

Manufacturing, Transport and Logistics

Dedicated business advice for the Manufacturing, Transport and Logistics industry

Specialist services for every stage of your business's growth

A partner-led approach that makes a difference

Close at hand but with global links

'March of the Makers' Lead the Way



With the manufacturing industry and its supporting sectors being at the forefront of leading 'UK PLC' out of recessionary times, having the right financial support has never been so critical for the economy at large as well as in owner managed businesses. We at Kingston Smith pride ourselves in providing practical and commercial support that moves with the times. Businesses are operating in one of the most challenging trading environments ever experienced. Getting the right advice can mean the difference between success and failure.

Dedicated business advice

Our dedicated team has in excess of 150 years of experience between them in supporting owner-managed businesses within these sectors. Over time we have developed a deep understanding of the issues and challenges Manufacturing, Transport and Logistics businesses face, which enables us to offer practical, realistic advice and share areas of best practice, helping you to succeed.

Business support

We can help you with coordinated support and advice from our partners who have commercial and financial experience to help you run your business whether it be to bounce ideas off on general management issues, or dealing with a specific technical query. Your partner will ensure at all times that the advice you are given is straightforward and clear, no matter how technical or detailed the issue.

A partner-led approach that makes a difference

Our aim is to help our clients succeed. That is why we provide each client, irrespective of size, a dedicated client service team headed by a partner and a manager who are genuinely accessible and most importantly, have the sector experience you expect. They will invest the time to understand the expectations you have for your business and of course, your personal objectives too. This will enable us to co-ordinate a team of professionals covering accounting, tax, HR, finance and audit to meet your specific needs.

Commitment to manufacturing



Lead manufacturing Partner Maureen Penfold presenting the Kingston Smith sponsored SME Manufacturer of the year award to Cosworth Engineering at the MDC conference in November 2011.

Specialist services that grow with your businesses

We offer a full range of services designed to help your business succeed in both tough times and improving trading conditions. Including:

Funding advice

When a business is looking to grow, knowing what lines of credit are available and how to get access to them is crucial. You may be looking to raise capital or debt to enable expansion, fund acquisitions, for restructuring or just requiring short-term working capital. We can help you assess the right form of capital best suited to your requirements and guide you through the fundraising process. We can provide you with guidance on what help maybe available from the government, banks and lenders for raising and maintaining finance and assist you in getting the right funding from the right source on the most competitive terms for your business.

Tax planning advice

In addition to supporting you in the normal compliance obligations relating to direct and indirect tax, our team of tax specialists are able to advise on optimal tax structures to protect your business and you, as well as how to maximise capital allowances on plant and machinery and the ever changing Research and Development tax credits.

Financial and accounting support

Access to timely and accurate management information is vital in ensuring the right decisions are taken. To facilitate this we have a dedicated team available to work closely with your in-house resource to design integrated reporting systems or to undertake bookkeeping, management accounting and payroll functions.

Audit and compliance services

For most owners, these services are perceived as a necessary burden. We endeavour to use the process to identify opportunities where changes can be made to improve performance as well as providing a robust review of the operation of the business to add value. We take this approach on all audit and accounts preparation assignments as well as other compliance functions such as business and personal tax returns.



Business structures

We live in a changing world and the traditional structures may not provide the best solution for your business going forward. Whether you are a start-up, planning a management buy-out, considering exit strategies, or acquisitions or disposals, we make sure we understand your ambitions for your business and ensure that the correct structure and support are in place to help you achieve these.

HR issues

We can advise you on the commercial strategies and employment law aspects of retaining your top talent. We can advise you on motivation and management in difficult times. We can also assist with contracts, dispute resolution, outsourcing payroll services and how to reduce staff numbers if necessary in challenging times. We can also operate as an outsourced HR function, or just support your team.

Employee benefits

Employers in this sector need to appraise their attitude to employee benefits in light of Government directives, tax incentives and employee demand. We have specialist advisers who can review and construct benefit packages that are affordable to the business and can be marketed to help motivate and retain staff. The employer can also be assured that we will help to minimise their administrative obligations.

Personal financial planning

In addition to supporting your businesses, our dedicated wealth advisory service team are able to

draw on the knowledge of tax specialists, lawyers, investment strategists, mortgage advisers and accountants to provide you with a comprehensive personal financial planning service to ensure you and your family get the best returns from your business.

Strategic planning and exit strategies

Finding the right corporate adviser who has the enthusiasm and commitment to help you fulfil your needs and aspirations is a difficult task. We have many years experience in helping our clients achieve their ambitions, offering a range of services which includes strategic and corporate planning advice as well as exit route planning through 'hand-holding' to assist with the implementation of your chosen strategy.

Your global needs? We have them covered too

Kingston Smith is a top 20 firm of Chartered Accountants. With 63 partners in offices across the UK we have the capabilities to support you as your business develops. As a founding member of KS International, an association of independent accountancy firms in some 50 countries around the world, we can also meet your global business needs. We have helped many overseas businesses to set up operations in the UK as well as supporting our UK clients' expansion abroad. Export being a key issue for businesses today we have the contacts in emerging markets to help support this development.

Contact us

For more information about Kingston Smith's bespoke services to the Manufacturing, Transport and Logistics sector please visit:
www.kingstonsmith.co.uk/manufacturing

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