



 RUSHTON & COMPANY

Growing futures.

BUSINESS PLANNING FOR MANUFACTURING & DISTRIBUTION



ANYONE INVOLVED WITH MANUFACTURING AND DISTRIBUTION

knows today's business climate isn't the same as it was twenty years ago – or even five years ago. Today, you can't thrive by just producing a great product. There are shifting world markets, complex new laws and regulations, foreign taxing and countless other issues that demand attention.

Who can keep up with it all?

Rushton & Company's Business Services team can help you stay focused on what you do best, while providing expert counseling in three key areas: **operations, financing and taxes.** With our experience, insight and proactive attitude, we'll also help you make smart strategic decisions that improve day-to-day operations and lay the groundwork for long-term growth.

Through the years, the Rushton team has counseled well over a hundred manufacturing and distribution companies throughout the Northeast Georgia region. This large client base provides Rushton with a unique perspective and the ability to share successful business practices across a diverse variety of industries.

In addition, the Rushton team often works one on one with industry owners on the personal finance side to ensure proper planning and coordination between their

We give manufacturing and business owners objective advice. We'll tell you not only if you're going down the wrong path, but how to correct it.



individual and business affairs. In particular, the firm is well-versed in working with owners who want to position their companies for future purchase.

BIG-PICTURE PERSPECTIVE

As part of its business services, the Rushton team provides valuable comparative data that allows you to benchmark key indicators in your specific industry. We also assist in tracking inventory and accounts-receivable turnover in addition to other areas helpful to steering your company in the right direction.

At Rushton & Company, we'll help you build a better bottom line today, while growing your business for tomorrow.

MANUFACTURING EXPERTISE

- Fleet investment, owning and leasing
- Inventory management and investment
- Labor efficiencies
- Financing – based on inventory and receivables
- Labor and investment tax incentive analysis
- Product pricing
- Break-even analysis
- Organizational structure analysis
- Due diligence for acquisitions and expansions
- Business succession plans
- Cash-flow analysis
- Cost segregation

TAKE IT FROM OUR CLIENTS

"Rushton & Company is very responsive, easy to deal with and they make the whole process easier. They're good at distilling information so you can understand it. They always give definition about how to do things. I never feel like I'm guessing. Also, they do everything very confidentially. Perry (Barnett) knows his business, and he's made a very big effort to know our business."

*Connie Mixon, CEO,
MYCELX Technologies Corporation, Gainesville, GA*

"Rushton & Company handles all of our accounting needs, payroll, taxes, anything we need. They're like part of the family, and I feel like they don't have any clients but us. I certainly wouldn't want to go anywhere else."

*Brian Rooks, Operations Manager,
Lumite, Gainesville, GA*



CONTACT US

726 South Enota Drive, Suite A
Gainesville, GA 30501
770.287.7800 (P) 770.287.7801 (F)
www.RushtonandCompany.com



PERRY C. BARNETT, CPA
HEAD OF BUSINESS SERVICES MANAGEMENT TEAM



Perry Barnett specializes in accounting and business planning for the manufacturing and distribution industries. He offers valuable insight and experience from his former position in banking, where he regularly reviewed business lines of credit, loan applications and other financing. His banking

background also covered inventory management and receivable financing. From an early age, Perry grew up working in his family's door and window factory, where he was introduced to the intricacies of inventory management, operations, shipping and receiving, and personnel issues.

ABOUT OUR FIRM

One of Northeast Georgia's largest accounting firms with nearly 1,000 clients, Rushton & Company was founded in Gainesville in 1981. With a staff of more than 20 professionals, the firm has the broad expertise to partner with a broad regional base and offer the full range of accounting and business planning – all under one roof.

Expertise to strengthen and grow your future.

 **RUSHTON & COMPANY**

 RUSHTON & COMPANY | Growing futures.

726 South Enota Drive, Suite A
Gainesville, GA 30501
770.287.7800 phone
770.287.7801 fax
www.RushtonandCompany.com