Keel & Crane Supply

Meetings Book

29 Nov 2026

The period shown on this page. PGOS, from the company file.

The 80/20 Institute

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Meeting notes

Sample company. These aren't your numbers.

69 meetings are in the notes.

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Meetings

Date	Kind	Title	Summary	Decisions
2026-11-10	Weekly	Weekly meeting, 10 Nov 2026	Keel & Crane Supply weekly meeting on 10 Nov 2026. Fill rate on the core bearings is fine. A slow seal kit is still taking a bin.	Drop the slow seal kit.
2026-11-05	Monthly	Monthly meeting, 5 Nov 2026	Keel & Crane Supply monthly meeting on 5 Nov 2026. Fill rate on the core bearings is fine. A slow seal kit is still taking a bin.	For the month: Drop the slow seal kit.
2026-11-03	Weekly	Weekly meeting, 3 Nov 2026	Keel & Crane Supply weekly meeting on 3 Nov 2026. Counter margin on the core bearing line slipped where the desk discounted a stock item.	Hold the counter price on the core bearing line.

Date	Kind	Title	Summary	Decisions
2026-10-27	Weekly	Weekly meeting, 27 Oct 2026	Keel & Crane Supply weekly meeting on 27 Oct 2026. Tail seals have not sold in a year. The core bearing bins turned.	Exit the tail seals that have not sold in a year.
2026-10-20	Weekly	Weekly meeting, 20 Oct 2026	Keel & Crane Supply weekly meeting on 20 Oct 2026. One vendor still covers the top bearing family. A second source has not quoted.	Ask a second source for the top bearing family.
2026-10-13	Weekly	Weekly meeting, 13 Oct 2026	Keel & Crane Supply weekly meeting on 13 Oct 2026. Friday delivery miles went to accounts that order twice a year. Core routes held.	Cut the Friday route that only serves tail accounts.
2026-10-06	Weekly	Weekly meeting, 6 Oct 2026	Keel & Crane Supply weekly meeting on 6 Oct 2026. Three accounts are past 45 days and still asking for terms. Core accounts are inside the terms.	Stop extending terms on accounts already past 45 days.

Date	Kind	Title	Summary	Decisions
2026-10-01	Monthly	Monthly meeting, 1 Oct 2026	Keel & Crane Supply monthly meeting on 1 Oct 2026. Three accounts are past 45 days and still asking for terms. Core accounts are inside the terms.	For the month: Stop extending terms on accounts already past 45 days.
2026-09-29	Weekly	Weekly meeting, 29 Sep 2026	Keel & Crane Supply weekly meeting on 29 Sep 2026. Fill rate on the core bearings is fine. A slow seal kit is still taking a bin.	Drop the slow seal kit.
2026-09-22	Weekly	Weekly meeting, 22 Sep 2026	Keel & Crane Supply weekly meeting on 22 Sep 2026. Counter margin on the core bearing line slipped where the desk discounted a stock item.	Hold the counter price on the core bearing line.
2026-09-15	Weekly	Weekly meeting, 15 Sep 2026	Keel & Crane Supply weekly meeting on 15 Sep 2026. Tail seals have not sold in a year. The core bearing bins turned.	Exit the tail seals that have not sold in a year.

Date	Kind	Title	Summary	Decisions
2026-09-08	Weekly	Weekly meeting, 8 Sep 2026	Keel & Crane Supply weekly meeting on 8 Sep 2026. One vendor still covers the top bearing family. A second source has not quoted.	Ask a second source for the top bearing family.
2026-09-03	Monthly	Monthly meeting, 3 Sep 2026	Keel & Crane Supply monthly meeting on 3 Sep 2026. Friday delivery miles went to accounts that order twice a year. Core routes held.	For the month: Cut the Friday route that only serves tail accounts.
2026-09-01	Weekly	Weekly meeting, 1 Sep 2026	Keel & Crane Supply weekly meeting on 1 Sep 2026. Friday delivery miles went to accounts that order twice a year. Core routes held.	Cut the Friday route that only serves tail accounts.
2026-08-25	Weekly	Weekly meeting, 25 Aug 2026	Keel & Crane Supply weekly meeting on 25 Aug 2026. Three accounts are past 45 days and still asking for terms. Core accounts are inside the terms.	Stop extending terms on accounts already past 45 days.

