



## MANUFACTURING & DISTRIBUTION

Accounting and tax for manufacturing and distribution companies requires unique knowledge and experience involving such critical issues as capitalizing inventory costs, revenue recognition, properly identifying which state and local sales and use taxes are applicable and not applicable, and identifying all activities and costs that make for desirable, but defensible, tax credits, to name a few.

For this reason, the expertise of your accounting and tax advisors is critical to maximizing your company's strength, financial stability and viability.

## MANUFACTURING & DISTRIBUTION CLIENTS

Our team has been providing a wide variety of services to a broad range of privately and publicly-held manufacturing & distribution companies for decades, including:

- A multi-billion-dollar pharmaceutical manufacturer
- Several manufacturers serving the energy industry, such as those in drilling rig, pipeline and other oilfield equipment manufacturing
- A leading manufacturer of outdoor recreation products
- The largest distributor of nursery products to big box lawn and garden centers
- One of the top Anheuser-Busch distributors in the country
- One of the largest steel fabricating companies in the U.S.
- A multi-million-dollar distributor of pipe, fittings, flanges and valves for the energy and construction industries
- A lumber company with more than \$1 billion in sales
- A multi-state manufacturing and leasing company that designs, manufactures, sells and leases plastic pallets for the food/beverage, automotive, chemical, pharmaceutical and consumer product industries
- A circuit board manufacturer
- A distributor of metal sheeting to large OEMs
- A leader in the private label tissue industry
- One of the world's leading providers of plastic pipe systems

## SERVICES OFFERED

- Financial Statement Audits & Reviews
- Internal Audit Outsourcing
- Internal Control Evaluation
- Federal & State Income Tax
- Planning
- Compliance
- Federal & State Tax Credits
- State & Local Tax
- Nexus Determination
- Sales & Use
- Property
- Fraud Examination
- Tax Outsourcing – Partial or Complete

## SPECIALTY AREAS

- Inventory management/control design
- Inventory capitalization
- Property renditions
- International expansion
- Research & development credits
- Cost segregation studies
- Multi-state tax issues
- Cash flow management
- Fraud detection
- Forensic accounting
- Business valuation
- IC-DISC

## MANUFACTURING & DISTRIBUTION TEAM



Calvin Rowland, CPA  
Partner

Calvin Rowland leads HoganTaylor's Manufacturing & Distribution practice. He has substantial experience serving clients in the manufacturing industry and serves as lead engagement partner for many of the firm's largest audit clients.

Calvin began his professional career with the HoganTaylor predecessor firm Tullius Taylor Sartain & Sartain in July 2000. In addition to his manufacturing expertise, he has provided assurance and business consulting services to a wide range of both publicly and privately-held clients in many other industries including insurance, construction, oil and gas and non-profit organizations.



Tony Otto, CPA  
Partner

Tony Otto is the Manufacturing & Distribution practice's tax lead. He has more than 20 years of experience working with clients in the industry.

Tony has been helping manufacturing and distribution clients navigate the many pitfalls of the tax code for the better part of his career. He assists them in minimizing their tax liabilities by keeping abreast of the many changes in the tax code that affect manufacturers and distributors alike by taking advantage of the many credits and deductions unique to their business situation. He brings a unique set of skills to the table which encompasses both the current tax issues and long-term exit strategies for the ownership group.

## ABOUT HOGANTAYLOR

HoganTaylor is one of the largest business advisory and public accounting firms in Oklahoma and Arkansas. In addition to Manufacturing & Distribution services, HoganTaylor has many other practice groups made up of knowledge experts in important, highly specialized areas of accounting and business.

### SERVICES

|                        |                         |
|------------------------|-------------------------|
| Accounting Solutions   | Litigation Support      |
| Advisory               | Outsourced CFO Services |
| Assurance              | Risk Assurance          |
| Business Valuation     | Tax                     |
| Employee Benefit Plans | Technology              |
| Human Capital          | Wealth Management       |

### INDUSTRIES

|                              |                |
|------------------------------|----------------|
| Collective Investment Funds  | Nonprofit      |
| Construction                 | Real Estate    |
| Energy                       | Retail         |
| Financial Institutions       | Transportation |
| Insurance                    |                |
| Manufacturing & Distribution |                |

## PRIMEGLOBAL

HoganTaylor is an independent member firm of PrimeGlobal, one of the five largest associations of independent accounting firms in the world. As an independent member, HoganTaylor has access to a wide range of PrimeGlobal tools and resources around the globe.



## CONTACT INFORMATION

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