

## Case Study: Leather Exchange Public House



### Introduction

One member and Fuller's licensee, Alasdair Rawlinson runs The Leather Exchange, a contemporary pub situated in South East London. Tucked away in the old leather market and just behind London Bridge, The Leather Exchange is the perfect retreat for those who enjoy real ale, delicious home cooked meals or great music. Alasdair took over the tenancy in November 2006.

As a new tenant, Alasdair sought the specialist purchasing advice and buying power of our partner company to source appropriate new suppliers for his establishment. Our experienced team negotiate extremely competitive terms with a number of suppliers based on the group buying power provided by its members.

### Savings

We matched Alasdair's requirements with a number of suppliers in its portfolio and recommended companies covering a range of product categories required for The Leather Exchange, including fresh and frozen foods, cleaning materials, communications and energy.

Contact was arranged between Alasdair and the suppliers with preferential negotiated agreements signed by Alasdair with Brakes Frozen, Brakes Grocery, Alliance Disposables, Lloyds TSB Cardnet, Finesse (Gas and Electricity) and Eze-Talk, creating an approximate annual saving of £5874 p.a.

### Service

As a member, Alasdair also receives regular customer service calls from his personal Account Manager, Michael White. This is an ideal opportunity for Alasdair to highlight any supplier queries or problems that have emerged and to obtain advice or quotations for further suppliers.

*"As a new tenant with the time pressures associated with starting up a new business, I did not have the time to source suppliers with the confidence that I was getting the best deal available in the market place. They took this hassle away, negotiating terms on my behalf and acted as an extremely useful and quick one stop shop for a variety of supplies for my business".*

Alasdair Rawlinson, Leather Exchange

## Total Annual Saving: £5874

If you wish to sign up and are lucky enough to have been given a promotional code



To Register

**IMPORTANT!!**

You will then be taken through the checkout process where the price will be £520

Please input your code when prompted to, this will massively discount the final price.

Once we have reached maximum signup in each postcode area, your promotion code will be disabled automatically, and the service will revert back to the full price.... This can be as soon as 24 hours of code issue.

**So move fast!!**