

MANUFACTURING | DISTRIBUTION | RETAIL

Success in manufacturing, distribution and retail requires overcoming challenges that extend beyond product, production, and service. Costs, taxation, margins, and technology are only a few of the issues impacting your profitability and the advisors at Berdon can help make a difference.

We advise the family empire in a generational change, the regional power with national plans, the industry leader with a global reach, and the entrepreneur with a new idea. They all turn to Berdon for insights that can protect and enhance their bottom line.

IMPROVING YOUR OPERATIONS

No matter your size, customer profile, location, or product, the level efficiency of your internal operations can either add luster to your success or propel you down the road to oblivion. Berdon professionals isolate inefficiencies, suggest improvements, and offer inventive strategies to streamline and upgrade your operations and reduce overall costs. In working with management, we leverage an arsenal of services that are thorough and all-encompassing to assist you.

In transactions, we consider market trends, history, economic conditions, as well as unique or obscure points in establishing a value. We bring this expertise to bear in setting an appropriate value for the sale of a business, evaluating merger or acquisition candidates, and in a multitude of other situations.

- Evaluating and performing due diligence for acquisitions
- Establishing the value of a business for a sale, merger, acquisition, litigation, or other situations
- Preparing a succession plan
- Identifying new business opportunities
- Advising on expanding internationally
- Obtaining financing
- Developing an operational budget
- Devising effective compensation and retirement plans
- Strategizing lease negotiations
- Upgrading or improving your office technology
- Evaluating current internal controls, including monitoring inventory, cash flow, sales, payroll, and inventory
- Performing cost/benefit analyses

ACCOUNTING AND AUDITING SERVICES

As auditors with a spotless reputation for our entire ten decades, we report to senior management or the auditing committee to help ensure that you have an efficient operation with strong controls. Whether it's for an audit, a review, or a compilation, we step in swiftly, economically, and expertly to:

- Advise on maintaining proper segregation of duties
- Work with staff to design internal controls and reduce or eliminate areas of risk
- Recommend systems to coordinate internal auditing
- Help resolve interim financial reporting problems

CURBING THE IMPACT OF TAXES

Current and long-term profitability can be improved by taking advantage of every opportunity to limit taxation's demands. We advise you in:

- Structuring your business to maximize the tax benefits
- Navigating through federal, state, local, and overseas tax regulations
- Developing or updating your estate and gift tax plan
- Minimizing taxes to businesses and owners through effective tax planning
- Maximizing research and development credits
- Implementing export tax incentives through the use of an Interest Charge Domestic International Sales Corporation (IC-DISC)
- Using the domestic production activities deduction
- Coordinating and preparing federal, state, and local taxes
- Examining the implications of leasing vs. buying equipment
- Advising on the changing IRS rules for independent contractors

EXTENDING A GLOBAL REACH

Berdon helps break through barriers and smooth your way to success in the global marketplace. Through membership in TIAG — a global alliance of more than 115 independent accounting firms in over 65 countries — we put you in touch with the experts you require.

DISASTER — PREVENTION, RECOVERY, RESUMPTION

It often strikes without warning, but you can prepare for it. We advise on:

- **Technology security:** Firewalls, virus defenses, and backup and operating procedures
- **Operational issues:** Reliance on suppliers, market fluctuations, and brand damage
- **Recovery:** Developing a disaster recovery team
- **Resumption:** Preparing a detailed business resumption plan

At Berdon, we believe that there are many pathways to increased profitability. And as accountants and as advisors, we work to isolate and develop those pathways to help ensure prosperity for both the short- and the long-term.