

Benefits of

# TrulinX

a product of **Tribute**  
Software for Successful Distributors

for Fluid Power Distributors & System Integrators







## **Fluid Power Distributors & System Integrators**

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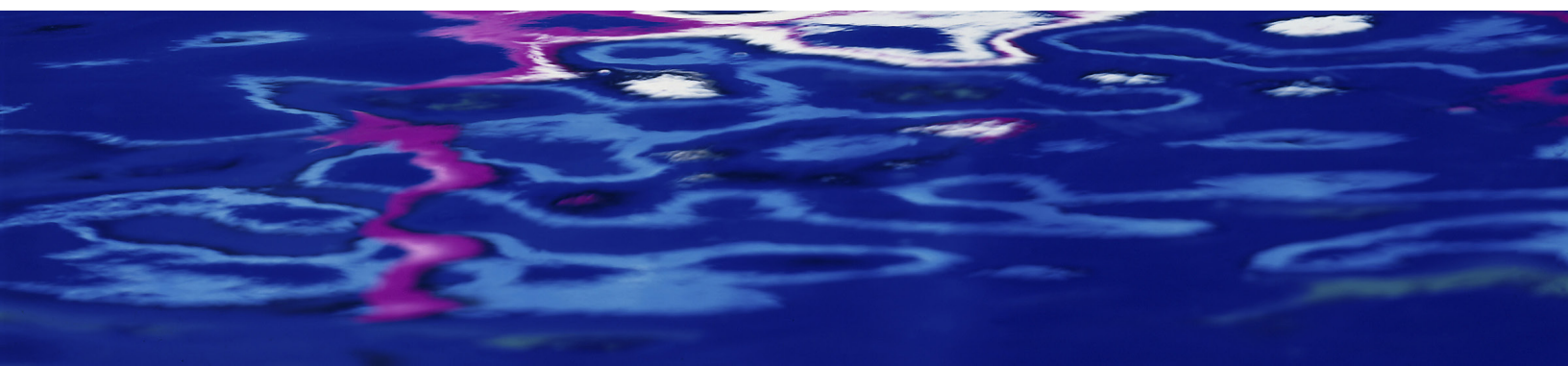
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It's simple really...

We know your business better!

## WORK ORDER MANAGEMENT

### SPECIAL TOOLS FOR YOUR FABRICATION & ASSEMBLY NEEDS

Do you build power units, valve assemblies, pumps, hose assemblies or large OEM kits? Perhaps you do swap-outs or conversions on your products. Do you send products to outside fabricators for additional services such as plating or welding? Either way, you still have the same concerns:

- How do I manage and track labor & burden?
- How can I get accurate costs to maximize my gross margins?
- How can I separate my fabrication orders from my regular distribution orders & manage them effectively?

#### Specific Tools for Fabrications & Assemblies:

##### An Easy & Flexible User Interface

The TrulinX® fabrication module has an easy and flexible Bill of Materials interface allowing the user to 'drag and drop' components. Subassemblies can be created as a 'Smart Part' in TrulinX and the WOM Module provides for the use of permanent structures, Smart Part, and on-the-fly structures at any level of the bill. You can also source, expedite and route all within the same screen.

##### Routing Options

With the TrulinX WOM Module, you can choose who is going to complete a BOM or any subassembly within that BOM structure from a variety of options: the assembly could be internal, another location could build the entire assembly or one or more subassemblies, or an outside vendor could build the whole assembly or one or more subassemblies. You can then route an assembly from one source to another easily. You will also control the final destination of the completed assembly with shipping papers generated to help warehouse personnel and outside vendors route products correctly.

##### Work Orders Can be Created Independently

The TrulinX WOM Module is designed so that the work order can be entered directly from the sales order or it can be created separately and then later attached to the sales order. This is helpful in cases where repairs or estimates need to be applied before the job becomes an order. Items do not have to exist in order to be entered on a work order, which will make life much easier for your customer service reps!

##### Work in Process Inventory

The TrulinX WOM Module allows you to designate an assembly as a fabrication, which will move components to 'work in process' inventory while the assembly is being completed. Numerous easy and flexible options are provided for the movement of components. Components can be easily moved from one job to another; components purchased specifically for one job can be routed directly to that job when received. Reports and inquiries are available to list all your work in process and to expedite for a particular job whenever desired.

##### Application of Labor & Burden

The TrulinX WOM Module allows you to enter estimates of both labor and burden if desired. If estimates are entered, they are used to help determine the cost when jobs are partially completed. The actual costs applied are also tracked throughout the process. TrulinX will keep track of inventory items used as well as costs by category. Users may have as many labor and burden lines as they desire and the labor and burden will be accumulated for each subassembly as well as for the entire job.

