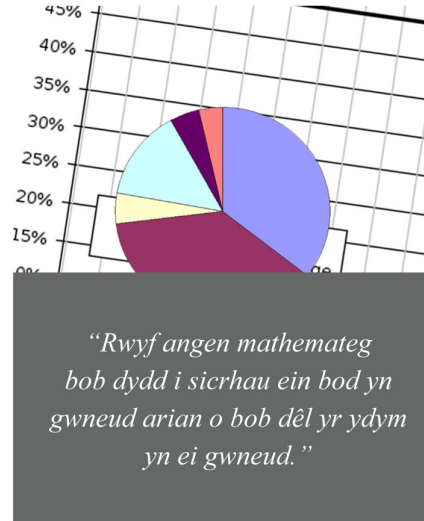


Dominic Fielden

Teitl Swydd: Cyd-berchennog a sylfaenydd, bwyty a chwmni cynhyrchu pítsa Rocky Mountain Flatbread (Canada)

Fel perchennog busnes, rwyf angen mathemateg bob dydd. Mae'n rhaid i mi wneud popeth o werthuso costgwerthiannau dyddiol i strategaeth fusnes. Mae'r busnes bwyty a chynhyrchu bwyd yn golygu cyfaint uchel, gwerthiannau isel ac felly mae'r elw yn denau.

Yr hyn sy'n bwysig yw rheoli eich elw gros (y gwerthiant o'i gymharu â chost y gwerthiant). Cost gwerthiant yw bwyd, diod a chyflenwadau glanhau a deunydd pacio. Bydd gan fusnes da elw gros o rhwng 60-65%. O hynny rydych yn tynnu rhent, costau gweithredu, llafur a dibrisiad ac yn y pen draw byddwch yn cael eich elw cyn treth. Mae hyn i gyd ynghylch rheoli cymarebau clir sydd wedi'u diffinio. Er bod ein cyfrifiadur yn datrys y rhan fwyaf o



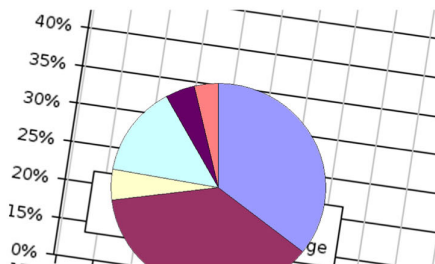
hyn i mi, heb fathemateg nid oes gen i unrhyw ffordd o ddehongli'r data a gwneud penderfyniadau busnes da.

Dyma enghraifft syml. Mae bwrdd o chwech o bobl eisiau'r bil wedi ei rannu chwe ffordd ond mae bob un ohonynt eisiau rhoi tip ar wahân arno. Mae'r cyntaf eisiau rhoi 10%, yr ail 11%, y trydydd 12% ac felly ymlaen a'r olaf yn rhoi tip o 16%. Mae'r bil yn \$187 + treth ar 6%. Beth mae pob unigolyn yn ei roi ar ei gerdyn credyd?

Rwyf angen mathemateg bob dydd i sicrhau ein bod yn gwneud arian o bob ddel yr ydym yn ei gwneud. Ac os nad ydym yn gwneud arian, rhaid i mi allu datrys hyn er mwyn ei gywiro ar gyfer y ddel nesaf.

Dominic Fielden

Job Title: Co-owner and founder, Rocky Mountain Flatbread Pizza restaurant and manufacturing company (Canada)



As a business owner, I use maths every day. I have to do everything from daily sales/cost evaluation to business strategy. The restaurant and food manufacturing business is high volume, low sales and therefore margins are fine.

What is important is managing your gross profit (the sales compared with

the cost of sale). Cost of sale is food, drink, cleaning supplies and packaging. A good business will have a gross profit of between 60–65%. From that you take off rent, operating expenses, labour and depreciation and eventually end up with your pre-tax profit. It is all about managing clear and defined ratios. Although our computer works out most of this for me, without maths I have no

way of interpreting the data and making good business decisions from it.

Here's a simple one. There is a table of six people and they want the bill split six ways but each of them want to put a separate tip on. The first wants to put 10%, the second 11%, the third 12% and so on until the last one puts a 15% tip. The bill is \$187 + tax at 6%. What does each person put on their credit card?

I need mathematics every day to make sure we are making money from every transaction we do. And if we are not making money, I need to be able to work out how to correct that for the next transactions.