



Dining Alliance®

PURCHASE WITH POWER

# 10 Easy Steps to More Restaurant Savings



## WE EXIST TO HELP INDEPENDENT RESTAURANTS SUCCEED.

Our restaurant GPO started 20+ years ago when our CEO set out find competitive soft drink pricing for a group of restaurants in Rochester, NY. The Pepsi contract is still active in our restaurant purchasing group to this day and has been complimented by dozens of contracts with providers of grocery items, specialty items, meat, seafood, bread, dairy, payment processing services, cellular and data services, employee perk programs, restaurant ordering technology, restaurant supplies and more. All of these vendor partnerships are driven by feedback that we get from our members. Our programs are designed to deliver savings, quality and simplicity to the complex world of restaurant purchasing.

Today Dining Alliance has over 18,000 members in all 50 states and a combined purchasing power of over \$6 Billion.

WANT TO ACCESS THE  
PURCHASING POWER OF  
OUR GPO?  
CONTACT US HERE.

**20 Years**  
Serving the food industry

**18,000**  
Members

**50**  
States

**6 Billion**  
in Buying Power



# Checklist to more savings

- REDUCE ACCIDENTS
- MANAGE YOUR INVENTORY
- INVEST IN QUALITY UNIFORMS
- UPSELL
- REDUCE CREDIT CARD PROCESSING FEES
- BE PROACTIVE WITH YOUR MAINTENANCE
- STOCK WITH SPECIALLY-PRICED SUPPLIES
- INVEST IN SAFE PRODUCT
- COLLECT YOUR REBATES
- JOIN A GPO

# 1

## REDUCE ACCIDENTS

Slips and falls account for more injury and workers' compensation costs than any other accident type in the foodservice industry. In fact, the National Safety Council estimates that over 25,000 slip and fall accidents occur at restaurants across the United States. Workers compensation claims can result in over \$2,000 per claim for a restaurant—and all that adds up when it comes to preventable incidents.

In a restaurant or food service operation there are many places where these kinds of accidents can occur.

Consider:

- Wet or greasy floors, Dry floors with wood dust or powder
- Uneven walking surfaces
- Polished or freshly waxed floors
- Loose flooring, carpeting or mats
- A transition from one floor type to another
- Missing or uneven floor tiles and bricks
- Damaged or irregular steps; no handrails
- Sloped walking surfaces
- Shoes with wet, muddy, greasy or oily soles

Research has shown that slip-resistant shoes reduce the rate of slips and falls by over 50%.

We recommend [Skechers](#), an industry leader in reducing costly and painful slip and fall accidents.



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## 2 KEEP A CLOSE EYE ON YOUR INVENTORY

As all chefs and owners know, improper maintenance and upkeep of the walk-in can severely impact your bottom line. Knowing when you're low on your goods is not only crucial to keeping your business afloat but essential to your profit margins. Using digital inventory management software like [FoodBAM](#) can help you stay on top of your food inventory. Plus, you can compare pricing from multiple vendors and find the best pricing options and products for you.



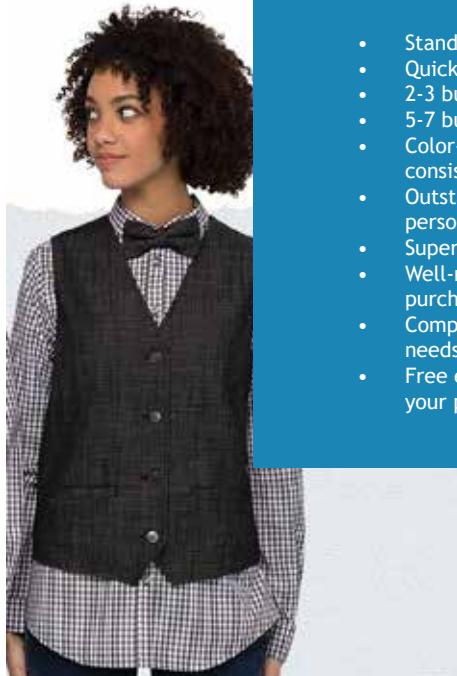
**Do you know...**  
what trends should alert you that there may  
be an issue with your inventory ?  
Check out our [DA101](#) here for our checklist.

## 3 CHOOSE A WARDROBE WITH STYLE AND QUALITY

Whether you're operating with an open kitchen concept or simply want to ensure quality from Front of House to Back Of House, investing in quality kitchen aprons and uniforms is a must. Beyond member discounts, [Chef Works](#) includes proprietary uniform designs including moisture-wicking Cool Vent™ technology.

