

# RESTAURATEUR

Official Publication of the Western New York Chapter of the New York State Restaurant Association

SERVING • ALLEGANY, CATTARAUGUS, CHAUTAUQUA, ERIE, GENESEE, NIAGARA, ORLEANS AND WYOMING COUNTIES

Volume 11 - Number 6

June-July-August 2011



Access Buffalo and the WNY Chapter of NYSRA are offering a FREE disability awareness training seminar for you and your staff.

This seminar will help to educate you on how your establishment can become more accessible so that some of the millions of dollars spent locally by people with disabilities can help your bottom line. The seminar will also speak to understanding the proper response to customers with disabilities, etiquette and interaction skills, and what you can do to market your establishment to the disability community.

**Monday, June 27th**

**5:00 pm in the SLR conference suite  
@ Coca-Cola Field**

Following the seminar you are invited to stay in the suite and watch the Buffalo Bisons take on the Norfolk Tides at 7:00 pm.

\*\*\*Complimentary food and beverages provided by the WNY Chapter\*\*\*

Space is limited so reserve your spot today by calling Lindsay Carucci @ 846-2040.

(Because of limited space, we ask that a maximum of two people attend from any one establishment. Foodservice professionals only, please.)



February 12–July 3, 2011

## **Burchfield-Penney Art Center at Buffalo State College 1300 Elmwood Ave**

### **“Overabundance of Detail” Exhibit**

Sylvia L. Rosen and Charles Cary Rumsey Galleries

Overabundance of Detail focuses on artists who create intricate aesthetic experiences by focusing on minute variations and fluctuations in content and form. A commitment to detail borders on obsession in some works; while in others, it reveals to us the unique nature of the objects presented. Large-scale pieces can entice from afar with rich patterns, examined closely they reveal precision. Smaller works, because of their tooling or architectural reference points, seem monumental. Works as varied as paintings, drawings, metal sculpture, and **cake designs** will illustrate different artists' use of extreme detail work.

*Note: Carolyn Panzica (Chocolate Bar -114 W. Chippewa St) is the artist who has created an incredible design in several cakes that are part of this exhibit. I would encourage everyone to see this exhibit at the Burchfield-Penney. It is truly amazing*

*15th. Annual Wally Lorenz Golf & Dinner Outing - Tuesday, June 21st*



## Western New York Chapter Board of Directors

### EXECUTIVE BOARD OF DIRECTORS

#### PRESIDENT

**Robert Free**

Director Foodservice Operations  
Buffalo Bison Baseball

#### IMMEDIATE PAST PRESIDENT

**Peter Longo**

CA Curtze Co

**Bill DeLuca**

Mr. Bill's

**Dan Garvey**

The Roycroft

**George Schaeffer**

Director of Communications

**Robert Syracuse**

Pizza Plant

### EDUCATIONAL DIRECTORS

**Scott Beahen**

Niagara University

**Don Spasiano**

Erie Community College

**Mark Thomasson**

Emerson School of Hospitality

### ACTIVE DIRECTORS

**Ellie Grenauer**

Glen Park Tavern

**Andrew Harvey**

Charlie the Butcher

**Richard Joseph**

Joseph's Catering

**Sean Regan**

Pettibones Grille

**Donald Seth**

Aramark: New Era Cap

**Michael White**

Delaware North

**Alicia Woodworth**

Pizza Plant

### ASSOCIATE DIRECTORS

**Dennis Ayer**

US Foodservice

**Derek Hortman**

Crown Energy

**Michael Borgisi**

Frederick Wildman & Sons

**Joseph Savattieri**

American Express

### CHAPTER BUSINESS MANAGER

**Kerri L. Riedel**

NYSRA-WNY

### FOR MEMBERSHIP INFORMATION

**Anthony Terrell**

WNY Sales Representative

1-800-442-5959 x 215

## RESTAURATEUR

SERVING • ALLEGANY, CATTARAUGUS, CHAUTAUGUS, ERIE, GENESEE, NIAGARA, ORLEANS AND WYOMING COUNTIES  
published 10 times per year,  
e-mailed and mailed first class

**GEORGE SCHAEFFER**

EDITOR

SCHAEFFERGEORGE69@GMAIL.COM

716.839.6078

[www.nysra.org/associations/2487/chapters.cfm](http://www.nysra.org/associations/2487/chapters.cfm)

I want to touch on a couple of things I have spoken about in the recent past.

