

When they demand payroll software, don't take a chance! Use *PayMaster*TM, the software that's directly customer-supported by former IRS agents.

Save your customers money, and be a hero in the process! Introduce them to *PayMaster*TM, the in-house payroll system from Computer Aid Corporation® with a direct interface to MICROS®.

Sam Reynolds, owner of Palmetto Cash Register and Fatz Cafe's MICROS dealer, says "Without the *PayMaster* interface as part of the package, I wouldn't have been able to close a **BIG** MICROS deal." (See p.5's User spotlight.)

PayMaster has been around since 1984. Its users issued approximately five million paychecks last year, using software that has withstood IRS and state Wage/Hour Law audits.

In offices around the country, it's replaced Fisher, Macola, Great Plains, and BASS payroll software, as well as ADP, Bank America, Control Data, PayChex, and many other payroll services.

MICROS 2700

If your customers have a lot of employees and a MICROS 2400, 2700, or 4700 POS system they use as a time clock, they'll want to know about *PayMaster*.

Tell your customers about the time they'll save when they don't have to key in hours, receipts and tips. With one of *PayMaster*'s interfaces and just a few keystrokes, they can easily transfer data to *PayMaster*'s batch screen, error-free!

We designed the MICROS 2700 interface to calculate regular and overtime hours and minutes, by job, from the MICROS in/out punches and bring the information into *PayMaster*'s batch screen. Your customers who demand payroll will love the ease of use of both *PayMaster* and the interface.

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MICROS point of sale and *PayMaster Plus*TM allow your customers to do rounding.

Your customers don't have to buy a special time clock to do rounding. *PayMaster Plus* software, a WindowsTM-based program that integrates with *PayMaster*, will do automatic rounding of MICROS

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Dealer Incentives

Sell *PayMaster* without having to learn payroll. Earn a 40% commission on sales. We'll even sell your first system for you and give you the full discount/commission.

data. Then, it brings all the information into *PayMaster's* batch screen for easy payroll processing without re-keying any data.

With *PayMaster Plus* software, your customers will also have instant access to reports such as the Approaching Overtime report.

PayMaster Plus time clocks--an inexpensive solution for hotels. For hotels and other large properties where not everyone has access to the cash register, we offer the *PayMaster Plus* electronic time clock which has a direct interface to *PayMaster*. Wait staff and cashiers use the MICROS to clock in and out and enter tips. Housekeeping and maintenance use *PayMaster Plus* time clocks. A fully integrated solution!

Peace of mind for you and your customers

Auto Update

Suggest to your customers that they sign up for auto update. This eliminates the possibility of not having the correct version of *PayMaster* to print the current year's W-2s. Auto update includes updated federal and state tax tables, as they change and, of course, all of the new features of each version of *PayMaster*.

Telephone Support

PayMaster comes with free 30-day telephone support. Suggest that your customers sign up for annual telephone support. This provides a toll-free number with experts at the other end of the telephone. You, the dealer, will never have to answer questions about *PayMaster* or payroll.

Users on both Auto Update and Telephone Support receive a \$75 discount off the annual price. Users on annual Telephone Support receive a 10% discount on check orders.

PayMaster does tips right!

PayMaster, developed from the beginning for use by the hospitality industry, does tips right.

Cash and charge tips

To complete the annual Form 8027, your customers need a record of charge tips. *PayMaster* allows users to record cash and charge tips separately. Either can be included in net pay.

Tip allocation

PayMaster gives users the choice of allocating:

- ◆ by hours or by receipts
- ◆ by pay period or annually

Tip credit

Patricia Paul, owner of Jimmy Paul's Restaurant in Mt. Pleasant, PA, appreciates *PayMaster's* tip credit calculations. When they were visited by the Pennsylvania Wage & Hour Law auditor, she was asked how she did overtime pay for wait staff. She

responded "1½ times their hourly rate." The auditor gleefully said "I always get an adjustment—everyone does that incorrectly." But when they checked *PayMaster*, the auditor saw that it **was** being done correctly. Patricia happily reported "it was a great disappointment to the auditor."

Deduction of credit card fee before paying tips to employees

PayMaster Version 6.3 will calculate the employee's share of the credit card tip chargeback—the percentage your credit card company charges.

PayMaster does the new business income tax credit on FICA on tips

Important tax savings are available for your customers if they take advantage of them. Effective January 1, 1994, a new tax law was passed to allow a tax credit for employer FICA taxes paid on employee tip income in excess of minimum wage.

Example of federal tax credit calculation for food and beverage tipped employees

Weekly tips reported by employee	\$240.00
Weekly wages paid to employee (30*\$2.125)	<u>+63.75</u>
SUBTOTAL	\$303.75
Wages at minimum wage (30*\$4.25)	<u>-127.50</u>
AMOUNT OF TIPS ON WHICH CREDIT IS FIGURED	\$176.25
Social Security/Medicare (FICA) tax rate	x .0765
AMOUNT ELIGIBLE FOR INCOME TAX CREDIT	\$13.48
POTENTIAL ANNUAL SAVINGS PER TIPPED EMPLOYEE (\$13.48 * 52 WEEKS)	\$700.96

THE BLUE PAGES

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Number of employees x30
ESTIMATED FEDERAL TAX CREDIT \$21,028.80

PayMaster tracks this amount and gives your customers a report whenever they wish, for the current period; last quarter; and month-, quarter-, or year-to-date.

USE THIS WORKSHEET FOR YOUR CUSTOMERS. IT COULD MEAN A SAVINGS OF THOUSANDS OF DOLLARS.

