

MANAGEMENT LETTER

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A second IRS examination...for the same reasons and using the same records can be made only after a written notification from the Secretary of the Treasury. Tax payer may request written requirement be produced before he in turn produces any of the same records. If he doesn't ask for it, he waives any objection. If the IRS agent appears to be trying to harass the tax lawyer to fix up an error he made on the first examination, most likely he will drop the matter. But if records were never produced or originally asked for, the first examination apparently isn't over so above doesn't pertain. Examination is deemed complete when the tax payer is notified in writing that an adjustment has been made or that the return has been accepted as filed.

Sideline business has deductible expenses...according to the tax court. It used to be that people in business had to hold themselves out to others as being engaged in the selling of goods or services. However, it was ruled that a full time professional gambler was in business even though he did not hold himself out as providing services to anyone else. Thus, the impact is that individuals who spend a lot of time managing investments or pursuing potentially profitable hobbies may find it easier to qualify as being in business and eligible for deductions. (Anthony Ditunno) 80TC12.

REMEMBER: Nobody's perfect!

Look for new publication from ASPA...entitled "Working With Your Banker". Business Management Committee Chairman Al Gardner was instrumental in the compilation of the material and has drawn on his experience as a director of banks in Colorado. It will contain some good, sound advise.

Promotional brochures help sales, according to reports received from ASPA members who are utilizing some of ASPA's promotional materials. We are enclosing a copy of the "Do It Yourself...Sod Installation" brochure. This brochure is reasonably priced at 12¢ per brochure (500 brochure minimum order) or \$195 per unbroken box of 2,000--sent UPS transportation collect. Order this and other promotional materials by sending in the enclosed order blank along with your check in payment.

Many firms imprint or stamp the brochures with their firm name to give them personal recognition which is of course helpful in making sales.



(OVER)

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The largest potential age group of homeowners - 25 to 45 year olds- will increase during the '80's. This group represents the major working force, both men and women, whose time will be committed to the business world. There will be demand for sod...but how much will depend on promotion and "selling". An important point...sod will reduce the hours of lawn care and allow the working family more of that valuable free time.

Note: This monthly newsletter is compiled and published under the auspices of the ASPA Business Management Committee to serve as a helpful business update for all ASPA members. We invite your comments and recommendations.

AL GARDNER, Chairman
Business Management Committee

