

BEVINCO & Macado's

“ BEVINCO is worth its weight in gold and we're going to continue working with them at as many of our locations as possible. ”

~Kevin Clark, Macado's

the STORY

When Kevin Clark first met Mark Manson nearly three years ago, Clark didn't think he had any use for BEVINCO. Thankfully, Clark's a man who doesn't mind admitting when he's wrong.

Clark – director of operations and human resources for Macado's, a casual dining restaurant and bar with 15 locations throughout Virginia, West Virginia and North Carolina – first heard about BEVINCO through the National Restaurant Association and thought the concept of inventory control sounded a lot like what Macado's was already doing internally. That being said, Clark didn't buy into BEVINCO immediately but when he found his existing system wasn't producing the results he needed to grow the business effectively, he got in touch with Manson. Things began looking up immediately – so much so that Macado's now utilizes BEVINCO at nine of its locations.

“Mark audits each location for three weeks before setting up a disclosure meeting with the bartenders and management teams and he explains his findings in a way that's easy for everyone to understand. He's even employed visual aids like kegs, vodka bottles, mixers and cigarette cartons to represent the losses that location is experiencing,” said Clark. “Mark is able to reinforce the fact that all losses aren't from theft but from a number of factors including a poorly-calibrated draft beer system or dead inventory. As a former restaurant manager himself, Mark has a view of what goes on from both sides of the bar so our staff knows he's really in their corner and trying to make their jobs easier. I think BEVINCO is worth its weight in gold and we're going to continue working with Mark at as many of our locations as possible.”

BEVINCO

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

About Macado's

Director of Operations/HR: Kevin Clark

Location: Virginia

Year Established: 1978

Bar Type: Casual Dining Restaurant

Other locations: WV & NC

Bevinco customer since: 2007

Fact: Bringing you delicious award winning dining since 1978



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