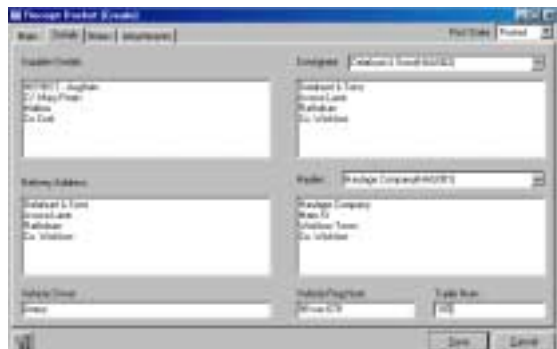


Haulier Records

In the weigh document, the Haulier name is selected from a pick-list – the driver name is then entered, truck registration number and trailer number if required. This is all recorded and is carried on forward and attached to the invoice at the end.

From within each haulier record, you can then look at the **history** ie. The deliveries he has made by period, by product and by transaction, allowing you to keep a full track of work that he has done for you. You can then enter a purchase invoice in relation to the Haulier.

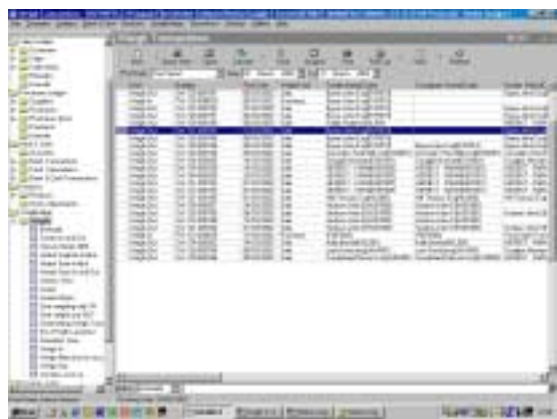


Consignee Records

Again, the consignee is selected from a pick-list in the weigh document, and in the same way, all information is **tracked** throughout the history of this weight, right through to when it is invoiced. Then you can check the history in the consignee record of all weigh documents relating to them.

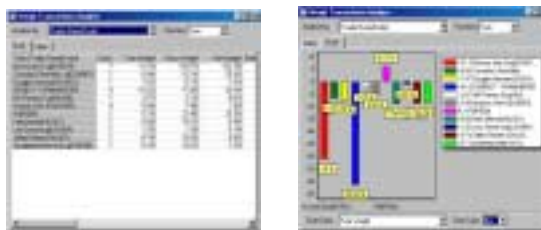
The Weights List

The Weights list contains all weigh transactions (Weigh In and Out, weighed for sale, purchases, warehouse, weigh only). From here you can keep complete control of the weighbridge. You can **create** the weigh transactions – either from scratch or by **cloning** an existing document and just changing the relevant information. You can also convert the outstanding ones from here to delivery / receipt documents, or directly to an invoice if desired.



The information in the list can be analysed from here using Herbst's **unique analyzing**

and totaling functions and can then be printed out.



Customer specific pricing

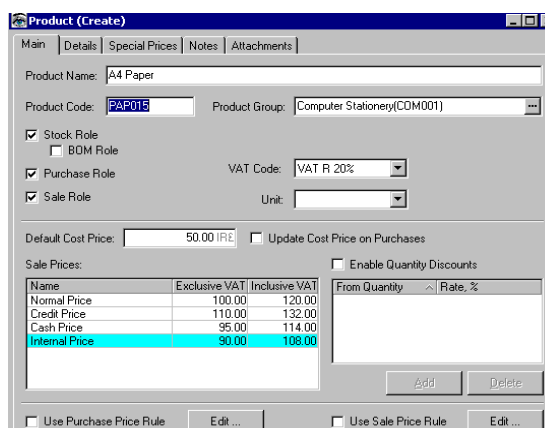
In the case of most Quarries, it is important to be able to use **individual prices** for individual customers, according to the products they buy. Insight can enable you to assign customer specific prices at product level which the system then applies when creating weigh documents / invoices for that customer. Quantity discounts can also be easily assigned.

Pricing rules / parameters

Insight permits even greater pricing flexibility by providing powerful **pricing parameters** capabilities, which allow extra pricing parameters to be configured according to a product's specific requirements. For instance, if the weight of a product influences the price at which it is sold. It also caters for goods made to order, or special offer time limits.

Expense & Maintenance Costs

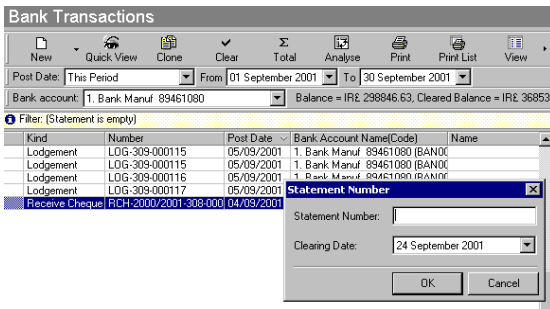
Insight has a very strong capability of storing maintenance details of all Machinery, Vehicles in the Quarry. You can then analyse these costs, and determine where your biggest expenses lie, and then be in a position to do something about it.



