



It's simple really...

We know your business better!

## EATON CORPORATION

### Using TrulinX to Reduce Supply Chain Costs



Powering Business Worldwide™

Tribute works closely with Eaton to help our users meet vendor requirements and maximize discounts all while selling the product in the most efficient manner. Specific advantages for Eaton distributors:

#### BENEFICIAL TOOLS

##### Easy Price Updates

TrulinX allows you to easily import all of Eaton's price updates directly into your TrulinX price matrix. No more spending hours manually keying or batch transferring files.

##### Aeroquip Express Stores – Weatherhead Port-To-Port Stores

Easily handle your walk-in business with our counter module designed specifically with Aeroquip Express & Weatherhead Port-To-Port Stores in mind. It allows for easy and quick entry of items, kits, and hose assemblies at the counter. A swift check-out process handles checks, cash, credit cards or on-accounts and ends up with a very attractive customer receipt and day-end transaction analysis.

#### REPORTING SOLUTIONS

##### P.O.S. Sales Reporting to Eaton Corp.

TrulinX offers its customers the ability to successfully transmit the Point of Sale Report to Eaton in accordance with their standards. We create the appropriate file formats and data file transfer routines, so you can efficiently send your POS Sales Reporting information directly to Eaton via email as they have requested.

##### Inventory Reporting to Eaton Corp.

With TrulinX, you have the ability to successfully transmit the Item Inventory Report to Eaton Corp. in accordance with their standards. The report is created with their DUNS ID for a single product code or location or all product codes and locations. The resulting output file is easily submitted to Eaton and can be scheduled to run automatically.

##### Calculation of Rebates & Reporting

TrulinX offers the ability to track and manage Customer Rebates, then include the appropriate information and Eaton Program Type on the Monthly POS/Rebate report which is sent electronically.

##### Hose Assembly Generation

TrulinX offers a hose assembly generator which allows you to design and generate hydraulic hose assemblies quickly and easily. TrulinX even calculates the cut length and labor factors for you as well. You can also create templates for each general type of assembly that your customers might order, e.g. Aeroquip 2570 series.

##### Consolidation of Purchase Orders

Eaton Corporation offers discounts on their purchases provided you have a certain dollar amount per Purchase Order. Since TrulinX offers a feature called Planned PO's, it facilitates the consolidation of items by Eaton Division, so you can maximize discounts and purchase the product in the most cost efficient manner.

##### Easily Transmit PO's to Eaton

Transmit Eaton Purchase Orders electronically to My.Eaton.com (their preferred method) instead of mailing or faxing them. It expedites the process and reduces time and effort on both ends, allowing you to keep your costs down.

#### EASY INTEGRATION

##### WarehouseTWO Integration

TrulinX is integrated with Eaton Hydraulics' powerful inventory sharing network for its distributors, WarehouseTWO. WarehouseTWO provides a cost effective inventory-sharing tool that allows you to view your peer's inventory as an alternate source to fill your backorders and expedites. Its integration with TrulinX allows you to retrieve inventory information as you enter your orders. This network encompasses the entire Hydraulics brand portfolio, including Eaton, Aeroquip, Weatherhead, Hydro-Line, Vickers, Industrial Hose, Synflex, and Eaton-Integrated Hydraulics.

##### Strategic Partnerships

Most importantly, Tribute has numerous Eaton distributors among our clients so we are committed to facilitating their success. In fact, Eaton utilizes TrulinX software for their Van Wert Aeroquip Express Store in Ohio.

Our annual user's group meetings are attended by Eaton reps and Tribute attends the annual Eaton Distributor's Meeting to stay in tune with changes in the marketplace and remain the premier provider of management software for Eaton distributors.