The Total Software & Hardware Solution
A WORD FROM THE PRESIDENT

We at Trendex take a great deal of pride in being able to take complex business methods & ideas and turning them into simple, easy to use software systems for you. We enjoy helping you find solutions to your problems and finding answers to your questions. This is what we call customer service and this is the secret to our success.

Flexibility is key in business today. Over the years, our extremely energetic, professional team of analysts, programmers and support staff have been asked to solve many complex problems by our customers, and they have always found solutions to every problem, even if this meant learning a completely new area of the computer field which we were not specializing in before. We look forward to these challenges and we will always strive to diversify in whichever direction your business leads you.

Trendex was formed as a software development and service organization. Our customers and friends have stood behind this philosophy of ours and have supported us since 1984, therefore, we will continue to develop quality software and provide service to you, our customer.

Yours truly
Soumitra Mukherjee

TRENDEX
THE COMPANY

At TRENDEX we believe in offering the very best and latest solutions to our customers’ needs. As a service organization (established since 1984), we are dedicated to providing the best possible support to our present and future customers. Our solutions are designed to minimize manual work whenever possible and to leave room for future expansion as the needs of our customers change. Our basic philosophy as a software developer is that a commercial or industrial integrated software package is never completely finished, it can always be further enhanced.

TRENDEX is committed to listen to the real needs and problems of our customers, and provide them with a solution.

When TRENDEX offers a solution, be it a turn key system or a specific solution, our proposals always include: pre-delivery hardware testing, application and system software installation, implementation monitoring, documentation, training, a warranty and after sales support for the software and hardware.

TRENDEX specializes in the UNIX environment. Therefore our software functions on single and multi-user INTEL based supermicros that are engineered by TRENDEX in the UNIX environment. TRENDEX also distributes a host of other components and peripherals to fully utilize the capacities of a computer system.

TRENDEX has customers across North America. Software support for all our customers is made possible by communicating via modem directly from our Head Offices in Montreal, Canada.

All TRENDEX software is developed in our Montreal offices and meets the needs of the North American market. As new and more efficient ways of manufacturing and distribution evolve, TRENDEX is committed to look out for the needs of North American business as it moves to a more open and global arena.

"I (Soumitra Mukherjee) personally have been involved with the welding supply industry since 1981 and our personnel has worked with your industry since 1984. Therefore, we have the experience in your industry to help you become successful and profitable. We can also offer you the tools required to manage your business properly as you grow. This will allow you to benefit from our experience and help you to manage and control your business better. "

Yours truly
Soumitra Mukherjee
GASTREND is an industry leading business application solution for the welding supply distributor, installed and operational in small, medium and large distributorships.

GASTREND is a complete and easy to use accounting and cylinder control software package that consists of the following modules:

Accounts Receivable, Accounts Payable, General Ledger/Financial Statements, Order Entry, Invoice Entry, Hazardous Materials Charge, Fuel Surcharge or Delivery Charge, Cylinder Control, Cylinder Rental Invoicing, Yearly Lease Invoicing, Inventory Control, Purchasing, Sales Analysis and Canadian Payroll.

Here is a brief overview of the optional TRENDEX software modules that can be added to the GASTREND software. All these modules are completely integrated to the GASTREND software.

PROTREND: is designed to be used as a mailing system and/or as a follow up on prospects.

EQUIPMENT RENTAL: the equipment rental system allows renting and tracking machinery by serial number.

WARRANTY: the warranty control module allows the user to keep track of warranties and expiry dates of equipment.

COUNTER SALES: the counter sales module allows the user to make over the counter sales. Tracks inventory and produces detailed journals. Bar code readers can be attached to terminals to scan products being sold in a store environment.

QUOTE SYSTEM: the quotation system allows the user to make quotes to existing and new customers with existing and new products. The quote can be updated to an order automatically.

SERIALIZED CYLINDER CONTROL: this module allows the user to keep track of cylinders by serial number as they are received in inventory (dock - cylinders full), as they are rented to customers (serial numbers will be printed on invoices and on daily, monthly & yearly rental invoices), and as they are returned to you by customers (dock - cylinders empty).

SERIALIZED PRODUCT CONTROL: the serialized product control system allows the user to keep track of product inventory by serial numbers as they are received and sold. These sales are automatically recorded in the warranty control module.

ROUTE DELIVERY NOTES: this module allows you to print the Delivery Notes with gases and products that a customer normally takes for a specific Route (i.e.: Monday), for a specific Truck and in the Sequence that the truck driver visits the customers.

