

# Southwind

VOLUME 20 ISSUE 1

1st QUARTER 2001



Association of  
Electric Motor Repair Shops  
for Co-operative  
Self-Improvement

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## Hair Sample Drug Screening

By Georgia State Director Brenda Cole:

We recently changed the manner in which we were drug screening potential new employees. We were sending those candidates to a clinic and they were conducting urine analysis tests. We learned that two of those who tested negative for illegal drug use were actual users. Apparently there is some method out there that allows drug users to either flush their systems of the substance OR mask the substance allowing a negative result.

Obviously, we felt we were pouring good money down the toilet (no pun intended) so we investigated other options. We learned that by testing hair samples, the results were far more accurate. An individual can do NOTHING to their hair to make a difference in the results. Drug residues can not be washed or bleached out. Not only more accurate, but could determine if drug ingestion had occurred over a longer period of time. A standard screen covers a period of approximately 90 days. A urine test covers 30 days.

A young lady I was considering hiring for a managerial office position actually had the audacity to tell me she could not pass the hair sample test – would I please test her by urine sample. Her excuse was that she had quit smoking dope in order to pass any pre-employment drug screenings but had not counted on anyone doing the hair sample screening. Not only did I discard her resume but also the agency that sent her to me.

Cole now uses a testing facility in California called Psychemedics Corporation. They sent me all the materials needed to take the samples right at our office and a video on how to perform this function in a legal manner. However, we have chosen to send the candidates over to the local clinic we use for worker's comp injuries. They follow the chain of custody recommended by Psychemedics and then overnight the sample to California for testing. Within 24 hours I call an 800 number with my PIN and I have the results. Psychemedics uses only a Social Security number to identify the sample so that no names are associated to results – complete discretion. When I call for the results, I have the option of receiving a faxed copy within 5 minutes, giving me a hard copy for the employee's personnel file.

Since instituting this policy, we have had two POSITIVE results. These were individuals who had probably falsified urine results and expected to accomplish the same with the hair screening.

*Continued, Page 2*

*Drug Screening, continued ...*

The cost of hair analysis is somewhat higher than urinalysis. We are now paying the local clinic \$20 to obtain the sample and \$35 to the lab in California for the actual testing, compared to only \$30 for a standard urine screen. I believe it is well worth the extra money. You may as well not test if you are testing by urinalysis. You are only weeding out the less informed drug users ... the pro knows his way around.

If you would like more information try [www.drugtestwithhair.com](http://www.drugtestwithhair.com).

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## For all EASA members in Georgia

The Department of Revenue State of Georgia has neglected to advise us of a major change in the computation of Sales Tax that went into effect Jan 1 2001 in which they have created the following Sales Tax Exemption categories:

*OPTION 5 – Machinery used directly in the manufacture of tangible personal property for sale purchased as additional, replacement or upgrade machinery to be placed in an existing plant in this State O.C.G.A. 48-8-3.*

*OPTION 6 – Components used to upgrade machinery used directly in the manufacturer of tangible personal property. O.C.G.A. 48-8-3.*

*OPTION 7 – Parts, molds, dies, bits, tooling, and machinery clothing purchased for use on machinery used directly in the manufacture of tangible personal property in a manufacturing plant presently existing in this state will be exempt up to the sales price of \$150,000 for each item based upon the following graduated exemption scale: January, 2001 – 20%, January 2002 – 40%, January 2003 – 60%, January 2004 – 80% and January, 2005, an thereafter 100%. O.C.G.A. 48-8-3(343)*

For most sales in electric motor shops, this means rewinds, repairs, and new motor sales of a replacement motor must be computed according to the existing tax formula then that value must be reduced by 20% as a corrected sales tax in year 2001. If the motor is purchased as a spare or for some reason is not going on existing equipment as a replacement, then the full tax applies.

According to the Department of Revenue, you must have form ST-5M on file for each customer who applies for this new tax criteria. Also according to them, the seller (you) bears the responsibility to apply the correct tax formula for each transaction.

More information on this may be obtained by calling Mr. Gene Redding – Georgia Department of Revenue – 770-732-5812.

