; receive a \$200 gift check.

Dr. McGillicuddy's Schnapps:

Purchase 5 cases of Dr. McGillicuddy's 750's and 1.75L's; receive a \$25 gift check.

Purchase 10 cases of Dr. McGillicuddy's (Up to 4 cases can be liters); receive a \$75 gift check.

Nikolai Vodka:

Purchase 50 cases of Nikolai; receive a \$125 gift check – 1.75 bottle cost \$9.

Purchase 100 cases of Nikolai; receive a \$300 gift check – 1.75 bottle cost 8.92.

Three Olives Vodka: (750ml - \$12 SPA; 1.75 - \$6 SPA)
Mix and match 5 cases of any Three Olives Vodka or Flavored Vodka; receive a **\$60 gift check**.

Pinnacle Vodka:

Purchase 3 cases of Pinnacle Vodka 1.75L; receive a **\$15 gift check**.

Purchase 5 cases of Pinnacle Vodka 1.75L; receive a **\$60 gift check**.

Canadian Reserve 1.75:

Purchase 10 cases of Canadian Reserve; receive a **\$40 gift check**.

Purchase 20 cases of Canadian Reserve; receive a **\$100 gift check**.

Purchase 50 cases of Canadian Reserve; receive a **\$300 gift check**.

Ryan's Cream:

Purchase 3 cases of Ryan's Cream 750's or 1.75L; receive an **\$18 gift check**. \$6 SPA

Purchase 5 cases of Ryan's Cream 750's or 1.75L; receive a **\$50 gift check**. \$6 SPA

Purchase 10 cases of Ryan's Cream 750's or 1.75L; receive a **\$150 gift check**. \$6 SPA

Old St. Nick's Egg Nog:

Purchase 5 cases of Old St Nicks 750's or 1.75L; receive a **\$10 gift check**.

Purchase 10 cases of Old St Nicks 750's or 1.75L; receive a **\$30 gift check**.

Purchase 20 cases of Old St Nicks 750's or 1.75L; receive an **\$80 gift check**.

Glazer's

4377 – 112th Street
Urbandale, IA 50322
Phone: 515.252.7173
Fax: 515.252.8681

*All purchases must be on one invoice. Please present a copy of the invoices to your **Glazer's PINNACLE Division** Sales Representative or fax them to Thom Rowen at 515.252.8681.*

MEGA PLANS

Premium Profit Plan: Purchase combined quantities of Smirnoff Family, Diageo Rums, Diageo Tequilas, Baileys, Diageo North American Whiskies, Tanqueray, Jonnie Walker Family, Classic Malts, Ciroc, and J&B.

(Family Plans invalid if these quantities are purchased. Only valid for October 2007 purchases)

Cases	Check Amount	Specifications
100	\$500	1L Included – 10 Case Maximum
200	\$1,500	1L Included – 20 Case Maximum
325	\$3,000	1L Included – 35 Case Maximum
425	\$5,000	1L Included – 50 Case Maximum

Smirnoff Family: Mix & Match 80, 90, 100, & all Twist 750ml, Liters (outlined) & 1.75L.

Diageo Rum Family: Choose from Captain Morgan Orig. Spiced, Silver, Private Stock, Tattoo, Parrot Bay Flavors & Myers 750ml, Liters (outlined) & 1.75L.

Diageo Tequila Family: Choose from Jose Cuervo Gold, Classico, Flavors, Traditional, Reserva de la Familia, Don Julio Anejo, Blanco & Reposado 750ml Liters (outlined) & 1.75L.

Baileys Irish Cream & Flavors: Minis, 750ml, Liters (outlined) & 1.75L (Glass Sets count as 1/2 Case).

Diageo North American Whiskeys: Choose from Seagram's 7, VO, Bulleit, Crown Royal, & CR Special Reserve 750ml, Liters (outlined) & 1.75L. (Glass Sets count as 1/2 Case).

Tanqueray, Tanqueray Rangpur & Tanqueray 10: Choose from 750ml, Liters (outlined) & 1.75L. (Glass Sets count as 1/2 Cs)

Johnnie Walker Family: Choose from Red, Black, Gold, Green, & Blue 750ml, Liters (outlined) and 1.75L (Glass Sets count as 1/2 Case).

Classic Malts: Talisker, Caol Ila 12yr & 18yr, Clynelish, Cragganmore, Dalwhinnie, & Glenkinchie 10yr.

Ciroc and J&B: Only available in 750ml (2 gift sets = 1 case) 375ml, 750ml, & 1.75L.

Godiva: Only available in 750ml.