FICA tip credit worksheet to estimate savings for your customers

Weekly tips reported by employee	\$ _____
Weekly wages paid to employee	\$ _____
SUBTOTAL	\$ _____
Wages at minimum wage	- _____
AMOUNT OF TIPS ON WHICH CREDIT IS FIGURED	\$ _____
Social Security/Medicare (FICA) tax rate	x <u>.0765</u>
AMT ELIGIBLE FOR INC TAX CREDIT	\$ _____
POTENTIAL ANNUAL SAVINGS PER TIPPED EMPLOYEE (\$ * 52 WEEKS)	\$ _____
Number of employees	x _____
ESTIMATED FEDERAL TAX CREDIT	\$ _____

5 million goes here

User spotlight

"The time PayMaster's MICROS 2700 interface saves is phenomenal." Stuart Ruelle, Controller, Fatz Cafe

*"Without the PayMaster interface as part of the package, I wouldn't have been able to close a **BIG MICROS deal.**" Sam Reynolds, owner of Palmetto Cash Register and Fatz's MICROS dealer*

Fatz Cafe's corporate office (Cafe Enterprises) is located in Greenville, South Carolina. Jimmy Rogers, founder and 50% owner, opened the first Fatz in a converted peach shed in Spartanburg in October 1988. Jimmy develops new concepts and does the advertising and menus for their restaurants. Bill Burton, the other 50% owner, manages operations of their seven restaurants—in Greenville, Spartanburg, Easley, Gaffney and Columbia.

Stuart Ruelle, Pat Morgan, and Jimmy Rogers of Fatz Cafe

From the beginning they offered huge portions at reasonable prices, catering to every age group. Menu items range from grilled cheese to fresh seafood and great T-bone steaks. Now in its sixth year, Cafe Enterprises plans to open two more restaurants—Greenwood will have a Fatz Cafe and Spartanburg will have a J. Jr.'s Filling Station & Grill, a new concept featuring oysters on the half shell and corn on the cob. A NASCAR racing car will be suspended from the ceiling.

Payroll was done by hand for their first restaurant. By the time they were ready to open the second, they knew it was time to automate. *PayMaster* was highly recommended and turned out to be a good choice for their 460 weekly checks.

Stuart Ruelle, the controller, had used SHAS payroll while working in a Marriott franchise hotel before coming to Fatz. He says, "*PayMaster* has better reports, more detail, more flexibility and handles tipped employees so much better. It's much better than having a third party do it. As a manager, I once had a bank doing the payroll. If there was a mistake, the bookkeeper had to go back to the bank to make a correction. Once my bookkeeper put a decimal in the wrong place when filling out the input sheet. A salaried employee's check for one week's pay was \$13,000! With the service, no one balanced or monitored checks until after they were issued."

"Now each of our managers faxes payroll totals to Pat Morgan, our payroll manager. She compares this total to *PayMaster's* precheck register and any corrections are made before the checks are printed."

Stuart says, "We just started using the *PayMaster* MICROS 2700 interface at the Greenville store. I'm so excited—the time the interface saves is phenomenal. We've been using *PayMaster* for over five years and never considered switching to another payroll program. *PayMaster's* MICROS interface helped us decide to put MICROS in all our stores."

Sam Reynolds, owner of Palmetto Cash Register and Fatz's MICROS dealer says "I was glad to help Computer Aid design and test the interface. Without the *PayMaster* interface as part of the package, I wouldn't have been able to close a **BIG** MICROS deal."

Stuart Ruelle of Fatz Cafe and Sam Reynolds, their MICROS dealer from Palmetto Cash Register

Pat says, "The service and response Computer Aid has provided is excellent. I feel so comfortable talking with Kyle. Support for payroll is most important. I had never done payroll on a computer before. With the *PayMaster* manual that walks you through just about everything very easily and help over the phone, running payroll is easy."

Stuart says, "We hope to offer more benefits soon—401(k), direct deposit, more vacation and sick leave. So we'll be adding the human resources module from Computer Aid. We may also get *PayMaster's* direct deposit option. As fast as we are growing, it's important that our payroll software can continue to grow with us."

Computer Aid Retail Price List	
Item	Price
<i>PayMaster</i> in-house payroll software (DOS software):	
Ver 6.3 regular. One company, one division. Up to 500 employees per year. Includes first year's telephone support and Auto Update	\$2,000
Ver 6.3 Xtra . One company, one division. Up to 500 employees per year. Includes first year's telephone support and Auto Update	\$3,000

Hotel Version. One company, one division. Up to 1,500 employees per year. Includes first year's telephone support and Auto Update	\$4,000
<i>PayMaster</i> Demo. Limited to 10 employees. Can do everything full program does. Comes with a step-by-step instruction booklet to run the demo, as well as the complete <i>PayMaster</i> manual. \$50 credit if full program is purchased within 90 days.	\$55
Options for payrolls processed at one location: 2-5 divisions/companies 6-10 " " 11-20 " " 21-30 " " Each additional location, allow 50% discount on program and additional divisions/companies.	\$200 each \$180 each \$160 each \$140 each
<i>PayMaster</i> interfaces to MICROS (DOS software):	
MICROS 2400 interface software	\$500
MICROS 2700 interface software	\$500
MICROS 4700 interface software	\$500
PayMaster Plus time clock (Windows software)::	
PayMaster Plus time clock (single user). Includes modem & software, but not cabling. Quantity discounts, multi-company version and network versions are available. Call for prices.	\$1,795
PayMaster Plus software only: Single user Multiple companies Network version	\$695 \$995 \$1,495
<p style="text-align: center;"><i>PayMaster</i> competitive upgrades are available. Call for pricing for smaller and larger companies. Other items available include Human Resources, General Ledger, Accounts Payable, and Accounts Receivable.</p>	
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Special Edition: MICROS[®] National Sales Meeting