



manufacturing + distribution

cotton
+ allen



the legacy continues



industry expertise that makes a difference

Thin margins. Thick competition. Manufacturers and distributors face heavy new challenges daily.

At Cotton + Allen, we count many manufacturing and distribution companies among our clients. Our years of experience advising these companies give us a deep understanding of their businesses. We know the ins and outs of inventory, working capital, pricing and competitive factors that are unique to these types of businesses.

illuminating the issues

Manufacturing and distribution executives are busy running their companies. Often they don't have the time to sift through vast amounts of financial details to analyze their true costs. But understanding costs is critical. That's why, in addition to our traditional auditing, accounting and tax services, we can also provide cost analysis services and pricing consultation to help our manufacturing and distribution clients better understand their businesses. Our LIFO inventory review helps to determine if your present method of valuing inventory provides the most tax benefits. We also consult on budgeting, cash flow management, customer and product profitability, productivity and make-or-buy analysis.

no one knows your business like you do. but with cotton + allen as your trusted advisors, expert advice you need to grow your business, reduce your tax burden and preserve what y

Awarded honors for outstanding historic preservation, our business home in downtown Louisville's First Trust Centre is a testament to our firm's legacy.



our resources on your side

Cotton + Allen is a full-service firm with deep resources and technical know-how. Our manufacturing and distribution team works in partnership with our clients, sharing the knowledge gained from years of working with similar companies to help improve business processes and productivity. Our team approach gives us instant access to experts in other disciplines as well. And as a member of the RSM McGladrey Network, we give you access to the industry knowledge base of a national organization of more than 6,700 professionals in more than 300 locations, serving more than 5,000 manufacturing and distribution clients.

innovation. dedication. experience. the legacy continues.

Cotton + Allen is a full-service accounting and advisory firm serving the region since 1921. As trusted advisors to our clients, our talents extend beyond traditional tax and accounting work to include a broad range of disciplines that address business and financial needs today and in the future.

**you can count on getting the
you've worked so hard to build.**

- Who is your most profitable customer?
- What is your most profitable product?
- How do you value your inventory?
- Have you evaluated how your inventory valuation affects your income?
- How much are you losing each year because you have the wrong type or too much inventory?
- How smoothly does your budgeting process run?
- What process did you go through when making your last major business decision?
- How well does your business run while you are away?

the right services

Cotton + Allen is a full-service accounting and advisory firm. We provide a range of services to meet your needs now and in the future.

audits, reviews + compilations

bookkeeping

budgeting + forecasting

business acquisition + disposition

business advice + planning

business valuation

employee benefit plans

estate + gift tax planning

financial planning + wealth management

information technology consulting

litigation support

outsourcing in accounting + tax

retirement plan design + administration

succession planning

tax planning + strategies

first trust centre, suite 201 south, 200 south fifth street, louisville, KY 40202

p: 502.589.6050 fx: 502.581.9016 www.cottonandallen.com

a member of the rsm mcgladrey network

