

## TADLOCK TRAILER SALES - PREPARING FOR EXPANSION

**ABOUT JERRY TADLOCK.** Established in 1977, Tadlock Trailer Sales is a family owned and operated business. Located in West Union, Ohio, they have serviced and sold to customers all over North America. Tadlock produces and offers a large range of products such as quality utility and work trailers as well as truck beds. They also sell and service several mower brands as well parts and accessories.

**THE CHALLENGE.** Tadlock Trailer Sales needed to take a closer look at their financials and profit margins. This also included an assessment on how the business entity is structured, along with other entities owned by the parent company. For help Tadlock turned to the team at OSU South Centers, part of the Ohio MEP and the MEP National Network™.

**MEP CENTER'S ROLE.** This accounting project was comprised of an entire year's worth of data and financials. The consultant, recommended by the experts at OSU South Centers, was able to provide valuable information on profit/loss, on-hand inventory, and value/cost analysis on parts, material, and components needed for product manufacturing. This information was used to adjust pricing and ordering processes. Tadlock was able to use the cost savings provided by this project and reinvest in a potential expansion of their production capability.

"The OSU South Centers MEP staff was very knowledgeable and understanding of our situation. The accounting professional they provided was great to work with and we are very happy about the results. I would recommend the services of The Ohio MEP to any manufacturing looking to improve their business."

-Nanette Tadlock, Co-Owner

## RESULTS



\$30,000 in cost savings



\$20,000 in new investment

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## CONTACT US



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