Their Uniform Program includes:

- Standard discounts of 40% off suggested retail price
- Quick turnaround and fulfillment
- 2-3 business days for non-embroidered items
- 5-7 business days for embroidered items
- Color-coordinated collections for a cohesive and consistent image throughout your operation
- Outstanding quality on logo digitizing and embroidery personalization options
- Superior customer service
- Well-managed uniform program with reporting, purchase history, and more
- Complete range of uniform categories to fit all your needs from head to toe
- Free exchanges and easy returns within 60 days of your purchase



# 4

## GET YOUR STAFF TO UPSELL

Annual food and beverage purchases at full-service restaurants are projected to be at \$263 billion for the year. How can you get a bigger piece of those profits? Turn your waitstaff into an extension of your sales team by offering them digitally accessible incentives for selling more through systems like [Tipzyy](#).

[Tipzyy](#) is a mobile food and beverage platform that increases restaurant sales by education and incentivizing servers.

### KNOW WHAT YOU'RE LEAVING AT THE TABLE

**3 out of 4**  
customers don't know what they want prior to ordering

**65%**  
of customers would pay more for a staff recommended product.

**54%**  
of staff recommendations result in conversations.

# 5

## REDUCE YOUR CREDIT CARD PROCESSING FEES

When paying for low-cost to high-cost items, consumers mainly choose to use their credit cards (60% for low-cost and 90% for high-cost). With 0% markup on credit card processing fees, transparent transactions, and no contracts or added fees, [FattMerchant](#) is one way to start bringing pennies back into your pocket.

[Fattmerchant](#) offers businesses a simple, affordable way to accept payments. Providing exclusive pricing through Dining Alliance, Fattmerchant offers members access to their subscription-based pricing model, meaning you pay the lowest cost of interchange for one low monthly membership - no markups, contracts or ancillary fees!



# 6

## GET PROACTIVE WITH YOUR APPLIANCE AND EQUIPMENT MAINTENANCE

When things break at home it's annoying, but when things break at your operation it can be critical to your sales. [HumRun](#) offers you a way to quickly order a reliable handyman to help you fix what's broken - from your coolers to your lighting. Plus, it's a mobile app so you can order your maintenance, check up on pre-scheduled appointments, and work from wherever you are.

WANT 3 FREE MONTHS OF SERVICE?  
[CLICK HERE](#)



# 7

## STOCK YOUR OPERATION WITH SPECIALY PRICED SUPPLIES

From the office to front of the house, members receive special pricing and discounts with [Staples](#) products. Beyond the typical office supplies, there are savings in items like trash-can liners, soap, cleaning products, and more.



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# 8

## DON'T BE THE NEXT FOOD SAFETY RECALL SCANDAL: INVEST IN SAFE PRODUCT

From eggs to romaine, recent food recalls have caused restaurants like Panera and Chipotle untold dollars in food-loss, market cap, publicity, and more. Order the freshest product with [Fresh Concepts](#). Fresh Concepts offers its clients the most comprehensive produce program in the industry. Their expertly managed team of field reps are with you every step of the way from produce inspection to the time the product hits the



# 9

## GET REBATES ON PRODUCTS THAT YOU PROBABLY ALREADY BUY

Dining Alliance's [Manufacturer Appreciation Program](#) secures rebates on products you're already purchasing. These rebates are "found money," and are delivered to our members in the form of a periodic check. As part of our MAP program, you have insights into 350 manufacturers and product optimization software, and it's free to become a member.



# 10



## JOIN A GROUP PURCHASING ORGANIZATION

As a Group Purchasing Organization (GPO), [Dining Alliance](#)'s mission is to make our members more profitable by offering them access to benefits and purchasing power that would not otherwise be available to them. GPO's have been around for a long time in the healthcare and construction trades, and are on the rise for the food service industry. GPO growth in the independent restaurant sector has increased rapidly since 2013 and data suggests that this trend should continue. As the nation's largest GPO for Independent Restaurant Operators, Dining Alliance plays a vital

role in solidifying a competitive position for local restaurants.

Our members have the opportunity take advantage of a wide array of benefits including pricing contracts, savings programs, employee perk programs and marketing opportunities.

[Not a Dining Alliance member yet? Join us today](#) to start taking advantage of the purchasing power of over 18,000+ restaurants and operations like you.





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