

WELCOME



Tips for Running a Profitable Bar

MONDAY 9 MAY 2022
11am – 11.30am

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Membership Manager

CLUBSSA.COM.AU
SMARTER CLUBS | SAFER CLUBS



CONTENT

- Back of house
- Front of house
- Summary
- Useful contacts
- Questions



BACK OF HOUSE



- YOUR STOCK
- STOCK TAKING

- STOCK ROTATION
- PRICING

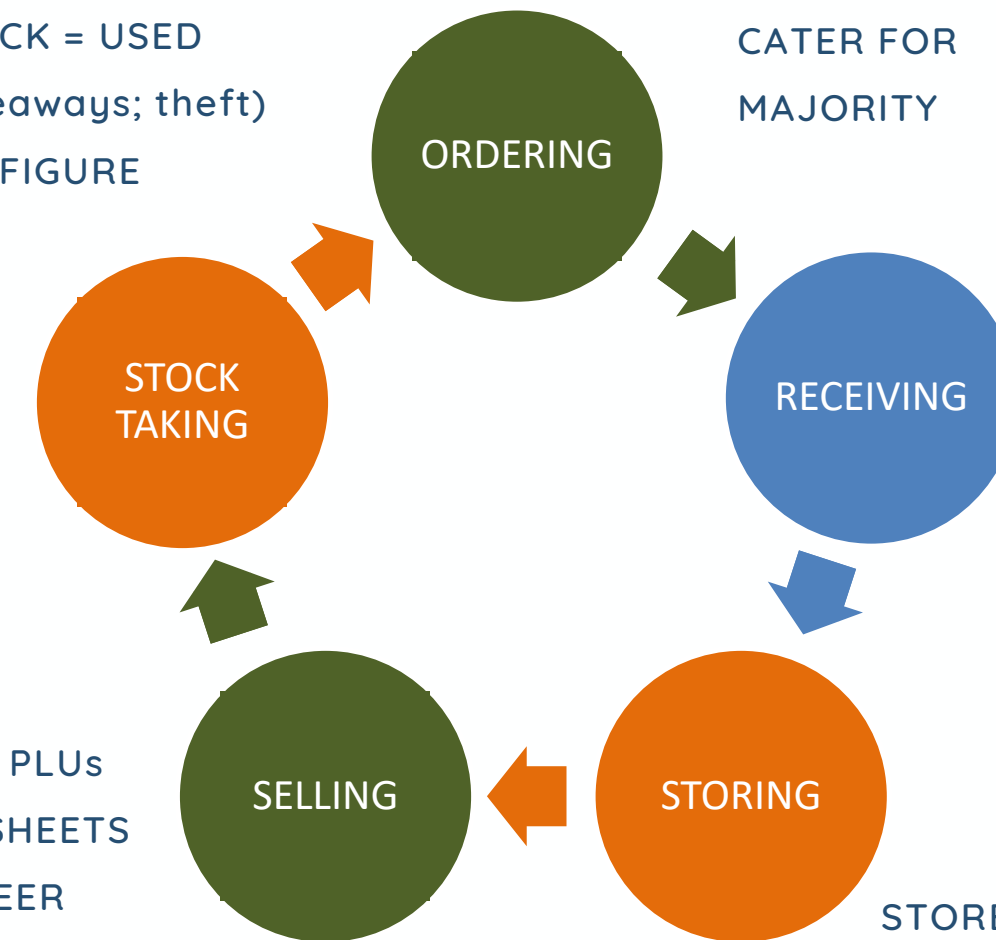


BEST PRACTICE

PUT SYSTEMS IN PLACE FOR ALL PARTS OF THE BUSINESS

ALLOCATE RESPONSIBILITY
 OPENING STOCK + GOODS RECEIVED
 less CLOSING STOCK = USED
 (sales; waste; giveaways; theft)
 MATCH TO SALES FIGURE

