BarkeepOnline – Troubleshooting Negative Usage

Negative Usage Caused by mistakes in your Inventories

The examples in this document show when negative usage appears in Reports caused by Inventory mistakes. The examples focus on beer usage but are applicable to any Items you track with Barkeep including wine and liquor.

There is an additional document found on our help page focusing on **Troubleshooting Negative Variance** that includes examples of negative variance caused by mistakes in BarkeepOnline Sales Items and Recipes.

Why does the Report show Negative Usage?

You might run a Variance Report (or Usage Report or Pour Cost Report) that will show negative usage and it could also show results where Items are Over/Short. This document has examples with the steps you can take to troubleshoot and get to the source of negative usage. These examples will help you correct errors in your Inventories as well as spotting mistakes by bartenders and other staff.

Negative Usage – an example with bottles and kegs

When you see a negative number in in the Used Column, this always indicates an error in your data.

This example shows negative usage for the Item **Miller Lite Keg** (- 4) **(a)** in the Variance Report Details.

Variance Report [Done]

Start Inventory	Full Inventory 04/04/2024 157 Items	Include Sales Data from 4/4/2024 ☑
End Inventory	Full Inventory 04/11/2024 180 Items	Include Sales Data from 4/11/2024 ☐
Use Default Item Price? ☐	Show Oz? ☐	Show Retail Value? ☐
Exclude Banquets? ☐	Show Liters? ☐	Fit to Window Width? ☑
Show Pricing Details? ☐	Show Servings? ☐	Group by Location? ☐

Your Variance Report will contain all Sales Data where both the Sales Start Date and the Sales End Date are between 4/4/2024 and 4/10/2024

[Run Report]   [Download Report]

Variance Summary | **Variance Details** | Sales Data | Used Details | Sold Details

Item	Sales	Used	Ideal Used	Over / Short	Cost	Ideal Cost	Over / Short (Cost)	Pour Cost	Ideal Pour Cost
Amstel Light	$3,802.00	536	546	-10	$470.14	$478.91	$-8.77	12.37%	12.6%
Anchor Steam Beer	$1,736.00	217	217	0	$242.94	$242.94	$0.00	13.99%	13.99%
Bud Light	$3,293.00	599	599	0	$449.25	$449.25	$0.00	13.64%	13.64%
Budweiser	$1,831.00	446	444	2	$375.40	$373.72	$1.68	20.5%	20.41%
Miller Genuine Draft	$1,356.00	226	226	0	$176.28	$176.28	$0.00	13%	13%
Miller Lite	$2,382.00	541	397	144 ← **(c)**	98	$309.66	$112.32	17.72%	13%
Rolling Rock	$2,879.25	350	350	0	$262.50	$262.50	$0.00	9.12%	9.12%
Total Domestic Bottled Beer	**$17,279.25**	**2,915**	**2,779**	**136**	**$2,398.49**	**$2,293.26**	**$105.23**	**13.88%**	**13.27%**
Domestic Draft Beer									
Budweiser Keg	$11,155.00	14.8	14.8	0	$1,397.00	$1,394.56	$2.44	12.52%	12.5%
Miller Lite Keg	$0.00 **(b)**	-4	**(a)** → -4		$-356.00	$0.00	$-356.00	0%	0%
Red Hook ESB Keg	$2,576.00	2.6	2.6	0	$327.60	$327.19	$0.41	12.72%	12.7%
Sierra Nevada Keg	$5,830.00	5.6	5.6	0.1	$934.40	$925.18	$9.22	16.03%	15.87%
All Items	$1,410.00	0	2	-2	$0.00	$242.17	$0.00	0%	17.17%
Total Domestic Draft Beer	**$20,971.00**	**19**	**24.9**	**-5.9**	**$2,303.00**	**$2,889.10**	**$-586.10**	**10.98%**	**13.78%**

Finding the Error

In this example, click on Miller Lite Keg, **(b)** you will see all the Inventory Entries where **Miller Lite Keg** occurs that are factored into the Variance Report.

