

# The Top 7 Reasons Why Companies Choose *The SALT Group*<sup>®</sup> To Perform Sales & Use Tax Refund Reviews:



**#1) *Our Singular Focus:*** *The SALT Group*<sup>®</sup> provides one service only - Sales & Use Tax Refund Reviews. We have performed that service exclusively for manufacturers since 1988. Our concentration in this area has created a level of expertise and efficiency that is unique to the Tax Recovery industry, resulting in a non-invasive service that maximizes Sales & Use Tax Refunds for our customers.

**#2) *Outstanding Results:*** 9 out of every 10 Reviews performed by *The SALT Group*<sup>®</sup> results in a recoverable refund for the client.

**#3) *Multi-State Experience:*** Averaging nearly thirty years of Sales & Use Tax experience each, our team of former State Tax Auditors and Senior Tax Professionals was hired specifically for their ability to identify and recover enterprise-wide refunds for companies with multiple plants in multiple states.

**#4) *Our “Hassle-Free” Process:*** *The SALT Group*<sup>®</sup> typically sends a single consultant to review your accounts payable invoices. Aside from a brief conversation with you or one of your associates and a quick plant tour, our consultant will not interrupt your operations. We do not require your resources to perform our review. Our consultant will personally pull the invoices, scan them using *The SALT Group*<sup>®</sup>'s equipment and put them back exactly as they were found. Once all relevant data has been collected your review will be completed offsite.

**#5) *Our Diligence:*** Refund reviews performed by *The SALT Group*<sup>®</sup> are detailed and comprehensive. Our consultants will examine the full open statute period of your accounts payable invoices no matter how large or how small the dollar amount is.

**#6) *Our TURN-KEY Service:*** *The SALT Group*<sup>®</sup> will identify, file for, and recover your company's refund with virtually no effort required on your part.

**#7) *The “ZERO RISK” Factor:*** *The SALT Group*<sup>®</sup> works on a contingency fee basis: If we identify nothing, you pay absolutely nothing!

## Why a Sales & Use Tax Refund Review performed by *The SALT Group*<sup>®</sup> makes sense:

In this slow Economy, with Taxes and Operating Costs constantly rising, *every dollar counts*. Meanwhile, the State *probably* owes your company money but you and your staff *don't have the time* to identify and recover it yourselves. You need an outside resource to do it for you - the only question is *who?* Ideally, you'd want dedicated Sales & Use Tax experts to recover your tax overpayments *without wasting your valuable time or charging a fee unless a refund is identified*. This exactly describes *The SALT Group*<sup>®</sup>'s Tax Recovery service. So if it doesn't cost a penny to confirm you've "got it covered" – *why not have The SALT Group*<sup>®</sup> perform a Sales & Use Tax Refund Review for you? There's nothing to lose and, more than likely, substantial refunds to gain.



*The*  
**SALT**<sup>®</sup>  
GROUP

*Non-Invasive, Risk-Free Sales & Use Tax  
Refund Reviews Since 1988*

sales@thesaltgroup.com • www.thesaltgroup.com