

2022



Attendee Registration Packet

**TribNet**



## User's Group Conference

Connect | Engage | Learn | Master

Arrival & Registration  
June 14, 2022  
Conference  
June 15-17, 2022

**Cleveland Marriott Downtown at Key Center**

1360 West Mall Drive  
Cleveland, OH 44114-1217

### Travis Miller, Vice President of Operations, Miller Resource Group

Travis has been with Miller Resource Group for over a decade and is their Vice President of Operations. Miller Resource Group, is an internationally recognized, award-winning talent advising firm specializing in Food Manufacturing and Industrial Technology. Travis is also the host of HIRED! The Podcast, which chronicles industry leaders journeys, failures, and successes as they navigate through the wild world of hiring and talent development. He has dedicated his career to providing value to companies in all areas regarding attracting, hiring, retaining talent, and helping them create an environment where that talent can thrive. His passion is for all companies to be able to set a true vision to do something great and to help them find the people with the hunger and talent to help them achieve that vision.



## Building an Effective Talent Strategy

### *Proven Tactics to Attract, Hire and Retain Your Most Valuable Asset*

The war for talent is escalating. Some organizations are ill-prepared to handle the challenges of an increasingly complex labor market, shackled by the “we’ve always done it this way” mentality. Others are thriving, armed with analytical insights and surrounded by allies, allowing them to snap up and retain highly performing impact players and supercharge their growth. What kind of an organization are you? More importantly, what kind do you want to be in the future?

This presentation will deliver key insights designed to help business leaders and decision makers elevate their talent-focused activities. The session will:

- Peel back the curtain on recruitment and stress the need for partnerships and alliances
- Identify the key elements that make an organization attractive to top talent
- Share best-in-class hiring strategies including metrics and practices
- Convey the top factors that drive talent retention
- Deliver practical and actionable advice on what businesses can do to become better at attracting, hiring, and retaining workers

# TribNet 2022

Annual User's Group Conference  
Tuesday, June 14, Arrival & Registration  
Wednesday - Friday, June 15 - June 17, 2022



## About TribNet...

We are excited to welcome everyone back in-person at the 2022 TribNet User Group Conference to be held at the Marriott at Key Center in downtown Cleveland at Public Square.

**The Opening Session for the joint meeting will be Wednesday, June 15 at 8:30 a.m.** Classes and round tables will be offered through noon Friday, June 17.

**The Welcome Reception** will be Wednesday, June 15 at 6:30 p.m. and the **President's Dinner** for all attendees will be Thursday, June 16.

**Membership to TribNet is \$750 and includes the meeting registration for one (1) delegate if you sign up by March 31st 2022. On or after 4/1/22, dues will increase to \$850.00. Additional attendees added after 5/30/22 will incur a \$50 late fee per person above the normal rate.**



## Benefits of Your TribNet Membership

1. The option to attend the annual conference which will have guest speakers, educational seminars, Tribute president's forum, and networking opportunities.
2. Access to User's Group conference materials, including breakout sessions training material if you are unable to attend the meeting, or for those wanting extra copies – including past years' material.
3. Access to the recorded sessions for up to six months post event.
4. Eligibility for election to the Program Review Board (Tribute) or Program Priority Assignment Board - PPAB (TrulinX). Members review and prioritize the current open project list, which helps determine the direction for future Tribute and TrulinX development.
5. Networking with other TribNet members for tips and best practices for using the Tribute and TrulinX systems and other industry-related subjects.
6. When you pay for three online courses, you will get a fourth one free! (Regularly scheduled classes only, effective from the date your membership check is received through December 31st, 2022.)
7. Eligible for membership in our **TribNet Basecamp networking group**. A great way to connect with members prior to and after TribNet and ask questions relating to software, business concerns, etc.



