

stocktaking - it's food and drink

for starters

Answer: A hotel background, usually in food and beverage management.

Question: What kind of background makes for a successful stocktaker in the licensed trade?

That is no wild assumption, it is a statement of fact. Here at Stocktake UK and Stockcheck Ltd, the country's biggest stocktaking franchise operation, we can point to many such examples.

in the main

We are talking about food and beverage managers who have called time on unsociable hours with little reward.

People who have opted for a career working from home with the benefit of training and on-going support from a national operator. People with experience in hotel catering who are ready to switch sides and launch their own businesses under our national umbrella.

If you have the bottle, this could be your big opportunity.

We are currently scouring Britain's hotels and restaurants for new recruits and you could be precisely the type of person we need. As a food and beverage manager you will already have some knowledge of controlling stock, profitability and analysis of margins.

That puts you well on your way to joining our team of 100+ stocktakers - four of whom we feature inside - as we strive to cope with a boom in business.

just desserts

We can happily provide answers to all your questions e.g. how does a franchise work, what does it cost and is it really as good as it sounds?

Oh, and did we mention the potential to turnover an average £50,000 a year?



Don't just take our word for it...

take ours

factfile

name - Jonathon Burkin

age - 37

joined - 2006



Achieving goals

A football fanatic who successfully switched sides to join the Stocktake team would certainly urge others to do the same.

Jonathon Burkin spent 10 years working for De Vere before transferring from the hotel industry to the world of self-employment 18 months ago.

Becoming a stocktaking franchise suited me just fine the chance to work for myself and yet stay hands-on within the industry. Personally speaking, business has been fantastic, surpassing all my expectations.

During his time with De Vere, Jonathon was initially based at Village Hotel in Nottingham, before moving to Belton Woods in Grantham. He also worked in the hotel trade in Barbados for four years before that.

He has held the positions of conference and banqueting manager, bar manager, restaurant manager and food and

beverage manager, but always believed the grass was greener on the other side of the revolving doors. Stocktake had the De Vere contract and so I was well aware of the company and their excellent work. The possibility of getting on board was mentioned to me on more than one occasion and it wasn't long before I was headed up to Skipton for my training.

Stocktake got me a number of corporate clients which immediately provided an earning stream and I have since picked many private clients, including Nottingham City Council's prestigious leisure/cafe outlets.

Jonathon admits that the support from Stocktake has been key: They are always there, nothing is ever too much trouble and it is a real boost to have that safety net.



factfile

name - Tracy Egan

age - 45

joined - 1990



Perfect profile

From bar and restaurant management to owning one of the country's most progressive stocktaking operationsÉ .meet Tracy Egan.

Tracy bought her Stockcheck franchise 18 years ago and now has a staggering 70 accounts to cover every month.

Born and bred in Solihull, she originally trained to be a beauty therapist, but when the owner of the salon bought a bar, Tracy was asked if she would like to run it.

She answered in the affirmative. More managerial roles in restaurants and bars followed, before she decided to call time on the unsocial hours and searched for new challenge.

I had always favoured the accounting side of the businesses to the front of house side of the licensing trade. I found the stocktaking side of things interesting. I was very

aware and controlled a tight ship.

So, Tracy took it upon herself to sit the Institute of Licensed Trade Stock Auditors exams and then looked around for the right opportunity.

When I spotted an advert in The Caterer magazine for a franchise in stocktaking with Stockcheck I took the plunge.

Tracy has never looked back. Nine years ago she engaged Claire Crompton and then extended her team still further in 2004, bringing Melanie De Paeztron onto the payroll.

The majority of our work centres around the Birmingham, Coventry and Leicester areas 20% involves national accounts brought in by Stockcheck and much of the rest owes a debt to the company's proactive marketing and referral systems.

Even after all this time, things continue to move forward apace which is all you can ask and I am fortunate to have such an excellent relationship with Stockcheck.



factfile

name - Tim Harding

age - 34

joined - 2005



Wake-up call

Tim Harding, a Merseyside man with 13 years experience in the hotel industry, admits striking it lucky since joining up with Stocktake UK three years ago.

Early mornings and late finishes are now a thing of the past for Tim, who worked for a string of different hotels from between the age of 18-31.

Unsociable hours were a drag - I was working 70-plus hours a week, every Friday, Saturday and Sunday night, and never had a weekend off!

Tim spent eight years working for the Thistle Hotels chain before moving to the Forest Hills Hotel in Frodsham, where he first became aware of Stocktake UK and the importance of professional stocktaking.

I started my career as a trainee and worked up to food and beverages manager and then deputy manager. I worked with the stocktaker at the Forest Hills for five years

and he told me about opportunities in the company.

He thought I could get my own franchise and I decided to go for it.

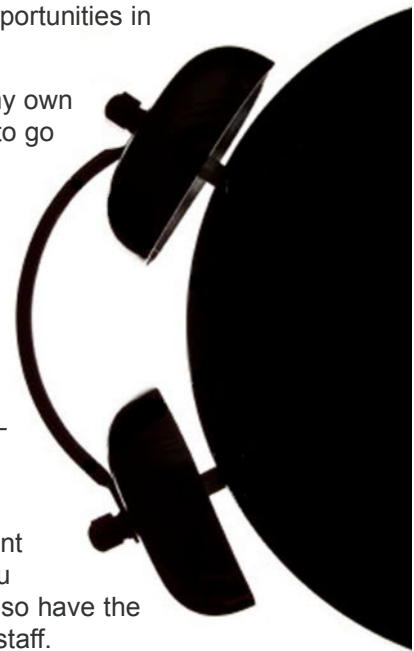
What a good idea that has proved to be things have gone exceptionally well.

There is concern initially, going from a steady income to your own business, but the help you receive is first class.

The marketing department strive tirelessly to get you appointments and you also have the support of the technical staff.

I was running at full capacity within 12 months and have built up a bank of 30-35 clients.

Every one is valuable and you try to do the best you can for them all. It is very rewarding when you are able to see their business grow and prosper, as well as your own.

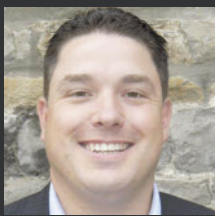


factfile

name - Mark Timperley

age - 36

joined - 2007



Key holder

Twenty-one years in the hotel and catering trade have given Mark Timperley the key to the door when it comes to stocktaking.

Mark has spent his working life in the food and beverage industry after picking up qualifications at both Oldham and Blackpool and Fylde Colleges.

He has developed a whole range of skills in a career which has taken him from wine waiter at the Masonic Hall in Manchester to purchasing manager at a large hotel in North Wales. Now he is using that expertise to build up a large client base in the Chester and Wirral areas.

As a student, Mark had various part-time jobs in the catering industry and spent time working for two firms of receivers helping to keep struggling hotels in business until buyers could be found.

That was my first real stocktaking experience on my own, dealing with hotels that had gone bump, he recalled. It was fascinating work.

After leaving college, he got a job at the St David's Park Hotel in North Wales and stayed there for 14 years, working first as food and beverage manager and then holding various positions before spending the last six years as purchasing manager.

Stocktaking is a very important part of any business, something that can mean the difference between making a profit and making a loss.



**when you're ready,
we're waiting**

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