



An ADP loyalist for 48 years

Tim Vrabel

 **Industry:** Accounting

 **Company:** T.M. Vrabel & Associates, LLC; Dickinson Vrabel and Cassells PA; Touche Ross

 **Location:** Denville, New Jersey

For 48 years, Tim Vrabel made his living as an accountant who performed independent audits of government entities, from municipalities to public schools to libraries to water utilities.

In 1978, he co-founded Dickinson Vrabel and Cassells PA, then founded T.M. Vrabel & Associates, LLC, in 2007. Throughout his entire career, Tim chose to partner with ADP® for his HR and payroll needs until his retirement in Spring 2021. On behalf of all of ADP, we congratulate him on a very successful career and have sincerely appreciated having him as a loyal client.

Learn more about Tim's experience using ADP over the years, including why he never switched to a different system and how much time he has saved throughout his career.

 **I never saw a payroll system better than ADP**

The first accounting firm that hired me out of college used ADP, and I continued to use them until I retired in 2021. I know ADP is the best system, because I've seen all the other ones.

I spent 48 years performing audits of government entities — libraries, boards of education, townships, things like that — so I got to see all the payroll services that they used. And I would hear all the complaints. "I want to do retro pay but I can't get it done!" "Argh, these people!" Meanwhile, I never had any problems with ADP. I never saw anything better than ADP. So why would I ever switch?

The truth is, anyone can process a basic payroll. But when you're running a business, sometimes you have to make changes. This person needs a bonus, that person is leaving, we need to pay that person a little extra. What always sold us on ADP was the very quick, easy and accurate response to change. Sure, you could save a couple bucks using someone else, but then you've got tax problems and angry employees because they've been paid wrong. It's not worth it.



ADP saved me thousands of hours

I would periodically get calls from the other payroll services, but I was already familiar with them. I'd seen their systems whacking around and falling apart at our clients. There was nothing that would get me away from ADP.

All the years I was with ADP, it never took me more than a few minutes to process payroll. I figure that over my 48-year career they probably saved me over 8,000 hours — that's nearly four years that I had to focus on my business instead of payroll.

Even when I was on vacation, I could be sitting on the beach and get payroll done in no time at all. That kind of convenience was always really important to me.

I'd rather do it right the first time

I would recommend ADP to anyone. You just can't beat them for accuracy and convenience. And as an auditor, accuracy is obviously a big thing for me. You want to save \$10 or \$15 per payroll? Go ahead. Personally, I'd rather do it right the first time. I saw enough clients get into trouble with the IRS because of late payments or wrong payments and everything else. That was just something I never wanted to deal with. And with ADP, I never did.

A note from ADP's Jim Lord, General Manager, Small Business Services division:

My team and I were honored to speak with Mr. Vrabel. He encapsulates the American Dream of starting your own business and running it through to a successful retirement. This is something we strive to achieve for all of our clients — making them better and saving them time and money so they can focus on running their business. We're honored to have played a role in that accomplishment and wish Mr. Vrabel and his family a very long and happy retirement.

