

Manufacturing Industry Services



Today's manufacturer faces many unique and difficult challenges: how to finance inventory and receivables, control inventory cost and quantities, schedule production, determine and control production costs, allocate overhead, develop pricing strategies and more.

The industry is extremely capital-intensive and requires the owners to have good working relationships with financing sources, to be innovative and receptive to new manufacturing techniques and to have a thorough grasp of cost accounting principles. Recent changes in tax laws have also had a significant impact on manufacturers.

Governmental and environmental regulations abound which restrict the manufacturing process. In order to be successful, today's owner of a manufacturing company must be capable of wearing many hats.

Specialized Manufacturing Services

- Development of pricing structures
- Evaluation of production methods
- Evaluation of production costs—fixed vs. variable
- Development of overhead absorption rates
- Break-even analysis
- Computerization
- Inventory valuation and controls
- Development of cost system to analyze variances
- Evaluation of product-line profitability
- Expansion

Financial Services

- Recommendations to improve working capital to help increase financing capacities
- Evaluation, development and installation of accounting and job cost systems
- Preparation of budgets and projections
- Preparation of financial statements according to present industry standards

Wealth-building Services

- Business continuation/succession planning
- Analysis of potential acquisitions and mergers

Tax Services

- Coordination of business and personal tax planning
- Income and cost recognition methods
- Multistate issues—nexus, sales and use tax, franchise, income and other taxes
- Equipment leasing company considerations
- Structuring of business entities
- Specialized deduction and credit opportunities:
 - Qualified activities production deduction
 - Research and development credits
 - IC-Discs

CPAs
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