

“The stakes were great. The risk of losing our tax exemption because we lacked the expertise... was unthinkable.”

So stated, CyberData Corporation, President, Phil Lembo. The Monterey, California based company was founded in 1974 and is a leading OEM design and manufacturing firm with more than 30 years of experience in the point-of-sale (POS) environment. With a staff of over 30 people, they are specialists in connectivity solutions, protocol conversion technologies, and in designing innovative POS products that facilitate communications between computer peripherals and host devices. Plus they are experts in legacy POS connectivity and can provide the technology to connect older proprietary systems to newer peripherals with an open-architecture design. But there's more—their expertise in the IBM SI/O technologies has made CyberData the industry leader in IBM interfacing solutions and engineering specialists in the design of POS printer interfaces with over 600,000 printer modules in circulation today. CyberData was one of the first companies to embrace the PoweredUSB (PUSB) standard that sends both power and data through a single USB cable connection. This technology allows retailers to power POS peripherals without the need for cumbersome power supply bricks.



Pretty brainy stuff...so we asked Phil why they chose Aero & Marine Tax Professionals to handle their exemption filings rather than simply do it in-house. His response was everything we had hoped. And more. According to Phil, “We certainly are capable. But the stakes were too high to risk overlooking some small detail that could delay or

invalidate our exemption. Our aircraft broker recommended we look into the Aero & Marine Tax Professional program. We did and liked what we saw....the rest is history. The exemption came through as promised without any delays.

We place special emphasis on developing and manufacturing well thought-out products. Products which provide not only sensible functionality and wide-ranging interconnectivity—but outstanding quality and durability. Our engineering experience plus a solid history of producing high-quality products has created numerous OEM and end user relationships with companies such as Epson, Dell, HP, Symbol, Hypercom, TPG, Fujitsu, NCR, Wincor-Nixdorf, K-Mart, Sears and APG among others.

While Monterey offers an ideal environment to live, work and play...it is not a major airline hub and is often very inconvenient for business travel. The paradox, of course is that I can practically see the entrance to the main terminal from my office. It's less than a football field away. In this light it becomes easy to understand why personal aviation has become a critical part of our business capability. We found that Aero & Marine Tax Professionals performed the important service of facilitator by assisting with gathering the necessary documents...they knew precisely what we needed to do and made sure it was done professionally.”

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