

PLU COSTINGS SETUP

PLU Costings is where you create the recipes on **ALL PLU items**.

Create Target GP percentages on your products to see if your management team is achieving their targets.

PLU Costings is also vital for **Raw Material Usage Reports** as well as any Theoretical Sales report.

From Pilot Admin, select Costing and PLU Costing.



This will open the PLU Items Costing Window.

PLU ITEMS COSTING

ITEM	PLU	Cost
Fillet Special 250g	1520	55.37
Cheese Sauce Burger	1521	60.15
Cheese Sauce Burger	1522	23.55
L/Rump 200g	1524	
Rump 250g	1526	187.67
L/Rump Special 200g	1528	
Rump Special 250g	1530	187.67
Rump Mushroom Truffle	1533	202.37
Rump Pepper Parmesan	15331	205.78
L/Sirloin 200g	1536	
Sirloin 250g	1538	100.67
L/Sirloin Special 200g	1542	
Sirloin Special 250g	1544	114.11
Lamb Loin Chops	1558	105.16
Soft Shell Crab	15581	
Seafood Pasta	15591	88.31
Lamb Special	15651	
Tomahawk 850g Classic	1568	122.01
Tomahawk 850g Rosemary	15681	139.00
Fillet Bone Marrow	1570	73.87
Lamb Shank	1575	110.75
Sirloing Biltong Blue	1577	122.48
Steak Tartare Main	1578	49.54
Leg of Lamb	1579	

PLU: 1521 ITEM: Cheese Sauce Burger

R/M Item	QTY	Cost	Unit	Value
tr - burger rolls	1.00	1.99	EACH	1.99
oil cooking	0.03	39.1	LT	1.173
lettuce - mix green leaf c	0.02	95	KG	1.9
tomatoes regular	0.01	1	KG	0.01
onions - red	0.01	19	KG	0.19
spice - salt fine	0.00	4.95	KG	0.005
tr - cheese sauce	0.10	142.14	Lt	14.214
butter bricks	0.02	53.3	500G	1.066
tr - patty 200gr	2.00	19.8	EACH	39.6

Option: 1

Options Item	QTY	Cost	Value
Sweet Potato Crisps	1	2.75	2.75
Chips	1	3	3

Target		Actual	
C.O.S %:	0.00	GP %:	0.00
Selling Price [Excl VAT]:	0.00	Cost [Excl VAT]:	60.15
Selling Price:	0.00	C.O.S %:	46.12
		GP %:	53.88
		Selling Price [Excl VAT]:	130.43
		Selling Price:	150.00
		Markup %:	116.85

Understanding the PLU Item Costing Window Layout

PLU ITEMS COSTING

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Fillet Special 250g	1520	55.37
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C.O.S %:	0.00	GP %:	50.00
Selling Price [Excl VAT]:	0.00	Cost [Excl VAT]:	60.15
Selling Price:	0.00	C.O.S %:	46.12
		GP %:	53.88
		Selling Price [Excl VAT]:	130.43
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Drag a column header here to group by that column

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1: This is your **PLU listing**. Selling items and their Modifiers need to be costed correctly.

The PLU costings impact your Raw Material Stock Reports and all Theoretical Sales Reports.

Once costed here, it will **update the unit cost** in the **PLU file**. PLU's that are hidden in the PLU file will not reflect here.

You can sort the listing by clicking on one of the headings or group the list by dragging a heading into the grey section. The yellow bar at the top is your search bar.

PLU ▾

ITEM	Cost
⊕ PLU : 1520	
⊖ PLU : 1521	
Cheese Sauce Burger	60.15
⊕ PLU : 1522	
⊖ PLU : 1524	

PLU ▾

ITEM	Cost
⊕ PLU : 1520	
⊖ PLU : 1521	
Cheese Sauce Burger	60.15
⊕ PLU : 1522	
⊕ PLU : 1524	

Copy
Paste

If you have items following a similar recipe, you can right click on a PLU and copy its recipe over to the other PLUs.

