

## Chapel House Hotel and Restaurant

The Chapel House Hotel and Restaurant is based in Atherstone, Warwickshire and is managed by Mr Richard Napper.



Case Study



### Problem:

Mr Napper became the owner of Chapel House Hotel in January 2004 and as part of his acquisition, wanted to assess the prices and the suppliers of numerous products. Given that Mr Napper had experienced a very successful membership with IPA during his past ownership of the Dragon House Hotel since March 2001, he decided to open up the same accounts for his new hotel.

### ipa's Solution

IPA opened up his accounts with: 3663, Brake Frozen, Aslotel and BOC and also conducted a price comparison on Mr Napper's M&J Seafood and Stalbridge Linen accounts quickly identifying significant savings for him. Through negotiating competitive pricing terms IPA secured an annual saving for Mr Napper of £800.

### Testimonial

*'I find IPA offers very competitive pricing terms that are hard to beat. I did consider trading independently but I was unable to match the prices that IPA has to offer. This is why I wouldn't consider using anyone else and the savings I have made thus far are fantastic particularly when commencing trading at a new establishment.'*

**Saving  
£800 per year**