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## Wormy Dog Saloon Oklahoma City, OK

### THE WORMY DOG STORY

After opening in 2003, the bar was struggling financially. It was obvious to managing partner, Ronnye Farmer that there were irregularities between the amount of product purchased and the return. With no effective tracking system in place, Farmer reached out to Bevinco for assistance. Read more to see how the Bevinco solution was able to save this bar.

Ronnye Farmer, the managing partner of Wormy Dog Saloon in Oklahoma City, remembers the dark days of business at the establishment. Fortunately for Farmer, there was, Lee Morris, Sculpture Hospitality franchisee in the area.

Once the Wormy Dog Saloon started working with Morris, the bar finances showed immediate results.



### THE SUCCESS

PROFIT  
IMPROVEMENT

**\$3,644** PER WEEK

PREVIOUS  
POUR COST

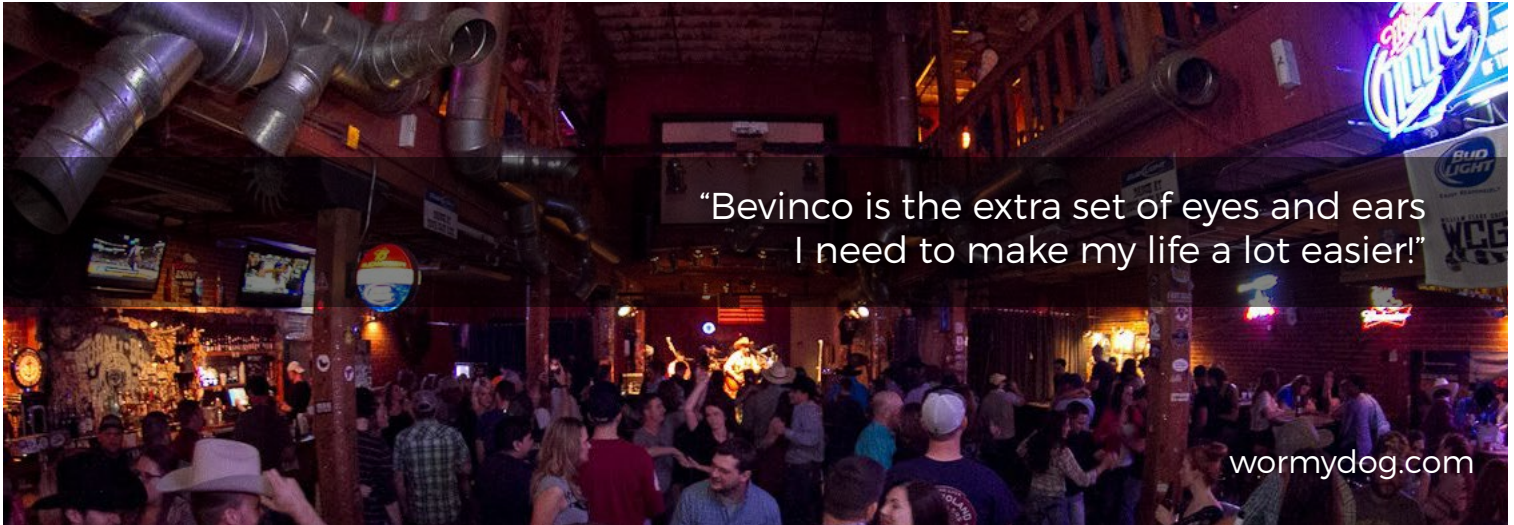
**46.9%**

CURRENT  
POUR COST

**23.8%**

YEARS AS  
SCULPTURE CLIENT

**10** YEARS



## STORY CONTINUED

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The **pour costs dropped 50 percent**, bringing cost of product down almost \$2,000 a week.

With the trend spotting reports provided by Morris, the Wormy Dog Saloon has become more competitive with prices, special events and happy hours in the local market. The weekly audits provide detailed reports to track all transactions and are used to motivate the staff. The third party tracking system is also beneficial in the event of a liquor or sales tax audit.

“If we had not started using the Bevinco Solution, we would no longer be in business. Bevinco is the extra set of eyes and ears I need to make my life a lot easier,” said Farmer. “Morris offers his suggestions on ways to improve and is always there to answer questions. It’s almost like he’s invested in the business because he really is concerned about our success. Morris has done us a **tremendous service.**”

