

COMPUTER CONCEPTS
Software That Works The Way You Do



Weigh-Manager VII

BY COMPUTER CONCEPTS

A System That Works The Way You Do

Weigh-Manager VII is a result of years of experience in every facet of the mining industry.

We provide many of our clients with complete turnkey solutions including Accounts Payable, Accounts Receivable, Brokerage, Payroll, Purchase Order and Inventory Control, Cost Analysis and Complete Financials Including: General Ledger, Profit Loss Statements, Balance Sheets, etc. We realize for most mining companies, much of the data in their "Information/Accounting System", whom to pay, whom to bill, is derived from their scales.

@ **Computer Concepts** The premise behind each project is simple. "Our Customers know how to run their businesses bet-

ter than we do". Thus, rather than bringing in a pre-packaged program and explaining how & why you should conform your business to meet the software's



"Ideally, how would you like to see the system work?"

"What do you want to Accomplish?"

requirements, we begin by listening. Ideally, how would you like to see the system work? What do you want to accom-

plish? Is the system going to be attended, un-attended or possibly both. Which type of transactions will occur: incoming, outgoing, inner-company, and / or direct shipments from the job site to a customer destination? What type of information do you want to "track"? From this process a clear set of goals and objectives will emerge. Then we can develop, and present to you, a detailed "roadmap" of how to realize these goals complete with hardware requirements, an installation and training schedule, as well as the number of hours included for "Training, Modifications, Enhancements, and Support". The software is module in design; thus, we can readily "modify" it to meet your specific requirements.

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Computer Concepts and **Fairbanks Scales** bring to the Mining Industry an integrated Software / Hardware solution that is specifically tailored to each customer's needs.

The **FB3000 II** Indicator comes in several models with different

enclosures to accommodate any work environment. The patented Intalogix Technology protects against power surges and spikes. In addition, it boasts high-speed, digital communications and self-diagnostics. Each load cell is analyzed 16 times per second. An alert is issued if any de-

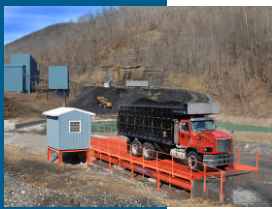
viation is detected. Completing the ensemble is the **Titan Heavy Capacity Truck Scale**. The **Titan** boasts a minimum "3/8" steel deck, open bottom design, and a 300,000 lb. capacity with standard lengths from 30 to 105 ft.

A Winning Combination





The FB3000 II is available in a wide range of configurations



Frequently Asked Questions

Do I have to purchase an FB3000 II Indicator to run the software? No, the software will run on any windows based computer and will work with any scale. However, the software was designed in conjunction with the FB3000 II, and the Indicator contains many advantages for the harsh mining industry.

What are the advantages of running the software on the FB3000 II Indicator as opposed to just a PC? The FB3000 II is designed to withstand the harsh mining environment. It operates on a durable embedded platform with automated backup procedures. Perhaps the greatest advantage of the FB3000 II is one of simplicity. Think about it- one piece of hardware as opposed to a computer, an indicator, a display & input devices such as a keypad or card reader all produced by different companies. In the event a hardware problem does arise, whom do you call? The self-contained FB3000 II eliminates the question between manufacturers in regards to whose "product" is not working correctly and which company is responsible. In addition, when the scale is serviced/ calibrated by a Fairbanks Technician, the person on sight will be an actual employee of the "hardware manufacturer" with the most up-to-date factory training available, not only on the scales, but on repair and maintenance of the indicator. The technician will also possess a basic working knowledge of the software.

How can the software help our accounts payable department? The system can generate A/P journals for contract miners, trucking companies, drivers, mineral owners, surface owners, and aid in paying Severance Tax. It can calculate the \$ amounts to be paid and even place the transaction in the optional A/P module. At your discretion, it can cut a check to the payee and distribute the transaction to the General Ledger.

Our payment criteria for paying trucking companies may vary. Some hauls may be paid per load while others are paid per ton. The haul rate also may vary by trucking company. Can the software handle all of these scenarios? Yes, in the past the software has paid haul rates based on per ton, per load, per hour, and per tonnage range.

Individual trucks may be paid a different rate for the same haul.

We pay mines based on the coal type and quality. Raw Coal that is mined "clean" is paid on the weighed ton, Coal that is washed is paid on the weighed ton less ash and tippel loss. Purchased coal may, or may not require washing. Can the software still produce a mine payment journal considering all of these scenarios? Yes, the software can segregate incoming coal by product. Also, you may optionally plug in the figures received from a Short Prox to determine the true yield on washed coal. The amount to be paid to each coal supplier along with the tonnage will then appear on the payment journal.

Can the software help with our royalty payments? Yes, property owner and mineral owner reports are available with breakdowns per mine type / mine / & seam.

How can the software help our Accounts Receivable department? The system will generate sales journals for each shipping company by order. Receivable balances can be maintained with the Optional A/R module, and the transactions may be posted to the General Ledger module if it's part of the system.

In addition to shipping coal under our name, we ship coal for other companies anonymously using their name, remit to address, Purchase Order, etc. We bill the consumer of the coal not with our name but rather the "shipper's". We then bill the "shipper" for the amount due our company. Each morning we must provide the shipper with tonnage information per order. We also provide the customer/consumer with load/tonnage information by shipper. Can the software provide this information with a single entry from the scale system without requiring us to re-enter the data? Yes, the system provides reports for the customer and shipper with load/tonnage and optional dollar amounts.

How can the software help our production foreman? The software provides production reports by mine / job / seam in real-time. Thus, performance can be monitored and appropriate actions taken accordingly.