Tom Johnson  
Johnson Electric Motor Shop  
Carrollton, Georgia  
Email: [electmtr@bellsouth.net](mailto:electmtr@bellsouth.net)



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# Sales Tax Insanity

By Publius Conrad\*

Every time I hear someone talking about "Tax Reform" and they mention a *national sales tax*, I cringe. To hear them tell it, a national sales tax will be the solution to all our problems. "It's a tax on consumption instead of production," they say. "It will encourage the growth of capital. It will be *simple!*" If you point out that poor folks will pay a disproportionate share of the tax, they suggest that there could be exemptions for such necessities as food and medicine. Or maybe a "rebate" for poor people at the end of the year? And how about the fact that all the sales taxes paid by businesses are "passed on" to the ultimate consumers? We will create exemptions for resale and manufacturing ... and maybe some other favored industries and businesses (big contributors). And so, the easy, simple sales tax code turns into exactly the same type of monstrosity as the current Internal Revenue code. "But we can eliminate the IRS!" they cry. And replace it with the National Sales Tax Administration!

Leaving all that aside for the moment, there is also the matter of requiring businesses to do the government's dirty work in collecting revenue. As anyone in business today can testify, no task is too great, no paperwork burden so massive, no record-keeping requirement too tedious but for government to laden it upon American industry.

Displayed here is *page one* of the Georgia Department of Revenue's twelve page sales and use tax report. The other eleven pages are a county by county, category by category distribution of tax collected to each of Georgia's 156 different counties. In addition to Georgia's 3% state sales tax, within each county, there are eight different sales tax possibilities: Motor Fuel, 2<sup>nd</sup> Motor Fuel, MARTA, Local Option, Towns County 2<sup>nd</sup> Local Option, Special Purpose, Education, and Homestead. There are exemptions for such things as resale and rental; materials for further processing; sales to government entities; seeds, seedlings, fertilizers, insecticides, livestock feed, etc.; aircraft, watercraft, motor vehicles used to transport equipment manufactured, assembled, sold or delivered by the manufacturer and so on; aircraft, watercraft, railroad locomotives and rolling stock, motor vehicles etc., and components used to cross the borders of Georgia and so on and on; and, of course, as noted elsewhere in this publication, manufacturing equipment and parts for the same ... which receives a phased-in exemption over the next five years. When this form was introduced, there were massive numbers of errors ... not to mention much swearing and cursing. The Department of Revenue actually held classes around the state so that harried business people could take an evening of their time to learn how to complete it properly.

No. I'm not eager to see a national sales tax even if it means the end of the IRS.

Do you have a sales tax horror story you think others might like to hear? If so, send it to me care of this newsletter.

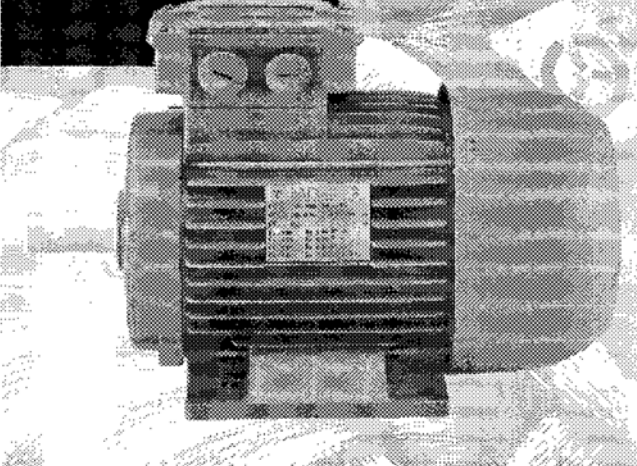
\*Publius Conrad is a concerned citizen who is not in business, does not have to file sales tax reports, has no connection with any business that does, and therefore cannot be audited or otherwise punished by the Georgia Department of Revenue, Sales and Use Tax Division.

