

Hibbs-Hallmark & Company



NEWSLETTER Volume 2

NOTE: The purpose of this periodical email is to help you identify exposures and risks that may jeopardize your business and its assets. I hope you find the topics timely and helpful in your overall risk management program. We are an insurance agency specializing in representing the insurance interests of recyclers across the U.S. Our goal is to help you reduce your cost of insurance while improving your level of insurance protection.

Does any of the scrap you sell ultimately end up outside the U.S.? If so, you could receive a six-figure check from the government. It does not matter whether you sell your scrap directly or through a broker.

The U.S. government (and most states) has created tax incentives to encourage U.S. companies to do more exporting. However, 95% of the companies that qualify for these incentives FAIL to fully capture them. Since most accounting firms do not have enough customers that export, they simply have not developed enough expertise in this area to enable their clientele to fully capture the tax incentives available to them.

If you can answer yes to the following three questions, we can introduce you to a specialty consulting firm who may be of assistance:

- Do you purchase most of your scrap in the U.S.?
- Does any of the product you sell ultimately leave the U.S.?
- If so, does it total at least \$3 million annually?

If you answered yes to all three of these questions, please call us and we would be happy to introduce you to the Fortis TCS representative that specializes in the recycling industry. They collect a fee only if they can deliver results. Their average recovery for a client is more than \$250,000.

Recycle-Pro and Hibbs-Hallmark & Company does not receive any commission or fee for referring Fortis. Communicating this type of information to our clients and friends simply follows our belief of helping others protect their assets, as well as increase their profitability. Fortis is currently working with many large and small, very reputable scrap dealers around the country.

There are deadlines on many of these incentives. If you answered yes to the previous questions, I would urge you not to delay in contacting us. Don't let one or more of the deadlines pass without taking advantage of these tax incentives.

For additional reading regarding possible tax incentives available to your company please click on the attachment above.

Best regards,

Ron Hallmark
Senior Vice President
Hibbs-Hallmark & Company