

**“I suspect if I had gone it alone,
I too would have failed. It certainly did
pay off —which means that we will not
pay \$46,000.00!”**



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September 4, 2007

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Today I returned to my office after a glorious holiday weekend on Lake Powell and found a letter on my desk from the State of California, Board of Equalization. This letter notifies me that the BOE has granted our “exemption” which means that we will not pay \$46,000 in sales/use tax on the purchase of our new Columbia 400 airplane.

As you might expect, I was very pleased to see that letter. When I first retained Aero & Marine Tax Consultants, I was criticized by colleagues for spending so much on consulting fees for what I should be able to do myself. So, I was pleased that the end result was what we had hoped for and that it helped to justify my decision to retain your firm.

There are two things that I would offer as comments that might be of interest to others considering whether or not to hire you to represent them. First, during the past 7 months, I have talked to two other aircraft buyers who thought they could accomplish the same result without hiring a consultant. Both had problems and may well have not succeeded in getting their exemption. One of them was operating on the basis of out dated rules and the other just failed to understand the kind of record keeping and documentation necessary to satisfy the BOE.

I suspect that if I had gone it alone, I too would have failed. I can't thank you enough for keeping us headed down the correct and well documented path. It certainly did pay off. One of the things I came to understand, is that you can not pretend that your flying activities are “interstate business” related, either they are or they are not and to qualify for the exemption more than 50% must be.

It was a pleasure working with you and you can feel free to pass on these thoughts to others who might be interested.

Sincerely,
Great Lakes Data Systems, Inc.

J. Alonzo Rosado
J. Alonzo Rosado
President/CEO



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