

Anticipated Savings with Liquor System

Shown below is the difference in profit with or without a liquor system. If your bartenders are currently pouring at 1.5 ounces per drink, you are getting 38.8 drinks from a ½ gallon bottle.

By controlling your pours by as little as the width of the line on a shot glass, instead of getting 38.8 pours out of a half gallon, you get 42.42 pours (about 9% more). At an average cost of \$30.00 per half gallon if you use, say, 300 bottles in a month (at a total cost of \$9,000) you will make an additional 1,086 drinks from those 300 bottles. Put another way, you would save 65.16 bottles of liquor for the same amount of sales.

As you read the chart below, find your usual monthly sales and you can locate your anticipated savings by using a liquor gun. Under this scenario, each customer will get 41.42 ml or just less than 1.5 ounces (a very generous pour).

If your Your monthly sales are	your liquor cost if Free Pouring <u>27%</u>	your liquor cost With Liquor system <u>18%</u>	Here are your savings	cost of leasing liquor system
\$20,000/mo	\$5,400/mo	\$3,600/mo	\$1,881/mo	\$119/mo
\$25,000/mo	\$6,750/mo	\$4,500/mo	\$2,381/mo	\$119/mo
\$35,000/mo	\$9,450/mo	\$6,300/mo	\$3,381/mo	\$119/mo
\$50,000/mo	\$13,500/mo	\$9,000/mo	\$4,851/mo	\$149/mo
\$60,000/mo	\$16,200/mo	\$10,800/mo	\$6,000/mo	\$149/mo

Keep in mind that this estimate is actually conservative. The actual pour cost from a liquor system is less because **if you get 42.42 pours from a half gallon, your cost is only 71 cents for a \$5.00 drink or 14%.**