



Dear Fellow Restaurateur:

Restaurant Operator's Cooperative, Inc. (ROC) prides itself in maintaining a very select and exclusive recruiting policy for our membership and the vendors that provide product and services to these members. Our objective is to expand our membership carefully with members that can utilize our programs to their fullest potential.

The exclusivity of our membership ensures that each member will participate to their maximum potential and all members will reap the benefits of the volumes generated. Although ROC is comprised of individual operations, the collective volumes are what drive our programs and our pricing. Higher volumes equate to lower pricing, higher rebate dollars and overall savings to each individual establishment. The ROC Board will monitor each members' compliance levels in order to maintain the prestige and the effectiveness of our organization.

Following please find a "Preliminary Questionnaire" that will assist in determining if our programs will be beneficial to your operation. At your earliest convenience, complete the form and return it to our office in the enclosed envelope.

Thank you for your interest in joining Restaurant Operator's Cooperative. If you have any questions regarding our organization, please feel free to call our office.

Sincerely,

ROC Board of Directors

1. How long have you been in business? _____

2. What are your average weekly food, paper and beverage (non-alcoholic) purchases?

Food \$ _____

Paper \$ _____

Non-alcoholic Beverages \$ _____

3. Do you belong to any other buying cooperatives or associations? And if so, which?

4. Are you able to accept a \$2000 drop size from our approved primary vendor? _____

5. Are you open all year round? _____

6. Are you willing to release your company's credit information to ROC? _____

7. List your primary purveyors and average weekly purchases with each?

7a. Of these vendors, how much can you commit to a single full-line distributor? _____

7b. Our objective is to increase the strengths of our contracts with our vendors. Please indicate how much you can increase your volume? _____

8. Are you open to the public? _____

9. Attach a list of your top 20 items with the product name, manufacturer and pack size.

Name of establishment _____

Contact Name _____

Address _____

Telephone #'s _____ Fax #: _____

E-mail Address _____

Following is a list of ROC approved Vendors with a brief description of the rebate structure offered by each. In conjunction with the added benefit of rebates, these contracts are bound by highly competitive pricing structures which are guaranteed and managed by a stringent compliance policy.

SERVICE	VENDOR	REBATE STRUCTURE
BREAD	FREIHOFFER'S/BIMBO FOODS	2% REBATE
	ROCKLAND BAKERY.	5% REBATE
CEILING CLEANERS	UNIFIED SERVICES CORP.- CAPITAL CEILING PRO	COMPETITIVE PRICING
CHEMICALS	ECOLAB	6% REBATE
	ANDERSON CHEMICALS (Purchased thru Ginsberg's)	Final negotiations pending
COFFEE	GAMA FOODS	3% OFF TOTAL INVOICE + \$.10 PER POUND FOR COFFEE PURCHASES OVER 5000 LB/CUSTOMER
CREDIT CARD	HEARTLAND PAYMENT SYSTEMS	RESIDUAL FEE - COMPETITIVE RATES
DAIRY	INSTANTWHIP	2% REBATE
ENERGY	GREENCROWN ENERGY	FIXED ADDER OF NO MORE THAN .003 PER KWH ON ELECTRIC AND .03 PER THERM ON GAS OVER TRANSFER PRICE 15% OF GROSS COMMISSIONS TO ROC MEMBER
	MIRABITO ENERGY PRODUCTS	COMPETITIVE RATES GAS - \$.02-\$.5 PER DTH / ELECTRIC \$.00010-\$.00025
GROCERY	GINSBERG	MINIMUM 1.5% ON TOTAL VOLUME WITH GROWTH INCENTIVE AT SPECIFIED TIERS
	GINSBERG	MANUFACTURERS REBATES OFF INVOICE
	GINSBERG	DROP SIZE INCENTIVES
	GINSBERG	PROMPT PAY INCENTIVES
	GINSBERG	GROUP VOLUME INCENTIVES
	SYSCO (Effective 8/1/2015)	MINIMUM 2% ON TOTAL VOLUME WITH GROWTH INCENTIVES AT SPECIFIC TIERS
	SYSCO (Effective 8/1/2015)	PROMPT PAY INCENTIVES
	SYSCO (Effective 8/1/2015)	DROP SIZE INCENTIVES
	SYSCO (Effective 8/1/2015)	MANUFACTURERS REBATES OFF INVOICE
SYSCO (Effective 8/1/2015)	SYSCO BRANDED INCENTIVE	
ICE CREAM	GILLETTE CREAMERY	SPECIAL PRICING LEVELS + \$.50/tub rebate
INSURANCE	HMS AGENCY	DISABILITY INS – 3% ADMINISTRATIVE FEE Flat rate for both male and female employees. HEALTH INS–1% ADMINISTRATIVE FEE WORKERS COMP THRU STATE INSURANCE FUND
KIDS MENU ITEMS	SHERMAN SPECIALTY CO.	5% REBATE
LINEN	MORGAN LINEN	3% REBATE
MEATS	RELIABLE BROTHERS	COMPETITIVE PRICING & 1% REBATE ON TOTAL PURCHASES
MENU/WEB DESIGN	GROUPIEHEAD	Rates discounted 20% off published pricing + 2.5% rebate
PAPER	JOHNSTON PAPER	5% REBATE
	HILL AND MARKES	5% REBATE
OFFICE SUPPLIES	W. B. MASON	DISCOUNT PRICING & 1%-3% TIERED REBATE BASED ON VOLUME
PAYROLL	PRIMEPAY PAYROLL	DISCOUNTED RATES & REBATE
PEST	ORKIN PEST CONTROL	COMPETITIVE PRICING TIERS
	ATTENTION PEST SOLUTIONS	COMPETITIVE PRICING + 2% REBATE
PRODUCE	ANTONUCCI'S PRODUCE CO.	2% ON TOTAL PURCHASES (\$750-\$999 WEEKLY SALES EARN 4%)
	D. BRICKMAN	2% ON TOTAL PURCHASES 1% DROP SIZE INCENTIVE ON AVG MONTHLY OVER \$800