Inventory Entries for Miller Lite Keg

Show [25] entries [Audit Info] ✳   Search: [   ]

Type	Date	Index	Item	Location	Quantity	Quantity Type	Price	Case Size	Cost
✖ Full	04/11/2024	5	Miller Lite Keg 15.5gal	Walk-in Cooler	9	Kegs	$89.00		$801.00
✖ Full	04/11/2024	35	Miller Lite Keg 15.5gal	Bar 1	0.5	Kegs	$89.00		$44.50
✖ Full	04/04/2024	5	Miller Lite Keg 15.5gal	Walk-in Cooler	5	Kegs	$89.00		$445.00
✖ Full	04/04/2024	35	Miller Lite Keg 15.5gal	Bar 1	0.5	Kegs	$89.00		$44.50

Miller Lite Keg appears in both your Start Inventory and your End Inventory. And according to your numbers, you had <u>more</u> **Miller Lite Keg** at the end than when you started. Also notice, **Miller Lite Keg** does not appear in Receiving Inventory.

In the same Variance Report, also notice that you are over by 144 bottles of **Miller Lite** in the Category **Bottled Beer**. **(c)** The Variance Report that shows negative usage for kegs of **Miller Lite Keg** also shows you used 144 more bottles than expected of **Miller Lite**.

continue to next page

✳ Audit Info is a feature available with BarkeepPro so you can track when changes were made.

Negative Usage in a Variance Report (cont.)

When you click on Miller Lite, you will see all the Inventory Entries where the bottled beer **Miller Lite** occurs that are factored into the Variance Report.

Inventory Entries for Miller Lite

Show 25 entries | Audit Info | Search:

	Type	Date	Index	Item	Location	Quantity	Quantity Type	Price	Case Size	Cost
✖	Full	04/11/2024	3	Miller Lite 12oz	Walk-in Cooler	1	Cases	$0.78	24	$18.72
✖	Full	04/11/2024	34	Miller Lite 12oz	Bar 1	1	Bottles	$0.78		$0.78
✖	Full	04/11/2024	122	Miller Lite 12oz	Walk-in Cooler	1	Cases	$0.78	24	$18.72
✖	Receiving	04/05/2024	5	Miller Lite 12oz	Walk-in Cooler	**d** 8	Cases	$0.78	24	$149.76
✖	Receiving	04/05/2024	22	Miller Lite 12oz	Walk-in Cooler	6	Cases	$0.78	24	$112.32
✖	Full	04/04/2024	3	Miller Lite 12oz	Walk-in Cooler	6	Cases	$0.78	24	$112.32
✖	Full	04/04/2024	34	Miller Lite 12oz	Bar 1	14	Bottles	$0.78		$10.92
✖	Full	04/04/2024	122	Miller Lite 12oz	Walk-in Cooler	4	Cases	$0.78	24	$74.88

Miller Lite appears in the Start and End Inventory and notice there are two entries **d** for **Miller Lite** in the Receiving Inventory on 4/5/2024. Generally, there is only one entry per Item in a Receiving Inventory. We would recommend reviewing the Supplier's invoice for the delivery.

Correcting the Error

In this example, after reviewing the invoice, you discover that 6 cases of **Miller Lite** were entered when you should have entered 6 kegs of **Miller Lite Keg**. After you correct the mistake re-run the Variance Report, the negative usage no longer appears. **e**

