

fusion interface

The Daily Feed of **TUG Connects 2025** • Monday, April 14 • Issue1

- See the Conference Schedule at a Glance
- Your guide to this year's Network Meetings
- Meet the Board!
- Meeker on the benefits of a Network Group



Welcome to our 20th Year!

The evening of December 31st I found myself reflecting on how, not that long ago, we all held our collective breath and watched to see if the sun came up on January 1st, 2000. Years of amazing and rapid technological changes and rapid progression of the digital revolution have since passed.

Innovation has made our lives easier, more complex, and not as private as some of us would like. Our homes are smart, our cars are smarter, and some people would say that we have gotten dumber.

New skills are now required in our businesses, a new level of technical knowledge and the ability to bridge the gap between technology and business requirements and processes.

Regardless of the technology, regardless of the products we sell, how much has yourbusiness process changed?

We buy products, we sell and deliver products, collect payment, and pay our vendors. What has changed?

Well, margins are getting squeezed. The channels through which we sell our product have gone electronic and, in some cases, global, we need to do more with less people and digital interaction has transformed every aspect of how we operate and how every department functions.

There is a delicate balance between embracing the digital world and maintaining a Human Touch. It isn't just that human interaction with your customers but also with your stakeholders and your network outside of your business.

That is why I feel our annual conference is so vital. All year long we interact through webinars and on our forum, but each year we have a chance to shake hands, renew old friendships, make new friends, and



Della Coffelt, CSCP Chairman of the Board, TUG Dir. of System Integrations & Analytics Porter Pipe & Supply Infor CSD and SX.e GUI User

go home with knowledge and tools to make our digital life at work better. The conference provides the perfect blend of digital and human experience. Welcome to fusion at TUG CONNECTS 2025!

schedule at a glance

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sunday, april	13 3 - 6 pm	Registration Opens
monday april 14	7 am - 6:30 pm 7 am - 8:30 am 8 am - Noon Noon - 1 pm 1 pm - 5 pm 5 - 6:30 pm	Registration Breakfast (Griffin Hall, 2nd Floor) Network Meetings Lunch (Griffin Hall, 2nd Floor) Network Meetings Solutions Center Opens with Happy Hour
tuesday april 15	7 am - 6:30 pm 7 am - 8:30 am 8 am - 8:45 am 8:45 am - 10:30 am 10:30 - Noon Noon - 1 pm 1 pm - 5 pm 1 pm - 6:30 pm 5 pm - 6:30 pm	Registration Open Breakfast (Griffin Hall, 2nd Floor) Breakout Sessions Solutions Center Open General Session (Solutions Center Closed) Lunch (Griffin Hall, 2nd Floor) Breakout Sessions Solutions Center Open Solutions Center Happy Hour
wednesday april 16	7 am - 6:30 pm 7 am - 8:30 am 8 - 9 am 8:45 am - 10:30 am 10:30 - Noon Noon - 1:00 pm 1 pm - 5 pm 1:30 pm - 5 pm 6 pm - 10 pm	Registration Open Breakfast (Griffin Hall, 2nd Floor) Breakout Sessions Solutions Center Open General Session (Solutions Center Closed) Lunch (Griffin Hall, 2nd Floor) Solutions Center Open Breakout Sessions Penultimate Dinner Reception at Bull & Bowl Genny White Casino Night & Silent Auction Benefitting Team Fox for Parkinson's Research
thursday april 17	7 am - 5 pm 7am - 9 am 8:30 am - 11:15 am 9:15 am - Noon 12 pm - 1 pm 1 pm - 5:30 pm	Registration Open Birds of a Feather Breakfast (Griffin Hall, 2nd Floor) Solutions Center Open Breakout Sessions Lunch (Griffin Hall, 2nd Floor) TECH DAY Sessions
friday april 18	7am - 12 pm 7am - 8 am 8 am - 12:30 pm 12:30 pm - 1:30 pm	Registration Open (2nd Floor) Breakfast (Griffin Hall, 2nd Floor) TECH DAYS Sessions Lunch

network meetings



SCAN HERE TO LEARN MORE



WMS / TWL Network 8 am to Noon JW Grand Ballroom 1



CSD Network 8 am to Noon JW Grand Ballroom 2-4



Products and Pricing Network 8 am to Noon Room 201/202



Assembly & Service - ISM Network Three Sessions: 8am to Noon | 1 pm to 2:45 pm | 3:15 pm to 5 pm Room 203



