



Tomasz Szuba, MBA

1st FWL Platform: key challenges in measuring – micro level perspective: hospitality industry



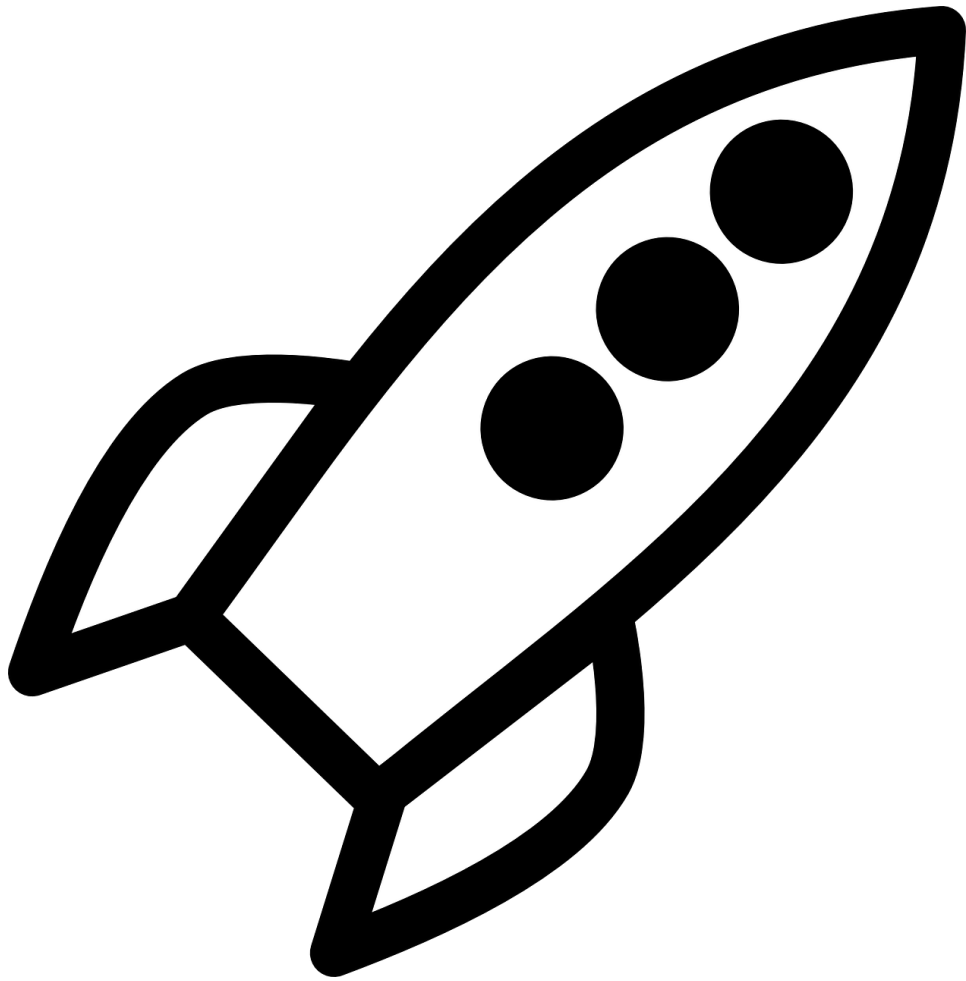
Who we are...

1. HOW MANY?
2. WHAT?
3. WHEN?
4. WHY?
5. HOW MUCH?
6. IMPROVE



**Food waste
management group**

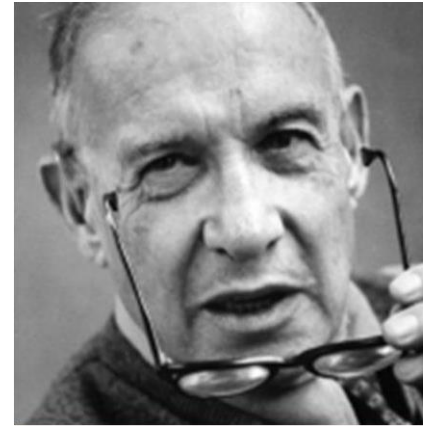
It is not rocket science, yet....



HARVARD
UNIVERSITY



Challenge 1: we are blind without measuring



Peter Drucker: 1909-2005

„You can't
manage what
you can't
measure“



Challenge 2: fear, indifference – key drivers



Shortage of food

'I will lose my job'

**'Who cares:
customers pay'**

Challenge 3: planning far from optimal



breakfast	lunch	dinner	
0,53 kg	1,13 kg	0,71 kg	→ Kitchen prepares per guest
0,39 kg	0,69 kg	0,39 kg	→ Average guest eats

**200 000 EUR
of loss p.a.**

What can we buy for 200 k EUR?



