

# Gasketing

## MAXIMIZING PROFITABILITY WITH INFORMATION

*How much money do you make on a gasket? How about per sheet of gasketing material? While many gasketing distributors will have a good guess, very few know for sure. Wouldn't it be great if there was distribution software that could handle most of your other needs and keep track of your gasketing inventory and profitability? Tribute is that software. With many features added specifically to serve the needs of gasketing distributors, Tribute is uniquely suited to serve your business.*

### Sheet Tracking

Items can be set up for each different type of material used as well as the different sheet sizes available. You can use two units of measure, if needed, and automatically convert sheets to square inches. When a gasket is ordered its material and size identify which sheets can be used to make it.

### Center/Plug Tracking

Items can be set up for each type and size of center/plug to be tracked. Usually tracked by diameter, costs are assigned based on type of material and size available for use. When a gasket is ordered, its size and material determines the availability of centers / plugs that may be used to make it.

### Calculation of Price/Cost

Choose the calculation for price and cost that most accurately meets your business needs. Tribute provides four different options: Actual (component roll-up), Inventory, Commission and Weighted Average.

### Accuracy of Order Entry

**Material** - A wide variety of material groups can be defined for gasketing and are used at the time of order entry. These groups simply specify the material type of gasket to be used and provide a square inch price and cost for the gasket to default to. They can also define the percentage of waste per gasket.

**Type of Gasket** - Tribute defines gasket types as rectangle, circle, square, squarcle and miscellaneous. (A 'squarcle' gasket is a round gasket cut from a square of material.) Any of the four types will prompt for appropriate inside and outside dimensions and calculate their own square inches, while the miscellaneous type will allow the entry of square inches directly into the gasket. By allowing multiple types, Tribute can accurately determine anticipated material usage, scrap amount, price and costs.

**Viewing of Available Materials** - At the time of order shipping, once the packing list has come back with notations on what was actually used, Tribute would display all the plugs and sheets available to make the gasket within the appropriate inventory group. An item could then be selected and the appropriate quantity entered to reduce the inventory. The resulting plugs would be added back into inventory at the same time and in the same way in order to keep your available inventory up-to-date. Price and costs will also be displayed for approval.

**Ability to Assign a Waste or Scrap Factor** - Assign a waste percentage to each gasket to factor in all the materials used when creating a particular gasket including the webbing. This keeps both costs and inventory accurate.

Gasketing is a competitive and unique business that shares one thing with all other distributed items - the need to accurately price and maintain inventory levels. **Now with Tribute's unique gasketing tools you have the power to maximize profits along with efficiency.**

The  
**Tribute**  
Software System

the  
WAY it  
WORKS.