The first being something I mentioned a couple of issues ago: Namely, that I announced in the April issue that Spring is here! Misfired on that one, obviously. Here's hoping that all of the lousy weather we have already endured is behind us, and that we will get to enjoy one of those summers that Western New York is quietly famous for!



**Robert Free**  
President

I have also mentioned, quite often, over the past year and a half about that which your WNY Chapter can do for you. Our mantra has been **Education, not Legislation!** And that continues in full force! Working in tandem with the home offices in Albany we continue to fight against unrealistic tax audits, wage order rulings, and a myriad of other legislative proposals that threaten to stifle restaurants, and all small businesses, in New York State. Visit [nysra.org](http://nysra.org) for more details on what the association is doing on your behalf.

Here in WNY, your Chapter has been able to create relationships with local governmental agencies that espouse our philosophy of working together to further business, instead of legislating it. Our Healthy Choices program with the Erie Co. Dept. of Health is one example of that. Recently it was lauded as the government/business partnership of the year. Visit [www2.erie.gov/health/](http://www2.erie.gov/health/) and click on the Healthy Choices link to sign up.

But enough about Legislation – what really makes the WNY Chapter the jewel of New York State is what we do in terms of Education. Did you know that the chapter offers scholarships to students attending accredited culinary programs at local colleges? We do! We invite you to come out for a **Family Fun and Scholarship Night at the Ballpark** on Monday, June 13<sup>th</sup> to honor the students as they receive their \$1000 scholarships. Bring your staff, family, and friends to enjoy a pre-game party and watch a Bisons game for only \$15 per adult/ \$10 per child. (see attached sheet for info or visit [Bisons.com](http://Bisons.com) for more details)

If baseball is not your game, how about golf? **The 15<sup>th</sup> Annual Wally Lorenz Chapter Golf Outing** is on Tuesday, June 21<sup>st</sup> and the proceeds help benefit the NYSRA Educational Foundation. (see attached sheet for more info on the tournament or visit our micro site on [LocalFoodservice.com](http://LocalFoodservice.com) - Community Website - WNY Chapter - NYSRA

continued page 6

## Sign Up Today with NYSRA and Get Your Just Desserts!

### TAKE CONTROL OF YOUR CREDIT CARD PROCESSING\* TODAY!

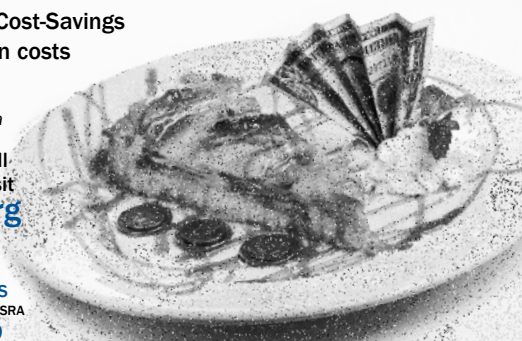
- ◆ **COMPETITIVE** Rates and Great Cost-Savings
- ◆ **NO** monthly fees and **NO** hidden costs
- ◆ **NO** or low transaction fees

\*payment processing program by First Data



For details about all  
of our programs, visit  
[www.nysra.org](http://www.nysra.org)

Programs managed by  
**NEW YORK STATE  
RESTAURANT SERVICES**  
a wholly-owned subsidiary of NYSRA  
**1.800.442.5959**



Please note that this information is provided to you for general informational purposes only, and should not be relied upon for personal, medical, legal or financial decisions. You should consult an appropriate and qualified professional for specific advice tailored to your particular situation.  
Melissa A. Fleischut - Director of Government Affairs - New York State Restaurant Association



## STRAIGHT AHEAD

FRED G. SAMPSON, PRESIDENT ~ SAMPSON CONSULTING, INC.

### Food Service ----An Industry in Transition Part Three

Before I proceed any further, please understand my observations are just a brush stroke in this portrait of the industry. This is due to both space limitations and the enormity of the subject matter.

Part One dealt with the weak economy and its impact on the industry and the ever-changing competitive environment. In Part Two I discussed how the consumer's role in this transformation is playing out and now Part Three will touch on how government, through mandates, regulations and laws is changing the way you do business.

Have you ever given any thought to how many business decisions you make that are influenced by some government law, rule or regulation? Well, unfortunately, at the rate this interference is taking place, be prepared for more.

