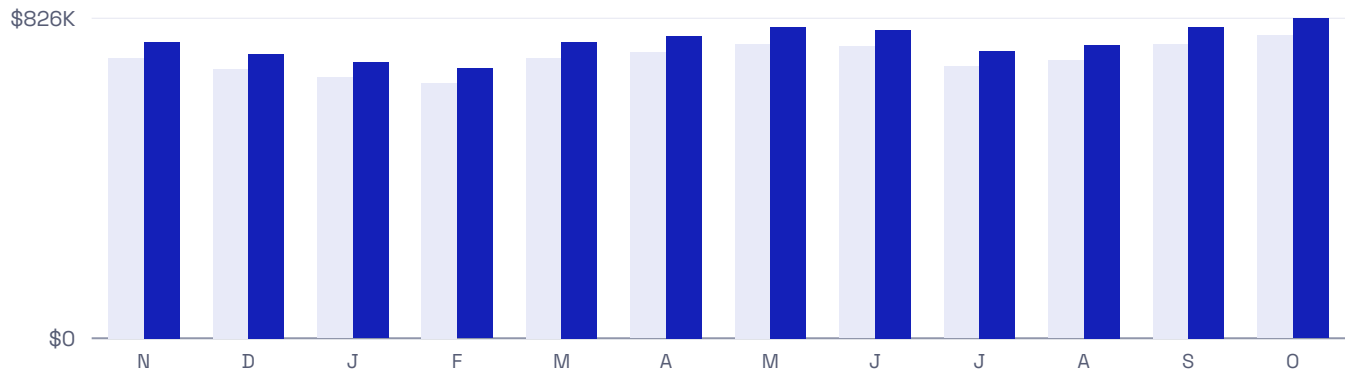
Tallow Creek Industrial Supply

Oct 2026: revenue $826K, up 5.7% on last year

Profit fell 24% to $42K in Oct 2026. Most urgent: Gross margin slid from 25.7% to 23.6%, led by cost of goods sold and inbound freight.

Revenue by month

Blue: this year · Light: same month last year



Three decisions this month

1	Gross margin slid from 25.7% to 23.6%, led by cost of goods sold and inbound freight	**$195K a year**
2	Halvorsen Packaging Corp is 24.0% of sales	**$520K of gross profit at risk**
3	Inventory is 81 days, up from 62	**$379K once**

Start with the first. Requote fixed prices that no longer cover materials, then review maintenance and shop overhead.

Reviewed and signed

Sounding Board advisory team · Strategy and finance advisor Nov 8, 2026

Sounding Board Profit System. Analysis and estimates for information. Not accounting, tax, legal, or investment advice.