2: This window shows the **recipe/costing** of the selected PLU. Cost prices here are updated via purchasing when selecting to update the cost price of an item. Logic dictates that purchasing needs to be done correctly to keep your PLU costs correct and up to date. If your stock undergoes manufacturing and portioning, the PLU must be costed to the final manufactured/portioned ingredient and not the purchased ingredients. This is because the cost of the manufactured/portioned item will differ from the purchased items cost. Quantities entered here must be inputted according to the unit.

Ingredients that are standard in the making of this PLU must be included in this recipe.

To load a new ingredient, click the (+) Add button. This will give a list of your master file. Tick Show hidden item to display hidden master file items as well. Search for the item, and once selected click the OK button to include it in the costing. Enter in the quantity required. Use the Delete button to delete ingredients.

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tr - burger rolls	1.00	1.99	EACH	1.99
oil cooking	0.03	39.1	LT	1.173
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				60.15

2

Select a Product

Show hidden item

Search

Item	Code	EAN Code
spice - paprika smoked	11143	
spice - pepper black fine	10156	
spice - pepper white fine	10172	
spice - peppercorns whole	10155	
spice - portuguese chicken	10160	

3: Any non-standard ingredient, i.e., the customer options/modifiers must be loaded in the **option window** of the PLU costings.

Some PLU's may have more than one option.

As an example, **Option 1** would be a choice of starch. **Option 2** a choice of sauce.

You would need to click the drop-down arrow by option, select 2, and load the different modifier sauces the customer can choose.

Option: 1

Options Item	QTY	Cost	Value
Sweet Potato Crisps	1	2.75	2.75
Chips	1	3	3

3

Option: 1

Options	QTY	Cost	Value
1			
2			
Sweet P	1	2.75	2.75
3			
Chips	1	3	3
4			
5			
6			
7			
8			

4: The **Target Window** allows you to input a target GP% or C.O.S %.

This will help you see if your management team are achieving your desired targets. You can pull a report on **target vs actual**. The Actual window will also turn red if the target is not being achieved.

You can also use the targets to give you a recommended selling price if you are creating a new PLU and are unsure what to sell it at.

Target	
C.O.S %: 48.00	GP %: 52.00
Selling Price (Excl VAT):	125.31
Selling Price:	144.11

4

5: The **Actual Window** will show you your Cost of the PLU, GP %, C.O.S % and your markup %.

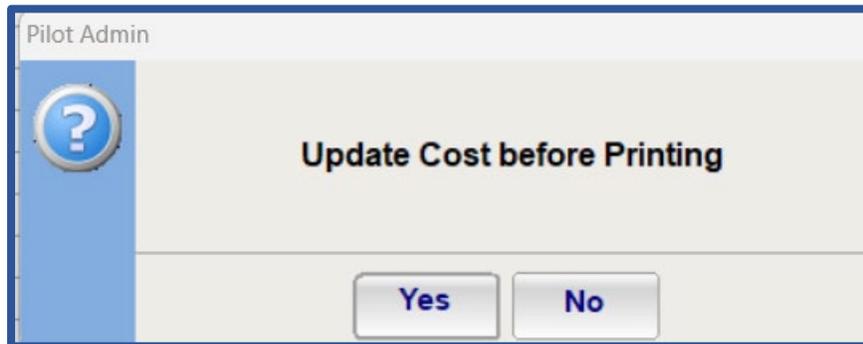
Actual	
Cost (Excl VAT):	60.15
C.O.S %: 46.12	GP %: 53.88
Selling Price (Excl VAT):	130.43
Selling Price:	150.00
Markup %:	116.85

5

PLU Costing Reports



Click the print button to view PLU Costing Reports. You will be asked if you wish to **update your costings**. Select Yes and wait for the update to finish.



Select which report to print.

