



# Business Segment Cafes & Restaurants

## BASIC INFORMATION

- Physical Premises
- Street Presence
- Dining area and/or servery
- Staff – Back of house & front of house

Cafes and restaurants are a great business. However, as with all businesses there are some areas which require attention to ensure that the business is profitable.

Guide 3 of 4	Cost of Goods Sold
Challenges	Opportunities
Reducing Cost of Purchases	<ul style="list-style-type: none"> <li>• Negotiate supplier discounts</li> <li>• Accurate menu costing</li> <li>• Have specific day/s for ordering (e.g. Monday and Thursday)</li> <li>• Monitor food wastage to assess dollar value</li> <li>• Reduce waste through portion sizes, purchasing &amp; menu items</li> <li>• Ensure effective procedure for receiving order – ensure order quantity equals delivered quantity equals invoice</li> </ul>
Reducing Inventory Holding Levels	<ul style="list-style-type: none"> <li>• Setting stock minimum &amp; maximum holding levels per product</li> <li>• Setting reorder points</li> <li>• Conduct regular stocktakes</li> </ul>

## ACTION RECOMMENDED

Contact us for a complimentary business review looking at each of the four pillars of business – Planning, Productivity, Promotion & Performance – and how they relate to you.

Getting these four pillars right will create the foundations for any business, providing support in moving forward.

Launch Commercial Solutions regularly run workshops, courses and networking events to support business owners. Please go to our website or contact us to find out more about how we can support you and your business.



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