

What do you do when **unlimited opportunity** meets **limited resources**? Achieve success by...

Grant Thornton 



...understanding the challenges and opportunities your business faces, and building a strategy that helps make your goals happen. As a manufacturer, getting sound business and financial advice quickly is important for staying competitive.

With our extensive experience in the manufacturing and distribution sector, you can feel confident knowing Grant Thornton practitioners will offer you relevant and timely solutions for your business challenges with a team-based, practical approach. By leveraging our Grant Thornton international network, combined with our accumulated knowledge through proprietary industry research, we can help plan growth strategies and provide Results-Driven Advice™ that domestic manufacturers need to support their vision for the future.

An understanding of the **issues and opportunities** manufacturers face

Foreign exchange. Offshore competition. Rising energy, shipping and material costs. Improved processes. Labour productivity and customer service. Manufacturers face many tough challenges everyday. This is where, domestically and internationally, our solid advice on matters related to taxes, government tax incentives, cost reduction strategies, risk management and business plans can really have an impact on your bottom line. To help you achieve your business objectives, Grant Thornton offers the following services:

Tax services

With tax implications in just about every major business decision you make, you need to have confidence in your adviser's ability to deliver value-added advice. That's where Grant Thornton practitioners can help with the following tax services:

- Scientific research and experimental development
- Wealth and estate planning
- Sales tax recovery
- Transfer pricing
- Sales tax planning
- U.S. corporate tax planning and compliance

Assurance (audit) and business advisory services

Like all business sectors, manufacturing and distribution is exposed to risks which must be clearly identified and managed. Grant Thornton practitioners can help with audit, business planning, cash flow analysis, controls assurance and reviews, enterprise risk management and customized service and advice tailored to the nature and circumstances of your individual business.

Business consulting

Find the practical advice you need to meet the strategic, operational and technical challenges that face manufacturers daily. Whether your priorities are to redirect your organizational strategies, evaluate your approaches to information technology and risk management, or to eliminate inefficiencies and improve your business processes using lean techniques, a Grant Thornton adviser can offer you an integrated approach to organizational effectiveness.

Productivity improvement

In order to stay competitive in today's manufacturing sector, continuous improvement is vital. Our productivity improvement group specializes in improving your profitability by using a structured approach to improve process efficiency, implement management systems, and coach managers and staff to become more effective.

Of course productivity doesn't stop at the shop floor. Our productivity improvement team can also help increase your sales by focusing on sales force productivity. Tied to these efforts are margin management assignments, where we will work with your team to ensure their efforts are focused on products, customers and markets that maximize profits.

Corporate finance

To help you meet your growth, succession and acquisition objectives, Grant Thornton practitioners will assist you with the following services:

Business valuation: valuation of your business, purchase price allocation, goodwill impairment testing, minority shareholder buyouts, and assistance in creating shareholder value;

Transaction advisory: mergers and acquisition consulting, due diligence, and investment analysis;

Financial advisory: development of capital structures, negotiations with financiers, assistance with public offerings, and preparation of business plans;

Litigation support: valuations for shareholder disputes and matrimonial issues.

Business succession planning

Succession can be a daunting experience for owner-managers of manufacturing businesses, but having succession plans in place reduces the stress on family members. Our succession specialists use a proven methodology and diagnostic approach to help develop appropriate action plans for the orderly transition of your business.

Results-Driven Advice™

Our research indicates that Canadian manufacturers are concerned about their customers' increasing requirements, international competition and the rising cost of doing business. To meet these challenges, Grant Thornton practitioners will review all the key aspects of your business, from production planning to technology and productivity improvement. Ultimately, we will work with you to clearly identify ways to improve your overall performance, as you move forward in this dynamic sector.

Contact us

For more information on how our manufacturing and distribution team can help you and your business, visit us at www.GrantThornton.ca/manufacturing or call Jim Copeland, National Leader, Manufacturing and Distribution, at (902) 678-7307.

Who is Grant Thornton?

Grant Thornton LLP is one of Canada's largest accounting and consulting firms focused on serving entrepreneurial organizations. Our team of dedicated specialists offers a full range of services, including audit, tax, business and financial advice and more. With offices from coast to coast, and access to member firms worldwide, rest assured you'll be receiving a wealth of expertise accumulated on a global scale with the professionals at Grant Thornton LLP.

Leaders in services for the manufacturing and distribution sector

When it comes to serving your sector, many of our practitioners are leaders in their area of practice. With over 60 years of experience in the manufacturing and distribution sector across Canada, business owners have counted on us to provide the advice they seek to compete and grow in their industry sector.

What makes us different?

Grant Thornton has extensive experience in working with clients in manufacturing and distribution. Why? Like our clients, we are entrepreneurial in how we do business. Not only do all our practitioners commit to ongoing sector-specific training, our integrated, team-based approach means your business benefits from the result of Results-Driven Advice™. Our regular interaction with clients is why Grant Thornton has many long-term relationships, and the reason why many business owners turn to us to better position their business for success every day. For more information, email your request to info@GrantThornton.ca

Want to know more?

Visit www.GrantThornton.ca