



Manufacturing and Distribution

**We have
learned
there's only
one way to
earn respect,
build trust and
produce
results. That's
by being close
to our clients.
And there's
really only one
way to do that.
Face to Face.**

Face to face



DEEP ROOTS GAIN A WIDE PERSPECTIVE

As you may expect, Smith Leonard traces its roots to the manufacturing and distribution companies that originally vitalized the Piedmont Triad area of North Carolina. Our roots have held firm, as this industry specialty continues to be a large portion of our client base. We remain connected to many of these stalwart companies and continue to grow our portfolio as new innovators within these industries seek our expertise.

SERVICE AREAS

While primarily concentrating on the Piedmont Triad, we also serve clients with locations throughout North Carolina, South Carolina, and Virginia. Most clients range in revenue size from \$2-300 million. Our extensive network of international relationships through BDO helps us serve clients throughout the world, with regular interaction with Asia, Europe, South America, Mexico, and Canada.

BDO ALLIANCE USA: A POWERFUL CONNECTION

Smith Leonard is an independent member of the BDO Alliance USA, a nationwide association of independently owned accounting and consulting firms. Among the nation's leading firms, BDO serves both public and privately held businesses and management-controlled companies out of 64 US offices.

Through this association, we also are connected to BDO International, one of the world's largest accounting and consulting organizations, with over 1,400 member firm offices in 154 countries.

ESTABLISH A FOUNDATION

No one is more aware than you that the manufacturing and distribution industries have its own set of special concerns. And because we serve a variety of related clients, we take pride in our ability to anticipate both the issues and the opportunities that come your way. Quite simply, this process is called preparation. It means we focus on your specific needs from the ground up and that we are able to provide clients a variety of accounting and consulting services, including:

- Audit, compilation and review
- Benchmarking and analytical review
- Bonus and incentive program development
- Budgeting and cash flow analysis
- Business transition and succession planning
- Business valuation
- Cost segregation
- Management information systems consulting
- Merger and acquisition assistance
- Strategic planning
- Tax compliance and consultations

We also connect our clients to resources that save them money in important areas, including property taxes, utilities, credit card processing, and freight charges.

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