Bank & Cash Control

With the facility to execute all of your bank transactions through Insight (issue transfers, cheques, receive payments), insight can give you a completely accurate "Cleared" Balance at all times in your accounts, allowing you to forecast and make important informed decisions relating to your cash flow.

The Bank Ledger gives you a completely different viewpoint on your business.



A bank type statement can be viewed or compared on screen and transactions cleared against the bank statement and the bank statement number input against the transaction document.

Credit control

With so much information stored against your customers, credit control no longer has to be such a nightmare. With numerous reports and user definable views you can track your customers accounts status easily – all outstanding invoices, outstanding balance, last payment date etc. There is a Warning system that can be used to set

Code	Last Invoice Number	Last Invoice Post Date	Last Payment Number	Last Payment Post Date
A 000	SI-1998-103-000596	11/02/1999	RCH-262-000376	09/08/2001
AZ000	SI-1998-205-001932	24/05/1999	RCH-1998-352-000578	18/10/1999
A G000	SI-002043	24/08/2001	RCH-262-000352	20/07/2001
AP 000	SI-150-001067	09/04/2001	RBN-162-000024	11/04/2001
A P000	SI-148-001233	27/03/2000	RCH-250-000419	07/07/2000
SEAD02	SI-1998-105-000603	13/02/1999	RCH-1998-116-000153	24/02/1999
ABB002	SI-321-002952	16/09/2000	RCH-337-000543	02/10/2000
ABB001	SI-175-001228	24/04/2001	RCH-078-000102	17/01/2001
ABR000	SI-1999-2000-110-000841	18/02/2000	RCH-344-000593	09/10/2000
ALL004	SI-1999-2000-015-000071	15/11/1999	RCH-1999-2000-088-000	27/01/2000
ALL000	SI-001400	08/05/2001	RCH-245-000327	03/07/2001
ALP000	SI-352-002727	17/10/2000	RCH-353-000565	18/10/2000
ARC000	SI-143-001176	22/03/2000	RCH-333-000537	28/03/2000
ATT000	SI-001834	10/07/2001	RCH-252-000339	10/07/2001
B.M000	SI-2000/2001-002081	31/08/2001	RCH-230-000306	18/06/2001
BAA000	SI-2000/2001-002082	31/08/2001	RCH-1999/2000-102-000	10/02/2000
BAL002	SI-001303	03/05/2001	RCH-218-000291	06/06/2001
BAN001	SI-2000/2001-002083	31/08/2001		

In the **report desktop**, there is also Credit letters that you can avail of, or indeed create your own with your own wording. These letters automatically take the amount owed and last date of payment etc and use them in an informative manner to approach your customers. Insight also contains an Interest charges calculator, which can be used to charge interest on overdue accounts. There are numerous customer statements that you can use or modify according to your own business needs.

Stock Control

As the sales and purchasers ledgers are tightly integrated with the products module stock levels are easily **maintained and tracked** as the sales and purchases data feeds into the stock levels.

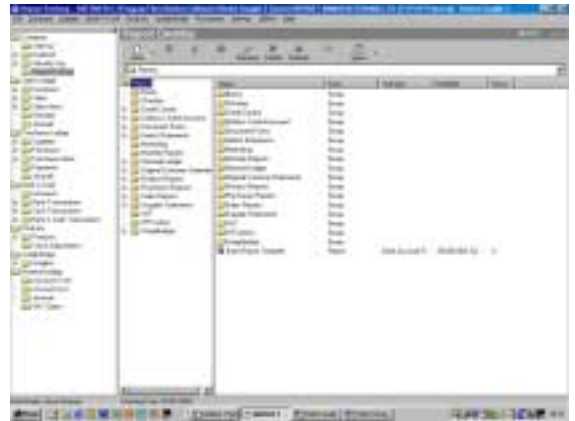
The stock reorder report facilitates stock control further by comparing the supply and demand for each product against the purchase and sales orders in the system, highlighting any current or potential shortfalls. You can see period analysis of the stock movements quantity in and out, increase /decrease in quantity, running quantity, cost in and cost out etc and you can drill down to see

more information about the period's transactions. You can also drill down on sales, purchases and stock adjustments

Like all Insight's documents, the **Notes** facility can keep a record of all unusual happenings, and the Reminder function allows you to highlight any dispatch dockets or weights that may need attention, or that need to be checked for example.

Report Desktop and Form Designer

There are numerous pre-configured, but highly customisable reports for each module - sales, purchases, bank and cash, nominal ledger, products etc. However, you need not be restricted to these report layouts if you find they don't quite match your needs. You can create new reports and add / remove data items from existing reports to suit your own requirements. Plus access to reports can be restricted based on user privilege levels.



