

Capture Every Drop of Profit

“My weekly pour costs have been reduced by 10 points. This adds thousands of dollars to my bottom line on a weekly basis. The service pays for itself tenfold.”

*-Chuck Fata, Owner, Charlie's Trio,
Los Angeles, CA (Bevinco & SYSCO customer)*

Bars give up about 20% of annual sales to overpouring, illicit freebies and theft. At Bevinco, our job is to eliminate that loss and put it back in your bottom line. We guarantee to increase profits by 10% of alcohol sales and reduce shrinkage to 5% or less.

- ▼ Our weekly service compares product usage to sales for every ounce of liquor, beer and wine dispensed.
- ▼ Our reports detail product usage by brand, help in the detection of theft and provide insightful consultation to ensure prevention.
- ▼ Our service goes far beyond revenue enhancement and inventory control. We can help you with recipe standardization, station setup, employee retention, training and more.

Good things
come from
Sysco[™]
iCare

B E ▼ I N C O

www.bevinco.com



Drop Your Pour Cost 3 Points... Guaranteed!

Bevinco has developed a unique, computerized process that compares the units of products dispensed against the units of product recorded as sold. Any variance found is immediately reported. Using Bevinco's service you will discover lost profits that have gone unnoticed for years - even if you think your costs are in-line. We have been able to help our clients increase their profits by an average exceeding 10% of their gross sales while reducing their pour cost by 3 points.

What Our Clients Learn from Our Reports

Before

BEVINCO Variance Report - Thursday, April 23 to Wednesday, April 29

Category	Used	Sold	Over/Short	% Over/Short	\$ Over/Short	Used (cost)	Sold (retail)	Pour Cost	Ideal	Bevinco Rating	Rev Potential
Unknown Liquor	28.84	3.00	+3.00	-12.7%	+1.81	15.80	11.14	18.1%	16.3%	86.3%	
Cdn Rye Whiskey	1.43	25.00	-3.64	-100.0%	-2.17	0.85	384.55	26.7%	21.1%	70.6%	
Irish Whiskey	129.25	102.50	-26.75	-20.7%	-21.88	102.78	309.98	22.4%	43.4%	64.1%	
Scotch Whiskey	143.28	106.25	-37.03	-25.8%	-28.17	89.44	570.85	20.5%	11.0%	75.9%	
Bourbon Whiskey	255.48	176.95	-78.53	-30.7%	-23.02	95.54	658.71	14.5%	15.8%	40.0%	
Gin	262.52	197.74	-64.78	-24.7%	-138.31	58.00	77.84	22.0%	74.5%	29.8%	
Rum	964.34	724.34	-240.00	-24.9%	-34.79	169.50	789.99	21.5%	15.6%	89.3%	
Vodka	57.41	24.09	-33.32	-58.0%	-46.01	63.19	60.16	2.9%	25.7%	123.0%	
Liqueurs-Orange	47.52	4.50	-43.02	-90.5%	-6.76	0.88	49.65	20.9%	49.1%	127.3%	
Tequila	268.28	46.40	-1.12	-2.8%	-2.39	10.37	55.22	38.5%	16.4%	76.3%	
Brandy	57.41	212.45	+155.04	270.0%	18.43	219.06	461.82	21.5%	16.3%	73.1%	1912.99
Vermouth	24.18	30.00	+5.82	24.1%	2.33	1.24	579.04	18.4%	13.8%	92.1%	165.41
Apertif	28.99	29.50	+0.51	1.8%	0.26	0.48	2503.48	18.4%	13.8%	98.2%	155.50
Port/Sherry	212.42	159.71	-52.62	-24.8%	-29.54	124.48	579.04	21.5%	16.4%	76.3%	
Liqueurs	212.42	159.71	-52.62	-24.8%	-29.54	124.48	579.04	21.5%	16.4%	76.3%	
Total Liquor	2428.38	1742.53	-685.85	-28.2%	-115.15	1065.36	7651.45	25.3%	22.3%	98.2%	\$3096.50
Wine	3014.58	2871.78	-142.80	-4.7%	-18.43	219.06	461.82	21.5%	16.3%	73.1%	1912.99
Champagne	202.88	265.58	+63.00	31.1%	28.71	1605.36	7651.45	25.3%	22.3%	92.1%	165.41
Beer	1707	1673	-34	-2.0%	-115.15	461.25	2503.48	18.4%	13.8%	98.2%	155.50
Kegs	12478	9280	-3198	-25.6%	-599.59	5056.72	19959.55	25.3%	22.3%	98.2%	155.50