Date	Kind	Title	Summary	Decisions
2026-08-18	Weekly	Weekly meeting, 18 Aug 2026	Keel & Crane Supply weekly meeting on 18 Aug 2026. Fill rate on the core bearings is fine. A slow seal kit is still taking a bin.	Drop the slow seal kit.
2026-08-11	Weekly	Weekly meeting, 11 Aug 2026	Keel & Crane Supply weekly meeting on 11 Aug 2026. Counter margin on the core bearing line slipped where the desk discounted a stock item.	Hold the counter price on the core bearing line.
2026-08-06	Monthly	Monthly meeting, 6 Aug 2026	Keel & Crane Supply monthly meeting on 6 Aug 2026. One vendor still covers the top bearing family. A second source has not quoted.	For the month: Ask a second source for the top bearing family.
2026-08-04	Weekly	Weekly meeting, 4 Aug 2026	Keel & Crane Supply weekly meeting on 4 Aug 2026. Tail seals have not sold in a year. The core bearing bins turned.	Exit the tail seals that have not sold in a year.

Date	Kind	Title	Summary	Decisions
2026-07-28	Weekly	Weekly meeting, 28 Jul 2026	Keel & Crane Supply weekly meeting on 28 Jul 2026. One vendor still covers the top bearing family. A second source has not quoted.	Ask a second source for the top bearing family.
2026-07-21	Weekly	Weekly meeting, 21 Jul 2026	Keel & Crane Supply weekly meeting on 21 Jul 2026. Friday delivery miles went to accounts that order twice a year. Core routes held.	Cut the Friday route that only serves tail accounts.
2026-07-14	Weekly	Weekly meeting, 14 Jul 2026	Keel & Crane Supply weekly meeting on 14 Jul 2026. Three accounts are past 45 days and still asking for terms. Core accounts are inside the terms.	Stop extending terms on accounts already past 45 days.
2026-07-07	Weekly	Weekly meeting, 7 Jul 2026	Keel & Crane Supply weekly meeting on 7 Jul 2026. Fill rate on the core bearings is fine. A slow seal kit is still taking a bin.	Drop the slow seal kit.

Date	Kind	Title	Summary	Decisions
2026-07-02	Monthly	Monthly meeting, 2 Jul 2026	Keel & Crane Supply monthly meeting on 2 Jul 2026. Tail seals have not sold in a year. The core bearing bins turned.	For the month: Exit the tail seals that have not sold in a year.
2026-06-30	Weekly	Weekly meeting, 30 Jun 2026	Keel & Crane Supply weekly meeting on 30 Jun 2026. Counter margin on the core bearing line slipped where the desk discounted a stock item.	Hold the counter price on the core bearing line.
2026-06-23	Weekly	Weekly meeting, 23 Jun 2026	Keel & Crane Supply weekly meeting on 23 Jun 2026. Tail seals have not sold in a year. The core bearing bins turned.	Exit the tail seals that have not sold in a year.
2026-06-16	Weekly	Weekly meeting, 16 Jun 2026	Keel & Crane Supply weekly meeting on 16 Jun 2026. One vendor still covers the top bearing family. A second source has not quoted.	Ask a second source for the top bearing family.

Date	Kind	Title	Summary	Decisions
2026-06-09	Weekly	Weekly meeting, 9 Jun 2026	Keel & Crane Supply weekly meeting on 9 Jun 2026. Friday delivery miles went to accounts that order twice a year. Core routes held.	Cut the Friday route that only serves tail accounts.
2026-06-04	Monthly	Monthly meeting, 4 Jun 2026	Keel & Crane Supply monthly meeting on 4 Jun 2026. Counter margin on the core bearing line slipped where the desk discounted a stock item.	For the month: Hold the counter price on the core bearing line.
2026-06-02	Weekly	Weekly meeting, 2 Jun 2026	Keel & Crane Supply weekly meeting on 2 Jun 2026. Three accounts are past 45 days and still asking for terms. Core accounts are inside the terms.	Stop extending terms on accounts already past 45 days.
2026-05-26	Weekly	Weekly meeting, 26 May 2026	Keel & Crane Supply weekly meeting on 26 May 2026. Fill rate on the core bearings is fine. A slow seal kit is still taking a bin.	Drop the slow seal kit.