## Tentative 2022 Schedule:

**Tuesday, June 14**

**Registration Open 1:00 - 6:00 PM**

**Wednesday, June 15**

8:30 am - 11:50 am

State of Tribute Address and Guest Speakers

1:00 pm - 3:15 pm

Breakout Sessions

3:15 pm - 4:00 pm

First Time Attendees Mtg

6:30 pm - 8:30 pm

Cocktail Reception

**Thursday, June 16**

8:00 am - 9:00 am

President's Forum

9:00 am - 11:15 am

Breakout Sessions

1:00 pm - 4:30 pm

General Sessions

6:00 pm

President's Dinner

**Friday, June 17**

9:00 am - 11:15 am

Breakout Sessions

11:00 am

Conference Concludes

*Tuesday - Thursday includes breakfast and lunch  
Friday includes breakfast only*

## Three Ways to Participate in TribNet 2022

### In-Person Only

In person participants will enjoy the face-to-face time with fellow distributors, Tribute and TrulinX team members, and our "Best in Class" partners.

In-person participants will also have access to all sessions for a period of six months after the event.

Fees:

**Dues with 1 Delegate: \$750.00**  
On or after 4/1/2022 is \$850.00  
\$50 Late Fee after 5/30/2022

Additional in-person attendees:  
\$450/\$500/\$550 (See registration form for details)

### Virtual Only

We know it's hard for some distributors to leave the operations even for a few days. So we are pleased to continue with a Virtual Only option so your entire team can attend and/or view the sessions at their leisure. Virtual participants will have access to all sessions for a six month period after the event.

Fees:

**All Access - Includes Dues - Unlimited Participants: \$995.00.**

On or after 4/1/2022 is \$1,095.00.  
After 5/30/2022 is \$1,195.00

### Combo Package

This option is great for those companies wanting to send a few team members in person, but also want the ability for those staying behind to have access to the sessions.

Fees (*Note - Early Bird Rates Shown*):

**Dues with 1 In-Person Delegate and Unlimited Virtual Attendees: \$1,095.00**

Additional In-Person Attendees:  
\$450.00

# SESSION OVERVIEWS

## TRIBUTE SYSTEM USER CLASS OFFERINGS

### New Features

Come to this session to learn about the changes made to Tribute software since June of 2021.

### Date Use in Tribute

Have you ever noticed all the different types of dates in the screens of TrulinX? They all have a very specific purpose, and some of them are critical to things like customer service and reporting. We'll outline all of the dates like promise date, required date, expected date, tickle date, purge date, and many others and help you understand where they come into play in your business.

### Tribute Master Class

We've got a whole new list of tips and tricks to share with you this year. This year, we will discuss TMAIL, ACH, customer grouping options, laser forms, and cleaning up old purchase orders and sales orders.

### New User Essentials

If you are a new employee, we have some useful information to get you oriented to our system. We'll help you understand the menu, how to do searches, walk through menu drill down options, show you how to use the documentation (help notes), and how to navigate SPLVIEW.

### Bank Reconciliation

In this session, we will discuss all the tools available to help you reconcile cash. We'll detail the reports to use for reconciling, how to use GTL, how to use the bank reconciliation spreadsheet, how to track down discrepancies, and more.

### Sales Tax Setup & Reporting

This session will guide you through the information necessary to gather before setting up tax in Tribute. From there we will cover all of the ZFIM options related to taxing, and then move to navigating the setup in TAXAM, TAXGM, and TAXRM. We'll also discuss how to use TXQ.

### Understanding Inventory Management

This session is chock full of all things related to buying. We'll discuss IMPM, IBRQ, FLT, FMD, Review Cycle, Safety Stock, Inventory Position, Order Point, Item Classes, buy quantity methods, and how all of that works together for buying.

### Cost in Tribute

This session will discuss replacement cost, average cost, and commission and how they are calculated and used.

### Tribute Customer Panel

Back by popular demand, we have again assembled some of our most knowledgeable and experienced users who will host a Q&A to help answer any questions you may have about topics related to your industry,

the Tribute system, and any other burning questions you have. This will, by far, be the best and most informative 60 minutes you spend at TribNet.

## NETWORKING SESSIONS

### Tribute Job Role User Networking

Come to this valuable networking session to meet and pow wow with other users who are in your same job role, and exchange creative ways to problem solve using the Tribute system, help each other navigate common scenarios, and more.

## JOINT TRAINING CLASSES FOR BOTH TRIBUTE AND TRULINX USERS

### First Time TribNet Attendees

Are you a new Tribute customer? Is this your first time attending a TribNet conference? We're here to help you navigate it and get you acclimated to our conference and how the sessions can be utilized to create the maximum return on your investment.

