



What is the NYCA?

An alliance of independent customers
and suppliers working together to
“realize savings and efficiencies
by aggregating purchasing volume
and using that leverage
to negotiate discounts”



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Benefits to Customers

- Survival – Ability to Compete
- Purchasing Power - Price Competitive
- Access to Selected Manufacturers
- Ongoing Training/Seminars
- Designated Standard of Quality (DSQ)
- Savings Statements - Quarterly
- Networking
- Peripheral Vendors (*non Food*)
eg. Insurance, Education, Temp Agencies, Linens, software, etc.
- Consistency
- Streamlining Efficiencies
- Reduction In Labor Cost
- King's Cabinet Entry
- Culinary Team Resources
- Dedicated Accounting, IT Staff To Group
- 100% Deviation Reimbursement

Benefits to Manufacturers

- Make Sure No Third Party Influences
- Preferred Vendor of Choice
- Direct Access to Participating Members
- Product Compliance
- Keep the Business Local
- Increased Volume
- Automated Reporting
- Preferred Status
- New Product Showcase
- Direct Marketing and Training Opportunities

Benefits to the NYCA

- Improved Drop Size
- Branding Streamlining
- Designated Delivery Days
- Profitability (*via larger drops*)
- Primary Status
- Increased Product Mix
- Consolidation

"Therein lies a golden opportunity for distributors to provide the resources Independents need to not only survive, but thrive. Distributors have unequalled knowledge of the local market-place and regional trends. Distributors are best positioned to develop a deeper understanding of an Independents' unique needs and to fill those needs. Distributors have the expertise to offer an array of services to help the Independent better compete"

-Mark S. Allen
President & CEO,
IFDA