

Accounting and Tax Services

Profit Enhancement

International Business



Services for Manufacturing and Distribution Companies from Habif, Arogeti & Wynne, LLP



Smart
Solutions

GOING BEYOND TRADITIONAL TAX AND ACCOUNTING TO
 OFFER TARGETED SERVICES THAT HELP MANUFACTURERS AND
 DISTRIBUTORS MAKE THE NEXT BIG STEP

Closely held, middle-market manufacturers and distributors, whether family- or investor-owned, have unique needs. It's the nature of the business. To build on your growth and accomplishment, you need partners that know your business.

With Habif, Arogeti & Wynne, you'll work with top-tier professionals who will help you access a powerful range of capabilities like business process improvement; profit enhancement; and industry-specific, proactive accounting and tax services.

We've been expanding and refining our practice for more than 50 years. It's a tradition made stronger by hands-on professional experience, attention to detail, and our ability to innovate to meet changing business objectives.

"We needed a larger firm that could grow with us and serve as a strategic partner. HA&W understands manufacturing and distribution, not just numbers. In addition to tax and accounting services, they've helped us structure our business, protect our profitability, and develop a more disciplined operation."

*Evan Toporek, Chief Operating Officer
Gagwear Inc.*

Profit enhancement services

Greater control over production and operations. Less waste and lower inventories. A synchronized supply chain. It all leads to a stronger competitive edge for your business — and stronger profits.

More so than a traditional CPA or management consultant, HA&W's spectrum of services can make an impact on your business. Going beyond traditional accounting and tax services, our manufacturing and distribution specialists can help you tighten operations, collaborate more efficiently, meet competitive market conditions, and grow your business.

- Performance measurement systems
- Benchmarking and industry analysis
- Operations review and assessment
- Lean accounting
- Product pricing and cost analysis
- Inventory management and controls
- Cycle time reductions
- Business coaching

Accounting and audit services

HA&W ranks among the top accounting and consulting firms in the nation and offers the full spectrum of traditional accounting, audit and consulting services.

At HA&W, it's our responsibility to stay abreast of business trends that can improve your bottom line. And as your trusted advisor, we can help you improve performance and achieve your business goals — all while remaining compliant with new rules and regulations. When auditing our clients, our services include identifying business risks, offering advice for improving controls, evaluating accounting issues, and assessing the quality of the information stakeholders use to make business decisions. For decades, our teams have followed the highest professional standards in order to help our clients maximize their potential.

- Auditing using industry-specific expertise
- Financial review and general accounting
- Cash flow forecast and projection
- Budget preparation and review
- Increasing return on plant investments
- Financial controls

Mergers and acquisitions

When it's time to consolidate or reorganize, you can rely on HA&W. We've advised on a wide variety of complex transactions. We offer financial guidance for a wide range of merger and acquisition-related functions: restructurings, joint ventures, strategic alliances, divestitures, leveraged buyouts, and more.

- Services for targeted and acquiring companies
- Due diligence
- Tax structure
- Pro forma financial statements
- Collaboration with attorneys, investment bankers and investors
- Valuation
- Assisting with preparation for sale

Services for growing enterprises

As your company evolves, it will soon become time to find an accounting partner with broader horizons. From establishing policies and procedures to evaluating your human resources options to implementing software, we support the growth of your manufacturing or distribution enterprise.

- Succession planning
- Employee benefit plan design and administration
- Retirement plan design and administration
- Incentives and compensation strategies
- Disaster recovery and loss control programs
- Fraud prevention and detection
- Financial information systems consulting and evaluation

Tax planning and advisory services

HA&W professionals find ways to convert tax compliance into a competitive advantage. We stay abreast of manufacturing and distribution-specific rules, legal changes, and business trends that can improve your bottom line.

- Tax planning and preparation
- Optimizing state and local taxation
- Implementation of state and local tax incentive programs

Services for companies with international operations

Though firmly rooted in the Southeast, HA&W's services are global in scope. We have the resources to work with our clients wherever in the world their business takes them. HA&W is an independent member of Baker Tilly International, an alliance of independent accounting firms with offices in 85 countries.

- Advice on international transactions and structures
- Inbound and outbound transactions
- Transfer pricing studies and advice
- IRS transfer pricing audits
- Extraterritorial exclusion and the qualified income deduction
- International tax compliance requirements
- Strategies for controlled foreign corporations (CFCs)
- Debt and tax export incentives
- Tax services for new residents
- International audits using GAAP, IAS or other international accounting methods

About Habif, Arogeti & Wynne, LLP

With more than 50 years of experience, HA&W has grown to be the largest independent accounting firm in Atlanta. HA&W is recognized as one of the top accounting and consulting firms in the country. The firm is an active sponsor of the Georgia Industry Association (www.georgiaindustry.org) and the Georgia representative of the Manufacturing Services Association, a group of 15 independent accounting firms focusing on manufacturing and distribution clients.

"HAW handles both our auditing needs as well as our tax and everyday accounting needs. They're a real partner, and that's what you want in an accounting team. You want someone who can help you build your business and HAW is an expert in that. It certainly has been a good experience for Volk. One we intend to nurture as time goes on."

*Tony Volk, President & CEO
Volk Enterprises, Inc.*