

## The Union League of Philadelphia Relies on Avendra Clubs' Enhanced Services Model to Optimize Savings Without Sacrificing Member Quality

The Union League of Philadelphia is ranked the No. 1 City Club in the country. Founded in 1862 as a patriotic society to support the union and the policies of President Abraham Lincoln, The Union League of Philadelphia laid the philosophical foundation of other Union Leagues across a nation torn by civil war. Today, the League relies on Avendra Clubs to optimize savings for all six of their locations offering the same or better quality products and services for members.

### How Are You Using Avendra Clubs' Services?

“ Avendra programs are being weaved into The Union League culture across all our locations, and the model has proved to be excellent, especially the agronomy and golf programs.

Ninety-five percent of private clubs have a golf component and by offering comprehensive agronomy procurement solutions, **Avendra Clubs connects us to unique products and services** tailored to each club's needs. They negotiate the best values with quality suppliers for agronomy chemicals, fertilizer, seed, irrigation systems and golf course maintenance equipment like Toro and other great suppliers. As an example, **we realized \$20,000 in savings** on Toro equipment spend that we were able to put directly back into member programs. Also, just as important, every supplier is inspected for quality assurance standards, and they use price auditing to make sure we are being billed correctly for the supplies we order.

The club industry needs Avendra Clubs' services because most private clubs don't have a large corporate staff that have the time to identify product specifications and set standards. They serve as our procurement back office filling a void that I believe is lacking at clubs across the nation. Avendra Clubs is a one-stop-shop for all your club procurement needs, including F&B support products such as large kitchen equipment, dining furnishings and rooms décor. **All of our locations are seeing the value in the partnership,** and I believe more clubs across the country will soon follow suit.”

### What Avendra Clubs' Capabilities Stand Out?

“ Avendra Clubs has taken good care of us for so long. Our team is continuing to receive ongoing education and our Procurement Specialist is actively helping us achieve sustainable savings by comparing pricing from existing vendors and products against Avendra Clubs' suppliers, as well as offering supply chain best practices and sharing trends.

Avendra Clubs' relationship with food purveyors **not only secures the best pricing, but it also guarantees that we are receiving the highest quality** in Philadelphia. This is critical because we feature the finest dining at all our locations. Through their model we are positively impacting the bottom line, improving operational performance and better serving our members.”



**Jeffrey McFadden**  
Chief Executive Officer



**The Union League of Philadelphia**  
[www.unionleague.org](http://www.unionleague.org)



## How Is Avendra Clubs Helping Your Business?

“ The Union League of Philadelphia has been a satisfied customer of Avendra since 2005. When the company launched the Avendra Clubs’ enhanced services model in spring 2019, we saw it as an opportunity to optimize incremental spending and savings across all our locations.

Their expert procurement services and dedicated Procurement Specialists ensures that we are buying the best products at the lowest available pricing, especially in the areas of food and beverage, hotel rooms, engineering, FF&E replenishment, agronomy and the pro shops.

By continuously practicing purchasing best practices, Avendra Clubs helps us **exceed our members’ expectations** and enhance their overall experience.

When we looked at other procurement programs in the market, Avendra Clubs was **simply the best in terms of quality, service and reputation**. As our clubs continue onboarding new programs and suppliers, they are realizing significant savings in cost areas like operating supplies and regional services programs.

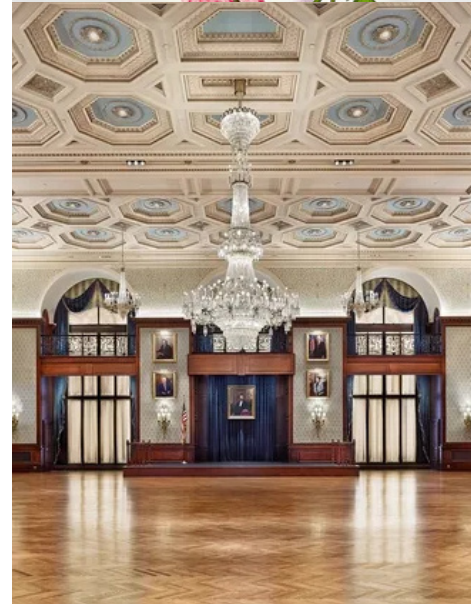
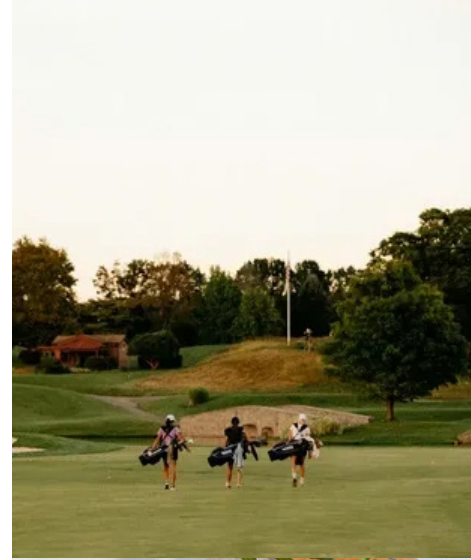
With Avendra Clubs as our procurement partner, we can focus on growth and member programs while they concentrate on finding us the best suppliers and product pricing. Their continued outreach and support are terrific.”

## In Conclusion...

“ As more Avendra Clubs’ programs and suppliers are adopted and utilized by each of our locations, we continue to track and measure our success with the significant savings growth we’ve achieved.

If you are not strategically partnered with the right procurement services company, you will likely be left behind. Independent private clubs especially need to plug into the right supply chain management engine and solutions.

**Avendra Clubs hands down is the market leader in private club procurement. It’s simply the best all-inclusive procurement solution out there.”**



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.

To learn more call **866-AVENDRA** or visit [www.avendraclubs.com](http://www.avendraclubs.com)