There seems to be a school of thought that if they, the food police, can have laws and regulations passed that impose restrictions on what restaurants can serve, that will cure the country's obesity problem. An example of that credo is the calorie notices that ALL chain operators with more than 20 units must list on their menus. This ruling is expected to take effect at the end of 2011 and will affect over 275,000 restaurants, according to the FDA. The estimated cost is \$110 per establishment. Don't be surprised if, after it is in effect for two or three years, the food police will demand that it be mandatory for all food service establishments.

Then there is a bill introduced in the California legislature to "improve the health of children in California by setting healthier standards for children's meals that are accompanied by toys or other incentive items." A similar bill has been introduced in San Francisco and New York City. This, I think, is the greatest reach yet by government to impose its will on an industry. The city council of Watsonville, California, recently approved an ordinance that would require restaurants to offer healthful options on their menus in order to obtain a building permit. Dubbed the "Healthy Eating Options Ordinance," under the plan, restaurants seeking a permit to build or renovate would have to obtain a certain number of points by meeting nutrition criteria on a check list. The list includes offering four choices of fruits, vegetables prepared in a low-fat way, offering at least one fat-free or low-fat salad dressing or offering at least one low-fat vegetable dish with less than 500 calories. You will note that not only does the ordinance tell what you can serve but how it should be prepared.

Another example of the questionable use of zoning or restrictive legislation is

continued page 4

## FEDERAL BAKERS

- Puff Pastry Doughs • Wedding Toppers • Full Line of Baking Supplies
- We can create Edible Images from your non-licensed photos
- Wilton Products
- Coffee by Green Mountain (K-Cups)



**Bakery Supply**  
1400 William St  
Buffalo • 332-2066  
M-F 8:30-5 • SAT 8-NOON



**Food Service Supply**  
2200 Harlem Rd  
Cheektowaga 892-2929  
M-F 8:30-4 • SAT 8-NOON

528315



### Carbonic Company

1444 Clinton Street  
Buffalo, NY 14206

John Bartkowiak  
(716) 827-2727 ext. 235  
Fax 827-2737

- Royal Crown & Mistic Fountain Syrup
- Bag & Box Juice or 64 oz. Ready to Use
- Co2 Bulk & Cylinder
- Dry Ice & Mix Gas Helium & Nitrogen
- SeaWitch Cocktail Mixers
- Cuno Water Filtration Sales & Service
- Berg Liquor Control Systems
- Draft Plus Mixed Gas Dispensing System

**Make Your Next Dish ICELANDIC Fish!**  
Quality • Consistency • Freshness  
Jack DeWitt Sales  
1-800-624-3413

Olio

825-3675

Di Paolo's

or 825-3676

Restaurant & Ringside Lounge  
3785 South Park Ave. (near Thruway Exit 56)  
• Blasdell, NY •

**TRY IT**  
VISIT OUR WEBSITE AT  
**TRYITDIST.COM**

**Try It**  
ESTABLISHED 1928  
MICROS • IMPORTS

**Taste the Tradition**  
**Artisan Coffee**  
245 Swan Street  
Buffalo, NY 14204  
"Roasters of Fine Coffees Since 1867"  
(716) 856 3473

**Glenn A. Butler**  
Vice President Sales and Marketing

**ANYTHING YOU CAN DISH OUT WE CAN CLEAN UP.**  
**ECOLAB**  
If you're having problems with your present cleaning products, let Ecolab put the sparkle back in your kitchen. And your eyes. For full details, call toll-free 1-800-942-3002

**POVINELLI**  
SHARPENING SERVICE  
**CUTLERY RENTAL SERVICE**  
3810 UNION ROAD • CHEEKTOWAGA  
716.891.8116



Coffee Culture New York, Inc.  
James F. Geiger  
Vice President of Real Estate & Franchise Development  
jgeiger@coffeeculture.us  
716.835.3300  
www.coffeeculture.us





**Certo Brothers**  
DISTRIBUTING COMPANY

2500 North America Drive  
West Seneca - NY - 14224  
Phone: 716-827-1133  
Fax: 716-827-0179



Proud Supporter of the  
NYSRA - WNY Chapter



**Maplevale Farms Inc.**  
*Professional Supplier to the Foodservice Industry*  
8956 West Main Street, Clymer NY 14724  
716/355-4114 800/632-6328 FAX 716/355-4357

**The ROYCROFT Inn**  
at East Aurora, NY



Opened to  
friends  
in 1905

Restored  
in  
1995



Foundation

*Thank you for your support!*

716.851.1990

#### Sampson Continued...

Los Angeles where quick-service restaurants will be prohibited in certain sections of the city. The purpose is to make it as inconvenient as possible, all in the name of controlling obesity. Reminds me of an old saying "The obvious cure for a headache is decapitation, but I wouldn't recommend it."

