



## Wholesale Distributors Accounting, Auditing, Tax and Advisory Services

### Wholesale Distribution Practice Group: An Overview

Managing the complexities of a distribution business these days requires a steady hand on the critical levers of success. It starts with strategic planning for market positioning, supplier networks, product mix, sales processes and price points. It also takes constantly motivating your sales team to keep them engaged and productive. Given all of these factors, owners and managers need to stay on top of their game, because the company's prosperity depends on it.

RBF's clients in the wholesale distribution sector benefit from our insight and experience with the many types of business challenges they face – from the ups and downs of the economic cycle, to the impact of higher taxes on cash flow – from coping with increases in health care and energy costs, to lining up new partners, products and customer accounts.

Our portfolio of skills and experience in business planning, operations, financial systems, taxation, auditing, compensation, valuation and M&A provides wholesale distributors with the right breadth of service to meet their needs today, and to thoroughly prepare for the challenges of tomorrow.

### Some specific ways we help our wholesale distributor clients:

- Advising on the nuances of multi-state sales tax laws, including internet sales
- Advising on a distributor vs. agency arrangements
- Conducting valuation studies for buy-sell and family transition matters
- Conducting candidate searches for accounting personnel (clerk through CFO)
- Providing training to internal accounting department staff
- Devising funding strategies using traditional and non-traditional resources
- Counseling on exit strategies and selling the business

### But that's only part of the story.

For a more specific description of these and other accomplishments on behalf of our distributor clients, please call: Paul Bardaro, CPA/ABV, CGMA or Vincenzo Botta, CPA, CGMA at (781) 321-6065.

### RBF Client Benefits:

- **Proactive, involved partners**
- **Seasoned accountants with Big 4 experience**
- **More cost efficient than larger firms**
- **Serving businesses since 1985**
- **Member of an International Network of firms**



For high-level executives looking to confirm their gut instincts about where their business stands – and where it's going – RBF provides the timely financial data and deep, strategic insights they need to move ahead with confidence.

## SUCCESS, MEASURED.