

Charlotte Tractor Dirt

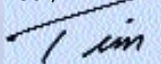
At Charlotte Tractor, we understand the importance of the support we receive from the community and welcome the chance to give back.

We recently donated the use of a New Holland RG80 motor grader and DC80 dozer to help in the construction of the new West Boulevard YMCA athletic fields. The fields were made possible in part by a NFL Grassroots Football Fields Program grant engineered by the Carolina Panthers. Workers used the powerful efficiency of our New Holland equipment to make short work of digging and leveling the playing fields. Charlotte Tractor is proud to join with the YMCA in their effort to provide quality facilities and programs to all parts of the community.

On the home front, we're excited to now offer the complete New Holland Construction line: Dozers, Motorgraders, Wheel Loaders, Compaction Equipment, Telehandlers and Excavators. We trust the quality of New Holland and operators appreciate the rugged capabilities of these machines. Day in and day out, New Holland proves itself a sound investment for the contractor who demands production with ease. Whatever the job, New Holland Construction delivers every time, all the time.

Call or stop by Charlotte Tractor to experience one of these remarkable machines for yourself. We look forward to seeing you soon!

Best,



Tim Cockerham,
Manager

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Now, That's a Relief!

There's great news for all you new equipment purchasers. Recently enacted legislation will help reduce your tax liability for this year and improve your cash flow!

In May 2003, President Bush signed the Jobs & Growth Act into law. The law expands the depreciation bonus enacted in 2002 and allows those that buy new equipment to depreciate 50% of the cost of the equipment for the tax year it's placed in service. Although the overall depreciation doesn't change, on a \$100,000 purchase using a 7-year depreciation, the customer may be entitled to a total first year depreciation of \$55,355. (Note: any trade-ins will affect total depreciation.)

The law also increased business deductions acceptable under Section 179. A deduction is allowed for up to the entire cost of certain depreciable business assets (excluding real estate) in the year purchased. This is an alternative to depreciating the asset

over its useful life. The annual limit has been increased to \$100,000 (from a previous \$25,000).

There's no better time than now to make your equipment purchase. The new tax law remains in effect on qualified purchases prior to January 1, 2005.

See us to help solve your equipment solutions!

Please note this information is presented as a public service to our customers. It should not be construed as tax advice or as a promise to potential tax savings. For more information contact your tax professional,



Employee Dirt

Tommy Overcash
Service Manager



Tommy Overcash, is hesitant to give the award-winning recipe for his barbeque, but quick to tell the ingredients for unrivaled customer service.

"We keep a clean shop, everyone is professional, we give good quality service and the customer is #1," says Tommy, who was promoted to Service Manager in May.

Like many of their seasoned employees, Tommy has worked with Charlotte Tractor for almost thirty years. The son of a local auto shop owner, Tommy began working with his dad at age eleven. While studying auto

New Holland LS180 Skid Steer Loader w/bucket

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mechanics at Piedmont College, he worked part-time for Charlotte Tractor. After school, Tommy started full-time as a shop mechanic and soon took to the road, servicing field calls all over the Southeast.

His expertise ultimately led to his current service manager position, where he is in charge of the mechanics, road calls, pick-ups and deliveries. He also coordinates the activity between the sales and service departments.

Although Charlotte Tractor has a reputation for superior mechanical knowledge, Tommy believes it is

customer service and loyalty that distinguishes the team from its competitors. "I enjoy talking to people," Tommy says. "Practically every one of our customers knows me. I've worked on their equipment one time or another."

Tommy's people skills extend beyond the walls of Charlotte Tractor. Winner of the 1986 Charlotte Barbeque Cook-off, he also enjoys throwing traditional southern "pig pickins" for family and friends. "I do a lot of them for different people and different functions...when I'm not working on tractors," says Tommy.



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