

## SUCCESS STORY

# Haberkorn, Co.

### Company overview

Haberkorn co. currently operates five Popeyes restaurants in the Chicago, Illinois area with plans to grow in the future.

*Vivonet has been the biggest positive change for us in the last ten years. Vivonet allows us to see things we didn't have visibility to before.*

JOE HABERKORN, JR.  
OWNER, HABERKORN

### Measurable results

# 4.0%

REDUCED FOOD COST  
RESULTING IN

# \$330,000

SAVINGS ANNUALLY

For more information on how Vivonet can help you, contact us at [sales@vivonet.com](mailto:sales@vivonet.com)

### How we helped

Since implementing Vivonet as their back office solution, Haberkorn reduced their food cost by 4%, with an annualized savings of \$330,000 for the entire market.

### How they used Vivonet

Vivonet recently spent a few days with Haberkorn in Chicago to learn how they're using the Vivonet tools and reports to **drive** their profitability, and apply **food management** best practices. Most important, we wanted to share these best practices with you.

### Best practices

#### It starts from the top

Owner / Operator / Manager leadership and involvement in Vivonet implementation and execution is critical to success! Remember effective coaching is needed for change

#### Communication is key

Daily and weekly communication amongst the management team and crew is critical for the success of food management – know what you're working on and why

#### Conduct weekly meetings

Meet with the owner (or above-store leader) to review Vivonet reporting on sales, transactions, SOS, and food & labor performance for the previous week.

#### Weekly, review the Vivonet detailed theoretical vs. actual top 10 waste by ingredient

Discuss potential problems and brainstorm solutions

Identify out-of-line ingredients

Set goals for the upcoming week

In-store: observe procedures and product handling

Monitor inventory levels and review daily usage

#### Require your stores to enter daily counts for their Top 10 Variance items

Follow up daily to ensure the process is completed and problem solved, if necessary.

#### Use product scales

Use two, (one on each side) thoroughly to weigh fries and other applicable foods

#### Implement tight cash procedures and policies

Report voids to the office after each shift. Follow up by submitting operator signed receipts to office

Report and track meals daily and reconcile meals weekly

Reconcile redeemed coupons by shift and weekly have the office verify

#### Complete the chicken / shrimp / tenders efficiency report

By shift each day

#### Inventory Rules

Require the General Manager to count the store each week

Above-store leader - consistently rotate stores each week to verify full counts

Use an inventory "count sheet" to eliminate/reduce ending inventory swings

#### Coaching tips by the District Manager

Use 'open ended questions' with the management teams to improve food management problem solving skills at the store level

#### Incentivize

Consider a monthly bonus based upon food cost variance (goal of 1.60%), labor, QSC, SOS, and efficiencies percentage.