### Procuring & Retaining Staff During the Year of the "Great Resignation"

How have you navigated this unprecedented time of staff shortages and employee retention? We don't claim to have the answers, but we hope we can learn and share ideas with each other to overcome and manage one of the most stressful and difficult times for businesses in recent history.

### Marketing Tips for Your Business

Join us for a conversation around marketing topics of interest to industrial distributors. We will be discussing how to leverage your website and social media presence to brand your company online, maximizing the impact of emails, website tools to convert customers, keeping engaged with your customers and prospects, metrics that matter in tracking performance and return on investment, etc. Bring your questions and best practices for an engaging panel discussion about marketing tactics that drive new business!

## TRULINX SYSTEM USER CLASS OFFERINGS

### New Features

We've been quite busy this past year, and we have lots of features to share with you. Our President, Susie Hopper will also share what changes are coming up in 2022 in her President's Speech.

### Cost Use in TrulinX

With all of the costs involved in distribution, we want to take a deep dive into all of them and discuss what costs are used, where they are used, and how they are derived. We'll discuss average cost, commission cost, and vendor replacement cost in detail.

### It Didn't Print, Now What?

At any given time, there are multiple documents printing from TrulinX. Occasionally, documents designated for auto print...well....don't auto print. We'll show you how auto printing is set up for various documents like pick tickets and purchase orders. Then we will walk you through troubleshooting the problem and fixing it so you can get on with business quickly.

### Date Use in TrulinX

Have you ever noticed all the different types of dates in the screens of TrulinX? They all have a very specific purpose, and some of them are critical to things like customer service and reporting. **We'll outline all of** the dates like promise date, required date, expected date, and many others and help you understand where they come into play in your business.

### TrulinX Master Class

We've got a whole new list of tips and tricks to share with you. This year, we will discuss some little know system parameters, comment maintenance, PTS label use, order deposit inquiry, keyboard shortcuts, setting up item substitutes, and much more!

### KPI's for Distributors

What are the benchmarks for your particular industry, and how can you figure out if you are meeting those benchmarks? Come to this session and we will show you how to use TrulinX to find out. Everything you need to calculate your KPI's is at your fingertips already.

### Using Avalara Tax System with TrulinX

We've partnered with yet another stellar vendor called Avalara to provide expert tax setup and application in your business. Come and let us show you how it will integrate with TrulinX, and how you can start using it.

### New User Orientation

If you are a new employee, or a new customer, we have some useful information to get you oriented to our system, our Support process, and much more.

### AHA Platform Information Session

Our PPAB committee and our development team have been hard at work this past year to create a transparent way for all users to see what features are being worked on, what new feature suggestions have been submitted, and much more. We've created a way for you to have input on the importance of some features and for you to get the benefit of other user input on features and existing bugs. This is a system created by users for users. You won't want to miss this session!

### Horrigan's Helpful Hints

As always, Bill Horrigan will use his extensive industry expertise to give you the best tips for using TrulinX. But have your pen ready and lots of coffee, because he talks fast! This is another must-see session to put on your list.

**1**

## Registration Form – Payment Information/Invoice

Dues must be paid by each company registering for TribNet. If paid by March 31, 2022 the dues are \$750. If paid after April 1, 2022, dues increase to \$850.00. The dues include one attendee (delegate) to TribNet. Additional attendees are an extra charge as listed below, and will incur a \$50 increase if registered after May 31, 2022.

COMPANY NAME:	QTY	ON OR BEFORE 3/31/22	ON OR AFTER 4/1/22	AFTER 5/31/22	TOTAL
COMPANY DUES with 1 Delegate		\$750	\$850	\$900	
FIRST TIME COMPANY ATTENDEE DUES with 1 Delegate For customers who have never attended TribNet <b>(In-Person Only)</b>		\$300	\$350	\$400	
VIRTUAL CONFERENCE ONLY (All Access Pass with Unlimited Attendees)		\$995	\$1,095	\$1,195	
COMBO PACKAGE Company Dues with 1 In-Person Delegate plus Unlimited Virtual Attendees		\$1,095	\$1,195	\$1,295	
<b>PRIMARY DELEGATE (ALL DAYS)</b>	<b>1</b>	<b>INCLUDED IN DUES</b>			
ADDITIONAL IN-PERSON ATTENDEES (ALL DAYS)		\$450	\$500	\$550	
ADDITIONAL IN-PERSON ATTENDEES (DAY 1 ONLY)		\$250	\$300	\$350	
ADDITIONAL IN-PERSON ATTENDEES (DAY 2 ONLY)		\$250	\$300	\$350	
IN-PERSON GUESTS AND/OR SPOUSE		\$250	\$300	\$350	

