

Distribution Industry Practice

Sensiba San Filippo's (SSF) Distribution industry practice serves companies from family-owned and closely-held businesses to global firms. We work with distributors of consumer products, fuel and lubricants, and commercial construction supplies.

The SSF team provides guidance and technical expertise to our clients on accounting, tax and operational issues, with a deep understanding of the nuances and challenges facing companies in the distribution industry.

REPRESENTATIVE COMPANIES SERVED

- California Hydronics Corporation
- FoxHead and Subsidiaries (formerly Fox Racing)
- Markstein Sales Corporation
- Meyer Corporation U.S. and Subsidiaries
- MS2 Medical
- Pivot Interiors
- Robinson Oil Company and Subsidiaries
- Tom Lopes Distributing

ABOUT SENSIBA SAN FILIPPO

SSF is a leading regional accounting, tax and business-consulting firm focused on providing superior service and expertise to clients throughout Northern California. Our firm has the nimbleness of a boutique-consulting firm, the deep expertise based on over 35 years experience, and a sophisticated client service approach. Our firm includes 18 partners and approximately 120 additional professionals. We have six offices across the Bay Area including Pleasanton, San Mateo, San Jose, Morgan Hill, Oakland and San Francisco.

In addition, SSF is a member of KS International (www.ksi.org), a global network of regional accounting firms, with presence in over 60 countries. KSI was formed to help its members better serve the global needs of their clients engaging in international business transactions by providing an international resource for accounting, consulting and taxation services as well as referrals to local service providers.



Ernest C. Rossi III
Distribution Industry
Practice Leader

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For over 25 years, Audit Partner-in-Charge Ernie Rossi III has provided financial and business consulting services to clients in the manufacturing and distribution sector.

Ernie's wide range of experience with the different aspects of Distribution business makes him a valued leader to our Distribution industry practice.

Ernie dedicates significant time to understanding his clients' businesses and their goals. He uses this knowledge to advise clients on the technical aspects of accounting for distribution such as, gross vs. net revenue reporting, vendor incentives, foreign currency transactions, and inventory valuation. These types of issues are essential to help clients enhance their bottom line, grow and, when appropriate attract buyers of the company.

Ernie received a Bachelor of Science degree from Saint Mary's College of California in Accounting. Outside of work, Ernie can be found on weekends enjoying a ride on his Harley or dirt bike.

SSF SERVICES

Assurance, Advisory & Review

The SSF Assurance team provides Financial Statement compilations, audits and reviews for the benefit of company management as well as to provide the reliable, standardized, accurate reports to interested stakeholders — its creditors, investors, vendors, or even potential acquirers. Our professional's will help you to prepare and proactively anticipate what vendors will need as they assess your company, and to best prepare in response to any questions or feedback.

Tax Planning & Compliance

SSF's tax team arms clients with the tax knowledge and analysis to both manage risk and leverage opportunities best suited for their business to prosper. Our active involvement in KS International provides access to local tax and business practices in over 60 countries across the globe. The team provides comprehensive tax planning and compliance services, including all preparation and filing requirements, and procurement of applicable tax credits.

Small Business Services

SSF's Small Business Services team helps businesses of all sizes produce timely, meaningful financial statements providing substantive and accurate information for decision making. The improved process and timeliness achieved through working with our team may also help reduce the costs of an annual financial statement review or audit. Services include:

- Periodic financial statement compilation / preparation
- In-house close assistance, process development and standardization
- QuickBooks training / bookkeeping services
- Fixed asset / depreciation projects
- Accounting training
- Account reconciliations
- Chart of accounts setup and / or review

Business Process Assurance

Our Business Process Assurance Group assists clients in increasing the reliability and consistency of information produced by their business processes and IT systems. Our practice assists companies in establishing processes and controls necessary for assurance of information reported to both internal and external stakeholders.

- SSAE 16 (SOC 1)
- SOC 2 & 3
- WebTrust
- HIPAA Compliance
- ISO 27001 Compliance

Mergers & Acquisitions

As a leading accounting firm, SSF is well-versed in the intricacies of M&A transactions - whether clients are looking for a successful buyout or to prepare for an acquisition, SSF can advise you through the process ensuring that decisions are made with your best interests in mind. Services include:

- Business plan preparation
- Tax planning
- NOL leverage / planning
- Recasting historical financial statements
- ESOP consultation and planning
- Exit strategy development and implementation
- Offer evaluation
- Team selection
- Transaction negotiation
- Due diligence / Target assessment

OUR TEAM TO SERVE YOUR NEEDS



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