Larkspur Precision

Sort the book and set the targets

November 29, 2026

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

The 80/20 Institute

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How to read this page

Sample company. These aren't your numbers.

Pricing. Sort the book and set the targets. Planned pocket change $122.7K. Actual Not recorded. A sized move is not the five-year pricing figure. A blank column stays blank. 2026-11-29. File period Jan 15–Dec 15, 2025. Quads come from the invoice file. The profit and loss statement is the sum of those invoices.

A blank stays off. Nothing here posts.

Sort the book and set the targets

Step 5. Sort the book and set the targets.

Customers and products are sorted by revenue, pocket margin after givebacks is visible, and every quad with sales has a price action.

Status: at_risk.

Sort the book

Customers and products

Name	Kind	Invoice	Pocket	Pocket margin
Bramble Facilities 01	Customer	$2.2M	$2.1M	$1M
Pellam Grain House 02	Customer	$2M	$1.8M	$875.7K
Northwick Packing Hall 03	Customer	$1.7M	$1.5M	$742.4K
Calder Clinic Plant 04	Customer	$1.4M	$1.3M	$610K
Hest Glass Works 05	Customer	$1.1M	$1M	$495.3K
Morrow Facilities 06	Customer	$840.5K	$781.8K	$372.5K
Quinlan Grain House 07	Customer	$747.1K	$689.8K	$324.4K
Sable Packing Hall 08	Customer	$733.8K	$674.8K	$322K
Vesper Glass Works 10	Customer	$98.2K	$98.2K	$15.6K
Linden Clinic Plant 19	Customer	$83K	$83K	$20.2K
Ostler Packing Hall 13	Customer	$81.2K	$81.2K	$22.8K
Hest Glass Works 25	Customer	$81.1K	$81.1K	$23.7K
Jasper Grain House 17	Customer	$70.8K	$70.8K	$20.6K
Pellam Grain House 22	Customer	$68.8K	$68.8K	$14.9K
Bramble Facilities 21	Customer	$66.5K	$51.2K	$7,669

Name	Kind	Invoice	Pocket	Pocket margin
Tern Clinic Plant 09	Customer	$64.3K	$64.3K	$20.3K
Marlow Glass Works 20	Customer	$62.8K	$62.8K	$15.5K
Tern Clinic Plant 29	Customer	$62.5K	$62.5K	$20.4K
Ives Facilities 16	Customer	$60.6K	$60.6K	$7,972
Weldon Facilities 11	Customer	$59.4K	$59.4K	$12K
Northwick Packing Hall 23	Customer	$55.3K	$55.3K	$12.8K
Sable Packing Hall 28	Customer	$52.5K	$52.5K	$9,838
Morrow Facilities 26	Customer	$43.3K	$43.3K	$8,071
Fenwick Clinic Plant 14	Customer	$43.1K	$43.1K	$5,565
Harlow Glass Works 15	Customer	$39.2K	$39.2K	$6,538
Yarrow Grain House 12	Customer	$38.2K	$38.2K	$7,108
Kestrel Packing Hall 18	Customer	$34.7K	$34.7K	$7,937
Calder Clinic Plant 24	Customer	$30.4K	$30.4K	$4,716
Quinlan Grain House 27	Customer	$24.7K	$24.7K	$1,741
Bramble Facilities 41	Customer	$9,287	$7,521	−$432
Harlow Glass Works 35	Customer	$8,756	$8,756	$2,198

Name	Kind	Invoice	Pocket	Pocket margin
Ostler Packing Hall 33	Customer	$6,410	$6,410	$2,416
Jasper Grain House 37	Customer	$4,985	$4,985	$1,296
Yarrow Grain House 32	Customer	$4,615	$4,615	$1,010
Kestrel Packing Hall 38	Customer	$4,038	$4,038	−$238
Ives Facilities 36	Customer	$2,499	$2,499	$664
Fenwick Clinic Plant 34	Customer	$2,249	$2,249	$599
Pellam Grain House 42	Customer	$2,002	$2,002	−$400
Linden Clinic Plant 39	Customer	$2,000	$2,000	−$400
Marlow Glass Works 40	Customer	$2,000	$2,000	−$400
Machined flange	Product	$2.1M	$2.1M	$1.1M
Gear blank	Product	$2.1M	$2.1M	$1.1M
Shaft assembly	Product	$2M	$2M	$1.1M
Pump housing	Product	$2M	$1.2M	$262.4K
Valve body	Product	$2M	$2M	$1.1M
Pump housing 02	Product	$252.2K	$252.2K	$66.8K
Small-batch fitting	Product	$170.2K	$170.2K	$42.2K
Prototype part	Product	$166.7K	$166.7K	$39.8K
Custom one-off job	Product	$110.3K	$110.3K	$27.1K

Name	Kind	Invoice	Pocket	Pocket margin
Machined flange 02	Product	$96.2K	$96.2K	−$7,120
Weldment frame	Product	$94.9K	$94.9K	$19.9K
Adapter plate	Product	$94.9K	$94.9K	$22.6K
Shaft assembly 02	Product	$94.7K	$94.7K	$23.7K
Valve body 02	Product	$92.6K	$92.6K	$22.9K
Rush repair part	Product	$85.3K	$85.3K	$20.4K
Impeller blank	Product	$73.3K	$73.3K	$18.1K
Bracket kit	Product	$73K	$73K	$18.3K
Manifold block	Product	$71.8K	$71.8K	$17.6K
Bushing set	Product	$61K	$61K	$14.6K
Gear blank 02	Product	$57.8K	$57.8K	−$7,070
Bearing cap 02	Product	$57.6K	$57.6K	−$8,742
Renewal kit	Product	$52.8K	$52.8K	$12.9K
Weldment frame 02	Product	$51.6K	$51.6K	−$6,993
Manifold block 02	Product	$47.3K	$47.3K	−$4,971
Bearing cap	Product	$35.8K	$35.8K	$9,366