



Pelican

# Expert purchasing services for the **Multiple Pub Operators**



Delivering purchasing results.

Proud to work in partnership with:

**ALMR**



# Experiencing problems?



- ▶ Unable to control rising supplier costs?
- ▶ Looking to improve your profit margins across all product categories?
- ▶ Looking for greater control over your purchasing spend across your business?
- ▶ Struggling to measure the impact of inflation on your margins?
- ▶ Looking to simplify and centralise your purchasing?
- ▶ Looking to manage and formalise your suppliers agreements?
- ▶ Looking to simplify the payment of supplier invoices?
- ▶ Is your purchasing ability constrained by skillset or resource?
- ▶ Spending too much time managing supplier relationships and resolving supply chain issues?
- ▶ Looking for a simple yet powerful online purchasing solution?
- ▶ Are you looking for professional advice when purchasing catering equipment?

**We understand the problems pub operators face and have the expertise to help**

# How Pelican can help.



  
**Visit our website for more details  
on the services we offer.**

[www.pelicanbuying.co.uk](http://www.pelicanbuying.co.uk)

**Pelican's range of services are designed to save you  
time, money and help you gain more control**

# What our customers say ...

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“ I would pride myself as a good negotiator, but Pelican have done even better.

**Andy Wilkinson, Managing Director**  
Clover Taverns Group

”

“ Pelican has just tendered for food supply and came back with a huge saving for the company. We're a large group, but quite simply, Pelican's buying power is better than ours.

**Iain Dempster, Retail Development Manager**  
Beds & Bars Ltd

“ I love it! Pelican makes my life so much easier!

**Jo Drain, Owner/Director**  
TLC Inns

“ I knew where Pelican could help us, and it's just such a simple process!

**Brian Whiting, Managing Director**  
Whiting & Hammond Pub Co.

**For over two decades Pelican has grown through customer recommendation**

# Sample case studies.



Saved more than  
**£100,000**  
with Pelican

## Large Pub Group Chain, London & South East

A large managed pub group, with over 100 sites across London and South East, needed consolidation of suppliers from five to one.

Pelican managed the tender process to ensure that the client received the best market price for their nominated products. Following the tender process Pelican delivered substantial savings of in excess of £100,000. The total contract value was worth £2m.



Saved more than  
**£65,000**  
with Pelican

## Pub Group & Accommodation Provider, Nationwide

A pub group and accommodation provider, currently with 17 sites across the UK and with food turnover in excess of £500,000, was looking to get better service from their suppliers, consolidate their product range and secure the best market prices.

Pelican has managed a tender process to help them achieve all their objectives. The number of product lines was reduced by 40%, which has helped to drive the price down. In total the client achieved £65,000 savings.

 **Visit our website for more examples**

[www.pelicanbuying.co.uk](http://www.pelicanbuying.co.uk)

**We will work with you to help you  
achieve your business goals**

# About us ...

We understand that the lasting success of any business relies on the delivery of **consistent quality** of products and services. In order for this to happen, a good relationship with suppliers is imperative, as is the efficient **management of people, processes and costs**. Pelican help companies to achieve these goals.

Working alongside you we can manage part or all of your supply chain, delivering **greater productivity, better efficiency** and considerable **cost savings** across your business.

Pelican has been providing **purchasing services** to a wide range of organisations in both the private and public sectors including **education, hospitality** and private **healthcare** industries for **over 21 years**.

We manage purchasing requirements in accordance with professional practices and ensure that all purchasing is completed with due regard to EU purchasing law and the *Chartered Institute of Purchasing & Supply* (CIPS) guidelines.



Pelican are proud to support and promote the children's hospice service, Shooting Star CHASE.



[www.cips.org](http://www.cips.org)

**With 21 years' experience we have the knowledge and expertise to help you**

“

Pelican was built on three fundamental values – to be professional, honest and open in everything we do.

The core of our business success is that we always put our customers' needs first.

Everybody in the Company shares these values and strives to exceed our customers' needs.



March Hancock, Chairman  
Pelican

”

Over £125m  
purchasing power



Independent specialist  
purchasing support for  
pub operators



Purchasing across a  
wide range of food, drink &  
non-food categories



Totally impartial –  
Pelican works for the client,  
never the supplier



Customer-centric  
service



21 years of purchasing  
supply chain expertise

Call us on  
**01252 705222**

Proud to work in partnership with: **ALMR** 



Cover photo kindly supplied by Pelican Customer, Brian Whiting  
[www.whitingandhammond.co.uk](http://www.whitingandhammond.co.uk)

# Purchasing problems?

- ▶ Unable to control rising supplier costs?
- ▶ Looking to improve your profit margins across all product categories?
- ▶ Looking for greater control over your purchasing spend?
- ▶ Looking to formalise your supplier trading agreements?

**Pelican is here to help.**

 Delivering purchasing results.

Call Pelican on **01252 705 222**  
or email us at **[support@pelicanbuying.co.uk](mailto:support@pelicanbuying.co.uk)**  
Connect with us on  **Facebook** and  **Twitter**  
Visit us on the web at **[www.pelicanbuying.co.uk](http://www.pelicanbuying.co.uk)**

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