



Personal Property Tax Services

Personal Property is often inaccurately assessed resulting in overpayments by companies nationwide. As pioneers in personal property tax reduction methods, the Joseph C. Sansone Company (Sansone) can provide significant savings on your Personal Property Tax obligations. Our Property Tax services provide you with both the knowledge transfer and market value analysis you need to continue the savings year after year. With a no-risk review of your personal property tax status and the largest average property tax savings, we are confident of delivering you tangible savings today.



Why choose **Joseph C. Sansone Company** for your Personal Property Tax needs?

- **Knowledge Transfer** — Our fixed asset analysis and methodology will be presented in a clear format which will include improvements or adjustments enabling you to continue the tax savings for years to come
- **Personal Property Tax Expertise** — Our Property Tax Analysts have an average of 13 years of property tax experience, filing returns and appeals in all states that tax personal property including the District of Columbia
- **Value** — No charge review of your assessment. No-Risk Service. Sansone shares in the tax savings as its form of payment
- **Market Value Analysis** — Using various market value analysis techniques including select asset analysis, obsolescence review, depreciation studies and comprehensive appraisals, we identify the actual market value of assets, not just the taxable value

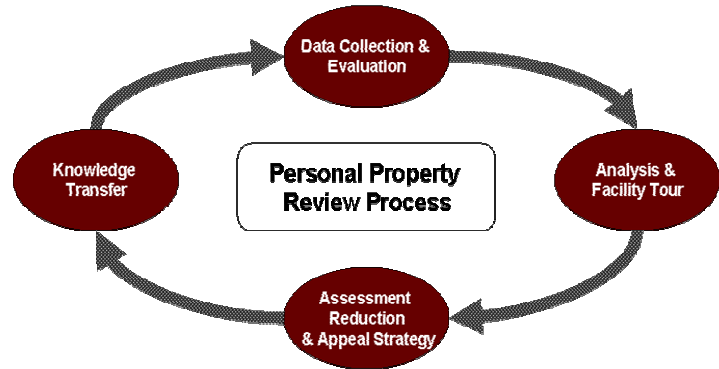
Sample Client Listing

A.G. Edwards
Denver Newspaper Agency
Dial Corporation
Holcim Ltd.
Hubbell Inc.
Lincoln Industrial
National Gypsum
Nordyne
Tamko Building Products

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As a full service Property Tax firm, Sansone provides a full complement of services to address your personal property needs. A typical review of your personal property will include the following services:

- Ensuring asset listings are not only valued against the standard depreciation tables used by assessors but to current market data
- Asset Classification Analysis
- Obsolescence Studies
- Identification of ghost assets
- Asset cost build up analysis
- Prepare and file all personal property returns to all jurisdictions
- Formal and informal negotiation with local assessors
- Formal appeals representation
- Audit representation



Case Study

A chemical manufacturing and distribution operation headquartered on the West Coast engaged Sansone to perform a review of their personal property returns for several of their key locations, across the country

Sansone Solution:

During our review of fixed asset records, we found real property being reported as personal property resulting in double taxation. Additionally, since the company blended chemicals at both of their facilities, they were entitled to file for a 100% exemption of the taxable value of their inventory.

Results:

These two issues combined provided two locations with a 71% and 82% personal property tax savings, respectively. Sansone's tax and local filing expertise identified exemptions that this company was unaware of within the taxing jurisdiction.

Joseph C. Sansone for Personal Property Taxes

- ◆ Four Decades of Property Tax Experience
- ◆ Largest Average Property tax reduction
- ◆ Nearly \$1B in tax savings
- ◆ 98% tax appeal success rate
- ◆ Superior Commitment to Customer Service

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