For registration questions, contact Lorna at [lorna.henderson@tribute.com](mailto:lorna.henderson@tribute.com)

**PAYMENT ENCLOSED**

**2**

**NOTE: THIS FORM SERVES AS THE INVOICE**

**Registration & Hotel reservation deadline is 5/30/2022**

**→ No refunds for cancellations made after 5/30/2022**

**PLEASE SEND REGISTRATION FORMS WITH FULL PAYMENT TO TRIBUTE, INC.**

Make checks payable to: Tribute Inc.  
TribNet c/o John Magensky  
141 Broad Blvd., Ste 206  
Cuyahoga Falls, OH 44221

**Note: TribNet expenses must remain separate from Tribute support and subscription services, so we cannot bill you and must receive a check for the dues and registrations.**



## Attn: Company Owners, CEO's, CFO's, Presidents, and Vice-Presidents

Susie Hopper, President of Tribute, Inc., will host a President's Forum & Continental Breakfast on Thursday, June 16, from 8:00 - 9:00 am. Fill out the following if you plan to attend.

Company Representative



## Registration Form – Delegate Information

The main Tribute / TrulinX user conference will run from Wednesday morning, June 15, through Friday, June 17. All breakfasts, mid-day snacks, and lunches are included on the days you sign up to attend. A welcome reception will be held on Wednesday evening, along with Susie's President's Dinner **for all attendees** on Thursday night (these are included in your registration fee). Any other activities and transportation are at your expense.

Check all boxes that apply.

Day 1 = Wednesday June 15

Day 2 = Thursday June 16

Day 3 = Friday June 17 - Half Day General Sessions

### PRIMARY DELEGATE (Attendee #1)

NAME \_\_\_\_\_ TITLE \_\_\_\_\_

Name as you would like it to appear on namebadge \_\_\_\_\_

Email Address \_\_\_\_\_

First Time Attendee:  Yes

In-Person Attendee  Virtual Attendee

Days Attending  Day 1  Day 2  Day 3  All Days

Please check the activities you will be attending:  Welcome Reception (Wednesday)

President's Dinner (Thursday)

Any special dietary or accommodations requirements? \_\_\_\_\_

### ATTENDEE #2

NAME \_\_\_\_\_ TITLE \_\_\_\_\_

Name as you would like it to appear on namebadge \_\_\_\_\_

Email Address \_\_\_\_\_

First Time Attendee:  Yes  No

In-Person Attendee  Virtual Attendee

Days Attending  Day 1  Day 2  Day 3  All Days

Please check the activities you will be attending:  Welcome Reception (Wednesday)

President's Dinner (Thursday)

Any special dietary or accommodations requirements? \_\_\_\_\_



## 4 Registration Form – Additional Attendee Information

### ATTENDEE #3

NAME \_\_\_\_\_ TITLE \_\_\_\_\_

Name as you would like it to appear on namebadge \_\_\_\_\_

Email Address \_\_\_\_\_

First Time Attendee:  Yes  No

In-Person Attendee  Virtual Attendee

Days Attending  Day 1  Day 2  Day 3  All Days

Please check the activities you will be attending:  Welcome Reception (Wednesday)  
 President’s Dinner (Thursday)

Any special dietary or accommodations requirements? \_\_\_\_\_

### ATTENDEE #4

NAME \_\_\_\_\_ TITLE \_\_\_\_\_

Name as you would like it to appear on namebadge \_\_\_\_\_

Email Address \_\_\_\_\_

First Time Attendee:  Yes  No

In-Person Attendee  Virtual Attendee

Days Attending  Day 1  Day 2  Day 3  All Days

Please check the activities you will be attending:  Welcome Reception (Wednesday)  
 President’s Dinner (Thursday)