- Plu Costing Details
- Plu Cost/Price Summary
- Target vs Actual

PSH Matts Grill 2		PLU ITEM COSTING DETAILS							Trading date: 14/11/2023	
Sub-Brand	Plu	Item	Price	Qty	Unit	Cost	Value	Cost (%)		
None	0009	Singleton Tailfire	40.00							
		singleton tail fire		0.033	750ML	245.00	8.08	20.21		
							8.09	20.21		
None	0011	Stuffed Mushroom Starter	89.00							
		garnish plu costing		1.000	KG	2.00	2.00	2.58		
		lemons		0.060	KG	5.66	0.34	0.44		
		basmati rice - cooke		0.050	KG	34.76	1.74	2.25		
		calamari portion 125		1.000	PORT	30.83	30.83	39.84		
							34.91	45.11		
None	0013	Calamari Starter	109.00							
		dressing - salad vin		0.050	1000ML	86.94	4.35	4.59		
		tomato - cherry		0.030	KG	63.33	1.90	2.00		
		cucumber		0.050	KG	66.50	3.32	3.51		
		olive calamata tuna		0.050	KG	55.65	2.78	2.94		
		spice - pepper black		0.002	KG	56.95	0.11	0.12		
		spice - salt fine		0.002	KG	4.95	0.01	0.01		
		flour - cake		0.020	KG	14.36	0.29	0.30		
		calamari portion 125		1.000	PORT	30.83	30.83	32.53		
							43.60	46.00		

PSH Matts Grill 2

PLU ITEM COST TARGET vs ACTUAL

Trading date: 14/11/2023

Sub-Brand	Item	Actual Cost	Cost% Target	Cost% Actual	GP% Target	GP% Actual	Suggested Selling	Actual Selling	Diff Actual vs Target	Actual Markup %
PLU: 1518										
None	L/Fillet Special 200g	0.00	0.00	0.00	0.00	100.00	0.00	195.00	195.00	0.00
PLU: 1519										
None	Fillet Camembert	92.03	35.00	36.62	65.00	63.38	302.38	289.00	-13.38	173.07
PLU: 1520										
None	Fillet Special 250g	55.37	0.00	24.59	0.00	75.41	0.00	259.00	259.00	306.75
PLU: 1521										
None	Cheese Sauce Burger	60.15	48.00	46.12	52.00	53.88	144.11	150.00	5.89	116.85
PLU: 1522										
None	Cheese Sauce Burqer	23.55	0.00	21.67	0.00	78.33	0.00	125.00	125.00	361.55
PLU: 1524										
None	L/Rump 200g	0.00	0.00	0.00	0.00	100.00	0.00	125.00	125.00	0.00
PLU: 1526										
None	Rump 250g	187.67	0.00	155.27	0.00	-55.27	0.00	139.00	139.00	-35.59
PLU: 1528										
None	L/Rump Special 200g	0.00	0.00	0.00	0.00	100.00	0.00	145.00	145.00	0.00
PLU: 1530										
None	Rump Special 250g	187.67	0.00	98.55	0.00	1.45	0.00	219.00	219.00	1.47
PLU: 1533										
None	Rump Mushroom Truffle	202.37	19.00	101.63	81.00	-1.63	1224.87	229.00	-995.87	-1.60

PSH Matts Grill 2

PLU ITEM COST/PRICE SUMMARY

Trading date: 14/11/2023

Sub-Brand	Item	U/Cost (excl. VAT)	GP(%)	Act. Price(excl. VAT)	Act. Price(incl. VAT)	Markup(%)	R/Retail(incl. VAT)
PLU: 0017							
None	Leopard's Leap White	58.52	65.49	169.57	195.00	189.76	0.00
PLU: 0019							
None	Steenberg Nebbiolo	204.00	59.20	500.00	575.00	145.10	0.00
PLU: 0020							
None	Morgadia Da Torra	0.00	100.00	200.00	230.00	0.00	0.00
PLU: 0021							
None	Gls Lourensford The Dome	121.89	-55.75	78.26	90.00	-35.79	0.00
PLU: 0022							
None	Surg Still 1L	19.50	65.50	56.52	65.00	189.85	0.00
PLU: 0023							
None	Surg Spark 1L	19.50	65.50	56.52	65.00	189.85	0.00
PLU: 0024							
None	Surg Still 500ml	13.00	61.67	33.91	39.00	160.87	0.00
PLU: 0025							
None	Surg Spark 500ml	13.00	61.67	33.91	39.00	160.87	0.00