

# Systems Designed to Improve Your Profitability

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I can't ever imagine ever going back to the old ways. Nothing else came close. The payback is so obvious.

Robert McCarrick  
DeSilva Gates

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We are able to completely integrate information from our aggregate sales site and our three hot mix plants. For the first time, we can seamlessly track production, sales and customer information - from pricing through billing — helping us achieve tighter management of our operations.

Rob Scrivener  
Reliable Contracting Co. Inc.

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Use of Seltec's self service kiosks have reduced our average truck in-yard time from approximately 18 minutes to 6 minutes. During the busiest times of the day, this has greatly enhanced our capacity. Vulcan Material Company is currently enjoying a generous return on our investment.

Dom Didio  
District Sales Manager,  
Vulcan Materials Company

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Mass credits, rebills and pricing are much faster than with our old system.

Freida Peoples  
Sales Audit, Alabama District,  
Martin Marietta Materials

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Customer experience indicates that full implementation of BMG Seltec's solution set results in a reduction in operating costs of 2% to 3%, and an increase in operating profits of 20% or more. Based on the cost of a typical implementation, an ROI of 100% or more in the first full year of use is common. Here is how it is accomplished:

## Implementation of BMG Seltec's Enterprise Management and Site Automation Systems Will: Streamline the "Quote to Cash" Process

- By automating data entry and transfer
- By automating the auditing and correction of all transactions
- By eliminating data input and invoicing errors
- By utilizing the system to enforce business practices

## Reduce Labor Costs and Increase Employee Productivity

- By automating previously labor intensive tasks
- By reducing errors, consequently reducing the time required to detect and correct them
- By reducing the time required to find information
- By making possible the centralization and remote execution of tasks

## Improve Logistic Efficiencies

- By reducing truck in-yard times through use of self-service check-in/check-out kiosks
- By increasing production throughput with faster, more accurate, batching controls
- By providing immediately accessible real-time information on truck location and status

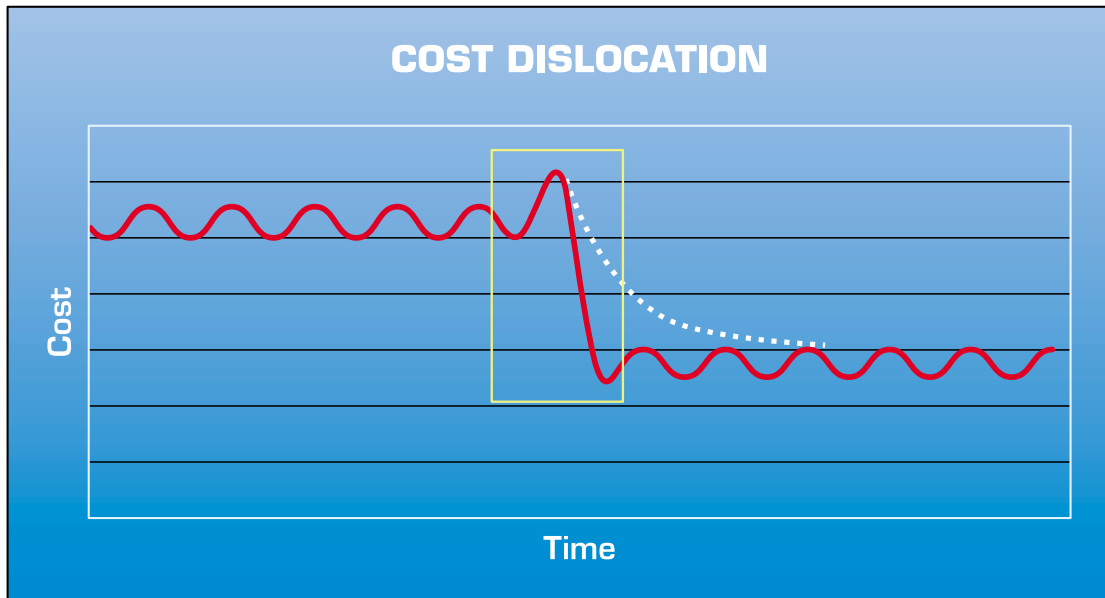
## Increase Revenues

- By providing better information from which to make pricing decisions
- By eliminating underbillings and/or missed billings
- By reducing customer billing corrections, resulting in increased staff to focus on new product sales
- By freeing your sales personnel from order expediting duties, allowing them to devote more time to revenue generating activities
- By improving competitive intelligence
- By improving customer service
- By increasing production throughput

## Reduce Working Capital Needs

- By eliminating invoice errors, hence reducing receivable days sales outstanding
- By improved forecast visibility/accuracy, hence lower inventory requirements
- By better production throughput, hence less capital equipment requirements

## Use of Information Technology is Creating New Competitive Standards



While change is constant, there are occasionally developments, most often technological in nature, that cause it to occur more rapidly and more fundamentally — so fundamental that it creates entirely new competitive standards. As Mr. Zelnak, Chairman and CEO of Martin Marietta Materials put it in his keynote address to the NSSGA, “If you don’t adopt it, adapt to it, and truly embrace it, you might as well check out of this industry.” Such a transformation is occurring today. It is driven by advancements in information technology — specifically the use of general purpose computing/communications technology applied at the production site and networked to the business office and remote sales locations.

To utilize the technology now available, special purpose application software, tailored to the unique needs of the construction materials business, is required. We at BMG Seltec view our role in this transformation as that of providing an alternative to costly internal development of such software, by partnering with you to bring more cost effective, pre-integrated, productized, supported, solutions to this industry.



From truck identification to weighing and ticketing, the Self-Service Kiosk helps to increase efficiencies throughout your entire site.