Variance Summary	**Variance Details**	Sales Data	Used Details	Sold Details

Item	Sales	Used	Ideal Used	Over / Short	Cost	Ideal Cost	Over / Short (Cost)
Amstel Light	$3,802.00	536	546	-10	$470.14	$478.91	$-8.77
Anchor Steam Beer	$1,736.00	217	217	0	$242.94	$242.94	$0.00
Bud Light	$3,293.00	599	599	0	$449.25	$449.25	$0.00
Budweiser	$1,831.00	446	444	2	$375.40	$373.72	$1.68
Miller Genuine Draft	$1,356.00	226	226	0	$176.28	$176.28	$0.00
Miller Lite	$2,382.00	397	397	0	$309.66	$309.66	$0.00
Rolling Rock	$2,879.25	350	350	0	$262.50	$262.50	$0.00
Total Domestic Bottled Beer	**$17,279.25**	**2,771**	**2,779**	**-8**	**$2,286.17**	**$2,293.26**	**$-7.09**
Domestic Draft Beer							
Budweiser Keg	$11,155.00	14.8	14.8	0	$1,397.00	$1,394.56	$2.44
Miller Lite Keg	$0.00	2	**e** 0	2	$178.00	$0.00	$178.00
Red Hook ESB Keg	$2,576.00	2.6	2.6	0	$327.60	$327.19	$0.41
Sierra Nevada Keg	$5,830.00	5.6	5.6	0.1	$934.40	$925.18	$9.22
All Items	$1,410.00	0	2	-2	$0.00	$226.78	$0.00
Total Domestic Draft Beer	**$20,971.00**	**25**	**24.9**	**0.1**	**$2,837.00**	**$2,873.71**	**$-36.71**

Negative Results in the Over/Short Column

You might run a Variance Report that will show negative numbers in the Over/Short column.
The example below shows Variance Report Details with -94 in the Over/Short column for **Bottled Beer** and notice the problem is with one Item: **Budweiser**.

Variance Report [Done]

Start Inventory	Full Inventory 04/04/2024 157 Items ⊞ Include Sales Data from 4/4/2024 ☑
End Inventory	Full Inventory 04/11/2024 180 Items ⊞ Include Sales Data from 4/11/2024 ☐
Use Default Item Price? ☐	Show Oz? ☐ · Show Retail Value? ☐
Exclude Banquets? ☐	Show Liters? ☐ · Fit to Window Width? ☑
Show Pricing Details? ☐	Show Servings? ☐ · Group by Location? ☐

Your Variance Report will contain all Sales Data where both the Sales Start Date
and the Sales End Date are between 4/4/2024 and 4/10/2024

[Run Report]   [Download Report]

Variance Summary | **Variance Details** | Sales Data | Used Details | Sold Details

Item	Sales	Used	Ideal Used	Over / Short	Cost	Ideal Cost	Over / Short (Cost)	Pour Cost
Domestic Bottled Beer								
Amstel Light	$3,802.00	536	546	-10	$470.14	$478.91	$-8.77	12.37%
Anchor Steam Beer	$1,736.00	217	217	0	$242.94	$242.94	$0.00	13.99%
Bud Light	$3,293.00	599	599	0	$449.25	$449.25	$0.00	13.64%
Budweiser	$1,831.00	350	444	-94	$293.80	$372.71	$-78.91	16.05%
Miller Genuine Draft	$1,356.00	226	226	0	$176.28	$176.28	$0.00	13%
Miller Lite	$2,382.00	397	397	0	$309.66	$309.66	$0.00	13%
Rolling Rock	$2,879.25	350	350	0	$262.50	$262.50	$0.00	9.12%
Total Domestic Bottled Beer	**$17,279.25**	**2,675**	**2,779**	**-104**	**$2,204.57**	**$2,292.25**	**$-87.68**	**12.76%**

According to the Variance Report you have ended with fewer bottles of **Budweiser** than you started with but according to your Sales Data your Ideal Used count is 444. A negative number this large in your Over/Short column indicates there is an error somewhere in your inventory data, your Sales Item Recipes or bartenders are making mistakes (e.g., entering the incorrect Sales Item in the POS System).

The first step to find the source of negative number is to select the Item(s) that indicates where your numbers are off. In this example, when you click on Budweiser, you will see all the Inventory Entries where **Budweiser** occurs that are factored into the Variance Report.

