

Finding your menu on the menu!

As food service price inflation was at 6.5% in September, it is key to focus on your profitability.



To make sure you're getting the most from your menu, we have arranged for you to use a straightforward menu pricing facility. This service is called Chefs in Business and allows you to measure the profitability of menu items. This easy-to-use set of tools

provides you with commercial menu items which includes chef created menus, full ingredient costs, adjustable menu prices and gross profit margins, allergens, nutritional data and detailed cooking methods and presentation. If you would like more information, to see the case studies or to book

a demonstration, please contact Andrew Winning at:
andrew@chefsinbusiness.co.uk
or call 07969 762862.

You can find details on how to receive your log-in on the attached sheet.



Bust Drugs

The British Beer and Pub Association (BBPA) have announced the launch of a free guide highlighting the laws surrounding drugs.

'Drugs and Pubs: A Guide to Keeping a Drug Free Pub' has been produced with input from the Home Office and National Pubwatch. Download it from the BBPA website at:
www.beerandpub.com.

Capture the Spirit of Christmas

With your Christmas festivity preparations well underway, also remember to focus on encouraging people to return, when trading is quiet in January or February, with special offers.

This is the one time of the year when consumers forget about budgets, ignore their savings and head to your pub with an open

mind and a very open wallet.

The instinct you must harness is that we have to treat ourselves, our friends and our families for the Christmas holiday.

If nothing else, this may be the ideal moment to put necessary price increases in place, while the Christmas Spirit still lasts.

Wake up!

(and smell the coffee)

Coffee is key in enabling you to establish an all-day trade and bring in new income.



Coffee is one of the highest gross profit income streams. A good coffee offer is no longer just a luxury menu item, but a necessity, as it has a real role to play in creating a sustainable business. Equipment can be purchased for even the smallest bar at a very reasonable cost. Bar back size isn't a problem.

Added to this, research suggests that coffee drinking provides positive health benefits. Having 3-5 cups of coffee a day may help you live longer according to new research. People who drink coffee have a lower risk of dying from

a host of causes including: heart disease, stroke, liver disease, cancer, respiratory disease, diabetes and kidney disease.

This recent study, which involved more than 450,000 participants recruited between 1992 and 2000, took place across 10 European countries and found that those who drink 3 or more cups of coffee a day had a lower risk of death - by 18% in men and 8% in women.

It also looked at 14,800 participants and found that coffee drinkers had better results in making biological markers including

liver enzymes and glucose control. You must be willing to give coffee the same attention as alcohol and food as almost half of consumers avoid pubs serving poor quality coffee.



It doesn't have to be expensive to provide, it could be as simple as purchasing a small machine or renting more profitable coffee making equipment.

REMEMBER! The new polymer £10 note is now in circulation. The existing note will be withdrawn in spring 2018 after a 3 month notice period has been given.



Pensions

Your pension contributions for staff doubles in April next year from 1% to 2% (this increases to 3% a year later).

You should make your staff aware but also budget for this extra business cost. At the same time your staff will pay three times as much: an increase from 1% to 3%.

Business Rates Relief

You are entitled to a £1000 REFUND on your business rates this year!

You should have received a letter which may include an application form to complete. If you have not received this, you should contact your local business rates billing authority and apply as soon as possible. It is unlikely that this discount will be applied automatically.

