



Sales Tax
Advisory Network

FOR MANUFACTURERS AND INDUSTRIAL BUSINESSES

MASTER THE TAX. MASTER THE MARKET.™

Confidently manage manufacturing exemptions, use tax, multi-state obligations, audits and tax technology with practical, experienced guidance.

Protect margins. Strengthen compliance.

Advisory • Exemptions • Audit Defense • Refund Recovery • Tax Technology

SALESTAXLADY.COM



Sales Tax
Advisory Network

Specialized Expertise. Practical Results.

Sales Tax Advisory Network helps manufacturers, fabricators, food processors and industrial companies reduce sales tax risk, improve compliance and build scalable tax processes. We provide practical guidance for exemptions, use tax, nexus, audits, refunds and tax technology.

Why Manufacturers Choose Us

- ✓ Sales tax is our specialty
- ✓ Manufacturing exemption experience
- ✓ National reach with boutique-level attention
- ✓ Practical recommendations your team can implement

Let's Talk About Your Manufacturing Tax Risk

Schedule a sales tax strategy call to discuss your facilities, purchases, products, states, systems and compliance priorities.

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Sales Tax Advisory Network, LLC | The Sales Tax Lady®

MANUFACTURING SALES TAX SUPPORT

Turn Complex Exemptions Into Practical Decisions.

Manufacturing tax treatment can change by state, process, equipment use, utility consumption, product, facility and documentation. Small purchasing or system errors can create significant exposure or missed refund opportunities.

Common Risk Areas

- Manufacturing exemption qualification
- Equipment, repair parts and consumables
- Utilities and utility tax studies
- Accounts payable use tax accruals
- Product taxability and exemption certificates
- Nexus and multi-state expansion
- ERP configuration and audit documentation

A smarter first step

Start with a focused review of your exemptions, purchasing practices, systems and multi-state obligations before an auditor does.

Manufacturing Tax Advantage™

Our manufacturing programs provide the level of support your business needs, from a focused exemption review to ongoing multi-state advisory.

Essential Manufacturing Review

A focused assessment designed to identify exposure, missed exemptions and practical next steps.

- ✓ **Manufacturing exemption review**
- ✓ **Sales and use tax health check**
- ✓ **Nexus assessment**
- ✓ **Accounts payable use tax review**
- ✓ **Written findings and strategy meeting**

Growth Manufacturing Program

Recurring support for growing manufacturers with internal accounting and operations teams.

- ✓ **Quarterly sales tax reviews**
- ✓ **Nexus monitoring and taxability questions**
- ✓ **Exemption certificate and notice assistance**
- ✓ **Quarterly compliance consultation**

Protection and Enterprise Support

Audit Protection & Readiness

Experienced support for manufacturers facing significant exposure, audit activity or documentation challenges.

- ✓ **Audit response strategy**
- ✓ **Auditor communications**
- ✓ **Exemption certificate defense**
- ✓ **Sample and transaction review**
- ✓ **Appeals support**
- ✓ **Audit readiness reviews**

Enterprise Manufacturing Program

An outsourced SALT advisory function for larger and multi-state manufacturers.

- ✓ **Dedicated SALT advisor**
- ✓ **Monthly management meetings**
- ✓ **ERP tax configuration review**
- ✓ **Product taxability analysis**
- ✓ **Multi-state advisory and audit support**
- ✓ **Priority response access**

Built to scale

Ideal for manufacturers, fabricators, food processors, industrial companies and multi-state producers.

Projects, Recovery and Training

Manufacturing Exemption Reviews

Evaluate equipment, repair parts, consumables and processes for state-specific exemption opportunities.

Utility Tax Studies

Document exempt manufacturing utility usage and support refund or exemption claims.

Refund Recovery

Identify overpaid sales and use tax through buyer's claims, vendor reviews and tax recovery analysis.

Nexus & Multi-State Planning

Assess obligations, exposure, registrations and expansion priorities across states.

ERP & Tax Technology

Review tax configuration, automation, taxability mapping and implementation requirements.

Manufacturing Tax Training

Practical workshops for accounts payable, purchasing, finance, operations and leadership teams.

READY FOR A CLEARER PATH FORWARD?

Visit salestaxlady.com to schedule a strategy call.