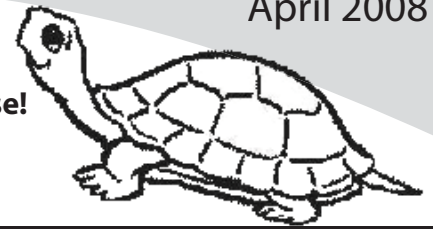


# Turning Turtle

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Geosystems

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Brings You Measure News You Can Use!

Turning Point Systems Group is accredited by the Better Business Bureau  
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## Welcome Turning Turtle!

Welcome to the April issue of *Turning Turtle*, a monthly newsletter created by Turning Point Systems Group! We are pleased to provide our clients with this fresh and informative monthly newsletter that will keep you on top of what's happening in the world of measuring. We look forward to bringing you 'News You Can Use!'

Why is this newsletter called "Turning Turtle?" Leveling plates, commonly called 'turtles,' are heavy metal plates used for running level runs. They are used in soft ground making a hard temporary turning point for the level rod. Thus arises the *Turning Turtle* newsletter and our friend, Topo, the turning turtle.

As *Turning Turtle* grows, we want to hear from you and the specific topics you're interested in seeing featured. Complimentary classified ads are also available to clients; please contact me directly for details.

In this age of technology, there is a lot of new information and equipment. Turning Point stays abreast of the latest. Remember, you're welcome to view our website for additional information at [www.turningpointssystemsgroup.com](http://www.turningpointssystemsgroup.com).

Now that our Wisconsin snow has finally melted, Topo the Turning Turtle can come out of hibernation and go outside to survey. It's time to get out there and measure! Busy season is here, and we're happy to assist you 24/7 for your equipment, supply, rental and support needs.

Cliff DeTemple  
Owner  
Turning Point Systems

Enter the  
store and  
WIN!

Part # S751252  
Description: Sokkia Tripod 5/8 X 11  
Flat Wood Wide-Frame Ext Leg  
Suggested Price: \$261.25

Every time you visit the Turning Point Milwaukee store, your name will be entered in the monthly drawing for a chance to win!!

\*Each month has a new prize\*

## Death and Taxes: Part One

Death and taxes are two unavoidable things we face. Although both cannot be eliminated, there are things we can do to reduce them both.

One misconception of tax law is that by purchasing out-of-state products, the

Purchaser (you) escapes paying sales tax. Out-of-state suppliers are not always required to collect sales tax. This occurs on products shipped to states in which the Supplier is not registered to do business, attend trade shows or have an employee making sales calls. This does not mean that the Purchaser

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## Calibrating Your Prism Pole

It is simple with the help of a Seco pole peg adjusting jig.

Step 1. Mount your SECO Pole Peg Adjusting Jig (#5195) to a wall in your office.

Step 2. Place prism pole tip in bottom shoe. Lean pole against C screw assembly. Now turn C screws in direction needed to center bubble in bulls eye.

Step 3. Now rotate or spin prism pole 180 degrees. Bubble will show amount of error.

Step 4. Adjust C screws until bubble moves half way back towards center.

Step 5. Adjust vial adjustment screws until bubble is centered.



## FREE Seco Pole Peg Adjusting Jig

(#5195-01) with every prism pole purchase over \$200! (quantity limited)

Repeat Steps 2 thru 5 at least twice, or until bubble remains centered in a full 360 degree rotation.

Tolerance: When bubble is centered then rotated 180 degrees, the bubble edge should not go outside the black ring.

The proper storage of stakes and lath is separating bundles by placing several sticks in between the layers. This helps keep them dry and mold free.



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is not required to pay the tax; the Purchaser of an out-of-state transaction must file a Sales and Use Tax Form with their respective state.

