


Saving \$30,000 Worth of Clams with a \$5 Cup



PLAN vs. ACTUAL

CLAMS = 10x 5x

We have a problem...

There is a big variance between the cost of purchasing raw clams and the revenue they should generate as fried clams. We're missing up to \$30k a year!

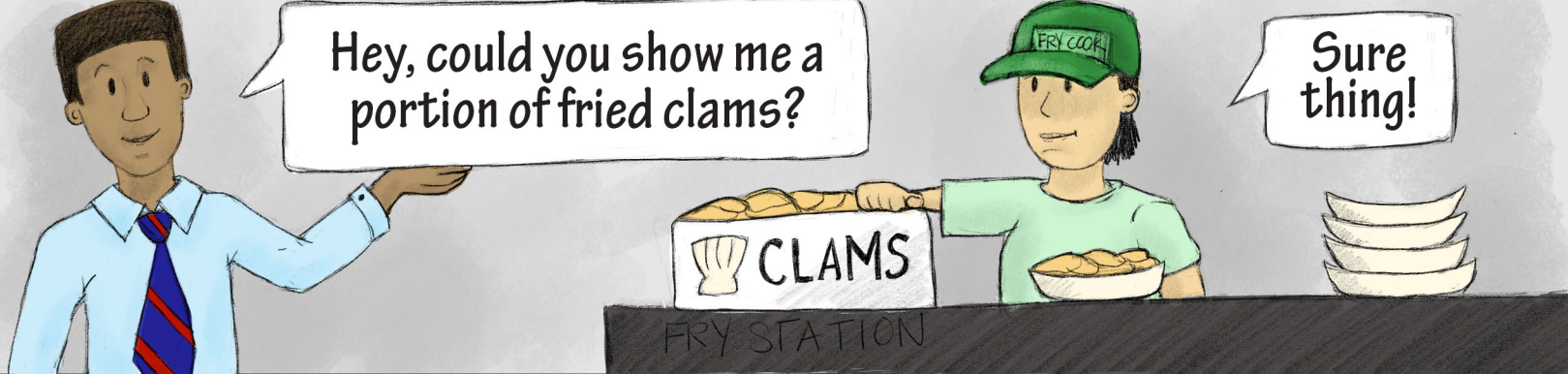
\$82 day \$576 week \$30k year



Why is there such a big variance?

KITCHEN

Let's go learn more, starting where the dish is prepared.

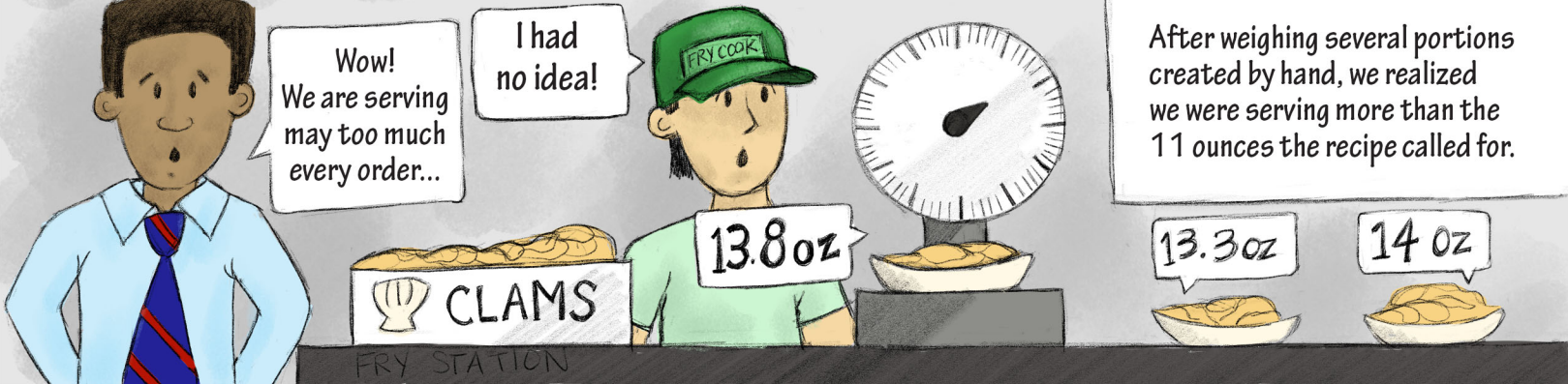


Hey, could you show me a portion of fried clams?

Sure thing!

CLAMS

FRY STATION



Wow! We are serving may too much every order...

I had no idea!

13.8oz

After weighing several portions created by hand, we realized we were serving more than the 11 ounces the recipe called for.

13.3oz 14oz

CLAMS


FRY STATION



Why is the cook serving so much?


Should I call the management team to discuss?

Should I yell at the cook for this error?



How do we solve this problem? How about using a scale?

But weighing each portion slows down service...



I have an idea!

Great! Let's go with it.

11oz 11oz

A simple \$5 measuring cup was the quick and simple solution that solved a \$30k problem.

CLAMS

FRY STATION