ROUTREND: an off truck invoicing system developed on an industrial handheld minicomputer capable of reading bar codes. Invoices can be printed directly in the truck. Information collected can be automatically transferred to main system.

KITREND: product-kitting system which automatically adjusts component and finished goods inventory and calculates cost.

FAX/EMAIL SYSTEM: invoices, statements, purchase orders, quotes, rental invoices, leases and even reports can be faxed or emailed directly from the software.

LASER FORMS MODULE: accounts payable checks, invoices, statements, purchase orders, quotes, rental invoices, leases can be printed directly on a laser printer. This eliminates the need for preprinted forms. The forms may be printed in black & white or in vibrant color.

BAR CODING MODULE: bar code scanners can be attached to PC’s or terminals to read bar codes on the products to generate invoices at the counter. Bar code label printers or laser printers can be used to print bar coded price tickets.

MULTI WAREHOUSE: all the above modules can have the multi warehousing option, which controls inventory of products and gases by warehouse and allows requisitions to be placed between warehouse and Head Office.

All software developed by TRENDEX is trilingual (English, French & Spanish), multi-user, multi-company, multi-currency and multi-bank.

LETTERS OF RECOMMENDATION

SUNOX INDUSTRIAL GASES

I recommend the Trendex system to users who have needs similar to ours because the system:

Allows us to flawlessly execute our business processes with the least amount of manpower is comprehensive in that all of our Information Systems needs are met with one system. Has excellent security control and data protection features and procedures. Is supported by Trendex support staff who are knowledgeable, professional and provide impeccable service.

Hardware and software has proven to be highly reliable; we have never had a system failure. The system has only ever been offline for 15 minutes and even survived a direct lightning strike on our building. Allowed us to be ISO 9000 certified very easily. Provides excellent control over our cylinder assets in our customers’ hands. Provides excellent control over our inventory and accounts receivable assets. Provides excellent control over our gross profit margin.

Our purchase decision was based on the value we perceived the Trendex system could bring to our business for the money compared to Trendex competitors. In hindsight, and with the benefit of nine years experience, Trendex has proven to be one of the best investments Sunox has made.

Yours truly,
Claude M. Chabot, P.Eng. MBA
President
TRENDEX THE SERVICE

TRENDEX's commitment to total quality in its products and services is unparalleled in the industry. Our experienced, professional support staff is committed to your success and satisfaction.

- Telephone or email support, staffed by trained professionals.
- Modem support, provided by our software engineers.
- Easy to use, clear documentation.
- Customer training and implementation monitoring programs.
- Newsletters and website with latest software developments and new product releases.
- Data entry services for initial loading of files.
- Automatic update of inventory prices using CDROM’s or files supplied by Vendors.
- Creation of ASCII files for export to other programs, such as Excel.
- Specialization in the UNIX operating system since 1985 including installation, configuration and design of UNIX scripts.
- Expertise in bar coding software since 1986.

ARGYLE WELDING SUPPLY Co., Inc.

On September 1, 2001, we installed and began using the Gastrend software to operate our business. This system has been an extremely valuable tool as our company as grown over the last 4 years. Prior to above referenced data, we were using a basic accounting system, which we modified to handle cylinder tracking. The system worked, but caused a great deal of extra paperwork and delayed our month end and closing by many days. Since instituting the Gastrend program we have realized tremendous increases in efficiency and information flow.

In looking at various systems before choosing Gastrend, we found that many of the competitive programs offered similar benefits. The real difference for us was the professionalism we found in the Trendex personnel. Soumitra and Anna presented their product in a precise and timely manner, with a supreme knowledge of the system. The combination of the benefits offered by the program and the quality of their sales presentation just "felt right" to us.

Since that time, we have confirmed our "felt right" intuition and have enjoyed a tremendous business relationship with our Trendex partners. Service has always been our main concern with our vendors and Trendex has never let us down. Questions and problems are always handled quickly and politely.

Trendex was the right choice for us.

Sincerely, 
James Wright 
President

TRENDEX OTHER FEATURES

TRENDEX also offers the following software packages completely integrated to its GASTRENDEX system.