Date	Kind	Title	Summary	Decisions
2026-05-19	Weekly	Weekly meeting, 19 May 2026	Keel & Crane Supply weekly meeting on 19 May 2026. Counter margin on the core bearing line slipped where the desk discounted a stock item.	Hold the counter price on the core bearing line.
2026-05-12	Weekly	Weekly meeting, 12 May 2026	Keel & Crane Supply weekly meeting on 12 May 2026. Tail seals have not sold in a year. The core bearing bins turned.	Exit the tail seals that have not sold in a year.
2026-05-07	Monthly	Monthly meeting, 7 May 2026	Keel & Crane Supply monthly meeting on 7 May 2026. Fill rate on the core bearings is fine. A slow seal kit is still taking a bin.	For the month: Drop the slow seal kit.
2026-05-05	Weekly	Weekly meeting, 5 May 2026	Keel & Crane Supply weekly meeting on 5 May 2026. One vendor still covers the top bearing family. A second source has not quoted.	Ask a second source for the top bearing family.

Date	Kind	Title	Summary	Decisions
2026-04-28	Weekly	Weekly meeting, 28 Apr 2026	Keel & Crane Supply weekly meeting on 28 Apr 2026. Friday delivery miles went to accounts that order twice a year. Core routes held.	Cut the Friday route that only serves tail accounts.
2026-04-21	Weekly	Weekly meeting, 21 Apr 2026	Keel & Crane Supply weekly meeting on 21 Apr 2026. Three accounts are past 45 days and still asking for terms. Core accounts are inside the terms.	Stop extending terms on accounts already past 45 days.
2026-04-14	Weekly	Weekly meeting, 14 Apr 2026	Keel & Crane Supply weekly meeting on 14 Apr 2026. Fill rate on the core bearings is fine. A slow seal kit is still taking a bin.	Drop the slow seal kit.
2026-04-07	Weekly	Weekly meeting, 7 Apr 2026	Keel & Crane Supply weekly meeting on 7 Apr 2026. Counter margin on the core bearing line slipped where the desk discounted a stock item.	Hold the counter price on the core bearing line.

Date	Kind	Title	Summary	Decisions
2026-04-02	Monthly	Monthly meetin g, 2 Apr 2026	Keel & Crane S upply monthly meeting on 2 A pr 2026. Three accounts are pa st 45 days and still asking for te rms. Core acco unts are inside t he terms.	For the month: Stop extending t erms on accoun ts already past 45 days.
2026-03-31	Weekly	Weekly meeting , 31 Mar 2026	Keel & Crane S upply weekly m eeting on 31 Ma r 2026. Tail seal s have not sold i n a year. The co re bearing bins t urned.	Exit the tail seal s that have not sold in a year.
2026-03-24	Weekly	Weekly meeting , 24 Mar 2026	Keel & Crane S upply weekly m eeting on 24 Ma r 2026. One ven dor still covers t he top bearing f amily. A second source has not quoted.	Ask a second s ource for the to p bearing family .
2026-03-17	Weekly	Weekly meeting , 17 Mar 2026	Keel & Crane S upply weekly m eeting on 17 Ma r 2026. Friday d elivery miles we nt to accounts t hat order twice a year. Core rou tes held.	Cut the Friday r oute that only s erves tail accou nts.

Date	Kind	Title	Summary	Decisions
2026-03-10	Weekly	Weekly meeting, 10 Mar 2026	Keel & Crane Supply weekly meeting on 10 Mar 2026. Three accounts are past 45 days and still asking for terms. Core accounts are inside the terms.	Stop extending terms on accounts already past 45 days.
2026-03-05	Monthly	Monthly meeting, 5 Mar 2026	Keel & Crane Supply monthly meeting on 5 Mar 2026. Friday delivery miles went to accounts that order twice a year. Core routes held.	For the month: Cut the Friday route that only serves tail accounts.
2026-03-03	Weekly	Weekly meeting, 3 Mar 2026	Keel & Crane Supply weekly meeting on 3 Mar 2026. Fill rate on the core bearings is fine. A slow seal kit is still taking a bin.	Drop the slow seal kit.
2026-02-24	Weekly	Weekly meeting, 24 Feb 2026	Keel & Crane Supply weekly meeting on 24 Feb 2026. Counter margin on the core bearing line slipped where the desk discounted a stock item.	Hold the counter price on the core bearing line.

