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Foodservice rotation
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Menu Sales Performance

Analysis

Using the Menu Item Sales Summary reports for the week of 9/27-10/01 and the weekend of 10/02-10/03, I organized the data for menu items currently being tracked. I looked at the amounts of these different items that were sold each day, analyzing reasons for any increases or decreases or trends throughout the week. The data for the week was compared to the previous two weeks.

Breakfast

- Omelet station is doing very well. Sales are staying high- overheard one customer tell another one in line about the omelets and how she should try one.
- Bagel sales seem to be going down. Sales this week are 50% of the last two weeks. Switching bagels, as has been talked about, seems that it would be a good idea.

Dessert

- There are still sales for brownies- which we do not make anymore. Dessert bars are being sold as brownies (lower price).
- Some of the items that do not seem to be selling are the pudding cups and pop tarts- consider discontinuing or trying a new product?

Entrée-Grill

- Buffalo wing sales really took off this week (32% compared to 21% last week)

Pizza-Salad

- Did not sell any Chef's Salads this last week, and very few Cobb- can these be changed in some way?

Soup-Salad

- Soup sales were low the beginning of the week- may be due to hot weather. The sales picked up towards the end of the week.
- Deli special sold well on Mon and Fri, but what happened mid-week?
- Items not selling- chicken salad, veggie wrap