

From Manual Counts to Measurable Gains: How Spoons Overcame Inventory Blind Spots with MarketMan

**Customer name**

Spoons

Industry

Fast Casual

Website

spoons.com

Tracking Actual vs. Theoretical Inventory Usage

"We were able to identify that acai fruit and certain spreads were huge sources of product gap. The gap being the difference between what we should have used versus what we actually used."

*Cole Yates, Director of
Human Resources at Bearing
Fruit Ventures*



About Spoons

Spoons is a vibrant and locally loved acai bowl concept acquired by Bearing Fruit Ventures. Known for its high-quality, health-focused offerings and strong community following, the brand had all the ingredients for success; all they needed was a system to support scalable, profitable operations.

The Challenges

- Operated without an inventory management system—relying on manual, pen-and-paper tracking
- No visibility into usage, waste, or price fluctuations, making it difficult to control food costs
- Orders were siloed by supplier and placed manually
- Inability to analyze cost of goods sold or enforce accountability at store level
- Needed tools to support consistent execution and profitability

MarketMan Solution

- Gained real-time visibility into actual vs. theoretical inventory usage
- Identified major sources of product gap and corrected them through targeted training
- Streamlined supplier ordering and invoice processing via EDI integration
- Saved hours by switching to digital inventory counts across all locations
- Empowered team leads and managers with insights to make data-driven decisions
- Built a scalable back-of-house foundation to support growth