



## Manufacturing Services



Insight. Oversight. Foresight.<sup>SM</sup>

# Fostering Productivity and Profitability

Doeren Mayhew's dedicated Manufacturing Group provides the expertise you need to build your bottom line.

## In-Depth Industry Expertise

The manufacturing industry faces a long list of challenges that require operational focus, strategic planning and precise execution. Creating production efficiencies, maintaining quality, and making decisions on human capital and technology investments all require solid management data and a keen eye on the bottom line.

To help your business cope with these pressures and capitalize on opportunities, Doeren Mayhew focuses our extensive expertise into a dedicated Manufacturing Group. Comprised of CPAs specializing in financial management and business processes, this group helps you create a more productive operation and reach higher profit levels.

Located in our nation's leading manufacturing regions, we serve a variety of clients such as:

- Automotive
- Aerospace
- Food processing
- Specialty plastics
- Tool and die

## Our Value Proposition in Action

### Tax Oversight Uncovers Missed Savings

A manufacturer of products for the oil and construction industries achieved nearly \$700,000 in tax savings upon switching to Doeren Mayhew. Overlooked by the prior CPA were nearly 10 tax savings strategies, ranging from research and development tax credits and the domestic producer deduction for savings today, to gifting and entity structure considerations for saving millions upon business exit.

### Foresight Boosts Proceeds on Business Sale

Through a conversion from a C corporation to an S corporation, Doeren Mayhew saved a machine fabrication shop nearly \$3 million in taxes over the course of five years. Now helping the manufacturer sell the business, we expect an additional \$800,000 in after-tax proceeds due to double taxation avoided by the conversion.



Industry Insight, Delivered



## Meeting Your Industry Needs

We provide a full range of manufacturing accounting services designed to help you maximize profits and minimize tax liabilities, including:

- Financial statement audits, reviews and compilations
- Expertise in U.S. GAAP and International Financial Reporting Standards (IFRS)
- Implementation of cost accounting systems
- Evaluation of financial reporting systems
- Internal control evaluation and analysis
- Proactive tax planning to reduce or defer taxes
- Utility tax studies to identify possible sales tax exemptions
- Reverse sales tax audits to identify tax refund opportunities
- IC-DISC planning for exporters
- Research and development tax credit studies to uncover potential tax savings
- Cost segregation studies to identify tax savings opportunities on company-owned facilities

## Going Beyond the Basics

We go beyond traditional accounting to help manufacturers like you meet long-term goals through a wide variety of business advisory services, including:

- Supply-cost management studies
- Cash-flow management
- Inventory and data management
- Comprehensive analysis of overhead allocation, purchasing and quality control
- Lean manufacturing assessments to reduce waste and inventory
- Evaluation of sales channels
- Analysis on manufactured cost of items
- Strategic planning for plant expansions
- Budgeting and forecasting
- Benchmarking financial performance against competitors and the industry
- Key performance indicators to monitor financials, track trends and uncover opportunities
- Assistance with financing requests
- Operational restructuring

At Doeren Mayhew, industry insight means pursuing training and certifications, staying involved in industry associations, and keeping up on the regulations and trends affecting our clients. As a result, you can look to our group for proactive industry insight and alerts, thought leadership and best practices. See the resources we have to offer you at [www.doeren.com/manufacturing](http://www.doeren.com/manufacturing).

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