

"After thirteen years of using their services, VHG can't imagine handling their bars' high volume of employees and patrons without BEVINCO! "  
~Kevin Vaughan, Vaughan Hospitality Group

## Vaughan Hospitality Group

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### Chicago, IL

#### THE OBJECTIVE

Prior to starting Vaughan's Hospitality Group, Kevin Vaughan studied accounting, received his CPA from Loyola University and went to work as an analyst at Arthur Anderson. With a background in data analysis, his goal was to find an inventory management solution that would enable the operations team at all six of his bar and restaurant venues to operate more effectively.

With six restaurants located in downtown Chicago, restaurateurs Kevin Vaughan and his brother, Eamonn, rely on BEVINCO every week. Vaughan Hospitality Group (VHG) opened its first bar in 1996 and started using BEVINCO eight years later after being referred by another bar owner. Realizing it was a great opportunity to control inventory, they took their peer's advice.

"BEVINCO is heavily involved in our ordering process at all locations," said Kevin. "By noon every Tuesday, BEVINCO provides us with all inventory reports. They are extremely reliable, and it is a huge benefit. Their services definitely add to the efficiency of my business."

VHG uses BEVINCO to not only control inventory but manage its 180 employees. VHG's locations include Square Celt, Corcoran's Grill & Pub, Emerald Loop Bar & Grill, Mystic Celt, Vaughan's Pub on the Northwest side and Vaughan's Pub in Lakeview. BEVINCO's definitive weekly reports create staff accountability and incentives throughout all five establishments. BEVINCO shrinkage numbers are actually a particularly important factor in determining managers' quarterly bonuses.

#### THE SUCCESS

INVENTORY VARIANCE  
IMPROVEMENT

**15%**

ESTIMATED PROFIT  
IMPROVEMENT

**\$ 1200** PER WEEK  
PER VENUE

MANAGERS MEET  
BONUS GOAL

**85%** OF THE TIME

Before VHG started using BEVINCO, they estimate their shrinkage numbers were at 20 percent. Now, they are consistently under 5 percent. Kevin says he has made at least five times the money back that he's paid for BEVINCO's services.

Yet Kevin says it's not just BEVINCO's technology that adds the value.

"BEVINCO is very much a people business. The company does a great job of combining good technology with good people. My BEVINCO representative, Ken Gillie, is outstanding, smart and responsive. He does a great job managing his people.

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