

RINA's Food & Beverage Services

Why Choose RINA?

In today's unpredictable and ever-changing marketplace of business consolidation, intense competition, legislative changes, and rapidly expanding regulatory pressures, the food and beverage industry is facing its toughest challenges in many years. Owners, manufacturers, distributors, packers, and retailers need more than a CPA firm — they need a trusted business advisor who can help them navigate these challenges every day, avoid risks, take advantage of opportunities, and plan for the future.

At RINA, we know the food and beverage industry and we attribute the success and growth of our Food & Beverage Practice Group to the talent, expertise and industry experience of our professionals. We leverage our knowledge of the entire supply chain, from plant to consumer and all points in between, to deliver industry-specific solutions to help our clients achieve their business objectives. We get to know our clients and provide proactive ideas and value-added solutions to assist them in achieving their unique business and financial goals.

RINA's Experience

RINA's Food & Beverage Practice Group has extensive experience providing tax, accounting and advisory services to the food and beverage manufacturing industry. Our experienced professionals have an in-depth understanding of the unique operational issues that food and beverage companies face and their need for specialized financial strategies and solutions. We provide services to a wide range of food and beverage industry clients, from well-known brands to entrepreneurs, and from the manufacturing process to product delivery. We have experience in many areas, including:

- Packaging
- Environmental Issues
- Storage
- Equipment Financing
- Private Labeling
- Gross Profit Analyses
- Distribution Channels
- Scenario Planning
- Benchmarking
- Pricing of Goods
- Transportation Issues & Route Systems
- Manufacturing Process Improvement

The RINA Food & Beverage Practice Group works with an extensive range of food and beverage companies that operate in a wide variety of specialized areas, including:

- Wholesale Bakeries
- Wineries & Vineyards
- Distributors
- Chocolatiers
- Snack Food Manufacturers
- Franchise Owners
- Restaurants & Foodservice
- Specialty Artisan Foods
- Grocery Stores
- Frozen Foods
- Candy Bar Manufacturers
- Farmers and Growers
- Fruits & Nuts
- Caterers
- Salumi Meats & Prepared Foods
- Canned Fruits and Vegetables

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“When we were ramping up to launch the business, we knew that the way we wanted to do business and sell our products would involve an experienced accounting team in the costing of products, creating accounting systems and to be able to grow with us – especially as our tax situation grew more complex. We interviewed many CPA firms – small, medium and large – and we chose RINA. We feel that we have accomplished what we set out to with the addition of RINA.”

— Tom Garrity, Director of Finance & Operations
Fra'Mani Handcrafted Foods

“I have had the pleasure of working with Rajiv Behti for a number of years. Our relationship has evolved from CPA/Client, to good friends. We talk often and I use him not only for tax and audit, but for estate planning and planning the Companies future. He is very personable, knowledgeable and dedicated.”

— Robert Fantazia, CFO
Cebro Frozen Foods, Inc.

Additional Services

In addition to traditional tax and audit services, RINA provides:

- Cash Flow Management/Projections
- Key Performance Indicators
- Cost Analysis
- Manufacturing Cost Comparisons
- Financing Arrangements
- Equipment Acquisition
- Worker's Compensation Analysis
- Depreciation & Cost Expensing
- Inventory Controls
- Tax Credits & Manufacturing Deductions
- Employee Stock Ownership Plans
- Cost Segregation Studies
- Employee Benefit Plan Audits

Our experienced professionals can also provide assistance with second and third generation transitions and managing the dynamics and challenges of family-owned businesses.

RINA's Food & Beverage Practice Leader: Howard Zangwill



Howard Zangwill, Stockholder and the Managing Director of RINA's Audit and Accounting Department, has over 25 years of experience providing accounting and advisory services to food and beverage companies and their owners. In addition to traditional CPA services, Howard specializes in profit planning and enhancement, cash flow analysis and balance sheet budgeting and forecasting.

As a profitability advisor, Howard works closely with business owners to help them streamline operations, and develop and implement financial and operational key performance indicators. As a tax strategist, Howard assists clients develop and implement tax minimization strategies and financial management techniques to meet their business and financial objectives. His services extend to risk management areas and analyzing the impact of legislation on clients' businesses.

For many years, Howard has been an active member of MGI Worldwide, a global association of independent audit, tax and accounting firms, with more than 5,000 professionals in 76 countries. With close relationships and access to independent auditors, accountants and tax experts throughout the United States and around the world, he assists clients establish and grow their businesses locally, regionally and internationally.



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