



## Barkeep Variance Report – Troubleshooting

### What if I sell wine by both the glass and the bottle?

If you only sell wine by the glass, you will create Sales Items and Recipes just as you would for other liquor-based Sales Items. If you sell a particular wine both by the glass and by the bottle, you will need a Sales Item for a **Glass of Wine** and a **Bottle of Wine** (see below). And, if you have different Categories of wine (i.e., **White Wine**, **Red Wine**, **Premium White Wine**, etc.) you would need additional Sales Items to map correctly to those Categories. If you specialize in wine, you may even have a POS system set up where each wine's own PLU is mapped onto its own corresponding Sales Item in Barkeep. You may have limited wine offerings, but with a specific Item assigned to each Sales Item. For example, if you only sold one variety of **Merlot** in your **Premium Red Wine** Category.

Below is an example where you have two Sales Items for **Merlot – Chateau St. Jean**. Sales Item #750 is for wine by the glass and #751 is for the bottle.

Name	Sales Item Number	Description	Average Sales Price	Cost	Average Pour Cost
Bottle of Merlot - Chateau St. Jean	751		\$90.00	\$34.99	38.88%
Glass of Premium Merlot	750		\$12.00	\$8.28	68.99%

Every Sales Item in Barkeep needs a Recipe. Recipes are used to calculate the quantity of wine, liquor or beer that should be used for each of your Sales Items. The amount is needed when calculating your Used and Ideal Used in Variance Reports (and also Pour Cost Reports).

Shown are separate Recipes for two Sales Items that use **Merlot – Chateau St. Jean**.

**Sales Item** First Previous Next Last Delete Sales Item New Sales Item Show Sales Entries

Sales Item Name: Glass of Premium Merlot **Glass of Wine**

Sales Item Number: 750

Modifier:

Description:

Average Sales Price: \$22.00

Cost: \$8.28

Pour Cost: 37.63%

Inactive?

Exclude?

Recipe Add Recipe Item

Search:

Sales Item	Item	Category	Quantity	Quantity Type	Sales Percent	
	Glass of Premium Merlot	Merlot - Chateau St. Jean Sonoma	Premium Red Wine	6	Oz	100%

**Sales Item** First Previous Next Last Delete Sales Item New Sales Item Show Sales Entries

Sales Item Name: Bottle of Merlot - Chateau St. Jean **Bottle of Wine**

Sales Item Number: 751

Modifier:

Description:

Average Sales Price: \$75.00

Cost: \$34.99

Pour Cost: 46.65%

Inactive?

Exclude?

Recipe Add Recipe Item

Search:

Sales Item	Item	Category	Quantity	Quantity Type	Sales Percent	
	Bottle of Merlot - Chateau St. Jean	Merlot - Chateau St. Jean Sonoma	Premium Red Wine	1	Bottle	100%

## How many glasses per bottle?

A 750 ml bottle contains 25.36 ounces. If your expected pour for a glass of wine is 6 oz. This would result in four glasses of wine plus 1.36 oz left over.

When creating your Recipes, consider what you expect your bartenders\* to do with the extra 1.36 oz of wine:

- If it is a variety of wine where you are opening several bottles a day, the bartender may be expected to consistently pour 6 oz and use the extra bit of wine for the next glass. In this case your Recipe should specify a quantity of 6 oz.
- However, if it is a variety of wine that you serve less frequently, you may expect the bartender to pour that extra 1.36 ounces into the fourth glass from the bottle or average it out across the four glasses. If you don't expect your bartenders to save that extra 1.36 oz of wine for the next glass, then you should create a Recipe that specifies a quantity of 6.34 oz ( $25.36/4$ ), or a quantity of .25 Bottles.

**Sales Item** | [First](#) | [Previous](#) | [Next](#) | [Last](#) | [Delete Sales Item](#) | [New Sales Item](#) | [Show Sales Entries](#)

Sales Item Name:   
Sales Item Number:   
Modifier:   
Description:   
Average Sales Price:   
Cost:   
Pour Cost:   
Inactive?:   
Exclude?:

**6 oz.  
Glass of Wine**

Recipe | [Add Recipe Item](#) | Search:

Sales Item	Item	Category	Quantity	Quantity Type	Sales Percent	
	Bottle of Merlot - Chateau...	Merlot - Chateau St. Jean Sonoma	Premium Red Wine	6	Oz	100%

Sales Item Name:   
Sales Item Number:   
Modifier:   
Description:   
Average Sales Price:   
Cost:   
Pour Cost:   
Inactive?:   
Exclude?:

**6.34 oz.  
Glass of Wine**

Recipe | [Add Recipe Item](#) | Search:

Sales Item	Item	Category	Quantity	Quantity Type	Sales Percent	
	Glass of Premium Merlot	Merlot - Chateau St. Jean Sonoma	Premium Red Wine	6.34	Oz	100%

Sales Item Name:   
Sales Item Number:   
Modifier:   
Description:   
Average Sales Price:   
Cost:   
Pour Cost:   
Inactive?:   
Exclude?:

**.25 or 1/4 Bottle  
= Glass of Wine**

Recipe | [Add Recipe Item](#) | Search:

Sales Item	Item	Category	Quantity	Quantity Type	Sales Percent	
	Glass of Premium Merlot	Merlot - Chateau St. Jean Sonoma	Premium Red Wine	0.25	Bottle	100%

\* You should always create Recipes that model what you expect from your Bartenders. If your Recipes accurately model your expected behavior, then your Variance Report will be able to accurately determine whether your Bartenders are following your instructions.  
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