



TrulinX[®]

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

**It's simple really,
We know your business better!**

EATON CORPORATION

USING TRULINX TO REDUCE SUPPLY CHAIN COSTS

Tribute works closely with Eaton to help our software users meet vendor requirements and maximize discounts all while selling the product in the most efficient manner. Specific advantages for Eaton, Aeroquip, Hydro-Line, Synflex, Vickers & Weatherhead distributors:

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 new standards. We create the appropriate file formats and data file transfer routines, so you can quickly and efficiently send your POS Sales Reporting information directly to Eaton via e-mail as they have requested.

Inventory Reporting to Eaton Corp.

TrulinX™ offers its customers the ability to successfully transmit the Inventory Valuation Report to Eaton Corp. in accordance with their new standards. Once again, we have created the appropriate file format in accordance with Eaton-Aeroquip via e-mail as they have requested.

Automatic Price Updates

TrulinX™ provides the ability to seamlessly and automatically load all of Eaton's lines price listings directly into your price matrix. No more manually keying or batch transfer of files.

Aeroquip Express Stores – Weatherhead Port-To-Port Stores

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

Automatic Hose Assembly Generation

TrulinX™ offers a hose assembly generator, which allows you to design hydraulic hose assemblies in seconds. It allows you to generate assemblies quickly and easily. TrulinX™ even calculates the cut length and labor factors for you as well.

Automatic 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.

Automatic Transmittal of PO's to Eaton

Transmit Eaton Purchase Orders electronically to their website (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.

Automatic Calculation of Rebates & Reporting

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

WarehouseTWO Integration

TrulinX is integrated with Eaton Hydraulics' powerful new 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. 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 is utilizing TrulinX for their pilot project, the new 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.

Tribute
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