Inventory Entries for Budweiser

Show 25 ⊞ entries [Audit Info]   Search: [_____]

	Type	Date	Index	Item	Location	Quantity	Quantity Type	Price	Case Size	Cost
✖	Full	04/11/2024	31	Budweiser 12oz	Bar 1	6	Bottles	$0.75		$4.50
✖	Full	04/11/2024	95	Budweiser 12oz	Bar 2	5	Bottles	$0.75		$3.75
✖	Full	04/11/2024	164	Budweiser 12oz	Walk-in Cooler	12	Cases	$0.75		$9.00
✖	Transfer from Walk-in…	04/08/2024	0	Budweiser 12oz	Bar 1	1	Cases	$0.75	24	$18.00
✖	Receiving	04/05/2024	3	Budweiser 12oz	Walk-in Cooler	14	Cases	$0.85	24	$285.60
✖	Full	04/04/2024	31	Budweiser 12oz	Bar 1	26	Bottles	$0.75		$19.50
✖	Full	04/04/2024	95	Budweiser 12oz	Bar 2	11	Bottles	$0.75		$8.25

Showing 1 to 7 of 7 entries   Previous 1 Next

Possible Explanations for the Negative Numbers

✓ **Did you miss an Item in an Inventory?**
The Start Inventory is a Full Inventory on 4/4/2024. It does not show any **Budweiser** in the Location **Walk-in Cooler**. Typically, you always have **Budweiser** in the **Walk-in Cooler**, so maybe you missed some.

✓ **How can you be sure you did not miss Items in an Inventory?**
We recommend running a Usage Report after completing every Full Inventory.

In this example, when a Usage Report was run a week ago, on April 4th, the Full Inventory on 4/4/2024 was the End Inventory and the Start Inventory was from 3/28/2024. Back when you ran the Usage Report on April 4th, there were no Items that appeared off, there were no negative numbers.
Because you had a correct Usage Report, you can be confident with the numbers when your Start Inventory is now the Full Inventory from 4/4/2024. You can be sure nothing is missing on 4/4/2024.

✓ **Are your Receiving Inventories correct?**
The list of Inventory Entries shows you received 14 cases of **Budweiser** on 4/5/2024. That is a typical delivery amount of **Budweiser** for your business. But we recommend verifying that the quantity is correct. For example, by checking the Supplier's invoice.

✓ **Take a close looker at the End Inventory.**
The Full Inventory on 4/11/2024 lists bottles of **Budweiser** in your Locations **Bar 1** and **Bar 2**.
In the **Walk-in Cooler** there is an entry for 12 cases of **Budweiser**. Normally you only have cases to count in the **Walk-in Cooler**, but for some reason, there was just half a case (12 bottles) of **Budweiser**. By mistakenly entering 12 Cases <u>instead</u> of 12 Bottles for this one entry, the Variance Report was off. This is the reason the Variance Report indicated you were off by 276 bottles of **Budweiser**.

Inventory Entries for Budweiser

Show 25 entries Audit Info   Search: [_____]

	Type	Date	Index	Item	Location	Quantity	Quantity Type	Price	Case Size	Cost
✖	Full	04/11/2024	31	Budweiser 12oz	Bar 1	6	Bottles	$0.75		$4.50
✖	Full	04/11/2024	95	Budweiser 12oz	Bar 2	5	Bottles	$0.75		$3.75
✖	Full	04/11/2024	164	Budweiser 12oz	Walk-in Cooler	12	Cases	$0.75		$9.00
✖	Transfer from Walk-in...	04/08/2024	0	Budweiser 12oz	Bar 1	1	Cases	$0.75	24	$18.00
✖	Receiving	04/05/2024	3	Budweiser 12oz	Walk-in Cooler	14	Cases	$0.85	24	$285.60
✖	Full	04/04/2024	31	Budweiser 12oz	Bar 1	26	Bottles	$0.75		$19.50
✖	Full	04/04/2024	95	Budweiser 12oz	Bar 2	11	Bottles	$0.75		$8.25

