

Salad bars and Buffets

The difficulty in establishing a set price for either a salad bar or a buffet is, of course, that total portions cost can vary greatly from one customer to the next. A person weighing 100 pounds will most likely consume less product from a buffet or all you can-eat line than a 300- pound person. The general rule, however is that each of these consumers will pay the same price to go through the salad bar or buffet line. Some operators prefer to establish a per ounce charge, especially for salad bars. In this situation, rather than paying one flat price, patrons actually pay for the amount taken. Short of charging customer for the amount they actually consume, a method of determining selling price must be established. The price must yield an overall acceptable cost for the average diner the Buffet.

The biggest challenge is to know your cost of goods for the salad bar or buffet. Are you charging enough, should you even have a salad bar?

Attached is a form that will assist you in answering these questions.

This form will tell you how much of each product you have started with and how much you have added through out the meal period and how much of each product was brought back to the kitchen at the end of the meal period.

With this information you will know the cost of goods for each product and the cost of the salad bar/buffet for the day. Take this information and divide by the sales of this salad bars/buffet for the day. The buffet sales should be rung up and recorder on a department and plus an assigned price look up key on you register.