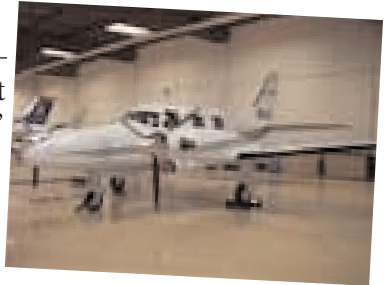


“best of all, we got the tax exemption ...way ahead of time.”

Chris Clark cuts right to the chase. “Aircraft are the primary tool in our company's expansion, a critical element in the equation,” he says. “We need to get into and out of places that are not served well by commercial airlines, and making sure we have the right aircraft ... well, that enables us to do just that.”

“Moreover, getting our people where they need to be when they need to be there — enables us to form strong relationships with companies and communities. To put it in marketing terms, intelligent use of aircraft gives us an edge over our competitors.”

Clark is responsible for the Flight Department of Foursquare Properties, a real estate development, management and investment company with extensive commercial operations across the northwest, from California up to Washington State, across to the Dakotas and most recently, into Tennessee.



Foursquare Properties Inc. is based in Carlsbad, California. A 30-year old commercial and residential development company that has built more than 4 million square feet of office and retail developments and 5,000 residential units across the Western United States. Today Foursquare has offices not only in California, but in both Utah and in Oregon.

Chris Clark is a guy who really likes airplanes. In this case, his affection is for a Piper Cheyenne, purchased by Foursquare late in 2006. “Because of your company, we were able to put this aircraft to work almost immediately,” he says. “We brought the Cheyenne into California and put her to work. She is a workhorse; we're making a couple of trips a month already.”

Clark says the company also has a Westwind. “We bought the jet when there were different rules — it was much easier over at the Board of Equalization. You just had to keep the aircraft out of the state for 90 days and that was about it.”

How did he come to Aero & Marine? “The rules keep changing in California, it's much tougher now. We called Aero and Marine because the airplane broker referred us,” he recalls. “He had used your services and recommended Aero and Marine very highly. I called and contracted you guys pretty much right over the phone.”

Clark says he's had his pilot's license about ten years and reiterates how much he really likes this aircraft. “The Cheyenne is easy on maintenance, operating expenses are low and she has these great Pratt & Whitney PT6A engines, which are just about unstoppable,” he says. The Cheyenne handles up to six with a single pilot, and at a shade under 250 knots, delivers a very long range of a range of 1400 nautical miles.

“Let me thank you for the great job you did for us,” states Chris Clark. “You were extremely pleasant to deal with. Even if I didn't hold up my end all the time, you guys prompted me as necessary. And best of all, we got the tax exemption way ahead of time. Thank you again.”

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.

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