

When it came to the issue of California's sales and use tax, Aero Technology asked its own CPA for a reference. "In this instance, the right folks for the job were you guys at Aero & Marine Tax Professionals."

Chief Financial Officer, Joe Saucedo

More often than not in business, it's about knowing how to get things done quickly and professionally. You don't want callbacks and you don't want warranty concerns. More often than not, it's about knowing the right folks for the job.

Long Beach-based Aero Technology is just such a company. A leader in avionics repair, overhaul and exchange services for regional and commercial jet transport aircraft for around two decades, the company has loyal customers across North and South America, Europe and the Middle East, and increasingly, Asia Pacific.

"Our advantage is our people," says Aero's Chief Financial Officer, Joe Saucedo. "When you've got superbly trained technicians and couple them with the latest test equipment, you've got a significant edge in the aviation marketplace. We can deliver low turn around time, quality customer service and low cost solutions across the board."

Aero Technology also offers its customers a large inventory of older and hard-to-find parts. "In many circumstances we can repair units that the original manufacturer no longer wishes to support," he continues. "Our expertise in repairing, selling and sourcing "out-of-date" components has been an invaluable benefit to customers flying older aircraft."

Aero recently took delivery of its own aircraft, a Beechcraft B60 Duke. A sophisticated twin-engine aircraft, the Duke is a pressurized turbocharged business airplane with retractable landing gear. Designed for a 1000 mile cruise range, the aircraft accommodates five passengers and a single pilot.

"The great thing about the Duke is that it enables us to reach our out-of-state customers even quicker," says Saucedo. "It becomes a simple matter to jump into the airplane, take care of business and come back to Long Beach all on the same day. That means we're saving time and keeping our customers happy. It's a good deal."

As the Duke cost some \$400,000, the tax amount saved by Aero & Marine was \$32,000. "That's not insignificant in any country," notes Saucedo. "And the work involved was something we were happy to outsource to your specialists, just as our customers do to us."

How's the Duke working out for Aero Technology? "It's been a real plus for us," says Joe, "even though it needed some maintenance work before we could put it to work full time. Thing is, there's always some work to do on aircraft: that's why we're in business too!"

We now have a program in Arizona as well as California!



It's true! We've saved clients literally millions of dollars—I can guarantee you won't find anyone with more knowledge and experience. It pays to plan ahead so future aircraft or vessel acquisitions are properly structured. Plus, if you suspect the status of a purchase made anytime in the past 10 years—I will offer a free analysis of your situation. Go to: www.aeromarinetaxpros.com and simply fill in the appropriate form. Or call me personally at 916-691-9192.

AERO & MARINE
Tax Professionals
CPAs turn to us...

9563 Laguna Springs Dr. • Suite 100
Elk Grove, CA 95758
Tel: 916-691-9192 • Fax: 916-691-9185
Email: talston@aeromarinetaxpros.com

© 2005 AERO & MARINE Tax Professionals All Rights Reserved