



Distributor CD

Instructions for Use and Contents

Point and click on any file name to go to that file

After you've loaded the appropriate readers (you may also run from the Acrobat Reader that boots from the CD) and read the Legal Notice, you're ready to begin investigating this vast array of information. If at any time along the way you encounter a difficulty, PLEASE contact one of us at Trebla for assistance. We want you to make the most of this CD ROM.

Now let's take a look at the files.

5S List.xls

One of the most difficult things a Professional Sales person has to do is to keep track of all the opportunities they have in the works. Invariably, something falls through the cracks and a sales opportunity is lost.

The FIVES LIST will enable you to keep track of those most important opportunities on a daily basis. When you get a new prospect, add it to the list in the appropriate spot and update the list every day. Remember, the next step to close can be anything from a phone call to a demonstration or product test to a proposal.

Try to find a reason to contact the prospects on the top of the list every day.

Chemical Cross Ref.xls

Listed by manufacturer, this Cross Reference will allow you to identify those chemical product that other companies make which are considered to be comparable to Trebla. Don't be surprised if you don't find an exact match. Trebla makes many more product to meet the needs of your customers than any other manufacturer.

ColorPAC Calculator.xls

Allows you to quickly calculate the correct number of ColorPACs needed for a specified number and size rolls of paper.

RT ColorPAC Calculator.xls

Allows you to quickly calculate the correct number of ColorPACs needed for a specified number and size rolls of paper.

Fax Order Form.xls

Making it simple for your customer is the key to continued, accurate orders. This Microsoft Excel package will enable you to enter product code numbers for Trebla products, add your own products and utilize a "hidden" discount value calculator for each item you sell to a particular customer. You'll be able to customize their specific form, just for them, give it to them in printed form, and they can FAX their order back to your office when ever they need to receive more product.

Adding your products to the list requires a knowledge of the SORT command in EXCEL. You can change any of the 10 DISCOUNT codes to what ever you wish. Talk to your Trebla representative about how to effectively use the great tool.

OH, and don't forget, you'll probably want to copy this and rename it on your hard drive for each customer.

Film to Chem.xls

How do you quickly calculate how much chemistry to order for a given number of rolls of film? Simple! Enter the number of rolls, enter the number of rolls, enter the film chemicals products code numbers, then read the correct information in the table below.

Minilab Manual.pdf

Almost everything you ever wanted to know about a minilab machine you'll find in this book. We've made it easy to find the correct page. Start at the INDEX, use the cursor to point to a machine, click once and your there.

If you're going to print it out, be sure to give the printer the appropriate page(s) number. Otherwise, you'll print out the whole book. Page numbers appear in the lower left corner of your screen.



MSDS.pdf

Everyone who uses our products must have the MSDS sheets for that product. When starting up a new account, or when ever a product user requests it, it is necessary to provide the appropriate MSDS sheets.

This file contains many of our MSDS sheets in easy to print form. Even better, the index will allow you to quickly point the right item, click on it and be there in an instant.

Each MSDS consists of page 1 and 2. If the product has multiple parts and many of them do, be sure to print out all the necessary pages. Just like the Minilab manual, you'll need to tell the printer what pages to print so you won't print our all the pages. Page numbers appear in the lower left corner of your screen.

Package Labels.pdf

Looking for mixing instructions. Here are most of our package labels complete with mixing instructions.

Paper to Chem.xls

How do you quickly calculate how much chemistry to order for a given number of rolls of paper? Simple! Enter the roll size, enter the number of rolls, enter the paper chemicals products code numbers, then read the correct information in the table below.

Professional Cost Analysis.xls

Here you can calculate the cost to process both paper and film using a variety of sizes and roll lengths. This calculator will tell you the square feet, cost per square feet and total cost to process with Trebla chemicals.

Pocket Guide.pdf

Our same great Pocket Guide to Trebla products in pdf form. If you run out, it's a great way to print up a few while your waiting for the new ones.

Product Review.pdf

Here you can learn a little about the history of Trebla and examine the basic attributes of each product. This is an excellent place to learn about Trebla and the products we make.

Quality Control.pdf

Keep yourself up to speed on QC issues as well a finding probable causes for your customers problems. This interactive (well almost) allows you to pick a subject and navigate through the pages until you find the appropriate answer or information. Yes, it does have plots!.

Silver Recovery Folder

Cartridge Tech Bulletin.pdf—Cartridge Q&A.pdf

CMETS Cartridge Use.pdf—CompacMETS Q&A.pdf

Electrolytic Q&A.pdf—Refining Tech Sheet.pdf

CompacMETS Brochure

In these files you will find just about everything you ever wanted to know about our Silver Recovery programs. Don't know much about Silver Recovery? Start here!



Tank Labels.pdf

Just like MSDS sheets, everyone needs tank labels. These labels can be easily printed out on Avery 8164 (ink jet) or 5164 (laser printer) label sheets. They're 6 up on a page, and keyed to the index. Again, don't forget to enter the page number you want to print.

Taxable & Non-taxable Chemicals.pdf

This pdf contains broad guidelines relative to determining if a particular chemical type should be considered for sales tax.

Technical Bulletins.pdf

Technical bulletins on many of our products.

Trebla Catalog.pdf

Our latest catalog in pdf form.

Trebla Price List.pdf

Our 1998 price list in pdf form.

Trebla Adjustable Price List.xls

Here you can apply a uniform discount to each section of our price list.

Cost to Process Calculators Folder

It's all new and easier to use. Each of these calculators can quickly help you to determine the cost to process a roll of paper and the appropriate number of rolls of film.

Using the appropriate cross reference found elsewhere on this CD, determine the correct stock numbers for both Trebla and the competitor. Next, enter those code numbers in the cat# box.

Enter any discounts that need to be applied to either manufacturers individual product and instantly you've got a cost to process comparison.

Trebla to Agfa Calculator.xls

Trebla to Champion Calculator.xls

Trebla to Fuji/Hunt Calculator.xls

Trebla to Kodak Calculator.xls

Trebla to Russell Calculator.xls