##### Comparison of Actual & Estimated Costs

The TrulinX 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.

##### Simple BOM's Stay Simple

Although a work order is created for every Bill of Materials, when no fabrication is needed, the TrulinX WOM Module does not require you to do any extra work. TrulinX handles it like any other part - no complicated run-arounds for you!

**Going beyond the normal software vendor - Tribute, Inc. works with our customers to create the tools you need to succeed in today's competitive marketplace.**



It's simple really...

We know your business better!

## BILL OF MATERIALS

### Using TrulinX to Reduce Supply Chain Costs

If you build power units, valve assemblies, manifolds, FRLs, pumps, or hose assemblies you have the same concerns:

- **How can I ensure that all of the components and subassemblies in my BOM's are being committed and allocated for a job?**
- **How can I effectively manage or achieve the desired gross margin?**
- **How do I expedite the components in my BOM assemblies?**

TrulinX helps you address these concerns by providing the most versatile and sophisticated BOM capabilities on the market today!

When quoting an assembly, TrulinX allows you to pick a pre-defined BOM, auto-generate one from our Smart Part Number System, copy an existing one, or select one that may have several versions. The key to success is the ability to perform these tasks quickly and allow for the substitutions or conversions of components on the fly.

In addition, you have the ability to include labor and/or burden to get a true picture of your costs. This gives you the power to analyze your gross margin and the tools to make it grow.

TrulinX also allows you to expedite BOM components on purchase orders that may prevent you missing customer required dates! The system offers a Vendor Recap Expedite Report that can be faxed to the vendors which contain those items with Forecasted Lead Times greater than the customer's required date. By being proactive, everyone - from the inside rep to the President - will understand the status of your assemblies.

The TrulinX BOM module was developed with the input of fabricators and determining their business needs. The result is a system that fits perfectly within your business.



### TrulinX provides the following features:

**Direct, Internal & External BOMs** - TrulinX allows the flexibility to create Direct BOMs for quick build processes like hose assemblies and more complicated BOMs for Internal and External work order fabrications.

**Automatic Assembly Generator** - SMART PART Saves time and money by allowing assemblies to be generated in seconds while it guides you through the process, especially hydraulic hose!

**Automatic Labor Calculations by Hose Length and/or Fitting Diameter:** Save time and increase efficiency by automatically calculating labor amounts based on the hose length and/or fitting diameter so you can capture true gross margins on all your assemblies.

**Labor/Burden Cost Tracking:** Time is money, so including your labor and overhead time is important to your bottom line. That's why the TrulinX BOM feature allows integration of labor and burden lines embedded within your BOMs to get a true picture of your gross margins.

**Multiple Versions per BOM:** For assemblies that are for a specific customer or are always built slightly differently, TrulinX offers multiple versions per BOM parent which can be recalled at any time, copied, modified and saved as a totally new BOM. This allows for more flexibility and customization of your BOM's and makes your CSR's job easier.

**Proportional Control:** TrulinX protects against mistakes by ensuring that the right quantity per component is included on each BOM.

**Automatic Vendor Rebate Calculation:** Protect your profits with the ability to automatically calculate rebates at the component level by your specific vendors' items.

Tribute solutions for industrial distributors. We're designed around your business process and focused on your success.



It's simple really...

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# HOSE DISTRIBUTION

## SPECIALIZED FEATURES TO HELP YOUR BUSINESS

Suppose you were able to get tighter and more accurate control over inventory while increasing productivity at the same time? For a hose distributor that's not so easy. But what if you had a tool that could help you generate complete hose assemblies in seconds? And what if this same tool automatically calculated cut-off lengths, material cost and labor amounts and allowed you to automatically generate serial numbers & labels?

**Tribute has designed features specifically to meet hose distributor's critical business needs:**

### Hydraulic Hose Assembly Generator

This SMART PART feature saves time and money by allowing hydraulic hose assemblies to be generated in seconds while guiding you through the process.

### Automatic Labor Calculations by Hose Length and/or Fitting Diameter

Save time and increase efficiency by automatically calculating labor amounts based on the hose length and/or fitting diameter so you can capture true gross margins on all your assemblies.

### Automatic Cut-Off Length Calculation

Use manufacturer's cut-off length per end fitting to quickly and accurately calculate hose lengths.

