

FREE Breakout Workshops for Retailers at the  
**NYACS Trade Show & Convention**  
Thursday, May 13, 2010, Oncenter, Syracuse NY

**CONCURRENT WORKSHOPS** 9:00-9:45 a.m. (choose 1 of 4)

**Food Service:**

**“10 Keys to Making Your Good Food Service Program GREAT”**

It's much more than menu development. A winning food service program also requires goal-setting, marketing, hiring, training, accounting, and other elements – especially *commitment*.

**Presenter:** John Schaninger, Vice President of Sales & Merchandising, Quick Chek Corp.

**Who Should Attend:** Anyone involved with C-store food service operations



**Loss Prevention:**

**“How I Nailed an Employee Who Was Stealing Lottery Tickets”**

Learn valuable lessons from a single-store operator who became a “detective” to nab a sticky-fingered staff person.

**Presenter:** Alex Stier, Co-Owner/Operator, Olive's Country Store and Café

**Who Should Attend:** Retail owners, operators, and anyone involved in loss prevention



**Technology:**

**“Is Your POS System Earning Its Keep?”**

Far more than a box to store cash and print receipts, today's front-end system should provide you with management tools that can help identify trends, boost sales, and control expenses.

**Presenter:** Jim MacDonald, Training Manager, Cortland Pump & Equipment

**Who Should Attend:** Anyone responsible for C-store operations



**Energy:**

**"How 'Green' Is Your C-store? 4 Strategies for Cutting Energy Costs"**

Learn how to save the planet *and* cut your operating expenses by employing wind, solar, geothermal and/or hydroelectric systems to help meet your store's energy demand.

**Presenter:** Allison Rutherford, Director of Sales, Pyrus Energy Inc.

**Who Should Attend:** Retail owners, operators, franchisees, and executives