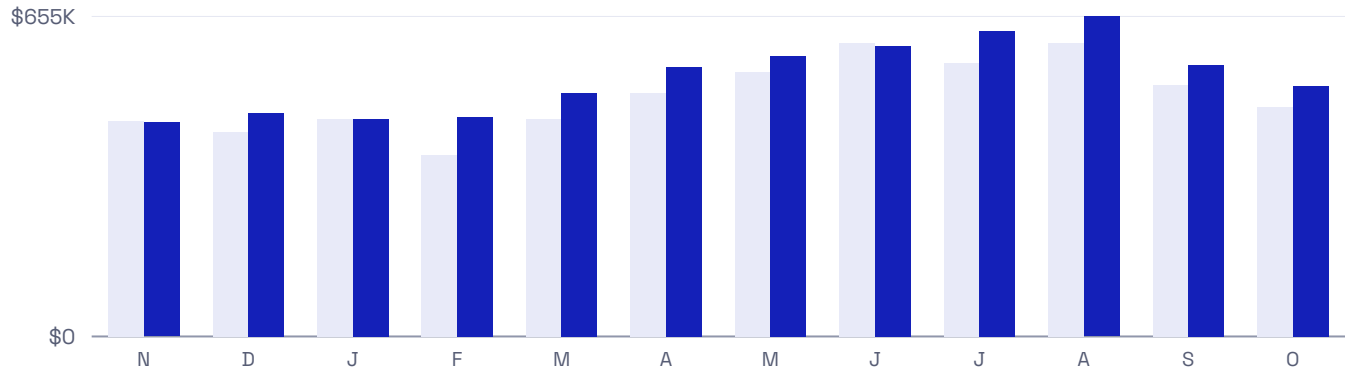
Quillfield Service & Testing

Oct 2026: revenue $513K, up 9.0% on last year

A strong Oct 2026: profit up 36% to $87K. Most urgent: Harrowgate Regional Health is 17.3% of sales.

Revenue by month

Blue: this year · Light: same month last year



Three decisions this month

1	Harrowgate Regional Health is 17.3% of sales	**$389K of gross profit at risk**
2	Summer overtime runs 15.3% of floor pay, against 4.7% the rest of the year	**$23K a year**
3	Legal Fees rose 824% while sales rose 8%	**$15K a year**

Start with the first. Put a written agreement and a renewal date on Harrowgate Regional Health, and grow the next five customers.

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.