

Achieving Cost Savings - Be Diligent About Checking Yields

Are you diligent about checking yields? Do product cuttings with your supply partner to determine the true yield and finished cost of the important products you buy.

For example, a case of shrimp you purchase may very well have a lower price per pound, but contains many broken pieces or a higher percentage of glaze than another that has a higher price per pound delivered. The finished cost on the higher priced product may actually work out to be much less expensive.

Here are some other good examples of products to examine...

- Fry oils (commodity vs top shelf)
 - Longer fry life, less flavor transfer
- Chicken breast (pumped with solution vs. no solution)
- Beef patties (80% lean vs. 75% lean)
 - Less shrinkage
- Mayonnaise (cheap commodity vs top shelf)
 - Less is needed in salad dressings and in recipes
- Canned tomatoes (whole peeled and diced, quality vs. commodity)
 - Higher percentage of solids
- Produce (lettuce heads vs. further processed, broccoli crowns or florets vs. whole broccoli, etc.)
 - 100% use vs. loss
- Box Beef vs. Angus or Distributor Programs
 - Better yield due to trim, genetics, etc.
- French fries (longer fancy vs. inexpensive)
 - Longer for plate coverage, better yield
 - No loss in length test and portion test
- Coffee (quality vs. inexpensive)
 - Better flavor with less product
- Flour Tortillas (Pressed vs. Die Cut)
 - Pressed cracks and dries out much less. No loss.

Work with your supplier to find out what your true yield is for the quality specifications you buy. You may find that buying a higher quality level will actually yield a lower food cost.

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