

## **MALLORY COURT AND EDEN HOTEL COLLECTION RENEW PSL CONTRACT FOLLOWING 6 SUCCESSFUL YEARS**

### **Background**

When Mallory Court, a PSL client since 2004, formed part of independent Group, Eden Hotel Collection, the diverse businesses added did not present a problem in terms of continuing appropriate sourcing of food through PSL suppliers.

Michelin Star restaurant, Mallory Court, has held its prestigious award for over 8 years and is repeatedly mentioned in the UK's Top 100 restaurants, as well as boasting 3AA Red Stars and 3AA Rosettes.

During the last 5 years it has been joined by Buckland Tout-Saints in Devon, The Kings Hotel in Chipping Campden, The Cotswold Inn and, in 2010, The Arden Hotel in Stratford-upon-Avon, to form Eden Hotel Collection. By adding fine-dining, brasserie-style and luxury gastro-pub to the Group's offering, it recognised that both the ability of chefs and ingredients sourced needed to be considered when working with suppliers.



*Mallory Court Hotel, Leamington Spa*

### **Meeting needs and competences**

For Group Managing Director, Mark Chambers, taking the decision to introduce PSL across the whole group was an easy one. He explained, "PSL are in tune with all our different needs and competences. They understand our chefs and pitch their work just right, respecting all levels.

"PSL have a good range of suppliers across all commodities, enabling our chefs to select from appropriate suppliers according to our diverse needs. We are extremely happy with the quality of food sourced across the group."

### **25% savings in first year**

Having achieved savings of 25% during their first year alone of working with PSL, Mallory Court continues to enjoy savings along with its sister hotels.

Mark added, "The savings we make through PSL are excellent. We currently save an average of 19% on food costs across the whole Group and know we could save even more by further increasing the percentage of goods bought through PSL suppliers."

Mallory Court's Executive Head Chef, Simon Haig, also commented on how working with PSL helps him: "PSL work with the chefs, enabling us to focus on our day-to-day tasks without worrying about pricing. They drive prices down on our behalf and achieve levels we simply could not achieve ourselves."

## Looking 'outside the box'

It is not just the ability to access ingredients at a highly-preferential rate that the Hotels in the Group enjoy. Mark Chambers explained, "PSL give us great service. We know that we have someone who is looking 'outside the box'. As we are focused on the day, it is great to have someone who can step away from the business and evaluate food cost in a strategic manner – we just wouldn't have time to do this ourselves. Having an external person doing this on a regular basis gives us focus and makes us re-focus."



## Price evaluations enable sensible decisions

PSL have a team of purchasing analysts who assess the various food markets on a daily basis to determine pricing, food trends and agree preferential purchase prices for all its clients.

Mark pointed out, "PSL are very pro-active in giving us warnings when a particular food is going to suddenly increase in price due to seasonality or anticipated shortage. This plays an important part in our menu decisions, enabling us to tailor them in advance accordingly and not having to shoulder a drop in profit. The weekly fish and meat evaluations PSL send through also enable our chefs to make sensible decisions when placing orders."

## Renewing contracts

Having just renewed contracts with PSL for the Group, Mark Chambers summarised, "Choosing to renew the contract with PSL was a 'no brainer'! As an independent hotel group we just could not enjoy the savings gained through working with them on our own. As with my predecessor, who first brought PSL into work with Mallory Court, I too had experience of working with them in the past, through my position of GM within a large Group. I find it increasingly interesting to work with PSL at this level as I have even greater first-hand experience of how they work with us. I had no hesitation in renewing our contract with them when I first joined and now again at the end of 2009."



*Buckland Tout-Saints, Devon*

Matt Tough, Sales & Marketing Director of PSL said, "We are delighted Mallory Court and Eden Hotel Collection have chosen to continue working with us. They are a well-reputed, forward-thinking business with whom we very much enjoy a good working relationship and greatly respect. We look forward to continuing to assist them in their drive to further improve business standards and profitability."

For further information please contact Matt Tough, Sales & Marketing Director on: 07778 285321.