### Automatic Generation of Serial Numbers/Labels

This feature allows users to set up a standard template for serial numbers, consisting of an inner number, along with an optional prefix and/or suffix. The template is then connected to the appropriate product categories. Whenever an order is finalized for a hose assembly in one of these product categories, a new serial number will be automatically generated and printed to a label along with the pick ticket.

### Counter Sales Application

Improve customer service at your counter by quickly and efficiently servicing your customer whether they pay by cash, credit, or applied to their account. Customers can also make deposits on special order or backordered items at the counter.

### Lot Control Visibility & Management

You can buy in one unit and sell in another, e.g. feet, inches or meters, while managing all the various cut lengths. You will have visibility into the various lots from Quote/Order Entry while on the phone with a customer.

### Next Step Feature for Training

Shorten the learning curve for new or existing employees by using the TrulinX Step-by-Step approach to daily tasks.

### Crimp and Assembly Instructions with Each Assembly

Protect against costly mistakes by having detailed instructions by assembly or component such as crimp specifications, die selection or assembly procedures.

### Automatic Tracking of Non-Stock and Drop Shipment Sales

Keep inventory current and your customers satisfied with full tracking and inventory history.

### Multiple Transaction Types per Order

- \* Drop Shipment
- \* Non-Stocks
- \* Stock Transfers
- \* Shipments From Stock
- \* Remote Sourcing
- \* Bill-of-Materials

### Load Manufacturers' Part Numbers

Keep your inventory accurate and up-to-date by and up-to-date by easily uploading your major supplier's catalog containing vital information such as: part numbers, descriptions, price, cost, and automatic price updates.

### Support Staff Trained at Hose Distribution Companies

A valuable part of understanding your business is seeing it first hand. That's why our staff serves internships with distributors like you - to gain a better understanding of your business.



Tribute solutions for hose distributors.

We're designed around your business process and focused on your success.



# Taking a Closer Look at TrulinX Hose Assembly Savings



Most software packages cannot enter hose assemblies efficiently. With **TrulinX SMART PART** features, **a hose assembly can be entered in about 20 seconds and automatically calculate cut length and labor on each hose.**

Most other software packages require a tedious process to enter hose assemblies and add labor by turning it into a production order, requiring many more steps.

For a company that does about 50 hose assemblies a day, let's compare the difference per day:

### HOSE ASSEMBLY

#### Other Software Company

2 minutes per assembly x 50  
Total Time Spent: 1.67 hours

#### TrulinX

20 seconds per assembly x 50  
Total Time Spent: 17 minutes

### MONTHLY SAVINGS

1,000 hose assemblies per month  
33 hours @ \$19.24/hour = \$634.92

1,000 hose assemblies per month  
5.66 hours @ \$19.24/hour = \$108.89

**→ MONTHLY SAVINGS: 27.34 hours and \$526.00! ←**

### YEARLY SAVINGS

12,000 hose assemblies per year  
396 hours @ 19.24/hour = \$7,619.04

12,000 hose assemblies per year  
68 hours @ \$19.24/hour = \$1,308.32

**→ YEARLY SAVINGS: 328 HOURS AND \$6,311! ←**

A Customer Service Rep at a typical NAHAD business makes about \$40,000 per year, which is about \$19.24 per hour. (Obtained from NAHAD Profit Report 2013)

What could your business do with an extra 8 weeks of spare time?





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## SERVICES & REPAIR

### SPECIALIZED FEATURES TO TRACK & MANAGE SERVICE & REPAIR BUSINESS

Do you need to keep track of estimated and actual costs on your service and repair business? Do you want to route certain jobs to another location or to a specific outside vendor? TrulinX Software allows for a streamlined process for repairs on anything from floor jacks to cylinders. With a flexible user interface and a variety of routing options, TrulinX gives you the tools to manage and track your service and repair business easily and efficiently.

#### An Easy & Flexible User Interface

The TrulinX fabrication module has an easy and flexible Bill of Materials interface allowing the user to 'drag and drop' components. Subassemblies can be created as a 'Smart Part' in TrulinX and the Work Order Management (WOM) Module provides for the use of permanent structures, Smart Part, and on-the-fly structures at any level of the bill. You can also source, expedite and route all within the same screen.

#### Routing Options

With the TrulinX WOM Module, you can choose who is going to complete a BOM or any subassembly within that BOM structure from a variety of options: the assembly could be internal, another location could build the entire assembly or one or more subassemblies, or an outside vendor could build the whole assembly or one or more subassemblies. You can then route an assembly from one source to another easily. You will also control the final destination of the completed assembly with shipping papers generated to help warehouse personnel and outside vendors route products correctly.

