



The Classic Brassiere with a Modern Take on Purchasing LANGAN'S GROUP CASE STUDY

After more than 30 years, the legendary Langan's Brasserie, situated just off Piccadilly, continues to go from strength to strength. Part of the Langan's Group of Restaurants, including Langan's Bistro, Odin's and Shepherd's. Langan's Brasserie has long been one of the leading lights in London's restaurant scene. Set-up by Peter Langan, Richard Shepherd and of course famously Michael Cain, it has become renowned for its great food as much as its impressive art collection and eclectic decor.

Serving their unique Anglo/French style of cuisine, Langan's remains one of London's top eateries where celebrities, journalists, artists, advertising executives and creatives rub shoulders with each other. With a reputation as impressive as this there is huge pressure to deliver and maintain standards for both regular patrons, new customers, and of course the ever present food critics. There is no margin for error and sourcing the best ingredients is of paramount importance.

Richard Shepherd, Chef Founder and owner of Langan's Group of Restaurants had known Ivan Shenkman for over 30 years before he approached him and his team at PSL to look at taking on the purchasing function for his group of restaurants, as well as consultation on back of house systems. Despite initial reservations over how the partnership would work, he has been very impressed with the saving generated and the quality of produce and operational advice.

Richard Shepherd commented:

"I have been working with PSL for just over a year and I can say with confidence that they are very easy to work with and have improved my business. We have not had to compromise on quality or choice and they have effectively managed to keep costs down in what is a time of rocketing food inflation. Most importantly to me they enabled my chefs to concentrate on what they do best, rather than having to deal with the buying side of things."

"Not only have PSL taken on our buying and done a great job, they have also put in place quality controls to ensure there is consistently excellent quality. They are also provide us with very valuable feedback including figures and analysis, to help us keep on top of everything."

"I have seen over the past year how well my teams of chefs get on with PSL and have responded very positively to their suggestions and to the quality of produce

they have sourced for us. I haven't had any complaints from my team about PSL. Equally, if there is anything that needs addressing for whatever reason they get straight onto it and ensure that the issue is resolved to our satisfaction."

In conclusion Richard had this to say...

"I can only recommend and commend PSL on how they conduct their business. We are in difficult times with the credit crunch and recession and I am sure that had I not decided to use PSL we would not be in such a strong position as we are now. I have already spoken to a number of people about using PSL and what I say is frankly you've got nothing to lose. Get them in, show them your paperwork and either they'll say they can help you, or they'll say you're doing an exceptionally good job, on you go!"

As one of the first British chefs to win a Michelin star, Richard Shepherd demands the highest standards. He has joined the ranks of leading restaurateurs who have seen the results that PSL can deliver, and regard them as an important partner when it comes to purchasing and back of house operations.

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