

# ...the tax exemption was worth some \$120,000

**M**arina Mora has a lot going across her desk. The controller at International Management Services in Calexico handles accounts for multiple businesses, the majority involved in trade across the US/Mexico border. An accountant by profession, she is constantly looking for ways to get things done. And with the kind of strict scrutiny of travel and trade now existing at the border, and with a lot of competition from other companies and other trade portals, she wants results.

“I found Aero & Marine Tax Professionals on the Internet,” says Ms. Mora, who says she was particularly impressed with what clients said about Aero & Marine, its close monitoring of the paper trail, and the company’s success rate. “Because of where we are and what we do, I often need to find specialists in all kinds of business-related disciplines, she says. “Aero & Marine were the right people for the job.”

The job was for Dynamic Industrial, one of a number of cross-border companies in Mora’s charge. With a fast-growing business, the company was looking to purchase a Piper Meridian, the company’s second aircraft. And at a price in excess of \$1,500,000 — with 8% of that at stake in sales and use tax— the company needed just such specialized attention. “Tax issues are something we just can’t afford to get wrong,” she says.



The Meridian is the top of the Piper line, a new turboprop aircraft capable of carrying six passengers, and with a range of 1,000 nautical miles it is ideally suited to a company with suppliers and customers on both sides of the US/Mexico border. The airplane is an important part of the linkage between Dynamic’s manufacturing plants, distribution and retail operations in the Mexican states of Sonora and Baja as well as California, confirms Juan Martinez, airplane manager with the company.

Dynamic Industrial is a manufacturer involved in building materials and a specialist in concrete and concrete products. It has recently introduced a high strength building panel, the Tridipanel, used for quick and efficient construction of walls and floors as well as ceilings.

Marina reports the tax exemption process for Dynamic’s Piper aircraft went smoothly and by the numbers, just as Aero & Marine had promised. A six month test of flights, all of them to Mexico, ended in February 2007, and the tax exemption, worth some \$120,000 was confirmed a few weeks later. “If only everything on my desk worked as well,” says Marina Mora.

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



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