The next battle will be sodium reduction in restaurant food. The Institute of Medicine is recommending a series of steps that restaurants can take to do so.

Recommendation 1: The Food and Drug Administration should expeditiously initiate a process to set mandatory national standards for the sodium content of foods.

There are five more recommendations, all eventually requiring mandatory compliance. No. 5 says it all, and I quote: "Federal agencies should ensure and enhance monitoring and surveillance relative to sodium intake measurements, salt taste preferences and sodium content of foods, and should ensure sustained and timely release of data in user-friendly formats." This obviously means more menu posting.

Operating a food service establishment has never been more difficult than it is today. A sluggish economy, rising commodity prices, problems raising operating capital, an army of bureaucratic officials and inspectors adding to our dilemma and now the exploding gas prices, not only reduce discretionary dollars available for eating out but add to our cost of doing business. The interesting fact of a transformation is that sometimes you don't even realize that it is taking place; however, if you just look back to 2007 and compare it with 2011, I think you will agree that it has happened and continues to happen.

It is my personal observation that the most disturbing aspect of the transformation we are going through as an industry and as a country is that for the first time in our history we are not sure how it is going to play out. We feel as though we are not in control of our destiny and that is the greatest transformation of all.

Comments can be sent to [fredgsampson@juno.com](mailto:fredgsampson@juno.com)

**BECAUSE SERVICE MAKES A DIFFERENCE!™**

At U.S. Foodservice™ we believe that our customers come to us for our great product variety and quality. However, our customers stay with U.S. Foodservice™ because we live up to our commitment of becoming "A Business Partner For Business Success!"

Buffalo Division  
(800) 333-0828

[www.usfoodservice.com](http://www.usfoodservice.com)

**NOSTAGLIA** - A WISTFUL OR EXCESSIVELY SENTIMENTAL YEARNING FOR RETURN TO OR OF SOME PAST PERIOD OR IRRECOVERABLE CONDITION- MIRIAM - WEBSTER



George Schaeffer

## It's Showtime!

The inception of a "food show" in the late 1960's was a revolutionary idea. From a manufacturer's point of view it was a way of demonstrating or showing your product(s) to a wide range of that particular distributor's customers. Hickman, Coward and Wattles was one of my first food shows.

The show would last 2 days. Many times it would be on a Sunday and Monday in late spring. That always made for a terrific family weekend, when we would have to set up on a Saturday. Anyway, our product line was so extensive at Hickman, we would need two to three booths. Then we had to rent and deliver equipment. Back then many of the places where the shows were held did not have adequate equipment nor space to handle the multitude of companies' cooking needs. An outside concern would set up the booths and drape the tables. They would also bring in generators for all the extra power that was going to be needed. Too many times that was a bust as they miscalculated the power and "poof" your booth and equipment are in the "weeds."

We would rent multiple deep fryers, portable convection ovens, microwave ovens, heat lamps, flat top griddle, warming trays, display materials and one of the most important pieces of equipment was the PVC pipe, 1½" by 16" tall. Four pieces for each table leg. This was mandated by our Frozen Regional Manager in New York – Laurence Haskell. The idea was to raise the height of the table, so the customer could see your display easier and write an order more easily, without having to bend over excessively. But I digress...

Our District Manager was a wonderful guy by the name of Paul Jones. Paul was big on demonstrating everything we had. We would deep fry our chicken tenders, veal cutlets, sample our 6 oz. chopped sirloin steaks, bake our Gretchen Grant hors d'oeuvres, sample our fresh pack dill pickles, sample our tuna salad on our Kasanoff kosher bread, and the beat went on. We would bring in all the Durkee troops to man this operation, sometimes 5 or 6 of us. Our uniform was a white lab coat, with a thermometer in the pocket (just to look professional).

