

PALL CORPORATION

SPECIAL ADVANTAGES TO THEIR DISTRIBUTORS



What if your vendor offered discounts and you weren't able to take advantage of them because of limitations in your software? What if their requirements changed and your software wasn't capable of managing the new requirements quickly and efficiently? Both these scenarios would cost your company time and money – unless you have TrulinX. 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.

BENEFICIAL TOOLS

80 Character Part Number Capacity

TrulinX can accept part numbers up to 80 characters – which is important to Pall distributors. No more short hand to make those long part numbers fit into your existing system. This enables you to load pricing updates directly from a vendor disk – freeing up your valuable time for selling!

POS Sales Reporting to Pall Corporation

TrulinX has the capability of transmitting the Point of Sale Report to Pall Corporation in accordance with their 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 Pall Corporation via e-mail.

Automatic Price Updates

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

Exporting Invoices & Purchase Orders to Pall Corporation

With TrulinX, you have the capability of exporting invoices and purchase orders to Pall Corporation directly via FTP. Invoices can be transferred nightly, and purchase orders can be sent at regular intervals throughout the day. The export

process is built into TrulinX and requires no manual intervention. This saves you time and ensures that Pall always has your latest information.

Leading Edge Technology

Tribute, Inc. communicates regularly with Pall Corporation to ensure we are providing the necessary tools for their distributor network to do business efficiently and effectively with their suppliers. We understand the value of maintaining or reducing operating costs in this extremely competitive environment. Unlike many other software providers, TrulinX does not remain static. We pro-actively update our software to keep up with the ever-changing requirements of our client's vendors and customers.

Multi-Location Distribution

Most importantly, Tribute, Inc. has among our clients numerous multi-location Pall Corporation distributors. Our 34+ years of experience guarantees a level of knowledge of your organization's needs and a commitment to your business unmatched by any other software provider.



Going beyond the normal software vendor relationship, Tribute, Inc. has reached out to **Pall Corporation** to help us provide the best support to their distributor network and our customers, today and in the future.