- Forms Generator: UNIFORM™, a form generator integrated to the TRENDEX software, allows you to print all forms (orders, invoices, statements, purchase orders, etc) on blank paper, in black & white or color, using a laser printer.
- Fax & Email Capabilities: VSIFAX™, a UNIX based fax software package which allows you to fax or email purchase orders, quotes, statements, invoices, orders, etc directly from the TRENDEX software. This software also allows the user to view and print a log of all fax transmissions.
- Communication Software: You have the option of converting your TRENDEX files to an ASCII format that can be transferred using TERM or TinyTERM™ communication software to a PC and then downloaded to EXCEL or any other PC software.
- Report Generator: You can create your own customized lists and reports using TRENDEX files with the GENERAL™ report writer.

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TERM & TinyTERM are trademarks of CENTURY SOFTWARE INC.
VSIFAX is a trademark of EISKER INC.

TRENDEX THE TOTAL SOLUTION

By choosing the TRENDEX solution, you will receive complete software and hardware support from us. You will also obtain:

- A durable relationship with a responsible and professional software house which has an experienced team of software professionals who know your industry.
- A software house which is constantly developing new software, therefore, if you have a specific need, Trendex can fulfill that need.
- A software house that can modify its software to accomplish the necessary tasks, whether it be application programming or communication software.
- A very flexible system that will offer the necessary tools to run your business.
- The right to periodic upgrades to the system that will increase the performance and value of your initial investment.
- Proper training of your staff to fully utilize the potential and capacity of the software.
- Equipment which can be expanded to meet your changing needs.
- Minimal maintenance cost of hardware and software. The cost of software maintenance also includes software updates at no additional cost.
- A leader in computer technology, whether it be hardware, application software, communication software, or bar coding.

Today the quality of the company you deal with is every bit as important as the quality of the product you buy. With TRENDEX you are getting the best quality in every aspect.
**ACCOUNTS RECEIVABLE**

- Customers may be retrieved by customer number, through an alpha search, by phone number, by address, or by zip code or by salesrep number.
- Customer accounts can be automatically put on credit hold if account is over credit limit or over maximum number of payment days.
- Multiple contact names per customer with phone numbers and email addresses.
- Multiple aged trial balance by customer, by salesrep, collection report, specific aging report in detail or summarized.
- Customer inquiry allows entry of collection comments and callback date. The user may also view at the touch of a key, a customer’s credit status including average payment days & greatest amount owed, the details of a particular outstanding invoice/credit and all historical information concerning invoice payments.
- Cash receipts may be applied to single or consecutive invoices.
- Accounts and invoices paid by one check can be applied by invoice number. System automatically applies payments against different accounts.
- Cash receipts can be voided & information reversed.
- Automatic service charge posting.
- Detailed monthly customer statements may be printed when required.
- Detailed A/R transaction history retained by system which can be printed or viewed on screen.

**ACCOUNTS PAYABLE**

- Vendors may be retrieved by number, phone number, fax number or through an alpha search.
- Automatic Accounts Payable invoice update from purchase orders.
- Recurring Accounts Payable invoices (i.e.: Rent check).
- Multi-currency option without limitations with daily conversion factors.
- On screen inquiry of outstanding invoices in domestic or foreign currency.
- Calculates invoice due date and discount amount from terms in vendor file.
- Cash requirements report notifies user of cash requirements and vendor discounts.
- Vendor checks can be voided & information reversed.
- Check reconciliation provides accurate status of outstanding checks.
- Multiple payment options available (i.e.: post directly to G/L without previously posted invoices).
- Detail/summarized trial balance showing aged total by vendor converted to domestic currency.
- Detailed A/P transaction history retained by system which can be printed or viewed on screen.
- Totals kept by period by G/L number for five years.
- Thirteenth period for year end adjustments.
- Audits trails provided through G/L journals & registers.
- Budgets by G/L account & fiscal period.
- Free format - user defined financial statements including comparative statements against budget or previous year.
- Period 13 financial statements and consolidated financials for multiple companies available.
- Recurring General Ledger entries (i.e.: lease payments).
- Automatic updating of journals to the G/L with unique journal entry number.
- Complete detailed G/L transactions retained for current year and last year which can be printed or viewed on screen.
- All accounting functions are based on an open item system.
- All journals can be viewed on screen or reprinted.

**GENERAL LEDGER**

- Detailed A/R transaction history retained.
- Detailed monthly customer statements.
- Automatic service charge posting.
- Detailed monthly customer statements may be printed when required.
- Detailed A/R transaction history retained by system which can be printed or viewed on screen.

