

What to Expect from Your First Professional Beverage Stocktake

You've made the decision. You're done with "gut-feel" management, you're tired of profit leaks, and you've decided to hire a professional stocktaker. It's a smart move that will pay for itself almost immediately.

But for many bar and hotel managers, the process itself is a bit of a mystery. What actually happens? Will it disrupt your business? What do they need from you?

A good stocktake company, like Hospitality Partners, makes this process seamless, fast, and incredibly valuable. We are hospitality professionals ourselves, and we've designed our service to be as non-intrusive as possible.

Let's demystify the process. Here is a step-by-step guide to exactly what you can expect from your first professional **beverage stocktake**.

Step 1: The Initial Consultation (The "Get to Know You")

Before we ever touch a bottle, we talk. This is the most important step. We'll schedule a brief, no-obligation call or visit to understand your business and, most importantly, your *pain points*.

We'll ask questions like:

- "What are your biggest concerns? Is it your Gross Profit (GP), cash flow, or potential theft?"
- "What's your current stocktaking process?"
- "What POS (till) system are you using?"
- "How often do you get deliveries from your main suppliers?"

This conversation allows us to tailor our service to you. Your goals become our goals. For example, if your main worry is cash flow, we will focus our analysis on your stock-on-hand values and establishing par levels. If your main worry is a poor GP, we will focus on your pricing and cost-of-goods.

Step 2: The "What We Need From You" List

To make your first stocktake perfect, we need some simple paperwork. We will ask you to gather:

1. **All Delivery Invoices:** We need every single delivery docket and invoice for beverage products that has come into your business since your last (or first) count. This is for the "Purchases" part of our calculation.
2. **Your POS Sales Report:** We need a detailed "product mix" or "item sales" report from your till system for the same period. This must show the *quantity* of every single drink sold (e.g., 500 pints of Lager A, 85 measures of Vodka B).
3. **Wastage & Comp Logs:** Your (hopefully existing) sheets that log any spillage, waste, or approved complimentary drinks.

We will provide you with a simple checklist for this, and our team will be on hand to show you exactly which reports we need from your POS.

Step 3: The On-Site Count (The "Main Event")

This is where the magic happens. We will schedule our visit for your quietest time—typically first thing in the morning, before you open or just as you start your day. Our goal is to be invisible to your customers and a non-disruption to your team.

Here's what our professional stocktaker will do:

- **Cellar First:** We start in your cellar and store rooms. We use specialist, calibrated digital scales to weigh your kegs. This is far more accurate than "lifting and guessing" and tells us *exactly* how much liquid is left in each one.
- **Bar & Fridges:** We then move to the bar areas.
- **Spirits & Wine:** This is where our precision is most obvious. We do **not** "eyeball" bottles. We use 10ml-calibrated rulers or precision-weighing tools to measure the exact level of *every single open bottle* of spirit and wine.
- **Bottles & Cans:** All sealed bottles and cans are counted individually.

This whole process is fast. A trained professional can count a medium-sized bar in just a couple of hours. We are clean, tidy, and organised, and we work around your team as they're setting up for the day.

Step 4: Receiving Your Reports (Same-Day)

This is a critical difference between a professional service and an amateur one. **You should *never* have to wait days for your results.** Your business is moving fast, and you need that data *now*.

Before we leave the building, we will have processed all the data:

- **Opening Stock** (from our last count, or this first one)
- **+ Purchases** (from your invoices)
- **- Sales** (from your POS report)
- **= Expected Closing Stock**

We then compare this **Expected** number to the **Actual Physical Stock** we just counted. The difference is your **Stock Variance**.

We will hand you a comprehensive, easy-to-read set of reports. These aren't just endless spreadsheets; they are clear, graphical dashboards (like our unique dashboard reports) that show you the "headlines" of your business's health.

Step 5: The Consultation (The Real Value)

This is the part that DIY stocktaking can *never* give you. We don't just email you a report and run. Our stocktaker will sit down with you—manager-to-manager, right then and there—and *explain* the results in plain English.

This is the consultation. This is the "so what?"

- We will show you your *actual* Gross Profit, broken down by category (draught, spirit, wine).
- We will pinpoint your "problem products"—the specific items with a high variance (loss).
- We will discuss the likely *causes*. "Your variance on this vodka is 1.5 bottles. That's either free-pouring or unregistered sales."
- We will provide an **actionable plan**. "To fix this, we recommend mandating jiggers, checking your void reports, and putting this item on your 'watch list' for next time."

You will leave this meeting knowing *exactly* where your profit leaks are and *exactly* what you need to do to fix them.

From start to finish, your first professional **beverage stocktake** is a seamless, data-driven process that replaces guesswork with facts. It's the single best investment you can make in the health of your bar.

**Ready to finally get control of your inventory and profits?
The process is simple and the results are immediate.
Contact Hospitality Partners today to schedule your first no-obligation stocktake and see the difference for yourself.**