



## **New Purchasing Strategy Proves To Be a Big Advantage for Boston Restaurant Operators Facing a Tough Economy**

**After 18 months, Dining Alliance’s Boston membership group grows to over 300 members and reaches over \$50 million in purchases. Improvements in vendor service and reductions in supply costs are key to survival for many.**

**Boston, MA–July 15, 2009 (PRWEB)** –When restaurant owners in the Boston area began to hear about Group Purchasing Organization Dining Alliance 18 months ago, little did they know how much money they would be saving, or how much better they would fare facing a challenging economy. John Davie, Dining Alliance President elaborates, “our growth rate in Boston has been nothing short of phenomenal. In just a year and a half we’ve grown from a start-up into an organization that provides over \$6 million in annual savings on over \$50 million in purchases to our Boston members alone. That’s an average savings of \$20,000 per location.”

Steve DiFillippo, owner of the four Davio’s and Avila restaurants in the Davio’s Group concurs. “Over the months Dining Alliance has saved us six figures at the least,” he added. “They have been a godsend. In this economy there is no downside. They can only help you.”

Originating in upstate NY over a decade ago, Dining Alliance has proven to be unique. Unlike smaller home-grown varieties of local association-based groups, Dining Alliance channels its huge combined national buying power – now over half a billion dollars – to provide independent and small chain operators with purchasing advantages previously only seen by the largest of operations. “Our national presence opens doors with the best suppliers in Boston,” Davie continues, “companies like Agar Distributing, Paul Marks, Cambridge Packing, Foley Seafood and many others recognize that the discounts they provide to our members are more than outweighed by the increase in business they see when we start promoting savings within the group.”

The benefits of group buying don’t stop just at price savings from local vendors. Dining Alliance negotiates rebates with national manufacturers on everything from milk to mayonnaise and will automatically process claims on behalf of its members. DiFillippo states, “I was surprised that after only a few months of joining, my volume earned several thousand dollars in rebates.”

Dining Alliance has foodservice members and service personnel throughout the country. Some key areas of concentration are Upstate NY and Boston, MA, Baltimore, MD, Washington, DC, Pittsburgh, PA and Phoenix, Arizona. The company plans to expand local services strategically to most US major markets. It currently offers a variety of benefits including its MAP rebate claim service to members on a national basis.

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**Dining Alliance, Inc.** has been providing members with advanced contract price management services since 1997. Local service providers are hand selected from a proven pool of applicants by an appointed board of local industry leaders. Manufacturer rebate claim fulfillment services, broadline consulting, existing vendor audits, credit card processing, trash removal consulting and discount programs on insurance, payroll and credit card processing are available to members nationally. [www.diningalliance.com](http://www.diningalliance.com)

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