Nominal Ledger & Budget Preparation

The **multi-level** nominal ledger comprises a default set of accounts, which can be used as-is or tailored to your business requirements. Drag and drop capability allows you to group and analyse accounts information on-line.

Insight boasts an open period architecture allowing you to post transactions in one period prior to closing the previous period where required.

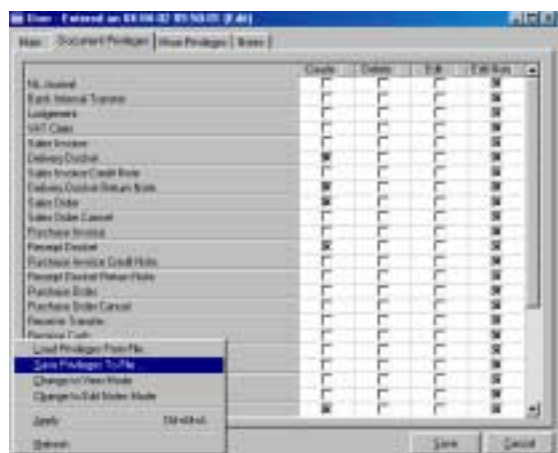
Budgets can be easily prepared based on a percentage increase / decrease on previous periods or manually input.

Period	2000/2001	1999/2000	1998
November	20000.00	19000.00	
December	18000.00	17500.00	
January	18000.00	17500.00	
February	18000.00	17500.00	
March	19000.00	18000.00	
April	19000.00	18000.00	
May	19000.00	18000.00	
June	20000.00	19000.00	
July	20000.00	19000.00	
August	20000.00	19000.00	
September	21000.00	20000.00	
October	21000.00	20000.00	
Year Budget	233000.00	222500.00	

Security & User Restrictions

Herbst Computer Software have gone to great lengths to develop a robust and comprehensive user set up and security system in Insight Quarry Program.

Insight gives you, the administrator, the ability to completely control access to sensitive information.

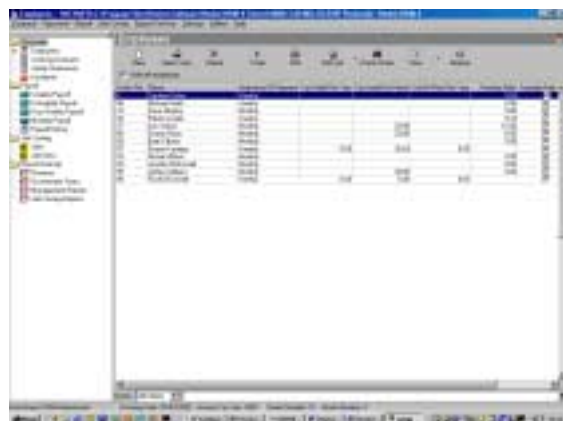


A complete security log tracks all changes and transactions made within the program, and who made them. After changing a document, a comment is forced to be written to the security log to explain why the changes were made. Of course, this only applies to the users who have been granted the permission to make changes within the program.

Set up different views for different people with higher or lower levels of access. Reports can be restricted to only show the user what has been specified to them. For example, the Weighbridge operator may only see the Weighbridge module, and be restricted from seeing the bank, or the nominal ledger.

Fully Integrated Payroll

Insight is fully integrated with Herbst HRM **Human Resource and Payroll** package. Weekly, Fortnightly, Four-weekly and Monthly wages can be imported with one click of a button to the accounts in Insight, thereby automatically updating your nominal ledger, bank accounts and cost centre data.



Herbst HRM Payroll also facilitates for **Job Costing**. So, if your employees are working

outside of the Quarry, you can gather this information for forward invoicing to your customer, or if you need to track what jobs the employee was working on for internal reasons, then **HRM** covers it all. With comprehensive **Job Costing Reports**, **Management Reports** (average pay, holiday reporting etc.), and **Revenue Forms** (P45, P30, P35, P60).



The ever increasing concern for safety is becoming more and more necessary now, especially with the new Safety legislation which makes it necessary for all business to have an enforce **Safety statements**. HRM has a complete Safety statement module, which allows you to attach statements to individual employees according to the risks involved. These statements can be printed regularly and issued to employees, where they sign them, and give them back. Therefore, the company is covered for insurance purposes.

HRM also has a complete **Accident Module**, which logs all accidents that occur, and reflect them on the employees involved. You can store all details of machinery involved, and insurance details etc.

These modules in HRM change it from being a Payroll package, to becoming a complete Human Resource Manager with fully integrated accounts.

Data migration



Data migration from an existing system couldn't be easier with the Insight **data migration wizard** and within hours, you can be realising the benefits of a comprehensive yet easy to use business system.

No Quarry should be without a **management tool** like this. The beauty is the on-line information, which allows management to look at Insight and get a comprehensive on-line **analysis of the companies financial and distribution status**.

Herbst HRM Payroll also facilitates for **Job Costing**. So, if your employees are working