Any special dietary or accommodations requirements? \_\_\_\_\_

### ATTENDEE #5

NAME \_\_\_\_\_ TITLE \_\_\_\_\_

Name as you would like it to appear on namebadge \_\_\_\_\_

Email Address \_\_\_\_\_

First Time Attendee:  Yes  No

In-Person Attendee  Virtual Attendee

Days Attending  Day 1  Day 2  Day 3  All Days

Please check the activities you will be attending:  Welcome Reception (Wednesday)  
 President’s Dinner (Thursday)

Any special dietary or accommodations requirements? \_\_\_\_\_



**5**

## Registration Form – Company Profile

**Please complete and return with your registration.**

Company Name \_\_\_\_\_

Primary Contact & Position \_\_\_\_\_

Primary Services and/or Products Sold \_\_\_\_\_  
\_\_\_\_\_

**3rd Party Products/Services you utilize (3DSI, Avalara, DistraNet, Enlighten.Net, Scantron Technologies, ImageQuest, MITS, t-commerce, Tour de Force, Rubber Tree Systems, WarehouseTWO)**

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**Vendors you would like to see Tribute partner with:**

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**Would you like us to help you network with specific groups of people, and if so, on what subjects or products?**

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**Please email any changes in company information or attending guests to Lorna Henderson at [Lorna.Henderson@tribute.com](mailto:Lorna.Henderson@tribute.com)**

# HOTEL RESERVATIONS

## REGISTRATION CHECKLIST



# 1

### □ Make your hotel reservation

- The group rate is \$192/night
- Reserve online by clicking this link
- Change the check-in and check-out dates as necessary.
- Or by phone at 800-228-9290 and mention Tribnet User Group conference
- Reserve by 5/30/2022 for the discounted room rate.

# 2

### □ Complete Dues and Registration Form

- Meeting Registration deadline is 5/30/2022

# 3

### □ Complete Company Profile Form

# 4

### □ Return forms along with any necessary fees to Tribute, Inc.

TribNet  
Tribute, Inc.  
141 Broad Blvd., Ste 206  
Cuyahoga Falls, OH 44221

**Make checks payable to: Tribute, Inc.**

## **Cleveland Marriott Downtown at Key Center**

1360 West Mall Drive on Public Square  
Cleveland, OH 44114-1217

Reservations:

**Cut-off date for discount: May 30, 2022**

[Click Here for Reservation Link.](#)

Experience style and sophistication at the revitalized Cleveland Marriott Downtown at Key Center, an ideal location for meetings and gatherings of any size.

Offering stunning views of Lake Erie and the breathtaking city skyline, this recently renovated 25-story Cleveland hotel boasts 400 guestrooms with sleek furnishings, an indoor pool and fitness center.

Cleveland Marriott Downtown at Key Center is located conveniently around many main attractions, including the Rock and Roll Hall of Fame! While in town, you can experience a vast array of things to do including scenic train rides, beaches, hiking trails around the Emerald Necklace, golfing, shopping, robust nightlife, wonderful restaurants and breweries, arts and entertainment, and more!

### **Make your hotel reservations early to guarantee room availability!**

The cut-off date for our special room rate is Friday, May 31, 2019. Beyond this date, the hotel may not offer this discounted rate.

### **Group Daily Room Rate - \$192.00**

To make your room reservations, click the reservation link above and change the check-in and check-out dates as necessary.

You may also call 800-228-9290. Be sure to mention Tribute User's Group Conference.

Check in time is 4:00 PM and check out time is 12:00 PM. However, should special needs be required, let the reservation associate know, and they will try their very best to accommodate you.

Rooms are available from June 10 through June 20 at our group rate, *subject to availability.*

Make your reservations in early. **Rooms must be booked by 5 pm on May 30, 2022**



# TRAVEL INFORMATION

## GETTING HERE!

### Cleveland Marriott Downtown at Key Center

1360 West Mall Drive on Public Square  
Cleveland, OH 44114-1217



**Closest Airport: Cleveland Hopkins International Airport**

**Hotel is 12 miles NE from airport**

**Driving Directions:** From Cleveland Airport: Follow signs from airport toward I-71 North; Take I-71 North to Downtown. I-71 N becomes I-90 E. From I-90 E, Merge onto E. 9th St via EXIT 172A. Continue on E. 9th St. then turn left onto Saint Clair Ave. Hotel will be ahead on left 2.5 blocks. Self-Parking is within underground garage located in front of hotel.



