



Hastings Golf Club

# CASE STUDY:

**Administration Costs**  
Innovative ways of saving money  
within the golf club.

## HASTINGS: ADMINISTRATION COSTS

With costs continuing to rise and membership holding steady, the Hastings Golf Club was looking at ways to save money in operating expenses. The idea to become affiliated with n3 was presented to Michelle Campbell the Hastings GC General Manager by NZ Golf Community Golf Manager Kenny Halliday.

"We were open to any ideas," said Campbell. "Kenny presented the benefits of the n3 scheme. The process seemed very straightforward and effective."

The Hastings GC is known in the golf community for its great food offering at the cafe and it wanted to maintain that standard

at a lower cost.

"We are very proud of the food we deliver and the reputation we have around our cafe. We didn't want to compromise that quality."

Campbell said it was great to have the endorsement from New Zealand Golf about the project.

"It was nice to know that the governing body had done the groundwork and endorsed the programme as a great way for the club to save money. They gave us the assurances that n3 would have the products to complete our F & B needs."

# CHALLENGES



## QUALITY

Maintaining a high standard is essential, the Hastings GC did not want to compromise on quality of products or service.

## PROCESS

The Hastings GC needed to find ways to reduce administration, yet still benefit from cost savings. "We are a busy club and efficient time management is very important."



## FINANCIAL

Meeting annual budget - The Hastings GC is one of the few clubs in NZ who run their own cafe and it needs to be financially sustainable.



## SOLUTION

With the assistance and guidance from NZ Golf, the Hastings GC was able to implement an effective partnership with n3 - with minimal effort from its team.

## PARTNERS

Through the NZ Golf initiative created in November 2012 partnering with n3 (formerly GSB) the club joined the scheme to take advantage of the group buying power.

"We found we were already using a lot of n3 suppliers, so linking to the n3 price file was very easy and seamless."

## RESULTS

\$6k  
SAVINGS

For the 12 month period ending July 2014 the club's annual savings were over \$6,000.

### BACKGROUND ON n3



n3 is a group buying business. When golf clubs join n3, they join over 12,000 other NZ businesses which earns the club a lot of negotiating ability. n3 calls this Business Buying Power. They aim to make saving money simple for businesses. With n3 the golf club gets exclusive discounts and impressive terms with leading suppliers - without the time and hassle of sorting it out for themselves. From milk delivery to fuel supply; everything your golf club (business) buys at a lower cost.

n3 works on the principle that the bigger you are the better deals you can make. With over 12,000 businesses affiliated to n3, it gives them the size and power to deliver better deals.

↑  
SUPPLIERS

Hastings GC actively used as many n3 suppliers as it could with the two highest savings made with Goodman Fielder and Packaging House. There was an increase in range and when the suppliers didn't have a product, they would find a suitable replacement.

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QUALITY

Hastings GC are proud of the fact they manage their Food & Beverage offering and the buying power made this a more efficient process with greater quality.

### KEY LEARNING / LESSONS:

The Hastings GC is always evaluating how it can make cost savings and how to streamline its operations most effectively.

"We are not afraid to ask for quotes or change suppliers if necessary. We must remain competitive and not complacent with our expenses." The Hastings GC changed a few suppliers to get in line with the scheme, namely Goodman Fielder, Packaging House and more recently Davis Foods.

"We've had great service from all Account Managers in particular Packaging House who went above and beyond finding suitable cleaning products to meet our needs."

With the success of the relationship with n3, the Hastings GC is looking at other buying-power options to reduce costs.

### CONCLUSION/SUMMARY:

The savings that the Hastings GC have made through n3 have come without having to do anything, as the club was using many of the suppliers already.

"I got involved and joined the club with n3 after we heard about the initiative through our association with New Zealand Golf late 2012. Savings have been made in all operating areas; course, hospitality, clubhouse and administration. It is very easy to do and requires minimal administration and will ultimately save money for the club. It is something that I would highly recommend."

For more information visit: [hastingsgolfclub.co.nz](http://hastingsgolfclub.co.nz)





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