

## Section 14 Yield Chart

### PURPOSE

The “Yield Chart” is a management tool to be used when placing a food order. It can also be used to determine how much food is needed for any given day and determining if the amount of food is used in line with sales.

### FINDING THE YIELD

**Step-1:** All numbers are based on a week time period (Monday-Sunday). Set your calculator decimal to 4.

**Step-2:** Get the “Net Sales” for the week from the “Hourly” and put on the “Yield Chart” form.

**Step-3:** Get the amount used for each item during the week.

**Step-3a:** You will need the “Weekly/Monthly Inventory” for two weeks.

**Step-3b:** Take the amount from the “Beginning Weekly/Monthly Inventory”

**Step-3c:** Add anything “Delivered”

**Step-3d:** Subtract the amount from the “Ending Weekly/Monthly Inventory”

**Step-3e:** The result is the “Quantity Used.”

**Step-4:** Divide the “Quantity Used” by the “Net Sales.”

**The result is the “Yield.”**

### EXAMPLE:

Net Sales: \$2,500.00

Beginning Inventory: 8

Delivered: 10

Ending Inventory: 7

Quantity Used: 7

“Yield” 11 divided by 2500.00 = .0044

### USING THE YIELD TO PLACE A FOOD ORDER

**Step-1:** Estimate sales for 10 days.

**Step-1a:** Estimate the sales for the next week and multiply by 1.5 (put on form).

**Step-2:** Multiply sales by “Yield.”

**Step-2a:** The result is the amount you need (put on form).

**Step-3:** From the “Daily Inventory” put the “ending Inventory” on form.

**Step-4:** Subtract the amount on hand from the amount needed.

**Step-4a:** The result is the amount you need to order.

**Example:**

**Step-1:** Estimated sales for 10 days: \$3,200.00

**Step-2:** \$3,200.00 times (x) .0044 = 14.08

**Step-3:** We have 7 on hand. 14.08 minus (-) 7 = 7.08

**Step-4:** We need to order 8.





## YIELD CHART HOT SUBS

	YIELD	NEED	ON HAND	ORDER
SALAMI				
PEPPERONI				
HAM				
P.J. CHEESE				
CHICKEN FAJITA MEAT				
GREEN PEPPERS				
ONIONS				
RED PEPPERS				
TOMATOES				
LETTUCE				
RANCH DRESSING				
PICANTE SAUCE				
POTATO CHIPS				
PICKLES				
SUB ROLLS				
ALUMINUM FOIL				
STYROFOAM CONTAINERS				