



Accounting, Auditing, Tax and Advisory Services for **Wholesale Distributors**

Wholesale Distribution Business 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 constant motivation of 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.

RBB'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 provide wholesale distributors with the right breadth of service to meet their needs today – and to thoroughly prepare for the challenges of tomorrow.

Some of the specific ways we've helped our distributor clients over the years include:

- 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 the selling of the business

But that's only a 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 or Mark Paquin, CPA, MST at (781) 321.6065.

The Right Size Accounting Firm

RBB is uniquely suited to handle assignments for all types of businesses. Our size and structure allow us the flexibility to deliver superior service from a team headed by a partner of the firm, and yet remain within your established budget parameters for either a specific project or an ongoing engagement.



Client Value Points

Responsive and Involved Partners

Seasoned Accountants with Big 4 Experience

More Cost Efficient than Larger Firms

Serving Business Clients Since 1987

Part of an International Network of Firms



RUCCI, BARDARO & BARRETT PC
Certified Public Accountants and Business Advisors

THE RIGHT SIZE ACCOUNTING FIRM

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