Showing 1 to 7 of 7 entries   Previous 1 Next

Correcting the Error

In the list of Inventory Entries, you can make the correction and change the entry from 12 cases to 12 bottles. After you re-run the Variance Report you will the see the numbers are correct and there are no longer any negative numbers for **Budweiser**. You will also be able to confidently use the 4/11/2024 Inventory as a Start Inventory in the future.

The Importance of Receiving Inventories

Negative Usage – an example with a missing Inventory
Below is an example of Variance Report with a Start Inventory of 4/4/2024 and an End Inventory of 4/11/2024. Many Items show negative usage. The numbers are off in all the Items in the Category Group **Beer**.

Variance Report [Done]

Start Inventory	Full Inventory 04/04/2024 157 Items ⊕	Include Sales Data from 4/4/2024 ☑
End Inventory	Full Inventory 04/11/2024 180 Items ⊕	Include Sales Data from 4/11/2024 ☐
Use Default Item Price? ☐	Show Oz? ☐	Show Retail Value? ☐
Exclude Banquets? ☐	Show Liters? ☐	Fit to Window Width? ☑
Show Pricing Details? ☐	Show Servings? ☐	Group by Location? ☐

Your Variance Report will contain all Sales Data where both the Sales Start Date and the Sales End Date are between 4/4/2024 and 4/10/2024

[Run Report]   [Download Report]

Variance Summary | **Variance Details** | Sales Data | Used Details | Sold Details

Item	Sales	Used	Ideal Used	Over / Short	Cost	Ideal Cost	Over / Short (Cost)	Pour Cost
Domestic Draft Beer								
Budweiser Keg	$11,155.00	14.8	14.8	0	$1,397.00	$1,394.56	$2.44	12.52%
Miller Lite Keg	$0.00	2	0	2	$178.00	$0.00	$178.00	0%
Red Hook ESB Keg	$2,576.00	0.6	2.6	-2	$75.60	$327.19	$-251.59	2.93%
Sierra Nevada Keg	$5,830.00	5.6	5.6	0.1	$934.40	$925.18	$9.22	16.03%
All Items	$1,410.00	0	2	-2	$0.00	$224.59	$0.00	0%
Total Domestic Draft Beer	**$20,971.00**	**23**	**24.9**	**-1.9**	**$2,585.00**	**$2,871.52**	**$-286.52**	**12.33%**
Draft Cider								
Wyder's Draft Pear Cider	$1,705.00	-0.5	1.5	-2	$-50.35	$139.44	$-189.79	-2.95%
Total Draft Cider	**$1,705.00**	**-0.5**	**1.5**	**-2**	**$-50.35**	**$139.44**	**$-189.79**	**-2.95%**
Imported Bottled Beer								
Becks	$280.00	64	40	24	$67.07	$41.92	$25.15	23.95%
Corona Extra	$950.00	194	150	44	$213.40	$165.00	$48.40	22.46%
Heineken	$0.00	92	0	92	$113.85	$0.00	$113.85	0%
Pacifico	$1,109.00	423	148	275	$407.72	$142.65	$265.07	36.76%
St Pauls Girl	$0.00	-76	0	-76	$-70.68	$0.00	$-70.68	0%
Stella Artois	$0.00	27	0	27	$33.21	$0.00	$33.21	0%
All Items	$6,110.00	0	720	-720	$0.00	$760.35	$0.00	0%
Total Imported Bottled Beer	**$8,449.00**	**724**	**1,058**	**-334**	**$764.57**	**$1,109.92**	**$-345.35**	**9.05%**

