



# The Better Weigh

a newsletter for clients, partners and friends  
of Libra Systems Corporation

## Oldcastle/APAC Selects Libra

Oldcastle Materials will standardize on the Libra Generation3 and Enterprise Information Server at [36 additional facilities](#), following their recent acquisition of APAC. [continued on page 2]

## Introducing Self-Service Kiosks

The [Libra Self-Service Kiosks](#) allow material suppliers to increase revenue by handling more truck traffic without increasing the number of operators. The kiosks increase customer satisfaction by reducing in-yard times, and by allowing the extension of site operating hours. [continued on page 2]

## Introducing Camera ID



Obtaining driver signatures on tickets is a costly facet of the construction materials business. Obviously some of the costs are in equipment such as pneumatic tubes, in clerical effort, and in storage space for the signed tickets. But the big cost is in lengthened in-yard times as the driver must go to the office or wait for pneumatic tube delivery, sign the ticket, and wait for ticket copies to be separated. [continued on page 3]

## 2007 Weighs-In Another Winner

Configurable systems that mold to business processes and integrate the enterprise are clearly the overwhelming choice of more and more of the best managed companies. So, fueled by the continued and remarkable growth of Generation3 / Enterprise Information Server installations, 2007 culminated in another in a series of record years for the company.

This success is being leveraged for the benefit of our customers, and Libra remains committed to offering even more new products and technologies for our industry, and to sustain our legendary level of support to our rapidly-increasing client base.

If you are already a Libra customer, thank you for sharing our vision, and for letting us help you to reach your goals. If you are not yet a Libra customer, find out what your colleagues are talking about. Call to let us show you why we are trusted by so many of the best people in our industry, and how a flexible, truly integrated system can help you manage your enterprise.

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### Inside this issue:

Oldcastle Selects Libra	1-2
Self-Service Kiosks	1-2
Camera ID	1,3
Another Record Year	1
Are You at Risk for a Silo Accident?	3
Wish to Continue?	4





APAC and other Oldcastle subsidiaries utilize the Libra Enterprise Information Server to seamlessly connect the plants to the office for company-wide data and status sharing.

## Oldcastle/APAC Selects Libra

[continued from page 1]

Murrel Wisdom, representing Oldcastle's Appalachian Materials Group (Dunbar, WV) says, *"I was directly involved in the installation of 32 Libra Generation3 systems last year. The systems are very easy to install and learn. Using Libra's Enterprise Information Server, management can access company-wide plant data in real-time. Given these unmatched capabilities and the excellent support we have received, it was an easy decision to partner with Libra for the APAC facilities."*

APAC joins a host of other Oldcastle subsidiaries that have selected Libra, including The Dolomite Group (Rochester, NY), Tilcon Connecticut (New Britain, CT), Tilcon New Jersey (Wharton, NJ), Tilcon New York (West Nyack, NY), Tilcon Delaware (Dover, DE), SE Johnson Companies (Findlay, OH), The Shelly Group (Thorntown, OH), Pennsy Supply (Harrisburg, PA), Slusser Brothers (West Hazleton, PA), McMinn's Asphalt (Lancaster, PA), Mountain Enterprises (Dunbar, WV), West Virginia Paving (Dunbar, WV), W-L Paving & Construction (Dunbar, WV) Idaho Sand & Gravel (Napa, ID), Interstate Concrete & Asphalt (Coeur d'Alene, ID), L.S. Jensen Paving (Missoula, MT), Klamath Pacific Corporation (Klamath Falls, OR), Staker & Parson Companies (Ogden, UT), and Inland Asphalt (Spokane Valley, WA).

## Introducing Self-Service Kiosks

[continued from page 1]

Benefits of the [Libra Self-Service Kiosks](#) include:

- Increases truck throughput without increasing costs
- Allows operating hours to be extended for less cost
- Frees scale house operators to handle other responsibilities
- Significantly reduces data entry & ticket errors
- Reduces in-yard times
- Improves customer satisfaction
- Quickly and automatically identifies trucks



Automatic truck identification saves scale operators time and reduces clerical errors.



Self-Service Kiosks may be configured to control external equipment such as traffic lights or gates.

Kiosks are available to handle all of the various roles in ticketing, including check-in, check-in with tare, checkout, and ticket printing. In keeping with Libra's design philosophy, the kiosks are highly configurable and mold themselves to the practices of each site. Besides providing clear, concise, configurable instructions to drivers, they can be configured to control external equipment such as traffic lights and gates.

*"The Libra Self-Service Kiosks pay for themselves over and over again!"*

## Introducing Camera ID [continued from page 1]

Libra's [Camera Ticket Verification](#) feature completely eliminates the delays and other costs of paper signatures. Multiple video cameras capture detailed images of the truck, such as license and driver's door, as the ticket is generated. Key ticket text is superimposed onto the images and the resultant picture is digitally stored along with the transaction. If a billing dispute, or other need for proof of receipt, arises, a billing clerk can automatically retrieve the picture and email it to the customer.

- Eliminates the need for driver's signatures — reducing in-yard times and processing costs.
- Completely automatic and integrated into the Generation3 - no action by the driver
- Images are digitally stored - allows easy storage and access to each transaction's image
- Allows management to view live video via the Internet or company network at any time. This serves as a logistics tool as well as a theft deterrent.
- Add a remote printer at the driver's level to really slash post-ticket times. The driver just pulls up, takes his waiting tickets, and leaves.

## Are You At Risk for a Silo Accident?

Inadvertently opening the wrong silo is one of the most dangerous and most expensive accidents that can occur at an asphalt plant. The [Libra Model 1188 Silo Safety System](#) is designed to dramatically minimize this risk. In operation, infrared sensors are utilized to enable each silo, if and only if the truck is in the proper position.

Features include:

- Significantly reduces the possibility of opening the wrong silo
- Independent of, and compatible with, existing automation and manual switches; it blocks attempts to open the wrong silo
- Reads multiple infrared sensors to ensure that the truck bed is under the proper silo
- Bypass switch for non-standard truck sizes
- No operator interaction normally needed - it's always on guard
- Bright lamps clearly depict sensor and silo enable status
- Compact desktop panel with sloped-panel
- Terminal strips facilitate electrical wiring



The Libra Model 1188 Silo Safety System is designed to dramatically reduce the risk of a silo accident.

“Safety First is  
Safety Always”