Emmet's Irish Cream: Only available in 750ml

FAMILY PLANS

Smirnoff Family: Mix & Match 80, 90, 100, and all Twist Flavors. 750ml, Liters (as outlined below) & 1.75L.

Case Qty	Max Liters Allowed	Check Amount	Specifications
30	5	\$300	Must include 5 Cases of Flavors
70	10	\$840	Must include 10 Cases of Flavors
100	15	\$1,400	Must include 15 Cases of Flavors
150	20	\$2,400	Must include 20 Cases of Flavors

Diageo Rums: Choose from Captain Morgan Original Spiced, Silver, Private Stock, Tattoo, Parrot Bay Flavors, & Myers. 750ml, Liters (as outlined below) & 1.75 only.

Case Qty	Max Liters Allowed	Check Amount
30	5	\$120
70	10	\$420
100	15	\$1,200
150	20	\$2,400

Godiva: Godiva & Godiva White Chocolate 750ml.

Case Qty	Check Amount
1	\$10
2	\$25

Diageo Tequilas: Choose from Jose Cuervo Gold, Clasico, Flavors, Traditional, Reserva de la Familia, Don Julio Anejo, Blanco & Reposado. 750ml, Liters (as outlined below) & 1.75L only.

Case Qty	Max Liters Allowed	Check Amount	Specifications
6	0	\$50	-
15	1	\$150	Must include 1 case of Traditional
20	3	\$250	Must include 1 case of Traditional & 2 cases of Don Julio
30	5	\$500	Must include 1 case of Traditional & 2 cases of Don Julio

Baileys Irish Cream: Choose from Baileys Original, Baileys Caramel or Mint Chocolate: Minis, 750ml, Liters (as outlined below) & 1.75L 150 Glass Sets available. (2 cases of Glass Sets=1 case).

Case Qty	Max Liters Allowed	Check Amount	Specifications
3	0	\$30	-
8	1	\$100	Must include 2 cases of flavors
15	2	\$220	Must include 4 cases of flavors
30	5	\$600	Must include 8 cases of flavors
55	11	\$1,250	Must include 12 cases of flavors

Diageo North American Whiskies:

- Choose from Seagram's 7, VO, Crown Royal, Crown Royal Special Reserve, & Bulleit.
- 750ml, Liters (as outlined below) & 1.75L.
- Crown Royal 750mls Gift Set packed 6 per case - 1,800 cases available.
- Crown Royal 750ml Gift Sets 2 cases=1 Case.
- Crown Royal 1.75L With Craddle-350 available-2, 3 bottle cases=1 Case.

Case Qty	Max Liters Allowed	Check Amount	Specifications
5	0	\$35	2 Cases Min. of Crown Royal/SR
10	2	\$75	4 Cases Min. of Crown Royal/SR
25	3	\$225	10 Cases Min. of Crown Royal/SR
35	5	\$325	15 Cases Min. of Crown Royal/SR
50	8	\$550	20 Cases Min. of Crown Royal/SR

Tanqueray , Tanqueray Rangpur & Tanqueray No. 10:

Quantities include 750ml, Liters (as outlined below) & 1.75L packages. Tanqueray No. 10 Martini Shaker Gift Sets 2 cases=1 case - 25 available.

Case Qty	Max Liters Allowed	Check Amount	Specifications
4	0	\$30	-
8	1	\$100	Must include 2 cases of Tanqueray No. 10 or Rangpur
12	2	\$200	Must include 3 cases of Tanqueray No. 10 or Rangpur
18	3	\$350	Must include 4 cases of Tanqueray No. 10 or Rangpur

Johnnie Walker: Quantities include 750ml & 1.75L packages. JW Black 2 Glass Gift Sets. 2 cases = 1 case - 50 available.

Case Qty	Check Amount	Specifications
4	\$50	-
8	\$175	Must include 3 cases of JW Blk or higher marques.
12	\$300	Must include 4 cases of JW Blk or higher marques.

Classic Malts: Caol Ila 12yr, Caol Ila 18yr, Cragganmore, Clynelish, Dalwhinnie, Glenkinchie, Talisker 750ml Mix n' Match 1 case=12 bottles, 2 cases=24 bottles.

Case Qty	Check Amount
1	\$20
2	\$60

Ciroc: Ciroc w/2 Martini Glasses Gift Sets. 2 cases=1 case - 48 available.

Case Qty	Check Amount
3	\$25
5	\$50

J & B: Quantities include 750ml & 1.75L packages.

Case Qty	Check Amount
3	\$25
5	\$60
10	\$150

Emmet's Irish Cream: Quantities include 750ml package.

Case Qty	Check Amount
3	\$30
5	\$60
10	\$150
15	\$300

Grand Marnier: Grand Marnier Snifter Gift Sets (20).