How can the system help our prep plant personnel? The system can show the foreman in real time “what has been put where” in terms of incoming coal bins & feeder stockpiles. Analysis figures are optionally available per mine/job/bin or feeder stock pile. These “numbers” typically aid the plant foreman greatly in determining what blend to use to make a specific product, how close they are to “making the next train”, and what they need short term from the production foreman, etc.

How can the system help our sales staff? The reports can aid the salesman in tracking order fulfillments, projected overages and shortfalls in inventory, and optionally, with the analysis module weighted averages on the quality of the orders shipped.

Will the software run on a network? Can we access the data while trucks are being weighed? Absolutely, most companies are constantly monitoring the information generated by the system.

We have someone in our scale house who performs weighing duties for the first two shifts; however, no one is on duty during the 3rd shift, when the number of trucks and possible scenar-

ios are reduced significantly. The truckers weigh themselves and the next morning the scale operator reviews the truckers’ entries and makes corrections as necessary. Can this system be both attended (user weighs the truck) and unattended (the truckers weigh themselves)? If so, can the scale operator “check” the truckers’ entries and make changes if necessary? Yes, the system can be attended or unattended. The interface for the trucker can be as simple as punching in a code on the touch-screen or sliding a card.

We have multiple scales some @ different locations. Some are unattended. Some are attended. Network/Internet access is not available for some of the more remote locations; is there a quick and easy procedure for consolidating this information in our central office? For locations that are on the “network”, the data will automatically be a component of the centralized data base. For the locations that are not network or internet accessible, the system provides a one button download option that will copy the data to a jump drive. The contents of the jump drive can then be uploaded into the centralized data base in the main office.

So all I need to purchase to obtain a both an unattended and attended system is the FB3000 II Indicator and the Weigh-Manager VII software with no additional computer, no external Keypad or Keyboard, no

card reader, etc.? Correct, there are options such as printers, additional monitors, card readers, and so on. However, these are just options, not necessities.

How does the software installation and training work? Typically, a technician will come to your sight and train your employees as outlined in the project agreement.

How is post installation support handled? Phone, onsite, and Internet support are all available. We can actually, with the clients permission, access any indicator via the Internet.

Can the scale data be combined with the purchase orders, Accounts Payable, and Payroll modules for cost tracking and analysis? Yes, per-ton cost can be allocated to each mine / job. Equipment cost and analysis reports are also optionally available.

How do we get started?

Contact your Fairbanks Representative as indicated on the back of this brochure. An appointment will be scheduled, pertinent information will be gathered, and existing documents and procedures will be reviewed. Your objectives and goals for the system will begin to formulate. From here a proposal will be developed listing the systems goals, the number of hours allotted for training and modifications, as well as the associated price. This document will give you a clear roadmap that if followed will give you **“A System that Works the Way You Do”**.

“The system provides everyone with specifically what they need”

“It’s much more than just a scale system. It’s an invaluable tool to our business”

What our Clients Say

“We have used the scale and accounting software since 1993. It’s much more than just a scale system. It’s an invaluable tool to our business and the decision making process. Our audit each year is conducted by Price Water House. They have been impressed by the level of detail provided in the finan-

cial as well as the clear and concise audit trails. It does precisely what we want it to do.” *Sal Gaudiano, Vice-President, C.P.A., Appolo Fuels, Middlesboro, KY.*

“The software changes and evolves with our business. The system is very dependable and is an area of our company I no longer have to

worry about.” *Trish Cowan, Office Manager, Diversified Energy, Knoxville, TN.*

“The system has been very trouble free. Down time is virtually non-existent, If we need them, they are always quick to respond. They call frequently just to see how we are doing. The software is incredibly easy to use.

Scale house employees with little or no computer Experience catch on quickly.” *A. Mills Information Technology Manager, Dixie Fuel Company, Shelby, N.C.*



Weigh-Manager VII is a component of the Mine-Manager Suite of Products

Computer Concepts has provided exceptional software solutions and support to their clients in the Mining Industry for over 15 years.

Fairbanks Scales has provided its customers in the United States and abroad with the highest quality of equipment and services since 1830.

Together they bring a unique, customized one stop solution to your **Weighing / Accounting / and Information Management** needs.

Contact us today to see how we can help your business reach its highest potential.

E-Mail

Info@weigh-manager.com

Or

Call Your Fairbanks Representative

Perkins Scale Corporation

Louisville, Ky 502-459-4333
Lexington, Ky 859-263-2445

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What our Clients Say

"In addition to the weighing software, we use their accounting and brokerage software. The system provides everyone with specifically what they need Management, Customers, Shippers, Payee's, Mine Foreman, CPA's, and controllers."

"Our previous system was little more than a ticket printer. We re-keyed the generic reports generated into various spreadsheets and then re-entered the data into our accounting system in order to get the information we needed. Now when the truck is weighed, the transaction is complete. The data is only handled once. The amount of time saved is enormous." *Rhonda Thompson, Office Manager, Kentucky Cumberland Coal, Knoxville, TN.*

"They truly care about their clients. They are always there when we need

them. They tailored the software specifically to our needs. We use the various modules throughout our organization. It all blends together seamlessly in the manner we prescribed. The information generated is a valuable component in our decision making process." *Joe Bennett, President, Harlan Cumberland Coal, Harlan, KY.*



**FB3000 II Outdoor Version
with Card Reader & Printer**

Modules

- ATTENDED/UN-ATTENDED SCALES
- COAL ANALYSIS
- ACCOUNTS PAYABLE
- CASH DISBURSEMENTS
- ACCOUNTS RECEIVABLE
- CASH RECEIPTS
- GENERAL LEDGER
- PURCHASE ORDERS
- INVENTORY CONTROL
- COST ANALYSIS
- COAL BROKERAGE
- PAYROLL & OTHERS