So now it is Sunday night and the show is closing. This is when we start serious selling. Customers were still buzzing around in the bar at the Hearthstone Manor. So for the next few hours, sales continued on and customers were created. We did not believe in just getting a sale, but creating a customer was our goal. We reached our goal many times over. Thanks to terrific teamwork lead many times by "Magic Man" Don Marquardt and the Durkee expense account.

Then on Monday, you got to do it all over again. Guess, nothing much has changed in 40 years!



Western New York's Premier Insurance Agency for Restaurants  
We insure over 200 establishments in the food service business!

Coverage's for:

- Property • Liability • Liquor Liability • Liquor Bonds •
- Workers' Compensation • NY State Disability •
- Group Health Insurance •

3800 Seneca Street  
West Seneca, NY 14224  
**716-675-3800**



PEPSI BOTTLING GROUP  
PROUDLY SUPPORTS NYSRA



Pepsi Bottling Group  
716-684-4900



325 Louisiana Street  
Buffalo, New York 14204 (716) 854-1155



FAMOUS PODS STUFFED PIZZA  
BREADBOWL SALADS PASTA  
CRAFT BEERS & WINES

TRANSIT PREMIER  
632-0800  
WALKER CENTER  
626-5566



**Design, Deliver and Install... WE CAN DO IT ALL!**

Commercial Interior Design  
Commercial Kitchen Design  
Food Service Consulting  
Custom Millwork

**Come visit  
our newly  
renovated  
Amherst  
location!**

Food Service Equipment  
Furniture & Furnishings  
Tabletop and Smallwares  
Custom Metal Fabrication

**Cash & Carry Stores in All of our Locations**

**Albany ~**  
1-888-838-8020

**Buffalo ~**  
375 Commerce Dr., Amherst, NY 14228  
1-800-333-1678 | (716) 691-8080

**Rochester ~**  
1-800-836-8001

**www.buffalohotelsupply.com**

Good thing  
com



Free Continued...

But your Chapter is not done there! We can all look around and see the homegrown talent that has chosen to remain in WNY. That is what differentiates us from other areas of the state and country. Our culinary talent chooses to stay in the region and that makes for such a vibrant and varied restaurant experience! It is vitally important that we nurture just that; and we do. The WNY Chapter of NYSRA also offers a ProStart (see: [ProStart.restaurant.org](http://ProStart.restaurant.org)) scholarship to an individual that excels in his/her high school culinary program and is accepted to an accredited culinary college. Shortly, we will be announcing the individual that has earned this **\$3000 scholarship!** And we will once again honor that recipient with an event that we hope you choose to attend.

This is ***YOUR*** chapter; this is ***OUR*** culture! We should all be proud of the restaurant industry here in Western New York – it is a truly special and a close-knit group of restaurateurs, individuals, vendors, and most importantly, our customers that loyally frequent the continuing tradition of WNY restaurants. It is a tradition worth preserving!

I urge you be active in our chapter events – they are fun today, and rewarding tomorrow!

Let me hear from you! [rfree@bisons.com](mailto:rfree@bisons.com) or 716-846-2081

Fill those seats, Rob



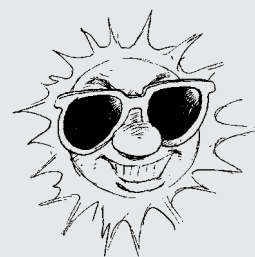
### International Food Executives Association

## SUMMER OUTING

Monday, June 27th

Kloc's Blossom Grove

1245 Seneca Creek Road - West Seneca, NY 14224



Reserve by June 17th

Frank Caccamise

99 Wingate

Buffalo, NY 14216-2507

KMHFRC@verizon.net

716.836.4863

Fresh Clams - 4:00 PM - Grilled Rib Eye Steak Dinner - 6:00 PM

Beer & Soft Drinks - 4:00 - 9:00 PM

Pre-Sale: \$36. At the Door: \$45 - Table of 8: \$240.

We don't just sell you a system...

We help YOU improve your business!

# Customer 4-Life\*

## Exclusively for STG Clients

### Unlimited Aloha Training

1 1/2 hr Core Training Sessions on

• Reporting • Employee Management • Menu Item Management

held at STG Home Office 9-10:30am

**FREE** Unlimited  
Manager Training  
on every 1st Tuesday  
of the month!



Systems  
Technology  
Group, Inc.™

1159 Abbott Rd • Buffalo • NY • 14220  
(716) 821-9808 • [www.stgpos.com](http://www.stgpos.com)

## ACT NOW! Space is Limited

Register by end of month to get in the following class!