Possible Explanations for the Negative Usage and Numbers

✓ **Take a second look at the End Inventory.**
You can also review the entire Full Inventory that was selected as an End Inventory. In this example the Inventory seems correct.
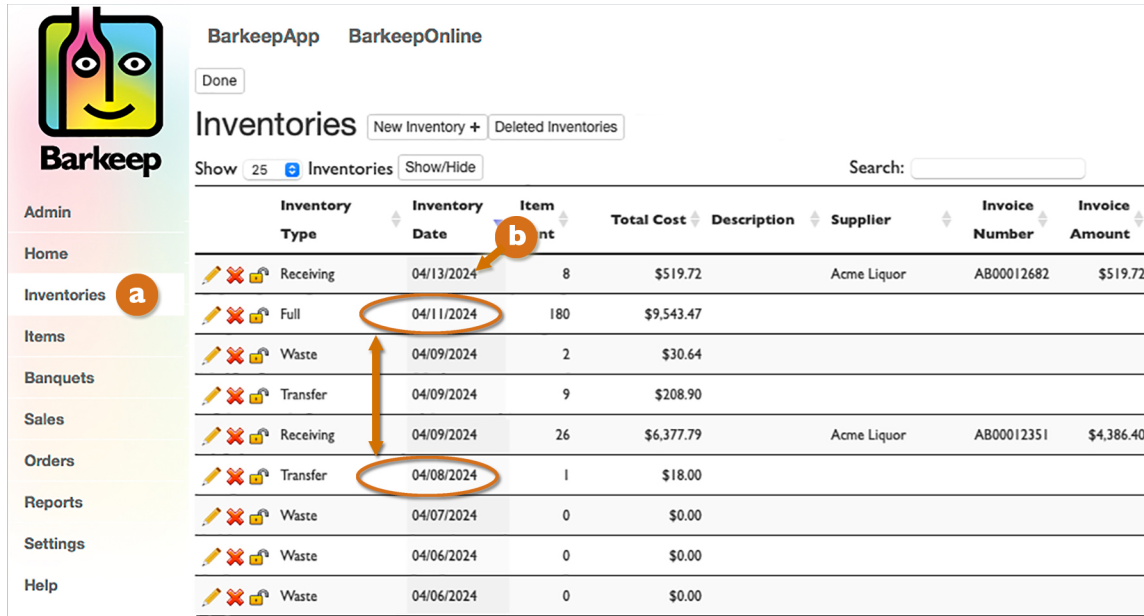
The Importance of Receiving Inventories (cont.)

✓ **Check your list of Inventories**
Leave the Variance Report and choose **Inventories** (a) and a list of your existing Inventories appears.
- Notice the Start and End Inventories on 4/4/2024 and 4/11/2024.
- There is a Receiving Inventory from your liquor Supplier but there is not a Receiving Inventory from your beer Supplier.
- You are certain received your beer delivery, but without a Receiving Inventory, your Variance Report is incorrect.

✓ **Did you forget to do the Receiving Inventory?**
No. You remember checking the invoice when the beer was delivered on April 5th. The invoice from your Supplier was correct. On April 13th you logged in to BarkeepOnline and you created a new Receiving Inventory and entered all the Items that were delivered on May 5th.

✓ **Does your Receiving Inventory have correct dates?**
Remember that Usage, Variance and Pour Cost Reports only factor Receiving Inventories that are between the Start and End Inventories you select.

Notice the Receiving Inventory in your list dated 4/13/2024. (b)

When you create any Inventory in Barkeep, by default Barkeep uses that date and time. When you enter your Receiving Inventories later, you must make sure to edit the Inventory's date and time and change it to the time of the delivery.

Correcting the Error
Change the Receiving Inventory to the time of the delivery, 4/5/2024 9:30 am. Re-run the Variance Report and you will see all the negative usage is no longer shown in the results because the Receiving Inventory has been correctly factored into the Report.

If you are still having trouble finding the source of negative usage you can contact us at support@barkeepapp.com