REVIEW SUPPLIERS &
 PRICING REGULARLY
 ONLY HOLD 10 DAYS
 WORTH
 CATER FOR
 MAJORITY



CHECK DELIVERIES:
 QUANTITY
 CORRECT
 PRODUCTS
 MATCHES DELIVERY
 NOTE

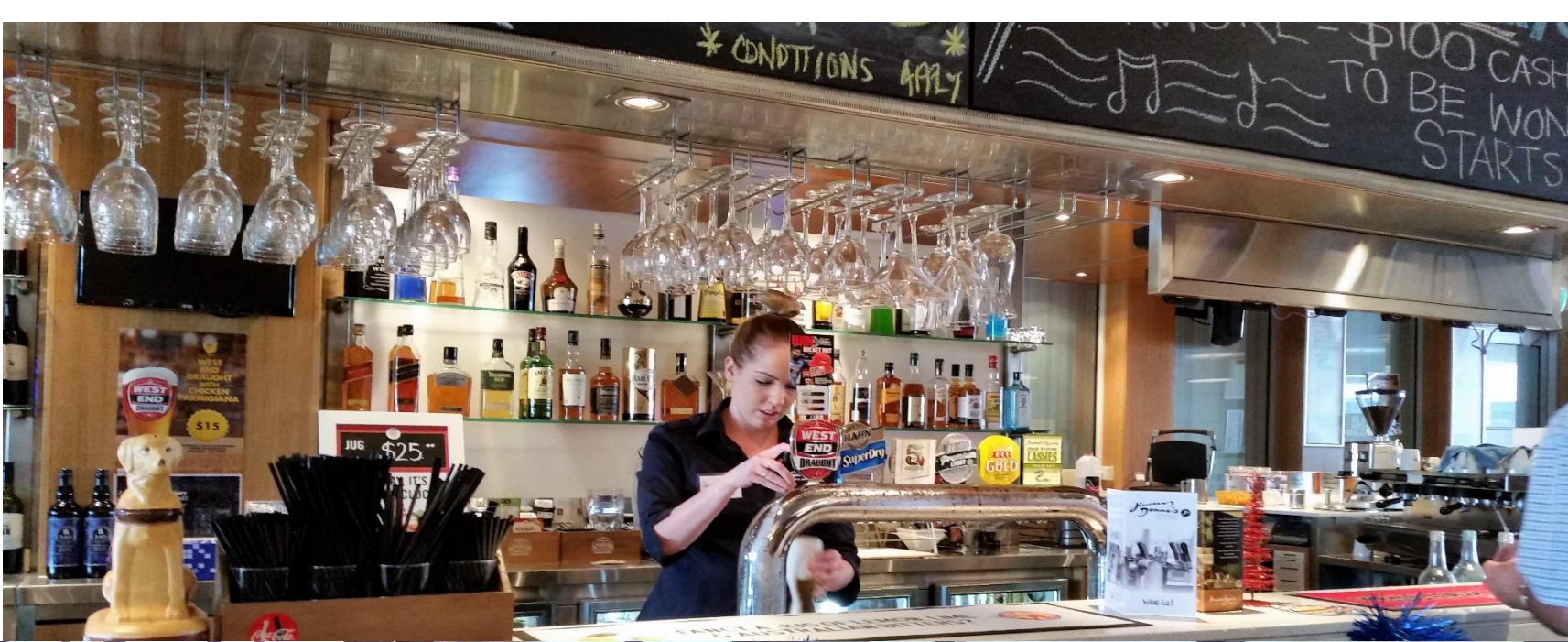
REVIEW PRICING
 POINT OF SALE & PLUS
 / EXCEL SPREADSHEETS
 STAFF / VOLUNTEER
 TRAINING
 RECORD SHRINKAGE
 TRANSFERS
 EQUIPMENT IN GOOD
 WORKING ORDER
 CAMERAS

STOREROOM:
 SECURE
 CORRECT TEMPERATURE
 EASE OF ACCESS &
 CLOSE TO WHERE TO BE
 SOLD



FRONT OF HOUSE

- THE BAR
- CUSTOMER SERVICE
- MARKETING
- EVENTS



THE BAR

Appearance

Functional

Product selection

Appealing menu

CUSTOMER SERVICE

Training

Upselling

Matching

MARKETING

Free images

Near and far

Promotional flyers, posters

Social media



EVENTS

Be creative and have fun!

Use your strengths

Know your customer

Attract new ones

Member benefits

Seasons

Calendar

Lotteries Act 2019

Your menu

Know your licence



CORPORATE PARTNERS

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services

H&L

Point of sale, inventory control systems, stock management
0418 172 169

CHTS

RSA training, Barista course, Food Safety & Gaming Training
8290 2200

equipment

ANDALE

Beer dispensing equipment
8234 0388

HCH

Glass and Barware, Fridges, Takeaway
8349 2699

STODDART

Bar fridges, Glass washers & Commercial Cooking equipment
0427 106 103

product

AUSTRALIAN LIQUOR MARKETERS (ALM)

8405 7738

COCA-COLA EUROPACIFIC

132 652

COOPERS

8440 1800

CUB

8416 7807

LION

8354 8888

VINTAGE HOUSE WINE & SPIRITS

8397 7170

TIPS & INFORMATION

SELLING PRICE = COST + PROFIT MARGIN

this means for a profit margin of 75%

Selling price = cost + profit

100% = 25% + 75%

Eg. West End draught:

Cost per can \$55 for 30 cans = \$1.83

Selling price: $(\$1.83 \div 25) \times 100 = \7.32

AIM to get amount of product **SOLD** over a given period of time and the amount of product **USED** over that same period to be the **SAME**

Liquor Licensing Act 1997

109A—Records of liquor transactions

(1) A licensee must keep records of all transactions involving the sale or purchase of liquor

Free images:

[PIXABAY](#)

[UNSPLASH](#)



**THANK
YOU**

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