

Case study:
Independent pub operator

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The Hospital Club



Rob Seals is Operations Manager at The Hospital Club in Covent Garden. Based on the old St. Paul's Hospital site in Endell Street, central London, The Hospital Club is a unique venue and members' club for the creative industry.

As well as providing a striking place to meet, relax, eat and drink, the club also has its own music studios, TV studios and gallery. Although aspects of the facilities are retained by the private members' club, there is also a public restaurant on the site.

The Hospital Club has been using Pelican for their drinks supplies for the past five years, and Rob is very happy with the way the account runs. "From my end the prices are very competitive," he says. "The buyers at Pelican seem very market aware and they're constantly

checking for best value. It's very handy to have them doing that.

"We order from Matthew Clark and I know that Pelican do a regular price audit to make sure we're getting good pricing. I like to be aware of what's happening in the marketplace, but we're a small independent company and our volume is not huge so having Pelican behind us just gives us that little bit of leverage we wouldn't otherwise have. It means I can be sure our suppliers are giving us the best possible deals, and Pelican will always show me comparison prices from different companies if I feel I need to run a benchmark. If I had to do that myself it would be a lot of number crunching, and as a resource we just don't have the people to do that, so it saves us a lot of time.

"We have a good relationship with Matthew Clark and I'm very happy with them. Their rep often pops in to check on us and tell us about new things, and they always deliver on time."

For more information on how Pelican can support your business and reduce supplier costs call Pelican's Customer Service team on 01252 705 222