#### Work Orders Can Be Created Independently

Work orders can be entered directly from the sales order and can also be attached to the sales order at a later date. This is helpful in cases where repairs or estimates need to be applied before the job becomes an order. Items do not have to exist in order to be entered on a work order, which will make life much easier for your customer service reps!

#### Design Stage

You have the maximum amount of flexibility during the design stage. Until activated, planned work orders can be assigned faux part numbers and/or descriptions (e.g. Cleaning Charge, Inspection Fee, 2½ Horse Power Motor) to allow you to start building the assembly and calculate estimated labor and burden. Once it's activated and components are committed, changes can still be made.

#### Work Centers

The TrulinX WOM Module allows you to create Work Center Codes and descriptions, and assign a specific work center to a specific assembly. This enables you to separate your service and repair work from your assemblies.

#### Work in Process Inventory

The TrulinX WOM Module allows you to designate an assembly as a fabrication, which will move components to 'work in process' inventory while the assembly is being completed. Numerous easy and flexible options are provided for the movement of components. Components can be easily moved from one job to another; components purchased specifically for one job can be routed directly to that job when received. Disposition of unused parts after the repair is a snap as well - you can easily put back into stock or scrap. Reports and inquiries are available to list all your work in process and to expedite for a particular job whenever desired. There is no time constraint so no jobs must be run before the completed unit can be received into inventory or shipped.

#### Application of Labor & Burden

Estimates of both labor and burden can be entered if desired. If estimates are entered, they are used to help determine the cost when jobs are partially completed. The actual costs applied are also tracked throughout the process. TrulinX will keep track of inventory items used as well as costs by category. Users may have as many labor and burden lines as they desire, and the labor and burden will be accumulated for each subassembly as well as for the entire job.

#### Comparison of Actual & Estimated Costs

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## LOT CONTROL & BATCH TRACKING

### SPECIALIZED FEATURES TO HELP YOUR BUSINESS



Your business requires a sophisticated inventory management system - and that may include the ability to determine at a moment's notice which vendor provided you with a product, and which customer took delivery of a specific lot, heat, or batch.

With the TrulinX Lot Tracking system, you can make time-consuming tasks as simple as the click of a button. Our lot tracking system gives you the power and flexibility to offer better service to your customers and vendors.

The Lot Control/Batch tracking system in TrulinX helps you manage important information from start to finish such as: lot assignment parameter, source, expiration date, lot, and batch quarantine. It's integrated from receiving to shipping and includes the following features:

- **Easy Order Entry** - Full capability for entering, storing, inquiring, and reporting of lot numbered items. Individual items can be selectively designated as lotted.
- **Issue and Receipt Logic** - Lower the cost of inventory by using 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.
- **Flexible Bin Location Management & Pick Ticket Lot Assignment** - Lot Number records can be manually created, adjusted and/or deleted.
- **Lot Control Inquiry Screen** - Inventory can be filtered based on whether item is Lot Tracked. Users can easily find out which Lot Numbers were received for an Item or were shipped on a specific pick ticket.

#### Lot Control Inquiry

Improve customer service, save time, and increase efficiency by the ability to automatically view the various lots from Quote/Order Entry while on the phone with a customer to ensure you can serve them.

#### Receipt Line Assignment Process

Give your warehouse staff the ability to track lots or batches based on PO Receipt lines and enter vital information such as the various lengths on the reel of hose, tubing, or conveyor belt, thereby giving Customer Service real-time information. You will have the ability to allocate a receipt line to one or more lots or do partial allocations and assign the rest at a later time. Lot assignment is manual so you can develop a numbering scheme to align with your day to day operations.

#### Pick Ticket Process / Bin Location Processing

Streamline your warehouse operations with the ability to generate a Lot Pick Ticket Report and Item Put-Away Report that will tell you in what Bin Location(s) the Lot(s) are located.

#### Track Belting in Two Dimensions

Although our lot control feature is one dimensional, you have the ability to track belting in two dimensions by assigning part numbers by their widths and then assigning lot numbers to the lengths cut from that piece. These either can be set up ahead of time or on the fly as you go!

#### Buy in one Dimension and Sell in Another

By utilizing our SMART-PART feature, you have the ability to buy in one Unit of Measure (e.g. PIW) and sell in another (e.g. sq. ft.).

#### Track Your Scrap

Using a simple SQL query for lengths under a certain amount, you can designate items as scrap and remove from inventory.

#### Traceability

Protect your assets by having complete visibility into the activity of each lot. With a click of a button, know where it came from, where it is located in your warehouse to where it was shipped.

We're designed around your business processes and focused on your success!