750ml only Program 2 Snifter Gift Sets=1 Case	
2 Cases	\$35 Check
3 Cases	\$70 Check
375ml only Program	
12 Bottles	\$15 Check
1 Case	\$50 Check

Hennessy: All Sizes except 50mls; 2 Gift Sets=1 case; Hennessy VSOP Snifter Sets (20).

Case Qty	Check Amount
3	\$25
5	\$60
10 VS & 1 VSOP	\$140
15 VS & 2 VSOP	\$275

Navan: 2 Gift Sets=1 case; 10-Navan Snifter Glass Gift Sets (15).

Case Qty	Check Amount
6 Bottles	\$10
1 Case	\$25

Belvedere & Chopin: Belvedere, Belvedere Citrus, Belvedere Pomarancza, & Chopin 375ml & 750ml only; Belvedere Pure 750 Frosted Stem Gift Sets - 40 available. 2 Gift Sets=1 case. \$12 SPA per Case.

Case Qty	Check Amount
3	\$15
4	\$25
6	\$55

10 Cane: 750ml only (6 bottles per case).

Case Qty	Check Amount
1	\$10
2	\$25

Glazer's

4377 – NW 112th Street
 Urbandale, IA 50322
 Phone: 515.252.7173 x16
 Fax: 515.252.8681

All purchases must be on one invoice. Please present a copy of the invoices to your Glazer's HOOVER Division Sales Representative or fax them to Mike Coffman at 515.252.8681.

Laird & Company (5 O'Clock): Mix or match twenty-five (25) cases of Laird & Company Products (Five Star Blend, G&W Bourbon, 5 O'Clock Vodka, Rin or Rum, Regency Amaretto); receive a **\$125 Rebate Check**=\$5 per case.

Black Velvet Family: \$6 per case SPA in October on 1.75L; Regular bottle cost \$15.55 this month \$14.55 less the rebate.

Purchase 25 cases of any size BV and 6 bottles of BV Reserve #11586; receive a **\$20 Rebate Check**=\$14.42 per bottle.

Purchase 49 cases of any size BV and 12 bottles of BV Reserve #11586; receive a **\$75 Rebate Check**=\$14.30 per bottle.

Purchase 99 cases of any size BV and 12 bottles of BV Reserve #11586; receive a **\$300 Rebate Check**=\$14.05 per bottle.

Tito's Tail Gate Plan - Tito's & Zing Zang Bloody Mary Mix:

For each case (12 btl) of Tito's Vodka #38176 purchases, receive 1 case (12 btl) of Zing Zang Bloody Mary mix at no-charge (reg. \$40.50 per case).

Quadro Ultra Premium Vodka: Purchase 2 cases (24 btl) of #34678 and receive \$25 marketing check.

Spirited Brands of Iowa

3410 Kingman Blvd.
 Des Moines, IA 50311
 Office: 515-274-0103
 Cell: 515-202-1661
 Fax: 866-751-8118

Please mail a copy to the above address, attention Jeremy Thompson. Products must be purchased on one invoice and all invoices must be submitted by November 15, 2007, for payment.

Tequila el Mayor: Anejo, Blanco, & Reposado 750mL

- Purchase 3 Cases & Receive \$50
- Purchase 6 Cases & Receive \$120!

Admiral Nelson's: All Flavors (750mL & 1.75L): Spiced Rum, Coconut Rum, Vanilla Rum

- Purchase 10 Cases & Receive \$50
- Purchase 25 Cases & Receive \$175
- Purchase 50 Cases & Receive \$500
- Purchase 100 Cases & Receive \$1200!

Pearl Vodka: Black & Pomegranate 750mL

- Purchase 3 Cases & Receive \$50
- Purchase 6 Cases & Receive \$120!

In addition to a \$12/cs SPA!

Hawkeye: All Varieties - 1.75L - Vodka, Gin Rum & Whiskey

- Purchase 25 Cases & Receive \$50
- Purchase 50 Cases & Receive \$150
- Purchase 100 Cases & Receive \$500
- Purchase 200 Cases & Receive \$1200!

Arrow: Cordials/Brandies 750mL, 1L & 1.75L

- Purchase 10 Cases & Receive \$60
- Purchase 25 Cases & Receive \$200
- Purchase 50 Cases & Receive \$600
- Purchase 100 Cases & Receive \$1300!

In addition to a \$6/cs SPA on Peppermint Schnapps 750mL and 1.75L sizes!

Saint Brendan's Irish Cream: 750mL

- Purchase 3 Cases & Receive \$25
- Purchase 6 Cases & Receive \$75!