Handwritten notes: "240 units - Missing!", "24.1% Shrinkage!", "Missing!"

After

BEVINCO Variance Report - Thursday, May 7 to Wednesday, May 13

Category	Used	Sold	Over/Short	% Over/Short	\$ Over/Short	Used (cost)	Sold (retail)	Pour Cost	Ideal	Bevinco Rating	Rev Potential
Unknown Liquor	6.00	6.00	0.00	0.0%	0.51	2.27	58.00	18.5%	15.7%	89.2%	
Cdn Rye Whiskey	18.07	15.25	-1.82	-10.1%	-1.16	10.72	5.34	23.4%	13.6%	96.9%	
Irish Whiskey	117.50	113.76	-3.75	-3.2%	-2.73	102.99	440.87	14.7%	12.3%	83.9%	
Scotch Whiskey	57.57	56.25	-1.32	-2.3%	-4.47	27.69	188.86	18.2%	17.4%	95.5%	
Bourbon Whiskey	154.93	147.19	-7.74	-5.0%	-3.56	78.92	432.50	11.3%	10.7%	94.7%	
Gin	152.99	145.58	-7.41	-4.8%	-2.94	55.42	2466.09	17.2%	17.3%	100.6%	
Rum	790.70	787.58	-3.12	-0.4%	2.48	430.35	237.76	26.2%	24.5%	96.7%	
Vodka	67.06	60.53	-6.53	-9.7%	-4.17	113.55	614.79	18.5%	17.9%	108.9%	
Liqueurs-Orange	169.04	164.32	-4.72	-2.8%	-3.76	1.00	62.34	33.2%	25.2%	129.7%	
Tequila	10.04	10.80	0.76	7.6%	0.15	0.47	2.44	19.4%	19.4%	100.0%	
Brandy	2.49	4.25	1.76	70.6%	0.77	13.60	48.03	28.3%	29.9%	105.7%	
Vermouth	25.55	27.00	1.45	5.7%	0.58	26.53	40.60	65.3%	102.3%	102.3%	
Apertif	23.60	24.00	0.40	1.7%	0.26	0.48	2503.48	18.4%	13.8%	98.2%	155.50
Port/Sherry	168.72	168.57	-0.15	-0.1%	-0.15	1065.36	7651.45	25.3%	22.3%	92.1%	165.41
Liqueurs	168.72	168.57	-0.15	-0.1%	-0.15	1065.36	7651.45	25.3%	22.3%	92.1%	165.41
Total Liquor	1758.35	1734.32	-24.03	-1.4%	-2.73	1066.35	5167.52	38.1%	38.1%	100.1%	0.71
Wine	4831.62	4843.59	11.97	0.2%	2.80	1966.35	5167.52	38.1%	38.1%	100.1%	0.71
Champagne	306.79	306.19	-0.60	-0.2%	-0.15	132.97	361.88	26.7%	21.5%	99.9%	63.41
Beer	1860	1847	-13	-0.7%	-14.71	1948.11	9010.44	14.9%	14.6%	98.4%	35.61
Kegs	8177	8048	-129	-1.6%	-5.76	331.61	19959.55	25.3%	23.90%	99.50%	179.00

Handwritten notes: "Just 3 units missing!", "Just 1.4% Shrinkage!", "Less shrinkage means MORE PROFIT!!"



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For more information call: 888.BEVINCO (238-4626) or visit us online at www.bevinco.com