



SCI's Full-Day Workshop

Bulletproofing Food & Beverage Operations

Presented by Bill Schwartz, CEO
System Concepts, Inc.

When sales are strong - few managers pay close attention to F&B cost control - even though they should. But when sales are flat or down, cost control is the only option. If we told you that by coming to this seminar we could help you double your sales, would you be interested? Did you know that if you have a 5% net profit on F&B operations, that just a 1% reduction in food cost has the same impact as a 20% increase in sales? Most clubs and resorts are losing more than 5% to inadequate control - which, if controlled would be the same impact as DOUBLING sales!

Designed for general managers, controllers and F&B management, this is the workshop you can't miss! Using the innovative tools and approaches provided in this workshop, you will learn how to reduce your organization's food and beverage costs without changing the menu, getting better prices from distributors or reducing portion sizes. You will also learn how to structure your organization and implement procedures that will make F&B far easier to manage and less susceptible to problems associated with key personnel turnover. Given today's economic situation, you simply cannot afford to lose another point to food and beverage loss.

"Bill Schwartz's presentation was lively and thought-provoking. He encouraged audience participation and really got us going with some discussions on specific aspects of food cost techniques, restaurant operations, purchasing and more. It is such an important topic and Bill's pointed remarks seem to spur the thought process well."

- Tom Vickstrom, Controller, The Hermitage Hotel

This seminar is eligible for continuing education credits by:



6.5 CMI credits



Earn 6.5 CHAE & CHTP
continuing education credits.



1 CHA, CFBE and CRM unit

*6.5 CMI credits will be awarded to all attendees who complete the course and the test at the end.



About the Speaker

Bill Schwartz, CHTP, is the CEO of System Concepts, Inc. Since its inception in 1980, SCI has specialized exclusively in consulting and systems associated with food and beverage management. Bill, creator of the “Bulletproof F&B” approach, is widely known as one of the industry’s leading experts and most dynamic speakers on the topic of food and beverage inventory management, as well as the use (and misuse) of available technologies as they relate to F&B management.

Bill was also instrumental in the development of the FOOD-TRAK® System, a combination of software and techniques used to make tight control of food and beverage usage possible, used by more than 10,000 clients around the world.

A graduate of Michigan State University, a Certified Hospitality Technology Professional and a noted speaker for more than 25 years, Bill has developed and presented seminars for the Club Managers Association of America (CMAA), Hospitality Financial and Technical Professionals (HFTP), National Golf Course Owners Association (NGCOA), Canadian Society of Club Managers (CSCM), National Indian Gaming Association (NIGA), National Restaurant Association (NRA), the American Hotel and Motel Management Association (AHMA) and other associations across the country and throughout the world. Through his seminars and articles, he is revolutionizing the process by which food and beverage inventory is managed.

“I appreciate the experience and knowledge Bill shared with me at the Baltimore seminar. It enabled us to lower costs at a critical time and bought me enough time to figure out how to make a living in this business and love doing it.”

- Tom Seaton, CEO, The Firehouse Restaurant

Workshop Description

This full-day workshop provides the roadmap for a comprehensive management approach that can be easily integrated into existing food and beverage operations, regardless of size or complexity. Aspects of the approach are described in detail and include:

- Structuring for Control
- Securing Physical Storage
- Managing Movement of Goods
- Inventory Control
- Forecasting, Purchasing and Receiving
- Recipe and Buffet Costing
- Requisitions and Transfers
- Variance Tracking and Reduction
- Automation

Stimulating and highly-interactive, attendees work in teams to gain hands-on experience from the workshops provided during the course and will learn how to identify and reduce overuse caused by theft, over-portioning, waste, spoilage and other food and beverage misuse. Taken as a whole, this course offers perhaps the most comprehensive guide available for maximizing food and beverage control and immediately improving food and beverage profitability.

“A very enlightening presentation and in my opinion, a new, unique and very effective way to view the F&B problem. Well done! I enjoyed Bill’s views and presentation.”

- Ian Daizell, General Manager, Hidden Creek Golf Club

