ECOLAB

Ecolab® RushReady™ | 08/14/25

Daily | Weekly

Performance Metrics

Average SoS	Sales/Labor Hr	Average LCP
4:33	$114	15%
-5% from last week	13% from last week	-4% from last week

Top Opportunity Areas Yesterday

Large and slow order (8.0 min) at ~ 9:30am during breakfast slowed down DRIVE THRU for 15 min

Instruct slower orders to pull forward if needed in line with operating playbook

133% more SLOW ITEMS than expected during afternoon, primarily Onion Rings, Double Bacon Cheeseburger, Extra Patty.

Increase PAR inventory levels for these items through the afternoon

One fewer employee present for dinner than expected based on schedule, while maintaining expected SoS

For future schedules, consider reducing scheduled labor for this shift, assuming similar forecasted demand

Speed of Service

Drive Thru | Dine In | Carry Out

All Channels

Breakfast	Lunch	Afternoon	Dinner	Late Night	Day Total
3:52 -9%	3:53 -8%	4:35 -4%	4:12 -11%	5:44 1%	4:33 -5%

Drive Thru

Breakfast	Lunch	Afternoon	Dinner	Late Night	Day Total
4:00 5%	2:40 -23%	4:06 1%	3:37 -8%	5:48 8%	4:17 1%

Dine In

Breakfast	Lunch	Afternoon	Dinner	Late Night	Day Total
3:19 -26%	4:43 -3%	4:47 -10%	3:29 -36%	6:44 9%	4:38 -11%

Carry Out

Breakfast	Lunch	Afternoon	Dinner	Late Night	Day Total
4:37 -4%	3:51 -17%	4:55 -12%	5:16 -3%	4:54 -24%	4:48 -10%

Insights & Recommendations

Large and slow order (8.0 min) at ~ 9:30am during breakfast slowed down DRIVE THRU for 15 min

Instruct slower orders to pull forward if needed in line with operating playbook

133% more SLOW ITEMS than expected during afternoon, primarily Onion Rings, Double Bacon Cheeseburger, Extra Patty.

Increase PAR inventory levels for these items through the afternoon

DRIVE THRU during afternoon on Monday was 5.0 min, 28% slower than the average (4.0 min).

Re-evaluate deployment and breaks schedules given low burger station coverage

Sales & Labor

SPLH | Hours | Sales | Sales

Sales Per Labor Hour

Breakfast	Lunch	Afternoon	Dinner	Late Night	Day Total
$60 -13%	$129 8%	$113 8%	$95 -9%	$208 75%	$114 13%

Labor Hours vs Schedule

Breakfast	Lunch	Afternoon	Dinner	Late Night	Day Total
12.9 -1%	8.6 1%	13.9 0%	14.1 -12%	9.0 -20%	58.5 -7%

Sales vs Forecast

Breakfast	Lunch	Afternoon	Dinner	Late Night	Day Total
$770 -6%	$1112 8%	$1571 22%	$1346 7%	$1861 30%	$6659 4%

Labor Cost Percentage

Breakfast	Lunch	Afternoon	Dinner	Late Night	Day Total
26% -2%	11% -5%	14% -4%	20% 0%	10% -8%	15% -4%

Insights & Recommendations

One fewer employee present for dinner than expected based on schedule, while maintaining expected SoS

Consider if possible to reduce scheduled labor for this shift in the future, assuming similar forecasted demand

A low number of PREMIUM ITEMS decreased sales for the late night shift (63.0% less than expected).

Consider encouraging staff to recommend more PREMIUM ITEMS

Staffing at breakfast was 4.2 hours higher than expected for breakfast

Review your labor schedule for Monday breakfast next week

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