

BEVINCO & Island Breakers

“BEVINCO has changed the way I do business and I encourage anyone who's not conducting inventory control to call BEVINCO immediately!”

~L.J. Granger, Island Breakers Billiards Sports Bar

the STORY

After a long career in corporate America, L.J. Granger decided the time was right to become her own boss and opened Island Breakers Billiards Sports Bar, a 400-seat sports bar and billiards club in Merritt Island, Florida in 2007. Though her previous career as a marketing executive lent itself to many aspects of the business, Granger was at a loss when it came to inventory management so in October 2008 – after a year in business and thousands of dollars in unaccounted inventory – she began working with Mike Whitlow of BEVINCO Florida.

After Whitlow's first audit, Granger's suspicions were confirmed: There was a \$3,000 disparity between sales rung in and the remaining inventory so Granger hired Whitlow to come in on a weekly basis. In addition to the audits, Whitlow also gave Granger some tips on what she could do to improve the bar's pour ratio including new glasses and requiring that her bartenders utilize jiggers instead of free pouring. Granger has also increased employee accountability as well as morale by having contests to keep loss low and awarding bonuses if her staff is able to meet and maintain a specific level. In addition, Island Breakers has been named one of the top 10 billiards sports bars by Billiards Digest – an achievement she's sure she couldn't have been reached without Whitlow and BEVINCO.

“I noticed a difference after Mike's very first visit and now can't imagine doing business without him. He's opened my eyes to so many aspects of the industry and is always able to provide answers to my many questions,” said Granger. “BEVINCO has changed the way I do business and I encourage anyone who's not conducting inventory control to call BEVINCO immediately!”

BEVINCO

Confidential * Professional * Experienced * Comprehensive * Effective * Money Saving

About Island Breakers Billiards

Owner/President: L.J. Granger

Location: Merritt Island, FL

Year Established: 2007

Bar Type: Sports Bar

Seating Capacity: 400

Bevinco customer since: October 2008

Fact: Named one of the top 10
billiards sports bars by
Billiards Digest



About Bevinco

Hospitality losses are out of control. The industry loses 25-30% on average. Most owners think it's an unavoidable part of doing business. With BEVINCO - it doesn't have to be. BEVINCO maximizes top line revenue by providing an exact accounting of alcohol usage to revenue, controlling losses and ensuring you are capturing all revenue due to the bar/restaurant.

Founded: 1987

Located: Worldwide

of Clients: 2000+

www.bevinco.com
888-BEVINCO