RESTROOMS	CAPITAL RESTROOM, LLC	Competitive pricing + 5% rebate
SEAFOOD	ANTONUCCI PRODUCE	2% Rebate Added 3% on avg weekly sales of \$1000-\$1499 Added 5% on weekly sales over \$1500
	D. BRICKMAN	2% ON TOTAL PURCHASES 1% DROP SIZE INCENTIVE ON AVG MONTHLY OVER \$800
SODA	PEPSI-COLA	\$1.00/GALLON ON ALL FOUNTAIN PRODUCTS ADDITIONAL \$.32./GAL ON FOUNTAIN IF AQUAFINA IS PURCHASED AS A ONE-SERVE B&C PRODUCT
	PEPSI-COLA	BOTTLE AND CAN PROGRAM \$1.00 /CASE ON 12 OZ., 20 OZ., & 2 LITER PKGD PRODUCTS PROVIDED ANNUAL VOLUME EQUALS OR SURPASSED PREVIOUS YEARS VOLUMES
	PEPSI-COLA	COOLER PROGRAM/INCENTIVES
TELEPHONE	<i>Review pending</i>	5% REBATE
WASTE	ALLIED WASTE SERVICES	COMPETITIVE PRICING- TIERED REBATE FROM 1.5% TO 4% INCREASING BY .5% WITH EACH 10 ADDED MEMBERS
WEB DESIGN	SOLASUS WEB SOLUTIONS	
WORKERS COMP	FRIEDLANDER GROUP (HMS AGENCY AS BROKER)	Fully insured through State Fund Up to 25% Advanced Discount Lower NYS assessment Superior Claims & Risk Management Services Administrative fee based on premiums
	BISHOP AND ASSOCIATES	Administrative fee based on premiums paid

Contract Listing

Allied Waste Services
Anderson Chemicals (Through Ginsberg's)
Attention Pest Solutions
B & G Foodservice Equipment
Bishop & Associates
Capital Restrooms, LLC
Ecolab
Freihofer's-(Bimbo Foods)
Gama Foods
Gillette Creamery
Ginsberg's Food Service Distributors
Greencrown Energy
Groupiehead – Menu/Web Design
Hatfield
Heartland Payment Systems
Hill and Markes
HMS Agency -
 Disability, Health and Workers
 Compensation
Instantwhip

Johnston Paper
McCain/Ore-Ida
Mirabito Energy
Morgan Linen
Orkin Pest Control
Pepsi-Cola Bottling Co.
Prime Pay Payroll Services
Produce -
 Antonucci Produce and D. Brickman
Reliable Brothers
Rockland Bakery
Seafood -
 Antonucci Produce and D. Brickman
Sherman Specialty Co.– Kids Menu Items
Solasus (Web Design)
SYSCO (effective 8/1/2015)
Unified Services Corp-Capital Ceiling Pro –
W. B. Mason
Western Mass Rendering

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Following is a list of endorsed programs that are part of the benefits package offered by Restaurant Operator's Cooperative, Inc. These vendors offer necessary services and/or products but are not bound by any prescribed program and therefore, do not offer any added incentives to our membership.

Key Bank / Banking

R. Marcil Associates / Insurance

SEFCU Insurance Agency

RESTAURANT OPERATOR'S COOPERATIVE

ROC Membership Benefits:

1. Rebates paid on member purchases
2. Competitive pricing structure (national account pricing)
3. Guaranteed pricing (varies by contract)
4. Guaranteed service levels
5. Vendors process coupons and manufacturers rebates
6. Group strength while maintaining individuality

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Application Request Form:

Please send a Membership Application packet to:

Contact Name: _____

Establishment Name: _____

Address: _____

Telephone: _____ E-mail address: _____

Please submit to: Restaurant Operator's Cooperative, Inc.

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Albany, New York 12205

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