

BEVINCO & Rebar/Revolution Room

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~Greg Bickerstaff, Co-owner, Rebar and Revolution Room

the STORY

Over the past year, countless bars and restaurants have closed their doors but the ones with owners that truly know what they're doing are withstanding the test of time. How? Greg Bickerstaff credits many factors but there's one that's always at the top of his list.

Bickerstaff is the co-owner of San Antonio's Rebar and Revolution Room and since opening the venues in 2002 and 2004, respectively, he's met with his fair share of vendors, though only a small number have consistently provided the services and results initially promised. The establishments' largest cost – alcohol – required special attention and, despite an in-house system of checks and balances, the discrepancies that appeared week after week could not be accounted for. After discussing his plight with other local bar owners and managers, Bickerstaff contacted BEVINCO owner Roger Hopkins to set up a time for an initial meeting and demonstration. Five years later, their business relationship is still going strong.

“We went from missing 18 bottles of Jagermeister in one week and recording losses in excess of 30 percent to being able to account for every beer, wine and shot at both venues almost immediately,” said Bickerstaff. “Since Roger is an independent auditor, we knew he would provide us with the most accurate numbers as well as suggestions on how to improve our existing operations. With BEVINCO on board, accountability went through the roof and we no longer have to worry about potential audits from the state [which are performed by the comptroller to ensure the taxes paid are correct relative to the amount of product purchased and used over a certain period] because we know exactly where our bars are at within a few ounces at all times.”

Says Hopkins, “The bottom line is that we've helped Rebar and Revolution Room to improve their bottom lines by at least \$4,000 per week and avoid particularly disastrous expenses from the state. I've heard of cases where \$60,000 to \$125,000 in back taxes and penalties have been levied, making the BEVINCO service well worth any bar or restaurant owner's consideration.”

BEVINCO

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

Rebar Snapshot

Location: 8134 Broadway St. San Antonio, TX

Open since: 2002

Occupancy: 189

Type of venue: Bar with live entertainment seven nights a week

Clientele: Young professionals, local 09ers

Revolution Room Snapshot

Location: 8123 Broadway St., San Antonio, TX

Open since: 2004

Occupancy: 600

Type of venue: Nightclub

Clientele: College students, twentysomethings



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
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