

Leak.

PROFIT LEAK AUDIT

Marlow & Co

Byron Bay, New South Wales

Thirteen weeks of trading · 6 April - 29 June 2026

SAMPLE REPORT

IN ONE LINE

A well-run cafe doing a lot right, with \$12,400 a year of recoverable profit sitting just below the line a monthly P&L can show you.

Prepared by Leak · Strictly confidential · hello@theserviceedit.com

EXECUTIVE SUMMARY

What's working, and what's next.

Marlow & Co trades well, and the numbers back it up. Sales held steady across all thirteen weeks, weekday service is staffed close to the trade, and for the first month food cost sat right on the cafe's own normal. That healthy baseline is exactly why the three patterns below stand out: none are visible on a monthly P&L, and together they are worth an estimated \$12,400 over the next twelve months. Recoverable, not lost.

WHAT'S ALREADY WORKING

Steady trade, thirteen weeks running. Sales stayed consistent week to week, with no wild swings to manage around.

Weekday roster matched to trade. Monday to Friday, staffing tracked demand closely. The gap only opens on weekend afternoons.

You know your own normal. Four clean baseline weeks mean the later drift is recent and reversible, not built into how the cafe runs.

IDENTIFIED OPPORTUNITY

\$12,400

per year · about \$238 a week at current trading

OPPORTUNITY SCORE

72 / 100

THE THREE PRIORITY FINDINGS

- | | | |
|----|---|--------------|
| 01 | Weekend rostering built for the week you hoped for | \$5,650 / yr |
| 02 | Coffee supplier creep, 8% above its own average | \$3,850 / yr |
| 03 | Food cost drifting off your own normal since week 5 | \$2,900 / yr |

Every figure in this report is calculated from Marlow & Co's own numbers, not industry benchmarks, and every finding was reviewed by a hospitality operator before it reached this page. The working is shown on page 5.

PRIORITY FINDINGS

Three leaks, in plain English.

01 . Weekend rostering

\$5,650 / yr

WHAT WE SAW

Saturdays and Sundays were rostered like weekdays, but traded softer after 2pm. In week 9 alone the gap between rostered hours and actual trade cost \$1,090. The pattern repeats, smaller, most weekends.

WHAT TO DO

Rebuild the weekend roster around the afternoon trade drop. Trimming six rostered hours across Saturday and Sunday holds service and removes the recurring gap.

02 . Coffee supplier creep

\$3,850 / yr

WHAT WE SAW

Blackboard Coffee's invoiced prices finished the period 8% above their own six-month average, moved in small steps, never announced. By week 13 the creep was costing about \$74 every week.

WHAT TO DO

Re-quote coffee supply against two alternatives, or hold Blackboard to their earlier pricing. Either path closes the gap; the quotes take one email.

03 . Food cost drift

\$2,900 / yr

WHAT WE SAW

From week 5, food cost percentage drifted above the cafe's own normal even while spend stayed flat, peaking in week 6 at a \$1,250 single-week leak. The invoices don't show why, only that the ratio moved and held.

WHAT TO DO

Check top suppliers' prices against last month and walk the coolroom before the next order. If the ratio is still elevated after that, it's worth a kitchen session on portioning, but confirm the supplier and ordering side first.

PRIORITY ROADMAP

In the order that pays fastest.

ACTION	EFFORT	STARTS	VALUE / YR
1 Re-quote coffee supply	One email	Immediately	\$3,850
2 Rebuild the weekend roster	One afternoon	Next fortnight	\$5,650
3 Check supplier pricing & ordering	One review session	Within a month	\$2,900
Total identified			\$12,400

IMPLEMENTATION TIMELINE

THIS WEEK

Send the two supplier re-quote emails. Review food cost against last month's supplier prices.

THIS MONTH

New weekend roster live. Coffee pricing settled.

THIS QUARTER

Food cost ratio back on target. First three leaks closed and savings visible in the weekly numbers, worth about \$238 a week.

The roadmap is deliberately short. Three actions, sequenced by payback speed, each sized to fit inside a working owner's week. Everything else we saw sits on a watch list in the appendix: worth monitoring, not worth your Saturday.

SAVINGS ESTIMATE

The working, shown.

FINDING	EVIDENCE	WEEKLY	ANNUAL	CONF.
Weekend rostering	9 of 13 weekends	\$109	\$5,650	High
Coffee supplier creep	26 invoices	\$74	\$3,850	High
Food cost drift	Weeks 5-11	\$56	\$2,900	Medium
Total identified opportunity				\$12,400

HOW WE GOT THERE

Every line of every invoice, shift and sales export is compared against Marlow & Co's own trading history, never an industry average. A leak is only flagged when the pattern repeats and the dollars are material. Weekly figures are the recurring portion of each leak; annual figures assume current trading continues. One-off spikes (like week 6's \$1,250 food leak) inform the finding but are not annualised.

REVIEWED BY A PERSON

Before this report was written, every flag was examined by a hospitality operator with almost ten years of cafe ownership. Two machine-generated flags were rejected during review (a public-holiday wage spike and a one-off equipment purchase) because an operator knows the difference between a leak and a Tuesday.

THE GUARANTEE

If an audit doesn't identify opportunities worth at least twice the audit fee over a twelve-month period, you don't pay. This sample identifies \$12,400, over 12 times the fee.

WHAT HAPPENS NEXT

From files to findings in two weeks.

1 Send three reports

Your POS sales export, a wages report, and your supplier invoices. Files you already have, PDFs are fine.

2 We audit

Our engine reads every line against your own history. A real operator reviews every finding. Your report is written in plain English.

3 90-minute walkthrough

We go through every finding, every dollar and the roadmap together. You leave knowing exactly what to fix first.

CONFIDENTIALITY

Your data belongs to you, never sold, never used to train AI.

NDA available before you send a single file.

Every business isolated; files encrypted in transit and at rest.

Permanently deleted on request. Not archived. Gone.

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