



SYSCO and BPAA have partnered together to provide members with a highly competitive and value-added food service distribution and rebate program. This program is designed to reduce foodservice costs, while driving breakthrough revenue and profit contribution. The program consists of two primary components:

1. Distribution agreement with SYSCO for pricing
2. Rebate agreements with food and beverage manufacturers

1. Distribution agreement with SYSCO:

Contracted margin percentages starting at 10% over SYSCO's landed cost offer BPAA members an option from "local street pricing." Landed cost is defined as the cost SYSCO pays for product.

Price verification (audits) and contract compliance checks make this distribution agreement solid, giving the member peace of mind knowing BPAA will ensure prices are in line with the unpredictable food market.

There are delivery size minimums and incentives under the distribution agreement. These are "per order:"

- ▶ Over \$800 No delivery charge
- ▶ \$650 - \$800 \$15 delivery may be charged
- ▶ \$500 - \$649.99 \$25 delivery may be charged
- ▶ \$350 - \$499.99 \$50 delivery may be charged
- ▶ Minimum order size is \$350.

It is important to understand that even with the delivery charges, members save money on their invoices because the product cost under this program can be much lower than a typical "local street account."

Members may also take advantage of the ease and convenience of placing their orders online by using the eSYSCO program. This program will allow you to order, report, track and control your inventory in a secure, real-time Internet system. Contact your SYSCO representative to enroll in the program.

If you or your SYSCO sales representative have any questions regarding this program, please contact BPAA Foodservice at 800-343-1329.

2. Rebate program with manufacturers:

Consolidated usage reporting available through the SYSCO agreement allows BPAA to leverage purchasing power directly with manufacturers to negotiate rebates and lower costs on thousands of key products used in member bowling centers. The rebates already available for participating centers include items such as burgers, hot dogs, chicken wings, cheese and many other products. Members simply have to sign up under the SYSCO program with their SYSCO sales representative. Quarterly rebate checks are automatically sent to the participating center. One check sent four times a year will represent all the rebates from the different manufacturer agreements. No invoices to send in, no coupons to fill out, simply buy the products that are eligible for rebates. The tracking is done electronically and paid automatically. This is cash back!

The following list is only a sample of the vendors that pay you cash back when you buy through the BPAA-SYSCO program.



The country's largest food distributor. Our agreement with SYSCO has greatly benefited both large and small centers. With their tiered pricing, we have a set mark-up based on their backdoor pricing from all manufacturers. Their product selection is second to none. We have the opportunity to request pricing reports on a regular basis. They also offer assistance in menu planning and design. I personally have taken advantage of their offers for me to spend time with their corporate chef for his expert advice and guidance when I'm in the process of implementing new menu items. SYSCO and BPAA...a GREAT Partnership!

P.S. And the rebates are fantastic!

Gary Ciniello