



ARE YOU OVERWHELMED BY
INVENTORY MANAGEMENT?



Inventory may be the most costly operating item for a business that sells products. Thus, as a manufacturer, inventory control and profitability are top priorities. Equally important to profitability, however, is accounting for inventory. That can be a challenge.

At Weaver and Tidwell, L.L.P., we provide accounting and consulting services to multiple segments of the manufacturing and distribution industry. We assist clients with tax compliance and planning, audit and review services and a variety of business consulting services such as inventory management.

For more information on how you can take control of your inventory management contact:

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972.490.1970 Dallas
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www.weaverandtidwell.com

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First in a series of five cards on inventory management.



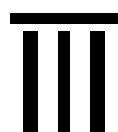
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QUALIFIED REDUCTION

ARE YOU ELIGIBLE FOR TAX REDUCTIONS
ON YOUR INVENTORY?



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As set forth by the Jobs Act law, U.S.-based manufacturers are eligible for a tax reduction if their domestic production gross receipts are derived from any lease, rental, license, sale, exchange, or other disposition of qualifying production property that is manufactured, produced, grown, or extracted by the taxpayer in whole or in significant part within the United States. Companies that have not already done so should begin immediately to take advantage of the benefits.

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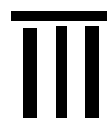
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IS THE LAST ONE IN ALWAYS A ROTTEN EGG?
IS THE LIFO INVENTORY METHOD BEST FOR
YOUR ORGANIZATION?



Determining which method of inventory valuing system is best for your organization can be confusing and costly. Methods include: the first-in, first-out (FIFO) method, the last-in, first-out (LIFO) method, the average cost method and the retail inventory method. Determining the best method for your business can be a challenge.

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ARE YOU PAYING TAXES ON
DEAD INVENTORY?



Don't pay tax on dead inventory. Although it's not always easy to bite the bullet and toss inventory, you can save money by getting rid of white elephant items. When using cycle counting to keep tabs on what you have, take time to ask yourself whether you need it. Cycle counting inventory can help your manufacturing organization operate in "real time," rather than on estimates. This can improve customer service, avoid wasted effort and save money spent on items you may not need because they are already in stock.

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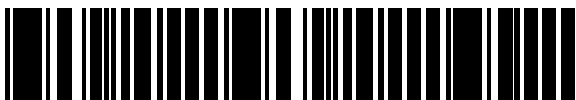
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Fourth in a series of five cards on inventory management.

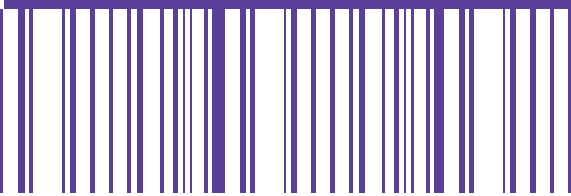


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DO YOU KNOW HOW TO DETECT AND
PROTECT YOURSELF FROM INVENTORY FRAUD?



Inventory fraud can be difficult to detect, but it isn't invisible. Working with auditors, your management team and your employees, you can identify not only fraud that is occurring but also uncover vulnerabilities that you can shore up to prevent it. Often, fraud can be detected as: fraudulent asset valuations, fictitious inventory and manipulation of inventory counts.

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AAM SUMMIT 2007 MARKETING ACHIEVEMENT AWARD ENTRY
Category 3. Business Development/Lead Generation E. Campaign Mailing, Manufacturing
Postcard Campaign



Name: René Stranghoner	Title: Director of Practice Growth
Organization: Weaver and Tidwell, L.L.P.	Firm Size: More than \$15 million in revenue
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Objective:

1. Educate inventory-based business prospects and clients about inventory accounting services and position Weaver and Tidwell as experienced, knowledgeable providers of inventory services
2. Cause the reader to consider how these issues could potentially impact their business.
3. Increase name recognition and continually build our brand.
4. Provide aesthetically pleasing, easy-to-read, professional collateral material.

Strategies:

After conducting a survey to our target market that determined specific inventory issues manufacturers' face, Marketing developed a five piece postcard campaign to highlight those issues. Five different inventory topics were covered as key areas in which the organizations have specific needs. The message portrayed in the series of cards was intended to create a heightened understanding of related solutions Weaver and Tidwell offers to manufacturing/wholesale and distribution companies. The postcard campaign utilized bold, eye-catching, creative illustrations and posed a question to gain the reader's attention.

End Result(s):

We reached a target audience of over 1,300 inventory-based businesses professionals with a series of postcards and increased awareness of the firm and service offerings. We have been awarded two LIFO study engagements following the campaign, totaling \$20,000 in revenue.

Quantity: 5 postcards mailed to 1321 contacts. (6605 total cards)	Intended Target Audience: Current Weaver and Tidwell Manufacturing clients, and Dallas/Fort Worth manufacturing companies with revenues over \$50 million	Cost: \$2,000 printing \$600 mail house fee \$1,780 postage
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