



# Manufacturing Industry

It's a critical time for manufacturers, wholesale suppliers, and distributors (MWD). Competitive pressures and the global economy are all impacting the industry, creating both threats and opportunities. Decisions you make today can greatly affect short- and long-term viability. Armed with insightful financial information and competent advice from our trusted MWD advisors, you can feel confident making well-informed decisions.

## Quality and service you can count on

### Diverse Clientele

The KraftCPAs MWD team provides financial and consulting services to a variety of clients, including:

**130+ MWD Clients**

- » Automotive industry suppliers
- » Vehicle/industrial equipment distributors
- » Food manufacturers
- » Healthcare equipment manufacturers
- » Pharma distributors
- » Printing companies & paper distributors
- » Chemical manufacturers & distributors
- » Mining industry suppliers
- » Furniture manufacturers & metal fabricators
- » Building materials manufacturers & distributors
- » Military equipment manufacturers
- » Audio equipment manufacturers & distributors

Our clients range from start-ups to large manufacturers with operations in foreign countries, as well as U.S. subsidiaries of foreign-owned companies. Many of our MWD clients have been with Kraft for more than 30 years.

### Industry Experience

MWD represents one of our largest industry concentrations in terms of firm revenue. Because of Kraft's diversified commercial practice, many of our professionals have extensive experience in the manufacturing industry. This vast experience provides us with the insight and industry-specific knowledge required to make sound management recommendations.

As a commitment to the industry we serve, we are members of Manufacturing CPAs, a nationwide network of CPA manufacturing firms, giving us access to educational programs and other support to help us stay informed of industry trends and better serve our clients.

We are also members of the Tennessee Automotive Manufacturers Association and the Tennessee Chamber of Commerce & Industry Manufacturing Excellence Council.



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CONTACT

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Our mission is client success, and our goal is to establish long-term relationships with our clients to help them achieve their goals. We invest the time to get to know our clients so that we can become an invaluable resource and trusted advisor. Our services, which range from the basics to specialized consulting, include:



Chris Hight



Mark Patterson



## Assurance Services

- » Audit, review & compilation of financial statements
- » Outsourced internal audit
- » Interim financial management & placement
- » Internal control assessments
- » Employee benefit plan audits
- » IT risk assurance & security
- » System & Organization Controls (SOC) attestation examinations
- » Sarbanes-Oxley (SOX) compliance assistance

## Consulting Services

- » Due diligence
- » Valuation
- » Litigation & dispute resolution
- » IT implementation
- » Forensic accounting
- » Turnaround & restructuring
- » Information systems security
- » Risk assessment
- » Transaction advisory services
- » ERP selection & implementation

## Tax Consulting & Compliance

Our professionals have helped numerous MWD clients reduce their tax burden through the identification of various state and federal tax credits, deductions, and other incentives, including the TN Jobs Tax Credit, the federal R&D credit, the work opportunity tax credit, and cost segregation studies. Our other tax services include:

- » Tax return preparation
- » Income tax planning
- » State & local tax planning
- » State tax Nexus studies & planning
- » Entity selection
- » M&A, succession & exit planning
- » Deal structuring for favorable tax consequences
- » Tax controversy resolution
- » Research & experimentation (or R&D) credit studies
- » State tax incentives
- » International tax planning
  - » Transfer pricing studies
  - » Export tax incentives
  - » Entity/ownership structuring
  - » Entity location selection
  - » Foreign transaction reporting



  
ManufacturingCPAs  
proud members since 2015

Client Review

“Just as our parents did before us, we count on KraftCPAs for sound business counsel. KraftCPAs is like a part of the family.”

*Lydia Horton* Utility Equipment Services, Inc.