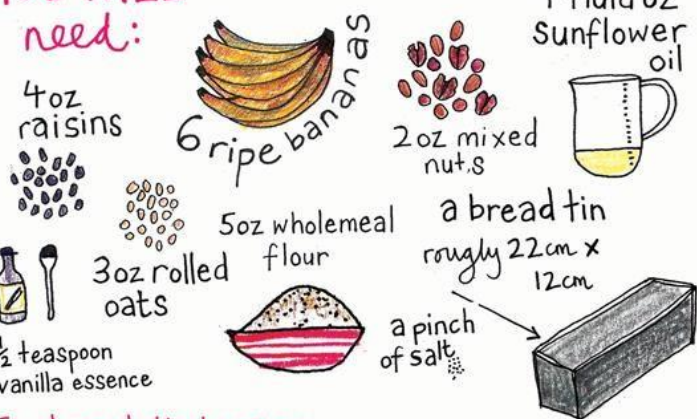
Audi R8

Challenge 4: problems with food costs

Sal's mom's Banana Bread

(a great healthy way to use those brown bananas!)

You WILL need:



First mash the bananas in a mixing bowl



I use a fork

mix in ALL the other ingredients



pour mixture into your tin + spread out nicely

bake in a preheated oven at 275°C

for **1 HOUR**

then Enjoy *yummy!*



Recpies

Overproduction

Optimal food cost

Challenge 5: what to measure, when, how, who, why?



Challenge 6: reliability of data

? 675 re zniżkowy

Data 21.07 POSILEK ŚNIADANIE

NAZWA	j.m	LIŚC WYDANA porcje	Zwroty	Do zaborowania
WĘDLINY / WYROBY MIĘSNE				
Wędlina parzona	50 g	0,206 + 0,2691	114 g	
Boczek	50 g	0,318		
Wędlina sucha	50 g	0,42		
Salceson	50 g	0,68		
Wędliny nasze	70 g	0,88 + 0,208		
Paszтет pieczony	120 g	0,88 + 0,208		
Galaretka z drobiu/ryby	80 g	0,80		
Kabanos	50 g			
Kielbasa sucha	50 g	0,25 + 0,184		
NABIAŁ				
Ser mozzarella	1 szt			
Ser żółty	50 g	0,240		
Ser pleśniowy	30 g	0,300g	0,500g	
Ser biały - twaróg	50 g	1,536		
Ser topiony - trójkąty	1 szt	niejako 2 kg		
Jajko na miękko	1 szt			
Pasta jajeczna	50 g	25 jajek		
Jajko z lososiem i maj	50 g	1 jajko		
Jogurt HOHO	szt	2 2		
RYBY				
Ryba w puszcze	50 g			
Makrela / szprotki wędzone	50 g			
Śledzie w oleju	50 g			
Tuńczyk w puszcze	50 g			
DODATKI				
Zurawina	50 g	10		
Dżem	50 g	10 + 10		
Masło	szt	115		
Mleko	100 g	80		
Sos vinegret	70 ml	10		
Sos czosnkowy	70 ml			
Sos ziołowy	70 ml	10		
Sos tatarski	70 ml			
Sos słodko-chili	50 g	10		

Handwritten notes on the right side of the table:
 1. 0,206 + 0,2691 = 0,4751
 0,318 + 0,42 + 0,68 + 0,88 + 0,208 = 2,426
 0,80 + 0,25 + 0,184 = 1,234
 0,240 + 0,300g + 1,536 = 2,076
 25 jajek + 1 jajko = 26 jajek
 2 2 = 4
 10 + 10 = 20
 115 + 80 = 195
 10 + 10 = 20
 10 + 10 = 20
 10 + 10 = 20



Challenge 7: scale makes a difference



4 k EUR loss/annum

80-100 dishes on buffet

Cutting make a difference

Hotel 250-room

Bentley Mulsanne 2018



Loss per year
(365 dni):

400 k EUR

70
tonnes

Bentley Mulsanne 2018

For sailing fans



17 m 2018 dufour 56

400 k EUR



Conclusions



WHY?

WHO?

WHAT?

WHEN?

Thank you!

Contact:

Tomasz Szuba, CEO: + 48 604 179 122

tomasz.szuba@venturishoreca.com

www.venturishoreca.com

www.facebook.com/KuMinSys/

blog.venturishoreca.com

www.linkedin.com/company/venturishoreca/

www.linkedin.com/in/tomaszuba/

