



RESULTS NOT REPORTS

AMERICAN MANAGEMENT SERVICES

BAKERY CASE HISTORY #19952

Client Profile

Retail bakery purchased in 1992 by present owners. Currently operate 12 retail locations with annual sales of \$5,000,000 and employ 80 people. Hired American Management to increase profits, reduce costs, and improve employee morale.

Programs Implemented

- Developed production control system and inventory control procedures
- Established employee scheduling and payroll projection procedures
- Implemented annual marketing calendar and program
- Instituted special coffee promotion

Results Achieved

- Purchased specialized bakery computer software
- Production scheduling became accurate
- Reduced Ingredient costs and total inventory
- Gained control of payroll
- Double-digit sales increases
- Increased coffee sales 25% annually

CHALLENGES

BEFORE

AFTER

RESULTS

INGREDIENT COSTS

32%

24%

DOWN

8%

SALES

\$5,000,000

\$5,500,000

UP

10%

OPERATING EXPENSES

70%

65%

DOWN

5%

PURCHASES

\$18,000/week

\$13,000/week

DOWN

\$5,000/week

3-YEAR CLIENT RETURN ON INVESTMENT

1020%