GARLOCK SEALING TECHNOLOGIES

Special Advantages to Their Distributors

Garlock SEALING TECHNOLOGIES®

Tribute has forged and maintained a strong relationship with Garlock Sealing Technologies in order to anticipate your needs. By working closely with Garlock, we help our software users meet vendor requirements and maximize discounts – all while selling the product in the most efficient manner.

With industry specific tools that help you track and manage your inventory, expedite the sales process and steramline your supply chain, TrulinX is the software for Garlock Distributors!

Track and Manage Your Gasket Inventory

From receiving to invoicing, TrulinX has the specific tools you need to accurately track and manage your inventory. You can designate that specific items require inspection before put-away. Once those items are received, they can be assigned as stock, turnaround, return or scrap. If the item does not require inspection, the bin management system will place items into bins based on the maximum quantity and put away priority of the item/bin. Inventory can be ranked and designated "preferred" so that Customer Sales reps are sure to sell the product efficiently.

Tracking Labor & Burden

The TrulinX Work Order Management (WOM) Module allows you to designate an assembly as a fabrication, which will move components to 'work in process' inventory while the fabrication is being done. You can choose who is going to complete the fabrication from a variety of options: your own company location may fabricate internally, another location could fabricate the assembly, or an outside vendor could fabricate and ship back to you or directly to the end customer.

The WOM Module will keep track of estimates for components, labor and burden. As actual costs are applied, the cost of the job will be adjusted. When the job is complete, the costs will be reconciled and a comparison will be available at the subassembly and assembly levels of the job.

Easily Export POs to Garlock

TrulinX allows you to generate a Purchase Order output file for Garlock easily, then FTP to their web site for processing, eliminating double entry of all your Garlock purchase orders and increasing efficiency.

Automatic Price Updates

TrulinX can load the entire Garlock Inventory into your system - saving significant time and money over doing it manually. And you can upload Garlock pricing updates into your system from the Garlock CD using our straight forward Price Update process.

Sales Reporting

TrulinX allows you to easily generate a sales report at the end of the month that contains the information required by Garlock, such as your five-digit Distributor ID and the sales of items by VPC. Most importantly, it will eliminate the need to photocopy customer invoices, export data to Excel, or custom design a report. It is a standard option on our menu!

Lot Control

The Lot/Serial Number tracking system in TrulinX is integrated from receiving to shipping and helps you manage important information such as: lot assignment parameter, source, expiration date, lot, and batch quarantine. You can use a variety of Lot Assignment Methods at the system or Item Control level by the following parameters:

- **FIFO** – First In, First Out, picks from the oldest in the system until quantity is fulfilled
- **FIFO Complete** – Searches for the oldest lot numbers several ways to find the best fit
- **Lot Complete** – Searches from the newest lot to the oldest
- **Manual** – Ability to enter Lot and Quantity used manually during shipment
- **Required Lot Assignment** – Ability to force users to assign lot numbers to exact quantity received, shipped or adjusted

Easily Reference MSDS Sheets/Drawings

With TrulinX, you have the ability to attach multiple documents on an item for reference, Documents may be in any format, e.g. CAD files, image files, and PDF files. These help in assuring that the CSR is ordering to the correct specification.

Counter Sales

Easily handle your walk in business with our counter sales module designed specifically with industrial distributors in mind. It allows for streamlined entry of items, kits, and assemblies. In addition, you have a quick and easy checkout process that handles check, cash, credit cards or on-accounts with a very attractive customer receipt and day-end transaction analysis.