



SALES & WASTE CHART

HUNK A PIZZA®

Use this tracking sheet to keep up with your sales and waste for at least one week. Tracking Sales and Waste can help you find patterns in your store traffic that will optimize how many Hunks and when to place Hunks in the warmers. Most stores are maximizing their profits when they have about 7% waste. And Hunt Brothers® Pizza calculates 7% waste into our products' gross profit margins.

TRACK YOUR SALES AND WASTE FOR EACH DAY

- Print out 7 sheets of the Sales and Waste tracking sheet, one for each day of the week.
- Each day, track what type of pizza was made, what time it was placed in the warmer, and how many Hunks were wasted.
- Be sure to throw out old Hunks – each warmer has a suggested hold time for Hunks.
- At the end of each day, calculate Total Hunks Sold and Total Hunks Wasted
- Use the Waste Calculation at the bottom of the sheet to find your waste percentage.

HOW MUCH WASTE SHOULD I HAVE?

- If Waste is <7% You may be missing out on sales opportunities. Customers may be looking for Hunks in an empty warmer or could be turned off by old pizza that has stayed in the warmer for too long. A little bit of waste is usually a good thing – it means you are maximizing your profit potential with Hunks sales.
- If Waste is around 7% Great Job! You are maximizing your Grab and Go potential. Make sure to fill out a Build to Chart to repeat this pattern of cooking Hunks each week.



SALES & WASTE CHART

HUNK A PIZZA®

Day of the Week
 SUN MON TUE WED THUR FRI SAT
 DATE: _____

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Time	Type of Pizza(s)	Hunks Made	Hunks Sold	Waste (Made - Sold)
<i>Example</i>	<i>Pepperoni, Breakfast</i>	8	7	8-7=1
4:00 AM				
4:30 AM				
5:00 AM				
5:30 AM				
6:00 AM				
6:30 AM				
7:00 AM				
7:30 AM				
8:00 AM				
8:30 AM				
9:00 AM				
9:30 AM				
10:00 AM				
10:30 AM				
11:00 AM				
11:30 AM				
12:00 PM				
12:30PM				

Time	Type of Pizza(s)	Hunks Made	Hunks Sold	Waste (Made - Sold)
1:00 PM				
1:30 PM				
2:00 PM				
2:30 PM				
3:00 PM				
3:30 PM				
4:00 PM				
4:30 PM				
5:00 PM				
5:30 PM				
6:00 PM				
6:30 PM				
7:00 PM				
7:30 PM				
8:00 PM				
8:30 PM				
9:00 PM				
9:30 PM				
10PM - Close				

Daily Total	A.Total Hunks Sold	B.Total Hunks Wasted

HOW TO CALCULATE WASTE:

1. Multiply A.Total Hunks Sold by Hunk Sell price

2. Multiply B.Total Hunks Wasted by cost of Hunk

3. Divide C. Daily Hunk Revenue by D. Daily Waste \$, then multiply by 100 for Waste percentage

A. Total Hunks Sold

B. Total Hunks Wasted

C. Daily Hunk Revenue

x \$3.19 (Hunk Sell Price)

x \$1.33 (Hunk + Box Cost)

÷ = _____ x 100 = _____ % Waste

= C. Daily Hunk Revenue

= D. Daily Waste \$

D. Daily Waste \$

HOW MUCH WASTE SHOULD I HAVE?

- If Waste is <7% - You may be missing out on sales opportunities. Customers may be looking for Hunks in an empty warmer or could be turned off by old pizza that has stayed in the warmer too long.
- If Waste is around 7% - Great Job! You are maximizing your Grab and Go potential. Make sure to fill out a Build to Chart to repeat this pattern each week.