

Bob's Café & Carryout

Member Ben Weiland of Sioux Falls, S.D.



the grill and say, 'I'll have that—whatever you are cooking that smells so good,'” he said. “There’s always an exchange going on between patrons and chefs.”

How does SAM'S CLUB help Bob's Café?

“SAM'S CLUB has been a silent partner since before we re-opened,” Ben said. “The Club Managers have visited our operation and worked with me to find out how they could help.”

Ben said he tries to buy local, and said that the Club is the perfect place to do just that. “SAM'S CLUB is a huge operation, but they are a local location that offers me a great number of benefits, from low prices to early hours and they support me when I need it.”

SAM'S CLUB is an ideal partner, added Ben, who buys everything from meat to canned goods, fresh produce, cleaning

supplies, bakery items and paper goods at the Club. “In my business, I sometimes have to find products and put together orders very quickly. Because we only have a 900-sq.ft.

Business Member Profile

Name:	Ben Weiland
Company Name:	Bob's Café & Carryout
Address:	1312 West 12th St. Sioux Falls, SD 57104
Phone:	1-605-336-7260
Hours:	Monday-Saturday, 7 a.m.-9 p.m.; Sunday, 10 a.m.-7 p.m.
Member Since:	2000

PEOPLE IN SIOUX FALLS, S.D., KNOW BOB'S CAFÉ & CARRYOUT. The second oldest restaurant in town, it boasts an outdoor sign so large that airplanes once used it as a fix point. The 55-year-old business closed temporarily in September 2000 to remodel and re-opened a month later with Ben Weiland at its helm.

What is at the center of Ben's business?

A hefty percentage of Ben's business is carryout. “A fair chunk goes out the back door to homes, businesses and churches,” Ben said. His specialty is genuine “broasted” chicken, which he cooks using a special, trademarked cooking method. Almost everything served at Bob's is made from scratch, except desserts, such as cookies, pies and brownies, which Ben purchases at SAM'S CLUB®.

Also important, of course, are Ben's customers, who sit at the restaurant's signature S-shaped counter and visit with his staff and with each other. “As patrons sit at our counter, we cook on the grill in front of them. People walk in and smell something on

facility, I don't have much room for storage, but I know I can go out to the Club and find what I need,” he said.

What advice does Ben have for other businesses?

Be prepared for the unexpected, Ben advised. “Catering is a double-edged sword,” he said. “You can build a great business, but if something goes wrong, people always blame the caterer.”

Successful caterers, Ben said, work with many different clients. “One important rule is to balance your business with a variety of clientele. You can't concentrate on one type. You can't put all your eggs in one basket because if something happens within a particular industry or category, you may lose a lot of business,” he advised.

Finally, Ben urges fellow business owners to stand by their promises. “If I tell you something, you can expect that is the way it is,” he said. “I am a man of my word.” **S**