**(716) 821-9808 xt 207**

or email us at: [nclift@systemstechnology.com](mailto:nclift@systemstechnology.com)

\*Restrictions Apply. ©2010 Systems Technology Group, Inc. All rights reserved. All other trademarks are the property of their respective owners.

# 15th Annual Wally Lorenz Golf & Dinner Outing

*To support our educational foundation*

**WNY Chapter New York State Restaurant Association**



**Tuesday**

**June 21, 2011**



**Diamond Hawk  
255 Sonwil Drive**

**9:30 Registration**

**10:30 Shotgun Start**

**Joseph's Country Manor  
275 Columbia Drive**

**4:30 Open Bar & Wine Station**

**~ Fantastic Seafood Table ~**

**6:00 Grand Buffet and Carving Stations with beef tenderloin**

---

**\$125.**

**~ continental breakfast, golf with cart. lunch and dinner ~**

**\$90.**

**~ continental breakfast, golf with cart. lunch ~**

**\$50.**

**~ dinner only ~**

**Golf Gifts and Prizes - Wonderful Silent Auction and Raffles**

## Happy Anniversary to these June & July Members

Hearthstone Manor, Inc.	June 1, 1970
Ilio DiPaolo's Restaurant	June 23, 1970
Anchor Bar	June 20, 1990
Aunt Millie's Restaurant	June 20, 1991
Deerhead Inn	June 4, 1993
Original Pancake House of Wmsville.	June 21, 1994
Town & Country Restaurant of Alden	June 13, 1995
Pegasus Family Restaurant	June 13, 1995
John & Sarah's Family Restaurant	June 30, 1998
Teddy's Restaurant	June 3, 1999
McPartlan's Corner	June 17, 2002
Pesci's Pizza	June 22, 2004
Gabriel's Gate, Inc.	June 21, 2005
Zebros on the Lake/Harbor House	June 19, 2007
Oregano's Family Restaurant	June 25, 2007
Shango Bistro	June 3, 2009
Chudy Paper Co.	June 15, 2009
Village Eatery Italian Bistro	June 16, 2009
DiGiulio's Restaurant & Catering Co.	June 3, 2010
Micros Systems	June 3, 2010
Caputi's Sheridan Pub	June 3, 2010
Byrnclyff Resort & Conference Center	June 10, 2010
Crown Energy Services Inc.	June 14, 2010
Frontier Catering	June 22, 2010
Italian Fisherman	July 23, 1991
Danny's Restaurant	July 1, 1992
French Pub & Restaurant	July 16, 1996
Picasso's Pizza	July 20, 2004
LaScala Ristorante	July 1, 2005
Gator Pub	July 22, 2005
O'Brien's Pub, Inc.	July 10, 2006
Black & Blue Buffalo	July 24, 2007
Amici Ristorante	July 8, 2009
Arriba Tortilla LLC.	July 10, 2009
Pepsi Bottling Group	July 17, 2009





**Peter S. Del Cotto**

# OUTSTANDING STUDENT WINS AWARD

Trocaire Hospitality Student **Peter S. Del Cotto** has won an all-expense paid trip to Chicago, Illinois for the 2011 National Restaurant Association Show to be held at the end of May. The contest was sponsored by ChefUniforms.com.

To have a chance at winning the grand prize, Peter submitted an original recipe – his was a Simple Marinara Sauce - a short explanation on why he deserved to win, a photo of himself and a photo of his dish. On April 4th, ChefUniforms.com put up a voting page for each contestant and contestants then recruited their family and friends to vote. Peter utilized the power of social media to solicit votes – using skills he gained in his sales and marketing class. The virtual voting booths closed on April 29 and the votes were tallied. He was named the culinary student with the most votes, garnering the grand prize which includes airfare, hotel stay and all incidental costs for his attendance at the National Restaurant Association show in Chicago.

Peter noted that it feels “pretty darn good” to win an all-expense paid trip to the 2011 NRA Show – a dream of a lifetime for Peter that has become reality. He also dreams of someday opening his own restaurant and feels the National Restaurant Association Show experience will be invaluable. “The NRA Show has every exhibitor in the industry available to meet with and consult,” said Peter Del Cotto. “In addition, I hope to network with other leaders in the industry and utilize their experiences to mold my restaurant.”