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ST-3 (Rev. 6/2000)

GEORGIA DEPARTMENT OF REVENUE  
SALES AND USE TAX DIVISION  
701 WEST BROAD  
ATLANTA, GEORGIA 30334-5306

SEE INSTRUCTIONS ON REVERSE FOR PREPARING  
THIS REPORT. FAX, BULLETIN, AND  
SALES TAX UPDATE INFORMATION.



0797030111

USE BLACK INK ONLY

COMMODITY CODE

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**PART I A**

SALES AND USE TAX REPORT PERIOD	TAX RATE	TOTAL
1. Total Sales		
2. Total Use		
3. Total Sales and Use		
4. Taxable State Sales and Use	X .04	
5. Taxable State Sales and Use on Motor Fuel	X .01	
6. Taxable 2nd Motor Fuel Sales and Use	X .03	
7. Taxable MARTA Sales and Use	X .01	
8. Taxable Local Option Sales and Use	X .01	
9. Taxable Towns County 2nd Local Option Sales and Use	X .01	
10. Taxable Special Purpose Sales and Use	X .01	
11. Taxable Educational Sales and Use	X .01	
12. Taxable Homestead Sales and Use	X .01	
13. Total Tax from Tax Column (Lines 4 - 12 of Part I B.)		
14. Excess Tax - factor amount		
15. Total Tax Amount		
16. Vendor's Compensation, if timely filed and paid (see Vendor's Compensation statement)		
17. Penalty (Use penalty worksheet)		
18. Interest (2% per month or fraction thereof)		
19. Previous Prepaid Amount		
20. Current Prepaid Amount		
21. Credit Memo		
22. Remit This Amount		

EFT Filer  
AMENDED RETURN  
(If Applicable)

**PART I B**  
TAX COLUMN

This report must be filed and paid by the 20th of the month following the period for which the tax is due to avoid use of vendor's compensation and the payment of penalty and interest. VENDORS AND CONTRACTORS MUST FILE A "MILEY" RETURN WITHIN 15 BUSINESS DAYS. DO NOT SEND CASH BY MAIL.

Remittance by Electronic Funds Transfer (EFT) must be completed by 3:00 p.m. on the 15th. If the 20th is a Saturday, Sunday, Holiday or a Federal Holiday the EFT must be completed before 3:00 p.m. on the preceding Friday.

IF THERE IS ANY CHANGE IN TRADE NAME, ADDRESS, OWNER, SHOP OR TELEPHONE NUMBER, CHECK BOX AND INDICATE THE CHANGE IN THE SPACE ON BACK.

**STATE USE ONLY**  
VENDOR'S MARK DATE

MONTH DAY YEAR  
COMM. CODE. RE-IND. AGENT CD35

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**PART II**

SCHEDULE OF TOTAL SALES AND USE EXEMPTIONS FROM EXEMPTION WORKSHEET			
A. Total State	F. Total Towns County 2nd L/O		
B. Total 1% Motor Fuel	G. Total Special Purpose		
C. Total 2nd Motor Fuel	H. Total Educational		
D. Total MARTA	I. Total Homestead		
E. Total Local Option			

**PART III** I certify that this return, including the accompanying schedules or statements, has been examined by me and is, to the best of my knowledge and belief, a true and complete return made in good faith for the period stated. This \_\_\_\_\_ day of \_\_\_\_\_



**Southeastern Chapter**  
**Electrical Apparatus Service Association**  
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Start planning now for the  
**2001 Fall Conference**  
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**Attention Writers!**

Do you have an interesting story, technical comment, fishing or hunting tale, outright lie, or anything else suitable for publication in *Southwind*? Well, maybe it isn't suitable but just let me be the judge of that and send it to

EDITOR  
*Southwind* Newsletter  
1397 Blashfield Street SE  
Atlanta, GA 30315

There are several good reasons why the 1<sup>st</sup> Quarter issue of *Southwind* was not published until well into the 2<sup>nd</sup> Quarter. Unfortunately, none are worthy of publication, and they aren't particularly interesting anyway. Hopefully the 2<sup>nd</sup> Quarter issue will actually be published sometime during the 2<sup>nd</sup> Quarter.