eCommerce Network 9 am to Noon Brazos Room



FACTS Network 10:15 am to 2:45 pm Room 306



Reporting & Analytics Network 1 pm to 5 pm
Brazos Room



Technical CSD/SX.e Network 1 pm to 5 pm JW Grand Ballroom 2-4



Inventory Management Group Network 1 pm to 5 pm Room 201/202



HVACR Network 1 pm to 2:45 pm Room 301



CSDe / M3 Network 1 pm to 5 pm Room 302



Project Job Management (PJM) 1 pm to 5 pm Room 303



Automotive Network 1 pm to 3:45 pm Room 305



Electrical User Group (EUG) 1 pm to 2:45 pm Room 304

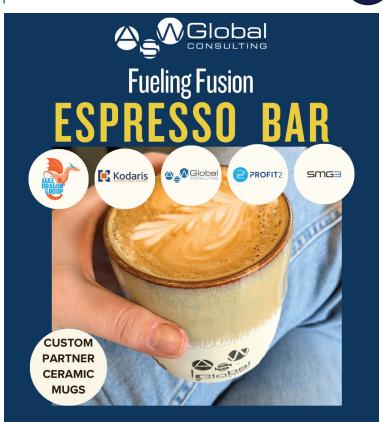


Finance Network 1 pm to 5 pm Room 402/403



Meet the Infor Support Team 3:15 pm to 5 pm JW Grand Ballroom 1

3



COME BY THE ASW BOOTH

8:30a-10:30am Tue, Wed, Thur



meet the board!





Della Coffelt, CSCP
Chairman of the Board
Director of System Integrations
& Analytics
Porter Pipe & Supply
Infor CSD and SX.e GUI User

Mel Church Vice-Chairman of the Board ERP Director SMC Electric / Southern Supply Infor CSD User





Mark Law Immediate Past Chairman Group IT Director Hayley Group Infor SX.e User







David White Director Emeritus President Kyana Packaging Solutions Infor CSD User

Steve McEnany Director at Large Senior Vice President Midwest Wheel Companies Infor CSD User





Robin McGuire Director at Large Chief Information Officer Reinders Infor CSD User







Kyle Dinaut Director at Large Purchasing Agent Kerr Controls Infor CSD User



It's a' Happy Hour Welcome' in the Solutions Center!

Join us Monday evening as we meet, connect, and reconnect with Infor users from all areas of distribution.

Doors to the fusion TUG Connects 2025 Solutions Center open at 5 pm. Refreshments, hors d'oeuvres, and plenty of smiles and laughter await!

See you there!



TUG Networks Help Members Cope with the Fast Pace of Business

From new and emerging technologies to the sudden arrival of tariffs as a dominant

priority, the lightning fast speed of business is the best reason to get involved and stay involved with TUG's network groups, says network leader Brandy M. Meeker, Director of Procurement at SMC Electric.

"Probably the biggest thing facing distribution is how fast things change," says Meeker, one of the leaders of TUG's Inventory Management (IMG) Network Group.

"When you talk about tariffs, it's fast—here, it's done.
Now you have a price increase, and you have to be out fast with the

details" so that customers and vendors can understand and prepare for what's ahead.

In such a volatile business environment, she added, Job One for any distributor is to "maintain customer service and accuracy and utilize the system the way it needs to be utilized," to make sure the right information gets into the right hands in a timely way.

The IMG network will be hosting four different information sessions during TUG Connects 2025, covering topics like

managing excess inventory and lead times, vendor management, units of measure, and file maintenance. One of the sessions will feature distribution strategy veteran Grant

Howard, principal of The Grant Howard company, a perennial favorite at TUG conferences and webinars.

"As the year moves on, distributors will be looking at how to keep inventories



Brandy Meeker, IMG Network Leader (Inventory Management Network Group)

accurate and how to use the system," Meeker says. "We'll have new users and changing personnel in our companies, and they may not know how to deliver the right inventory at the right time."

So "if you work in inventory management, get involved," she urges. "Even if you're just listening as a participant in our monthly meetings, anything is helpful. You might hear something that you take away with you, or bring up something that nobody else has thought of."

INTEGRATES TO CLOUDSUITE DISTRIBUTION

Throughout the

conference, the IMG

Network will cover

topics like managing

excess inventory and

lead times, vendor

management, units

of measure, and file

maintenance.



FOR SMARTER, EASIER COMMISSION MANAGEMENT

- Automatic calculations result in significant time savings
- Strategically plan and manage sales and incentive plans
- Give sales reps easy access to real-time reports



"CALCULATING COMMISSIONS USED TO TAKE ME DAYS. NOW, IT'S ONE CLICK"

CASE STUDY BREAKOUT SESSION

Wed. April 16 at 8 am Hear Martin Supply's Success Story Or visit us at Booth #34



infor Channel Partner



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tloorplans



LEVEL 2

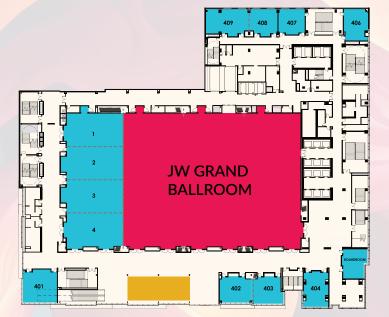
- Breakfast
- Lunch
- Breakouts



LEVEL 3

- Solutions Center*
- Breaks
- Happy Hour
- Breakouts

* Partner locations in the Solutions Center can be found in the PheedLoop Go! app



LEVEL 4

- Registration
- GeneralSessions
- Breakouts