



*Integrated Data, Voice, and Video Solutions*  
One Call... One Company...

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## Accounting Department

The CTS Accounting Department pictured left to right: Manager, Ray Cecil, Diana Becker in shipping, Stacey Buckner, Natalie Long, and Carrie Dierks in accounting.



Accounts payable, payroll, financial statements, inventory, and billings are just a few of the responsibilities this department works diligently together on to maintain the highest level of reporting to management.

### *Dave Heuman, CEO Elected to Three Year Term on NECSI Board of Directors*

Dave Heuman, CEO of CTS Technology Solutions, Inc. was elected to serve a three year term on the NECSI Board of Directors. NECSI is an organization that represents approximately 400 dealers across the United States and Canada and interfaces with NEC, a 400 billion dollar corporation. The Board meets quarterly in regards to the challenges confronted by customers, dealers, and the manufacturer, whom are all facing an evolving industry.

The eight elected members survey the owners and engineers of the 400 NEC dealers. These dealers have researched the needs of their customers and staff moving into the VOIP, video to the desktop, and multitude of applications surfacing for the business world to bring efficiency to the desktop. "It is a privilege to represent such a valued group of NEC dealers throughout North America," stated Dave Heuman. NEC has just been recognized as the number one company globally in telecommunications, and they have achieved the number one slot in North America for the most lines sold in the Key system market for the past two years.

**Congratulations Dave!**



### **Want to stay in touch with your customers? *Implement Customer Touches for Less Cost.***

In business we know how important it is to stay in touch with our customers. Touches allow you to continually express your appreciation for their business, uncover issues before they become major issues, maybe find more business opportunity and ideally create a raving fan for your company. With these benefits in mind we all want to achieve customer touches but the real challenge is how to accomplish all these touches in a manner that does not break the bank.

The cost of staying in touch with our customers is becoming increasingly expensive. With gas cost soaring, the security hassles at airports and personnel cost increasing many companies are utilizing technology to touch their customers more frequently for much less cost.

Conference calling has become the most effective way of staying ahead in any industry.

*Warren Heuman  
General Manager  
CTS Technology Solutions, Inc.*

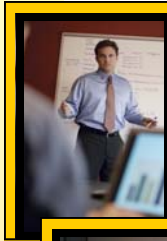
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**EXECUTIVE Breakfast Brief / Lunch & Learn****Technology Must...**

- Increase profitability
- Reduce personnel costs
- Raise productivity levels
- Minimize your employee stress
- Enhance your company image
- Improve your competitive advantage
- Take you where you want to grow



**[CLICK HERE](#) TO REGISTER OR TO VIEW A LIST OF  
UPCOMING SEMINAR DATES and LOCATIONS**

## **Businesses and Tax-Exempts Can Use Formula for Telephone Tax Refund**

Article taken from [www.irs.gov/newsroom](http://www.irs.gov/newsroom)

IRS-2006-179, Nov. 16, 2006

WASHINGTON — The Internal Revenue Service today announced a formula that will allow businesses and tax-exempt organizations to estimate their federal telephone excise tax refunds.

“The formula will provide a less burdensome option than gathering up to 41 months of old phone records,” said IRS Commissioner Mark W. Everson.

In May 2006, the IRS announced that individuals, businesses and tax-exempt organizations who paid the long-distance telephone excise tax can request the refund on their 2006 federal income tax returns.

“Businesses and tax-exempt organizations generally have more varied phone usage patterns than individuals,” Everson said. “The IRS has met with a number of businesses and tax-exempt organizations to understand their concerns. We believe we have developed a reasonable method for estimating telephone excise tax refund amounts while reducing burden.”

To request a refund, businesses (including sole proprietors, corporations and partnerships) and tax-exempt organizations must complete Form 8913, Credit for Federal Telephone Excise Tax Paid. To complete this form, businesses and tax-exempt organizations may determine the actual amount of refundable long-distance telephone excise taxes they paid for the 41 months from March 2003 through July 2006, or use the formula to figure their refunds. Businesses should attach Form 8913 to their regular 2006 income tax returns. Tax-exempt organizations must attach it to Form 990-T.

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Empowered by Innovation

**NEC**

### **NEC RECEIVES A TOP MARKET SHARE RANKING IN LEADING INDUSTRY ANALYST FIRM'S TELEPHONY EQUIPMENT WORLDWIDE SURVEY FOR 2005**

NEC Corporation today announced that it has emerged as the worldwide leader in the enterprise telephony equipment market for the telephony extension line shipments for 2005, according to Gartner's November 2006 report titled, “Market Share: Enterprise Telephony Equipment, Worldwide, 2005,” authored by Megan Fernandez, Chris Lock and Isabel Montero.

Based on total worldwide enterprise telephony extension line shipments for 2005, Gartner reports that NEC ranked #1 in the total enterprise telephony equipment market, with a 12.6 percent market share. NEC believes this success underscores NEC's commitment to expanding its global enterprise communications footprint, by offering customers traditional and IP-based telephony solutions coupled with a clear migration path that matches customer requirements and ensures investment protection.

[READ MORE...](#)

### ***NEC Trade-In Allowance Extended Until March 2007....***

A few months ago we informed you of a special trade-in allowance offered by NEC, the manufacturer of your current phone system that was in effect until September 2006. NEC realized that this program did not provide enough lead time for you to consider taking advantage of the program options that were available.

Great news! The manufacturer has extended the trade-in discount on your phone system until March 2007. This program offers a significant discount on a new NEC telephone system, usually ranging from 10% to 20% savings depending on the size of the system.

[READ MORE...](#)

### *Take Safety Seriously...*

As we get ready to begin a new year, we all wish you a very SAFE holiday season and new year.

All of us at CTS Technology Solutions, Inc. take safety very seriously, and remind you that if you are looking to monitor the happenings in and around your facility, security cameras can allow you to do just that. Whether at your facility or remotely, you can have access to observe these happenings in real time or from a previous time frame.

As any of you are reviewing the safety needs of your organization, please feel free to contact us to review options available to help you achieve your goals.



### Can you answer with a resounding YES?

Are you currently receiving the most comprehensive long distance, as well as reliable, telephone rates in the marketplace?

If this is a question to which you cannot answer with a resounding "yes", then contact us for a free long distance analysis of your business. Our goal is to continue to look for ways to help our customers, and this is just one area we can review.

Please contact us to find out how we may be able to help your business.



### *John Hancock Named Service Manager*



***Congratulations John!*** John Hancock has been named Service Manager at CTS Technology Solutions, Inc. John began his career with CTS nine years ago as a Service Technician and in his role as Service Manager he will be responsible for meeting customer commitments and standards for service work performed. John's primary responsibilities are to oversee, coordinate, and efficiently deploy the service staff manpower in regards to the Company's maintenance contract service, warranty service, and time & materials service activities. John brings with him a wealth of technical experience to the management of all Service Department activities that he oversees.



***CTS Technology Solutions, Inc.  
Wishes You a Prosperous New Year!***



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PRIVACY STATEMENT

