

PSL'S PRO-ACTIVE AND INNOVATIVE SERVICE TIGHTENS FOOD COSTS FOR RADLEY COLLEGE



Background

Prestigious independent boy's boarding school, Radley College, has been providing outstanding education and boarding facilities in Oxfordshire since the 19th century.

For parents, knowing the boys are being provided with quality, nutritional food throughout the day is an important accompaniment to the education they receive there.

Serving no fewer than 750 breakfasts, 1,250 lunches and 800 dinners a day, Radley College runs an efficient catering department. Back in 1998 they took the decision to work with an external company to assist them to purchase produce more effectively. The company they chose was PSL.

After working with PSL for over 4 years they decided to try a different company. However, in 2007 Radley College returned to work with PSL, recognising that the service they gained through them was more beneficial to their needs.

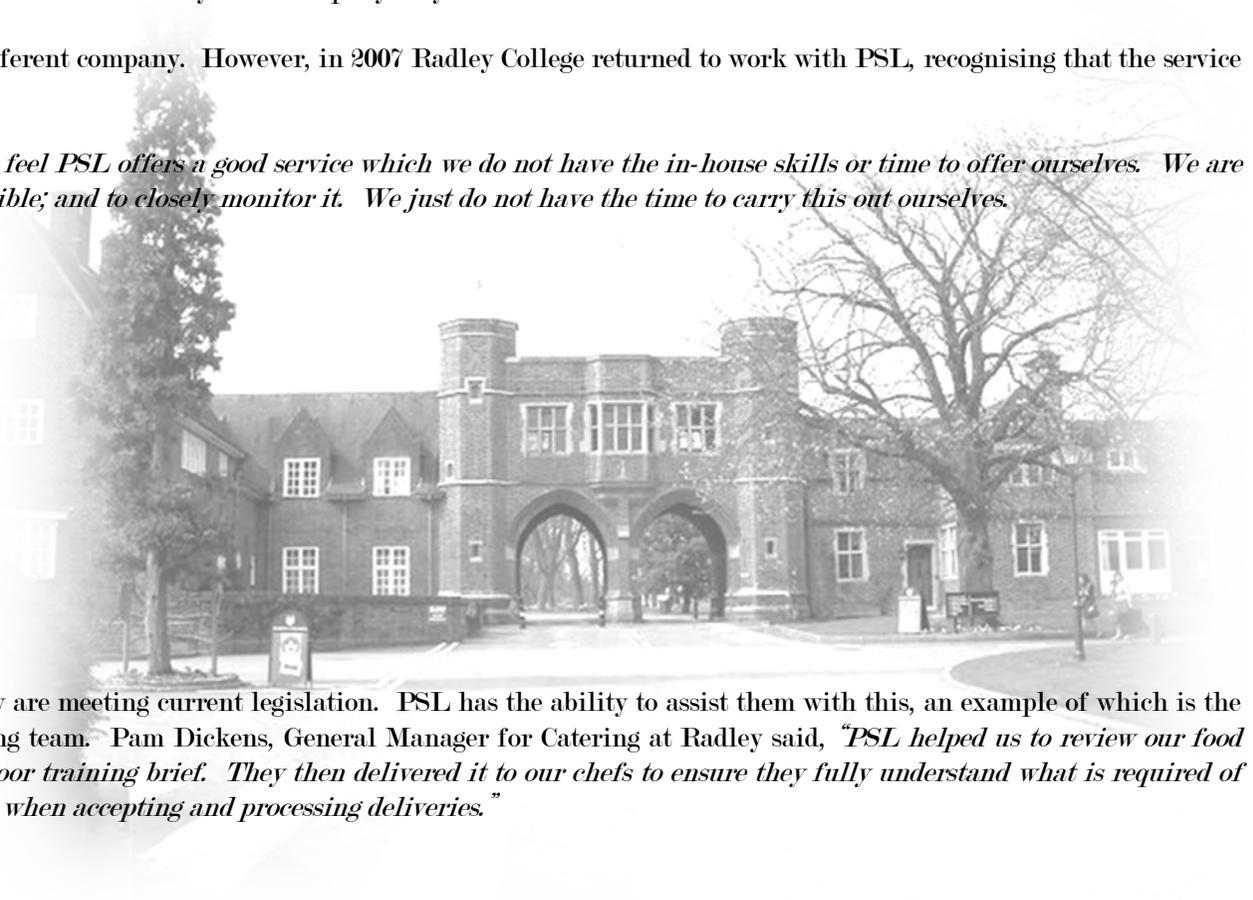
David Bridgford, Accountant for Radley College explained, *"We feel PSL offers a good service which we do not have the in-house skills or time to offer ourselves. We are interested in keeping our costs as low and quality as high as possible; and to closely monitor it. We just do not have the time to carry this out ourselves."*

"We returned to work with PSL because their prices were lower and we feel they provide a better, more pro-active service to us."

"PSL spend more time coming in and looking at procedures, checking prices for us etc. Overall, we feel comfortable working with PSL and have a good rapport with them. They work in a very professional manner which works well with our catering staff."

Meeting legislative requirements

Educating catering staff is also critical for Radley to ensure they are meeting current legislation. PSL has the ability to assist them with this, an example of which is the recent tailored training PSL created and delivered to the catering team. Pam Dickens, General Manager for Catering at Radley said, *"PSL helped us to review our food safety legislative practices by working with us to tailor a back door training brief. They then delivered it to our chefs to ensure they fully understand what is required of them from a legal viewpoint and that they practice due diligence when accepting and processing deliveries."*



Innovative menus

In the current climate of unprecedented rising food prices, innovation in setting menus can greatly assist in keeping costs down. Pam Dickens explained, *"PSL are very pro-active in advising us about special offers from suppliers and how we could best incorporate ones that are suitable for Radley. For example they may suggest using different cuts of meat or other produce to meet our students' needs."*

Raising focus on cost

PSL have raised the focus on cost at Radley through a combination of practices, including producing priced order sheets; gaining special prices from suppliers for their key products and conducting regular review meetings with suppliers. This has been achieved whilst improving the quality of goods purchased at no extra cost.

Pam Dickens said, *"Our PSL Account Manager has saved me a lot of time by working on our order sheets, linking them to PSL's price matrix and updating them monthly. By incorporating prices on them our chefs can easily see at a glance what they should buy and from whom. We currently just use these for buying meat but are now looking at expanding this across other produce. PSL have also assisted us by holding meetings with suppliers to ensure we are achieving best possible prices; achieving greater price reductions than we ever could on our own."*

Further price reductions

Ensuring best possible purchasing is critical in any catering establishment and Radley College feel they are fully prepared to meet their goals through the assistance of PSL. David Bridgford summarised, *"We consider ourselves fortunate in our association with PSL. We have an excellent working relationship with PSL and the service they provide helps us tremendously. They are very pro-active in assisting us to implement new innovations. In the future we are looking for further reductions in food prices. We are confident that we are gaining the best possible prices despite external factors causing price rises."*

Ivan Shenkman, Managing Director of PSL said, *"We work with a variety of different educational establishments and were delighted to have the opportunity of working with Radley College again. Their enthusiasm to implement the changes we recommend has ensured they maximise their success. We are currently working with them in introducing the next phase of improvements which we know will assist them further in their desire to maintain high quality whilst controlling and improving food costs."*