

The Los Angeles Country Club Gains Purchasing Edge Partnering with Avendra Clubs

The Los Angeles Country Club (“LACC”), founded in 1897 and recognized for excellence in service, is nestled in 300 acres bordering Beverly Hills, Bel-Air, Century City, and Los Angeles. LACC has proudly hosted the 46th Walker Cup Match in 2017 and looks forward to hosting the 2023 U.S. Open Championship. Outstanding member experiences are always a top club priority. Partnering with Avendra Clubs and having access to its broad network of national and regional suppliers, provides LACC with a *purchasing edge*.

What Has Been Your Experience with Avendra Clubs’ Services?

“Prior to joining LACC in 2017, I managed a luxury hotel and successfully used Avendra’s hospitality purchasing programs for five years. I introduced Avendra’s private club segment, Avendra Clubs, to LACC and partnered with their purchasing team to implement and connect their programs to our existing suppliers, as well as new ones. This provided immediate savings and a base for further savings optimization.

I primarily use the F&B program through our Master Food Distributor (MFD). I also use Avendra Clubs’ regional suppliers for supplemental options for quality protein and seafood. Additionally, LACC is enrolled in Avendra’s golf pro shop and agronomy programs, and with 12 guest rooms on our property, we also use their rooms program.”

How Do Avendra Clubs’ Capabilities Enhance LACC’s Operations?

“**Our top initiative is to ensure an elevated member experience by providing the best products at the best cost. Partnering with Avendra Clubs for a purchasing edge allows me to do that.** With contracted pricing and its advisory communications, Avendra Clubs also affords me the opportunity to pivot my purchasing as needed. I share these communications with my team – especially if it’s a product shortage – as it often explains why we might be struggling to make certain purchases.

Meeting regularly with my Avendra Clubs Procurement Specialist to discuss how LACC might expand our purchases is extremely helpful. We review newly introduced suppliers that might be a good fit, and ideas for our Chef’s consideration to expand our food offerings or make purchases through a local purveyor. Additionally, reviewing how to optimize supplier deliveries or increase spend in an area, like paper goods, from multiple suppliers to one helps me to achieve better bracket pricing.



Michael Padilla
Director of Purchasing



www.thelacc.org



During the COVID-19 pandemic, LACC switched to water bottles for several of our outlets. We were buying branded water through a private manufacturer for a certain price/case. ***With Avendra, I discovered our MFD could provide the same product. In fact, I received commitment for a lower drop, agreement to hold inventory, and distribution savings of \$2.00/case. This truly was a benefit to us.***

It is also nice to know I have personal support just a phone call away if there are any supplier challenges, as well as access to other value-added service offerings. For example, their FF&E program is great if we need to bid for a capital expense project like equipment or furnishings. ***As the host club for the U.S. Open Championship in June 2023, our purchasing volume will increase, and I know we can count on Avendra Clubs to support us in procuring whatever may be needed.***

How Has Avendra Clubs Given You A Purchasing Edge?

“Avendra allows me to be a better negotiator, which also helps me manage costs. The program offers flexibility to use non-program suppliers for specific needs or to accommodate an existing relationship. I use weekly bid sheets to check prices for suppliers and I can see Avendra’s discount impact and specifically how LACC is saving.

The deviated pricing is amazing — there is price holding which allows us to save where other clubs may be struggling with the supply chain. Additionally, Avendra’s email alerts on recalled supplier products or those in short supply are critical to helping me manage the club.

The myAvendra customer portal is a great tool that lets me quickly research suppliers providing details and contact information. ***I can also see data on my current purchasing, and it surfaces alternative savings recommendations.***

Bottom Line

“***There is no downside to joining Avendra Clubs — especially when all of this is provided at no cost. It is amazing not to have to purchase blindly, and to know that contracts are negotiated on your behalf.*** I often share with my club peers how well it works for us and recommend Avendra Clubs to them as it gives you time back to focus on other areas. I cannot imagine another job where I would not implement Avendra’s programs.”



Find out how Avendra Clubs’ **no-cost** programs can help your club today!

As North America’s leading hospitality and private clubs procurement services provider, our supply chain management solutions are tailored to our clients’ business strategies and deliver benefits beyond great savings. We combine years of hospitality expertise, purchasing power, services and software to help customers impact the bottom line, improve operational performance and better serve guests. If you are seeking a procurement partner that is an extended part of your procurement team, look no further than Avendra Clubs.