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# INVENTORY OPTIMIZATION UTILIZING TRULINX

## SOPHISTICATED MANAGEMENT TOOLS FOR DISTRIBUTORS

What is the largest asset in your business? Inventory! That is why it is so important that you have the right tools to keep up with the changing requirements from customers, vendors, and overall shifts occurring in the marketplace.

**TrulinX is one of the best, real-time Inventory Management Systems available on the market today. Just ask Jon Schreiber, a leading industry expert in Inventory Management for companies like yours!**

If you're a typical distributor, you have a complex mix of items in your warehouse, with a wide range of customer demand, lead times, cost, and other factors. You need a sophisticated software system to manage it all - that's where TrulinX comes into play! With TrulinX, you can group your items or product lines and manage them differently. Each group can have its own buying parameters, demand calculation, lead time calculation, and safety stock calculation for optimal inventory management.

TrulinX offers several industry-standard calculation methods for buy quantity, forecasted lead time, and forecasted demand.

### Benefits of Each Method

The TrulinX buy methods range from high flexibility (Min/Max) to more controlled (EOQ, Target Turns). Or, you can choose the Order Up To method that allows you to minimize the inventory levels for items that don't have a high level of demand performance, but still meet customer demand with added safety.

**Min/Max** - Very flexible, you can determine minimum stocking levels and maximum buy quantities on items.  
**EOQ (Economic Order Quantity)** - Very cost oriented... good for companies that like to control spending... takes into account all costs associated with inventory (personnel costs, rent, buying, packaging, etc.)

**Order Up To** - Cost effective means of keeping inventory costs down on items that have slow to medium performance...allows you to buy stock only when you need it (when there is customer demand) plus a little more to hold you over until the next buy.

**Target Turns** - Very detailed buy calculation....considers safety stock quantity, monthly demand, target turns, review cycle. Helps you achieve the best inventory mix with the least amount of intervention!

### Lead Time Calculation Methods

**Exponential Smoothing:** Allows you to control wildly fluctuating lead times by using a weighted average to calculate a new average lead time.

**Rolling Period Average:** Simple and easy to understand...responds quickly to change.

Both methods allow you to determine which receipts should affect the new lead time (significant receipt %), which leads to better accuracy. And they both offer you the ability to filter out unusual lead time situations (unusual change %) so that your new lead time is not skewed by non-typical situations.

### Demand Calculation Methods

**Exponential Smoothing:** As described above, this method manages the erratic fluctuating demand and put more emphasis on current or historical demand, or some of both, when calculating a new forecasted demand (FMD) each month.

**Rolling Period Average:** As described above, this method responds quickly to demand changes and filters out abnormally high demand, to prevent unusual situations from affecting your new FMD.

Successful inventory management has the following positive benefits for your company:

- Improved customer service
- Reduced freight expenses
- Improved cash flow
- Maximized returns on your inventory

In tight economic times, managing your inventory efficiently is crucial. TrulinX gives you the tools you need to effectively manage your inventory and make a real impact on your bottom line!

TrulinX was designed with your specific needs in mind - to make your life easier. If you want to learn more, please give us a call at (800) TRIBUTE and select #1 for sales.

Tribute, Inc. believes that one of the best ways we can anticipate a distributor's needs is by knowing their vendors. That's why we've forged strong relationships with a number of leading flow control manufacturers. By working closely with them, we can help our software users meet vendor requirements and maximize discounts, all while selling the product in the most efficient manner.



The Right Connection™

- Exporting purchase orders to Dixon Valve
- Easily handle price updates

- Easy price updates and new item imports
- Retail sales: Aeroquip Express - Weather-head Port-to-Port Stores
- P.O.S sales reporting
- Inventory Reporting

- Calculation of Rebates & Reporting
- Hose assembly generation
- Consolidation of purchase orders
- Easily transmit PO's via Customer Connect



- Track and manage gasket inventory
- Track labor and burden
- Export POs to Garlock
- Lot control
- Sales reporting
- Automatic price updates

- Hose assembly generation
- Counter sales
- Serial number tracking
- Consolidation of purchase order

- Calculation of rebates
- Easily update pricing & upload new items
- PowerPro integration for easy PO transmittal



- 80 Character part number capacity
- POS Sales reporting
- Automatic price updates
- Exporting invoices & purchase orders

- Sales reporting
- Automatic rebate calculation
- EDI integration

- Price update and item loading
- PHconnect & PHAST integration
- PTS



- POS Sales reporting
- Rebates
- Automatic report generation
- EDI transmissions
- Upload catalogs and easy price updates



- Exporting purchase orders
- Price updates