But wait, there's more... Let's say you don't report these out-of-state purchases for which you haven't paid sales tax. (Save a few bucks for the kids college fund, right?) The Department of Revenue (DOR) in many states is cracking down on companies purchasing large dollar products (like a GPS systems or Total Stations) out-of-state to avoid paying in-state sales tax. The Suppliers of these products are required to maintain records of sales transactions. During audits these records may be checked for verification with out-of-state transactions. The DOR checks shipping records, bank check clearing, and tax-exempt status forms. This paperwork is then crosschecked to see if the recipient paid the Use Tax. Hmmmm... this seems hard to track for state accountants. It is. But for the few souls that get caught, the penalties are much higher than paying the tax up front. Also, a company cannot use the cost of the equipment as a form of depreciation on income taxes at the end of the year.

So what can a Purchaser do? This depends on the state you work in. Remember it is the state in which the products are used that dictates the tax law. This is not always the state the product is shipped to. The "ship to" location is easiest for Suppliers to account for in tax recording.

Each state has different laws regarding what is taxed and what is tax-free. In some states certain items and services are tax-free. Maple syrup production items, artificial teeth and Training are tax-free in Wisconsin. It would be nice if beer and cheese were tax-free too. Or at least cheese hats. Then we too could have happy cows like California. Did I say Training? Yes! Training and Support are not taxable in Wisconsin. These are non-tangible items and considered services. But there is an exception... "Maintenance." Maintenance charges usually include Software upgrades and Support. Because of the upgrades there is tax due. If during the period of service no upgrades are emailed, you can claim a credit in some states. There is a form you may complete to reclaim the credit. If an upgrade was sent, then the full tax is due.

How does this information

help the Purchaser reduce the tax due? It does not reduce the amount due to the state, but it makes it correct. Equipment such as Robotic and GPS systems are complicated systems made up of Software, Hardware, Support and Training. By breaking the components apart or itemizing the Support from the Hardware you would be paying the correct amount on your taxes. Let's say you purchase a Sokkia 2700 ISX GPS System for \$25,000. (Whoa! Great Price!) Part of the system cost includes Training and Support. By breaking out the Training and Support costs (\$5000) from Hardware items on a receipt, your tax liability is only \$20,000. This saves you \$280 in Milwaukee County Tax. This is challenging for the Supplier as there is more paperwork to handle. However, here at Turning Point, we will try everything legally that we can to save you money.

So, what's the 'catch'? The 'catch' comes in when you finance your equipment. Some banks do not finance Training and Support. This is why Training and Support are sometimes listed as free on your invoice. This way

the bank will finance the entire purchase not just the Hardware portion. You and your accountant then need to decide what is best for your company.

More information on taxes can be found at <http://www.revenue.wi.gov/html/taxpubs.html>.

And remember, your tax dollars help fix potholes... We have a lot of holes to fix this year.

## CLASSIFIED ADS

### For Sale









**Motorcycle**, Honda Shadow Blk/Grn, in GREAT Condition, asking \$4,200. For details contact Cliff at 414-353-8774.

**Fork Lift with Flat Head Engine**, Fork lift project, Needs TLC. Asking \$500. Please contact Cliff at 414-353-8774 for details.

**Leica System 1200 G3 RTK Base & Rover 35 Watt PDI**, \$29,995 used complete lease \$500 per month for 60 months. For details or questions please contact Cliff at 414-353-8774.

**WILD T16 Theodolite**, \$1,800. Please contact Cliff at 414-353-8774 for details.

## APWA UNIFORM COLOR CODE

	WHITE - PROPOSED EXCAVATION
	PINK - TEMPORARY SURVEY MARKING
	RED - ELECTRIC POWER LINE, CABLES, CONDUIT AND LIGHTING CABLES
	YELLOW - GAS, OIL, STEAM, PETROLEUM OR GASEOUS MATERIALS
	ORANGE - COMMUNICATION, ALARM OR SIGNAL LINES, CABLES OR CONDUIT
	BLUE - PORTABLE WATER
	PURPLE - RECLAIMED WATER, IRRIGATION AND SLURRY LINES
	GREEN - SEWERS AND DRAINS LINES



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