**This hotel does not provide shuttle service.**

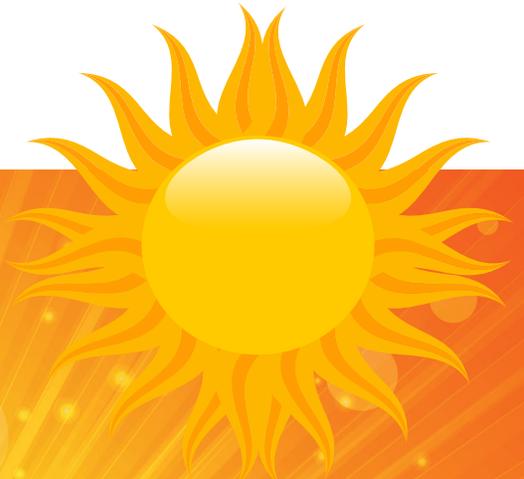
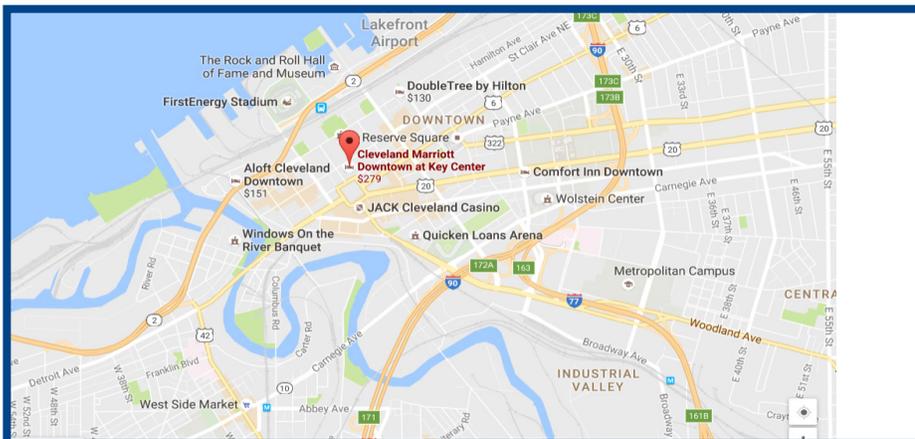
- Alternate transportation:
- Estimated taxi fare: \$40 USD (one way)
- LG Transportation **440-212- 5466; reservation required**
  - Cleveland RTA Rail service (**Red Line**) - **From Cleveland Airport to Public Square - terminates at Terminal Tower - cross Public Square to get to Marriott**

**Parking:** The Marriott provides the following parking options:



- On-site parking, fee: \$16 USD daily
- Valet parking, fee: \$35 USD daily -include in/out privileges

For additional information, visit the [MAP section](#) of the Cleveland Marriott Downtown at Key Center's website.



## PLAN YOUR VISIT!

Places to Eat + Drink

<https://www.thisiscleveland.com/eat-and-drink>

Activities

Rock n Roll Hall of Fame

.7 miles away

[www.rockhall.com](http://www.rockhall.com)

JACK Cleveland Casino

2 minute walk from hotel

[www.jackentertainment.com/cleveland](http://www.jackentertainment.com/cleveland)

West Side Market

1.5 miles away

[www.westsidemarket.org](http://www.westsidemarket.org)

The Flats

1.1 miles away

[www.flatseastbank.com](http://www.flatseastbank.com)

Cleveland Museum of Art

5.3 miles away

[www.clevelandart.org](http://www.clevelandart.org)

Great Lakes Science Center

1 mile away

[www.greatscience.com](http://www.greatscience.com)

Good Times Lake and River Cruise

[www.goodtimeiii.com](http://www.goodtimeiii.com)

Ohio City

1.6 miles away

[www.ohiocity.org](http://www.ohiocity.org)

FOR MORE THINGS TO DO, VISIT:

[www.thisiscleveland.com/things-to-do/](http://www.thisiscleveland.com/things-to-do/)



141 Broad Blvd., Ste 206  
Cuyahoga Falls, OH 44221

For additional information about TribNet, contact  
Lorna Henderson at  
[lorna.henderson@tribute.com](mailto:lorna.henderson@tribute.com)  
800.874.2883, ext. 2290

We Will See You In Cleveland in June!

