

## FOCUS ON PROFITABILITY, PRODUCTIVITY AND EFFICIENCY

As one of the Southeast's largest providers of accounting and business consulting advice to manufacturing companies, Warren Averett understands the pressure within the industry to manage production, operate efficiently and compete in an increasingly competitive global marketplace. As competitors drive down pricing, customers are seeking more value for their money and a quicker response time from their suppliers. These pressures require manufacturers to maximize production, meet quicker turnaround times, reduce operating costs, develop a deep supplier network and plan for strategic market position. We can help identify and implement strategies designed to keep your operations moving profitably and efficiently.

Serving more than

**1,100** manufacturing  
and distribution  
companies firmwide

Decades of experience combined with our active participation in relevant industry associations ensures that our industry specialists are well versed on the manufacturing issues your company faces. Our dedication to your success is demonstrated through guidance and consultation on a variety of topics.

Above and beyond our technical abilities and knowledge, our manufacturing industry specialists

search for ways to help you thrive and accomplish more of what's important to you. We offer deeper expertise that provides additional value to owners and executives within the manufacturing industry including:

- Metals Industries
- Food and Beverage
- Wood Products
- Electronics
- Automotive
- Agriculture
- Heavy Equipment
- Building Materials
- Plastics and Chemicals
- Pharmaceuticals
- Apparel
- Textile Products
- Electronics

### COMMUNICATION

Our goal in any engagement is the avoidance of issues and surprises. Our client service approach aims to eliminate or significantly reduce the likelihood that issues arise and, in the event that issues do arise, they are not surprises. We achieve this by establishing open lines of communication between Warren Averett team leadership and our client's management and accounting personnel, as well as the Audit Committee and/or Board of Directors, as appropriate and as required by auditing standards.

### DOMESTIC AND LOCAL CONNECTIONS

To provide an exceptional level of service to manufacturing businesses, Warren Averett has

a dedicated group of industry specialists who collaborate monthly to keep current on the issues faced by manufacturers.

In addition, our specialists facilitate roundtables across the Southeast, where you can network with your peers and discuss feasible solutions to a broad range of business challenges.

## GLOBAL RESOURCES

In addition to serving domestic manufacturers, Warren Averett also serves domestic manufacturers with foreign operations as well as foreign-owned manufacturers with domestic operations. We understand that addressing international business opportunities also means addressing complex international tax compliance, financial reporting and planning challenges.

## A WIDE ARRAY OF INNOVATIVE FINANCIAL SERVICES AND SOLUTIONS

With audit procedures that are tailored to your company and responsive to grow and change as your business does, Warren Averett offers truly personalized, risk-focused audit services unlike any other. The same can be said of our approach to annual tax preparations. To us, it isn't just about recapping what's happened in the past year; it's a reflection of the tax planning performed year-round.

### ACCOUNTING

- Accounting and attest services
- Internal controls review
- Financial due diligence and quality of earnings
- IFRS reporting package requirements

### TAX

- Tax planning for multi-site, multi-state and multi-national operations
- Sales and use tax issues
- Real estate acquisition and tax consulting
- Incentives and credits – federal and state
- Economic development consulting and incentives



- Research and development tax credits
- Inventory tax planning – LIFO and Section 263A
- Specialty international tax consulting (IC-DISC)
- Cost segregation studies

### OTHER

- Transaction Advisory
- ESG Consulting
- Cybersecurity
- Staffing

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*"Warren Averett's professionals are responsive, helping me year in and year out, often at a moment's notice. I count on Warren Averett to provide not only audit and tax services, but also ongoing business and accounting advice. They are an invaluable ally helping us to compete more confidently in a tough industry."*

*– CFO of a leading manufacturer of pipe and tubing serving the Southeast*