Date	Kind	Title	Summary	Decisions
2026-02-17	Weekly	Weekly meeting, 17 Feb 2026	Keel & Crane Supply weekly meeting on 17 Feb 2026. Tail seals have not sold in a year. The core bearing bins turned.	Exit the tail seals that have not sold in a year.
2026-02-10	Weekly	Weekly meeting, 10 Feb 2026	Keel & Crane Supply weekly meeting on 10 Feb 2026. One vendor still covers the top bearing family. A second source has not quoted.	Ask a second source for the top bearing family.
2026-02-05	Monthly	Monthly meeting, 5 Feb 2026	Keel & Crane Supply monthly meeting on 5 Feb 2026. One vendor still covers the top bearing family. A second source has not quoted.	For the month: Ask a second source for the top bearing family.
2026-02-03	Weekly	Weekly meeting, 3 Feb 2026	Keel & Crane Supply weekly meeting on 3 Feb 2026. Friday delivery miles went to accounts that order twice a year. Core routes held.	Cut the Friday route that only serves tail accounts.

Date	Kind	Title	Summary	Decisions
2026-01-27	Weekly	Weekly meeting, 27 Jan 2026	Keel & Crane Supply weekly meeting on 27 Jan 2026. Three accounts are past 45 days and still asking for terms. Core accounts are inside the terms.	Stop extending terms on accounts already past 45 days.
2026-01-20	Weekly	Weekly meeting, 20 Jan 2026	Keel & Crane Supply weekly meeting on 20 Jan 2026. Fill rate on the core bearings is fine. A slow seal kit is still taking a bin.	Drop the slow seal kit.
2026-01-13	Weekly	Weekly meeting, 13 Jan 2026	Keel & Crane Supply weekly meeting on 13 Jan 2026. Counter margin on the core bearing line slipped where the desk discounted a stock item.	Hold the counter price on the core bearing line.
2026-01-06	Weekly	Weekly meeting, 6 Jan 2026	Keel & Crane Supply weekly meeting on 6 Jan 2026. Tail seals have not sold in a year. The core bearing bins turned.	Exit the tail seals that have not sold in a year.

Date	Kind	Title	Summary	Decisions
2026-01-01	Monthly	Monthly meeting, 1 Jan 2026	Keel & Crane Supply monthly meeting on 1 Jan 2026. Tail seals have not sold in a year. The core bearing bins turned.	For the month: Exit the tail seals that have not sold in a year.
2025-12-30	Weekly	Weekly meeting, 30 Dec 2025	Keel & Crane Supply weekly meeting on 30 Dec 2025. One vendor still covers the top bearing family. A second source has not quoted.	Ask a second source for the top bearing family.
2025-12-23	Weekly	Weekly meeting, 23 Dec 2025	Keel & Crane Supply weekly meeting on 23 Dec 2025. Friday delivery miles went to accounts that order twice a year. Core routes held.	Cut the Friday route that only serves tail accounts.
2025-12-16	Weekly	Weekly meeting, 16 Dec 2025	Keel & Crane Supply weekly meeting on 16 Dec 2025. Three accounts are past 45 days and still asking for terms. Core accounts are inside the terms.	Stop extending terms on accounts already past 45 days.

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2025-12-09	Weekly	Weekly meeting, 9 Dec 2025	Keel & Crane Supply weekly meeting on 9 Dec 2025. Fill rate on the core bearings is fine. A slow seal kit is still taking a bin.	Drop the slow seal kit.
2025-12-04	Monthly	Monthly meeting, 4 Dec 2025	Keel & Crane Supply monthly meeting on 4 Dec 2025. Counter margin on the core bearing line slipped where the desk discounted a stock item.	For the month: Hold the counter price on the core bearing line.
2025-12-02	Weekly	Weekly meeting, 2 Dec 2025	Keel & Crane Supply weekly meeting on 2 Dec 2025. Counter margin on the core bearing line slipped where the desk discounted a stock item.	Hold the counter price on the core bearing line.
2025-11-25	Weekly	Weekly meeting, 25 Nov 2025	Keel & Crane Supply weekly meeting on 25 Nov 2025. Tail seals have not sold in a year. The core bearing bins turned.	Exit the tail seals that have not sold in a year.

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2025-10-21	Weekly	Weekly meeting, 21 Oct 2025	Keel & Crane Supply weekly meeting on 21 Oct 2025. Counter margin on the core bearing line slipped where the desk discounted a stock item.	Hold the counter price on the core bearing line.

Weekly meeting, 10 Nov 2026

Keel & Crane Supply weekly meeting on 10 Nov 2026. Fill rate on the core bearings is fine. A slow seal kit is still taking a bin.

- Decision: Drop the slow seal kit.
- To-do: Count the slow seal kit and mark it to exit. (Luis Ortega)