Salvador: Margarita's and Cocktails 1.75L

- Purchase 5 Cases & Receive \$20
- Purchase 10 Cases & Receive \$60
- Purchase 25 & Receive \$200!

Hawkeye Wine & Spirits

3101 Justin Drive, Suite 4
 Urbandale, IA 50322
 Phone: 515.252.1665
 Fax: 515.252.1708

HWS offers the following promotions during October. Promotions are limited to one per account. All purchases MUST be made on one invoice, cases MUST be on display and invoices MUST be at our office by November 15th for payment. Fax or send a copy of your invoice to: Hawkeye Wine & Spirits, 3101 Justin Drive, Suite #4, Urbandale, IA 50322.

3 Cases Jim Beam Black 750=\$50 Gift Check
 2 Cases (12 btl Case) Knob Creek 750=\$50 Gift Check
 10 Cases DeKuyper .750/1.75=\$50 Gift Check
 25 Cases Jim Beam .750/1.75=\$125 Gift Check
 Cases Jim Beam Labels .750/1.75=LED Aluminum Flashlight Set

10 Cases Chi-Chi's Cocktails=Radio Cooler Bags
 25 Cases Chi-Chi's Cocktails=Universal Remote OR
 • XM Radio with 3 months FREE activation
 • OR iPod Docking Station (Home Stereo)
 3 Cases Effen Vodka/Black Cherry/Raspberry=\$50 Gift Check
 6 Cases Effen Vodka, Black Cherry/Raspberry=\$125 Gift Check
 15 Cases Fleischmann Mix .750/1.75=Golf Bag

3 Case Mix of Cazadores=\$100 Gift Check
 10 Cases Bacardi Party Drinks RTDs=\$50 Gift Check
 25 Cases Bacardi Superior/Gold/Select .750/1.75=\$125 Gift Check
 4 Cases Bombay Sapphire Mix=\$100 Gift Check
 2 Cases Bombay Gin=\$25 Gift Check
 3 Cases NEW Bacardi Peach Red=\$25 Gift Check
 5 Cases NEW Bacardi Peach Red=\$50 Gift Check
 5 Cases Bacardi Labels .750/1.75=LED Aluminum Flashlight Set

3 Cases Cutty Sark 1.75=\$100 Gift Check
 1 Case Campari=\$25 Gift Check
 5 Cases Skyy Vodka 1.75=\$50 Gift Check

25 Cases Skyy Vodka 1.75=\$250 Gift Check
 3 Cases Skyy Flavors .750/1.75=\$75 Gift Check
 3 Cases Midori=\$50
 3 Cases Skyy/Skyy Flavors .750/1.75=LED Flashlight Set
 3 Cases 1800 Reposado=\$50 Gift Check

12 Bottle mix of Balvenie & Glenfiddich=\$50 Gift Check
 2 Cases (12 bottles) Hendricks Gin=\$25 Gift Check
 2 Cases Sailor Jerry 750/1.0=\$25 Gift Check

Display Racks available for Bacardi Flavored Rums, Bacardi Party Drinks, Bombay Sapphire, DeKuyper, Dewar's, Jim Beam Black, Jim Beam Racing, Ketel One, Knob Creek, Malibu, Starbucks™ Coffee Liqueur & Stoli.

Ask your sales representative about: Napkin Holders & Napkins, Condiment Tray, Stirrods and Glassware available.

New Codes

Code	Product	Proof	Size	Pack	Btl. Cost	Case Cost	UPC
4384	Balvenie Sherry Oak, 17 Year Single Malt	86	0.750	6	69.23	415.38	8366486973
11358	Crown Royal Cask No. 16	80	0.750	6	74.99	449.94	8200073955
69634	Dr. McGillicuddy's Cherry Schnapps	30	0.375	24	7.72	185.28	8800414824
87406	Jose Cuervo Platino Reserva De La Familia	80	0.750	6	44.99	269.94	8396072652
64200	Margaritaville Classic Lime Margarita	19	1.750	6	14.00	84.00	8835212511
88116	Milagro Silver Tequila	80	0.750	6	22.65	135.90	8366486891
35183	Pearl Plum Vodka	70	0.750	12	15.89	190.68	8835212503
38088	Platinum 7X Vodka	80	1.750	6	16.52	99.12	8800401272
34252	Russian Standard Imperia Vodka	80	0.750	6	23.47	140.82	8723670001
89930	Vince Neil Tres Rios Anejo Tequila	80	0.750	6	39.00	234.00	2189379256
89936	Vince Neil Tres Rios Reposado Tequila	80	0.750	6	34.50	207.00	2189379254

Effective October 2007

