



August 9, 2018

To whom it may concern:

Located in Amsterdam, NY, Beech-Nut Nutrition Company continues to strive every day to bring the goodness of nature to parents and babies through real food.

Our history with Baker Shore began on August 1, 2002 with the signing of our first agreement to conduct a sales & use tax review. In our constant search for "continuous improvement" opportunities, their services were a perfect fit for our organization from day one and as we went through a physical move into a larger, more modern facility, their continued presence has been helpful. Over the years, we have been extremely pleased with the results from multiple reviews and we continue to tap into their 25+ years of sales & use tax experience when needed.

During their most recent review, a major area identified for refund recoveries, was related to our computer software/hardware. Considering the complexity of NYS sales & use tax laws, determining taxable vs. exempt in this area is confusing at best, however Baker Shore was able to make clarifications and recover overpayments on our behalf as a result.

Overall, we have been most impressed with the non-intrusive, results oriented, professional approach exhibited by the Baker Shore team and we would highly recommend them to others.

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