



## Document Destruction Industry Report

### December 2008

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Hello,

I promised myself I would not let the economy (tired of watching CNBC), or the drop in recovered paper prices impact my holiday spirit this year. I will admit, this is one of the more difficult promises to keep.



Last night, the holiday spirit came into my life when my wife closed my laptop and said we were taking the kids (Gavin 10, Caleigh 9) to the Grapevine town Parade of Lights. In Texas, Grapevine touts itself as the Christmas capital of the world - and I believe it.

We packed hot cocoa, lawn chairs, and bundled up as it was cold and windy. Sitting in my lawnchair, sipping hot cocoa, and watching the parade go by with my family immediately gave me the message that the holiday season is here, and I can control its outcome - and I am.

From our family to yours, we wish you the best of holiday seasons, and renewed success in 2009.

Happy holidays,

Jim McGuire  
President  
817-421-5940

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## DOCUMENT DESTRUCTION TRUCKS FOR SALE



**Available for immediate delivery!!!**

Three (3) 2006 International 4300 DT466 with Allegheny custom GXM 36 high security grinders. These vehicles were built in anticipation of a large contract and were never titled. New equipment at used prices. Loaded with options including a 5-year 200,000 mile extended warranty on the chassis.

For additional information, including pricing information, please email:

[Jim McGuire](mailto:Jim.McGuire@...)

Or call Jim at (817) 421-5940

## 2009 TAX LAW CHANGES - "I'm just a Bill, yeah i'm only a Bill..."

Higher-income individuals and business owners planning on selling their business will face an increased tax burden in 2009 under President-elect Obama's plan. The two big questions now are "when?" and "how much?".



Typically a first term tax law is passed in May or July, and is retroactive to January 1. With a sympathetic Democratic Congress odds are in favor of President-Elect Obama's tax plan passing faster than Mr. Bill becoming a Law in the Schoolhouse Rock episode "I'm Just a Bill.."

The proposed plan calls for reinstating the top two income tax rates (currently 33 and 35 percent) to 33 and 39.6 percent. When you factor in the personal exemption phase-outs and limitations on itemized deductions, the top income tax rate adjusts up to nearly 40.8 percent. Capital gains tax, which affects many business owners when they sell their business, will increase to 20 percent from 15 percent.

When the new tax laws are enacted, consult with your tax professional about the possibility of accelerating some income into 2008 or deferring some deductions until 2009.

President-Elect Obama's proposed tax plan can be viewed in detail through the following link:

[President-Elect Obama's Proposed Tax Plan](#)

**CHANGE IN SERVICE? CHANGE THEIR PRICES!**

We have gotten a lot of calls from the shredding community concerned about a noticeable increase in customers calling to reduce their recurring service schedule. I have always advocated that the value this industry provides is not in filling containers to the tippy, tippy top. It is in providing a regular service preventing confidential documents from sitting idle for any length of time. Full bins are a security risk, as documents can be accessed in toters when they are full.



If you are taking requests for reductions in service, have the courage to hang on to what you have. At a minimum, a reduction in service should be accompanied by an increase in per-container pricing.

Finally, avoid accepting on-call container accounts. They are the absolute worst to manage and service. If you haven't figured this out already, call me and i'll explain why in 30 seconds or less...

All the best!!!



Shotgun Capital Advisors, LLC provides merger and acquisition advisory services to businesses in the business and security services industry sectors.

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