Peter is an outstanding student and a role model for other hospitality students at Trocaire. “Peter is a pleasure to have in the program and someone who models our program mission of leadership, teamwork, service and diversity,” noted Hospitality Program Director Jim Carlo. “I am proud of his accomplishment and I know he will enjoy his trip to the restaurant show.”

## Niagara

### UNIVERSITY

College of Hospitality & Tourism Management

Food Service Management  
Restaurant Entrepreneurship  
Hotel Management

Dr. Gary Praetzel, Dean  
(716) 286-8272

## Pick up the phone. Put down the confusion.

Let us help you make sense of your business insurance needs, whether Restaurant, Hotel or Service Provider

*“Making Insurance Easy and Affordable”*

For a free, no obligation insurance review, call: David L. Eddy

**The Insurance Market**  
**(716) 743-1200**  
[www.theinsurancemarkets.com](http://www.theinsurancemarkets.com)

 **palmer**  
food services

*Palmer's delivers quality*  
seafood, meats, poultry,  
produce, paper items, beverages,  
groceries, small wares...

**Everything You need  
and More!**

900 Jefferson Road \* Rochester \* NY \* 14623  
800-888-3474 \* [www.palmerfoods.com](http://www.palmerfoods.com)

**YOUR Independent  
Broadline Distributor!**



Western New York Chapter



*We serve you*

## Western New York Chapter Family Fun & Scholarship Night at the Ballpark



**Monday June 13, 2011**

**5:30 p.m. in the center field pavilion area @ Coca-Cola Field!**

Enjoy a fun night out for the whole family! Join us for hot dogs, burgers, salads, snacks, and Coca-Cola Products!



VS.



**First Pitch @ 7:05 p.m.**

**Flying Bison Beer also  
available!**

**\$15 Per Person/\$10 kids 4-12**

(\$30 value, sponsored by your WNY Chapter!)

**We will also be honoring the four WNY Chapter \$1,000 scholarship winners:**

Kevin Gaiser – Niagara University

Laugarah Hue – Erie Community College

Tonya Lewis – Marjorie E. White Scholarship – Erie Community College North Campus

Claire Mierzwa – Niagara County Community College

**Mail to:** Lindsay Carucci, Coca-Cola Field One James D. Griffin Plaza Buffalo, NY 14203. (716)846-2040, [LCarucci@bisons.com](mailto:LCarucci@bisons.com)

Name: \_\_\_\_\_ Company: \_\_\_\_\_

Address: \_\_\_\_\_

Number Attending: \_\_\_\_\_ Adults (\$15) \_\_\_\_\_ Children 4-12 (\$10) (Children 3 and under, free)

Check Enclosed: \_\_\_\_\_ Payable to NYSRA

Credit Card: Amount: \_\_\_\_\_ Card Type: \_\_\_\_\_

Card Number: \_\_\_\_\_ Ex Date: \_\_\_\_\_

Name on Card: \_\_\_\_\_ Signature: \_\_\_\_\_

W N Y CHAPTER



*We serve you*

N.Y.S.R.A.  
409 New Karner Road  
Albany, NY 12205

NATIONAL  
RESTAURANT  
ASSOCIATION®

~ SUMMER HIATUS JULY AND AUGUST ~ SEE YOU IN SEPTEMBER



The Food Service Professional's Online Community & Marketplace



WESTERN NEW YORK  
LOCALFOODSERVICE

LOCALFOODSERVICE.COM WESTERN NEW YORK



~ Call Us Today to Lock Low Energy Prices ~

EnergyMark, LLC

BuyLocalEnergy.com

300 Corporate Parkway  
Suite 140N  
Amherst NY 14226-1295  
716.614.1800  
716.614.1819 Fax

Lawley

SERVING UP THE RIGHT  
INSURANCE PROGRAM  
FOR YOUR RESTAURANT

*The right choice for your restaurant since 1955*

Member of  
W N Y CHAPTER



*We serve you*



Gary May  
Account Executive

501 John James Audubon Parkway  
Suite 302  
Amherst, NY 14228  
MOBILE 716.553.4227  
DIRECT 716.636. 5803  
E MAIL gmay@lawleyinsurance.com

• INSURANCE •  
• EMPLOYEE BENEFITS • RISK MANAGEMENT •