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Volume 5 - Issue 2 - February 2007

PROFITsystems E-COMMUNICATOR

Calendar

February 12-16

Class Week

March 5-9

Class Week

March 26 - April 1

[High Point Market](#)

Building: IHFC

Booth: 42

April 16-20

Class Week

April 24-26

PROFITgroups - Appliance group meeting in Victoria, BC

Classroom Training

For more information about our classroom training and to make your reservation, please call 800.888.5564 or email karim@profitsystems.net.

PROFITgroups

We are looking forward to seeing our PROFITgroups members at the next meeting. If you are considering becoming a PROFITgroups member and would like more information or references, please call 800.325.2018 or email phyllisz@profitsystems.net.

Snow Days

Jeff Niskern, President



Let me begin by saying, "Thank You" to our entire PROFITsystems family of clients for your understanding and patience during our recent snow days. As you probably know, we have seen more than our share of storms here in Colorado over the past month: a combined 32" to 80" of snow along the Front Range, depending on the area.

For those who haven't been able to visit our headquarters, we are situated at the base of the Rocky Mountains, 50 miles south of Denver. Typically, we get a handful of storms each year with most of the snow falling in the mountains and very little accumulating here in Colorado Springs. December and January, however,

have brought record snowfall along with blizzard conditions that created two story drifts and stranded tens of thousands of people in airports, homes, and cars.

While I would never want our employees to take unnecessary risks to get to work, we did have a handful of staff members that were able to make it to the office (located in the downtown area, snow falls have been slightly less than surrounding areas) and others who were able to access our network from home. This allowed us to keep our support departments open and serve clients in need. Though things were bad in Colorado, we recognize that businesses across the U.S., Canada, and as far away as Australia, rely on us for help and quick solutions to keep their organizations flowing smoothly. With that said, we have tried to keep our doors open whenever humanly possible, regardless of our crazy weather.

Again, thanks to all of you who were patient and supportive of our family during these cold times!

Are you Getting the Most for Your Maintenance? What About PROFITfreight?

Layla Berglund, Director of PROFITfreight

Have you been taking advantage of every benefit that your PROFITsystems' maintenance program has to offer? Sure, you call into support if you have questions with the software, or issues with your hardware, because having your system running properly is critical to making money. We also know that you download your software updates and convert to new versions when they become available, because having an updated system with the new features and benefits makes your company more productive, and thus more money. But what about *saving* money *whenever* you can? How about freight? Have you signed up for our free freight program? While making money is your #1 goal, the money you *save* drops directly to your bottom line. PROFITfreight is successfully helping PROFITsystems' clients nationwide lower an expense they have expressed trouble with. There is no obligation and signing up may just save you money without doing anything at all. Just listen to the words of one of our newer freight members:

David Weir, Weir's Furniture Center in Sault Sainte Marie, MI

"Signing up for PROFITfreight was a great decision for our company. It cost us nothing to sign up and the process was simple. Not only have we saved over \$5,000 in just a few months, but we also received over \$1000 back from FedEx Freight! This is money we would have never seen, had our freight representatives not been keeping an eye on our account. We would recommend any PROFITsystems client take advantage of this outstanding free service."

David Weir
Weirs Furniture Center

This is a FREE service with no obligation. What are you waiting for?! The average client who does nothing more than sign up saves over \$1,700. Those members who work directly with a freight representative are seeing savings between \$4,200 - \$40,000 a year. [Click here to sign up today!](#)

CheckMark

CheckMark is now calculating FICA and Medicare differently. They have changed the way the program works to actually match more closely to how the 941 form wants the information. Because of this

change, you may notice a few cents difference. You should use the CheckMark calculation at the bottom of the check register for your tax deposit.

From www.checkmark.com :

The Social Security and Medicare employer match is a penny or two different; why? The program calculates the employer match for both Social Security and Medicare, where it looks at all Social Security and Medicare taxable wages for the whole payroll, multiplies this by either 12.4% or 2.9% (depending on the match being calculated), subtracts the employee portion for the whole payroll, and then the match is the difference. While these numbers will be very close, they are not necessarily equal since the match is rounded only one time and not per paycheck.

There is another new CheckMark software patch available (current version is 7.7.3.) at www.checkmark.com. Please contact CheckMark at 800.444.9922 with any questions.

PROFITgroups

Phyllis Zaepfel, Director of PROFITgroups

We recently received this letter from one of our PROFITgroups members:

I am writing this letter to extend my thanks to the Mega Group for listening to the comments from their members and forming a performance group for the appliance members. It is important that we communicate with each other to keep abreast of what is happening in each other's marketplace and issues we may have with suppliers. They say you must take baby steps before you can run, but I feel great strides were made in just the first meeting of the group. By sharing information, our members will be able to improve their business practices, and in turn, their profitability.

It is important that we deliver a message to other members that their contributions would be greatly appreciated and may prove very beneficial for all parties. There is strength in numbers not just in buying but in knowledge. Methods that worked in the past may not be the best today. We can never stop learning or striving to achieve the best. I believe the group, as it exists today, will strive to be the best at what we do and we can be the examples that others will follow. It is better to be a leader than a follower.

John Carr
VP of Finance
T. A. Appliance

Mega Group has recently partnered with Brand Source and we have limited openings in our Appliance Group for both U.S. and Canadian dealers. If you would like more information or references on PROFITgroups, please call 800.325.2018 or email phyllisz@profitsystems.net.

The PROFITsystems E-Communicator is your best source for news and information on PROFITsystems, technology, and the retail furniture industry. If you need to know about our conferences, software, or just what is new around the halls of PSI, this is the place to find it. In conjunction with our website www.profitsystems.net, we are working to provide you the most information in the most timely manner possible. If you have not registered for access to our online PROFITresource Center, please sign up at our home page today!

Michelle Michaels, Editor

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