**ORDER/INVOICE ENTRY**

- Direct ordering or invoicing of gases & products.
- Deleted orders and invoices are kept in system with user name, date of deletion, etc.
- Product kits can be invoiced and component & finished product inventory is automatically adjusted.
- Customer accounts and information automatically retrieved.
- Automatic verification of customer credit status during order entry.
- Multiple ship to addresses per customer.
- Automatic pricing including promotional prices, special prices, and bracket by groups.
- Multiple levels of discounts: by customer, by invoice, by item or by product group.
- Order & delivery time is recorded during order/invoice entry, then printed on orders and detailed on a report for customer service analysis.
- Follow-up of backorders with reports by order number, by product, by customer & by salesrep.
- Inventory adjusted instantly at time of order entry (on line).
- Non-stock products are supported.
- Detailed sales journal by order number & invoice number, with profit margin, tax & product group summary.
- Allows entry of extra charges & special messages per item and per order.
- Transport charges are automatically calculated either according to the type of gas purchased and/or by transport zone, or by customer and order.
- Hazardous Material surcharge calculated automatically on specific gases and/or products.
- Daily & Monthly sales inquiries and reports.
- Detailed tax reports automatically generated.
- Complete history of gas/product, cylinder rental and annual cylinder lease invoice retained.
- Historical invoices can be viewed or reprinted directly from the system.
**Cylinder Control**

**Cylinder Movement History**
- Automatic detailed demurrage, daily, monthly, highest balance and annual rental and cylinder grouping
- Listing of rental contracts by expiration date due for renegotiation
- System keeps track of accrued yearly rentals
- Listing of yearly rental contracts for rental deposits and amount outstanding
- Keeps track of cylinders at customers’ location and in stock in your inventory
- Cylinders not sold by you to specific customers are detected
- Complete cylinder transaction history retained by customer by cylinder
- Serialized Cylinder Control allows the user to keep track of cylinders by serial number with or without bar codes as they are received in inventory (dock - cylinders full), as they are rented to customers (serial numbers will be printed on invoices and on daily, monthly and yearly rental invoices), and as they are returned to you by customers (dock - cylinders empty)
- Detailed cylinder movement and history (sales & purchases) by serial number, by customer, etc.

**Inventory Control/Purchasing**
- Inventory Purchases integrated with the Accounts Payable Module
- Gases, cylinders and products may be retrieved by number; through an alpha search or through a key word search
- Unlimited grouping of gases, cylinders and products
- Multi-warehouse with unique costing, selling price, minimum and maximum quantities, etc...
- Four suppliers per product with associated product number and cost
- Details of alternate products available in inventory
- Eleven levels of standard prices by product, prices according to quantity breaks and special prices
- Prices and costs can be kept up to six decimal places (i.e. $ 27.9725)
- Quantities may be kept in decimals (i.e.: 2.50 kilograms)
- Taxing is maintained at product level
- Three bin locations supported by product per warehouse
- On screen inquiry for gases and products with information regarding: quantity on hand, quantity on order, quantity committed, quantity available, and selling prices associated with each gas/product as well as the major customer price, the special price per customer and transport costs & hazardous materials surcharge
- Special prices by product, by customer; by group with expiry date
- Automatic purchase order selection based on preset criteria
- Detailed purchase statistics by date ordered or received, by product, by supplier, etc.
- Follow-up of backordered purchase orders by purchase order; by product, and by supplier
- Purchasing of non-stock products is supported
- Price quotation by supplier with expiry date

**Sales Analysis**
- Maintains complete sales history for two years
- Sales by customer, by product showing profitability at line item level
- Sales & purchase history for last six years
- Sales by customer, by territory and by salesrep with variance between this year and last year
- Sales by product & by product group
- Sales by customer by revenue G/L
- Salesrep commission reports by invoice, by group and by product. Commission may be paid to sales rep when the customer pays the invoice
- Sales inquiry will display for all or a specific sales rep sales amounts for current year and last year per month with grand totals. Same inquiry also available for all or a specific customer:
- Customer, product, gas sales ranking reports
- Comparative sales reports using budgets and actual sales. These reports can be printed by product or by group by salesrep for this year or last year.
- Many sales reports can be exported to Excel in ASCII format for further analysis and charting.

**Canadian Payroll Available**

**Preprinted or Laser Forms**
- Accounts receivable statements
- Accounts payable checks
- Purchase orders
- Quotations
- Warehouse requisitions
- Inter-warehouse transfer document
- Canadian payroll checks
- Gas/product delivery note
- Gas/product invoice
- Counter sales invoice
- Cylinder rental invoice
- Cylinder balance statement
- Annual cylinder lease invoice
- Kit work orders

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