Landry Informatiks

TEL : (506) 826-3549
FAX : (506) 826-3705
landrym@landryinformatiks.com

77, rue Drapeau St. ▸ Unité/Unit 2 ▸ Balmoral, N.B. E8E 1G8

Jan 19, 2006

M. Donald Gallen
NB Power Belledune Generating Station
1558 Main Street
Belledune, NB
E8G 2M3

Re: Mettler-Toledo Scale Management Software

M. Gallen,

Based on the initial site visit and our last meeting, Landry Informatiks proposes to replace both the Microsoft Access Majestic software & the Mettler-Toledo 9542 VSTII Vehicle Scale Management Systems (which is a DOS program) with a single, yet to be developed, Visual FoxPro custom built software. For the purpose of this proposal, let's call this new product *Scaleware 9542.*

Scaleware 9542 will be a multi-user network application. Its programs will be installed on selected workstations in your administrative offices while the database will reside on a server. The application will be developed for the Windows 2000/XP platforms with user groups & screen level security. The *Scaleware 9542* solution will be available in English only. Through its data collector, *Scaleware 9542* will interface with existing Mettler-Toledo 9542 hardware.

In order to accommodate the fact that the computer controlling the Mettler-Toledo scales is not part of the site's local area network, *Scaleware 9542* will require a data collector module. This module will reside on the standalone workstation and will interface (via serial ports) with up to 2 Mettler-Toledo's 9542 unattended weighting stations. The data collector module will record weight tickets according to pre-established business rules that would have been downloaded from the *Scaleware 9542* main database. An upload/download utility program will be available to exchange/synchronize data between the main application and the data collector module.

Note that all data (with the exception of weight tickets) in the data collector module will be read-only. Modifications to business rules will have to be performed in the main application database and downloaded to the data collector to be in effect. Weight tickets will be modifiable only to address problems (such as out-of-sequence situations). Only two fields will be updateable: a flag identifying that a weight ticket requires a follow-up and a comment field (which may be used to record a suggested gross/tare weight and other information).

As mentioned earlier, a data import/export features will be required in both modules (i.e. main & data collector). An export activity will create a set of temporary files (typically on a removable media) to be imported in the receiving module. Therefore, the main application will have the ability to export business rules and import weight tickets. Accordingly, the data collector will reciprocate by importing business rules and export weight tickets. Exported weight tickets will be preserved on the data

collector in an archive fashion. Note that *Scaleware 9542* will disable unattended weighting stations during data collector's import/export activities. A message will be displayed asking the truck drivers to wait a moment.

Other characteristics of the *Scaleware 9542* solution are best presented by reviewing a preliminary design of the application's main menu items: **File**, **Edit**, **Deliveries**, **Tables**, **Reports**, **Tools**, **Admin**.

1) **File** – The import/export utility will be found in this portion of the menu.
2) **Edit** –
3) **Deliveries** – This portion of the software provides the facility to rectify erroneous weight tickets, produce manual weight tickets and query the deliveries in different contexts.
    a) **Weight Tickets** – Weight Tickets Form (i.e. Ticket No., Contract, Commodity, Card, Carrier, Dates, Times, Scale No., Gross, Tare, Mode …).
        i) Typically, weight tickets will be imported from the data collector. However, it will be possible to add a new weight ticket by manually keying in all of its data (including the gross and tare weights).
        ii) Manually generated weight tickets will be assigned a different numbering sequence.
        iii) Scaleware 9542 will record in which mode (i.e. Unattended or Manual) a weight ticket is produced.
        iv) Changes to gross / tare weights will be flagged with an asterisk (i.e. "*") beside the weight.
    b) **Requiring Follow-Up** -- List of imported weight tickets requiring correction.
    c) **Queries** – Date driven queries totaling the number of loads & tonnage at different levels:
        i) **Card** – Card/Commodity / Contract / Carrier / Weight Ticket
        ii) **Carrier** – Carrier / Commodity / Contract / Card / Weight Ticket
        iii) **Commodity** – Commodity / Contract / Carrier / Card / Weight Ticket
        iv) **Contract** – Contract / Commodity / Carrier / Cards / Weight Ticket
4) **Tables** – This portion of the software will allow you to load and maintain the tables which will contain the data needed for the creation of weight tickets. It is with these basic tables that business rules will be established. Note that there will be a report accompanying every screen.
    a) **Cards** – Swipe Cards Profile (i.e. Id, Status, Commodity, Carrier, Contract).
        i) Duplicate cards are not allowed in the system.
        ii) In order to minimize the prompts at the unattended weighting stations, a given cards is pre-assigned one and only one commodity, carrier and contract number. Therefore, a driver may have multiple cards in his possession. When approaching the weighting station, he must choose the card representing the current load.
        iii) Card status = Active, Suspended or Retired.
        iv) A driver must have an *active* card to register a load. Otherwise, the unattended weighting station will not process his request.
    b) **Carriers** -- Carrier Profiles (i.e. Id, Name, Address, Tel, Status).
        i) Carrier status = Active or Inactive.
        ii) Declaring a carrier inactive will cancel the unattended weighting privilege for its entire fleet. All cards for all commodities and contracts will no longer be accepted at the unattended weighting station.
    c) **Commodities** -- Commodity Profiles (i.e. Id, Name, Inbound/Outbound, Status, Group)
        i) A commodity may be inbound or outbound but not both.
        ii) Commodity Status = Active or Inactive.
        iii) Declaring a commodity inactive stops all movement of that commodity at the unattended weighting station. This new business rule applies to all carriers and all contracts.
    d) **Commodity Groups** – Grouping of Commodities (i.e. Id, Name)
        i) Every commodity will be assigned a commodity group. This concept provides a mechanism to present statistics at a group level (i.e. No. of loads, tonnage). If grouping is not desired simply assign all commodities to the same group.

e) **Contracts** – Negotiated Contracts (i.e. No., Effective Dates, Brief Description, …)
   i) The unattended weighting station will not permit deliveries outside the date range of the contract associated with the swipe card.

f) **Options** -- System Options (i.e. Company, Address, Tel, No. of Scale, …)

g) **Scales** – Scale Profiles (Id, Traffic, Status)
   i) Traffic = Inbound, Outbound or Both.
   ii) An inbound scale will accept the current load only if there is no pending Entry Pass in the system for the given swipe card. Accordingly, an outbound unattended weighting station must be able to locate a pending Entry Pass (for the swipe card in question) in order to complete the delivery of the current load. When the same scale is handling both inbound and outbound loads, the presence/absence of a pending Entry Pass establishes whether a load is considered to be inbound or outbound.
   iii) Status = Active or Inactive
   iv) An inactive scale will not respond to a card swipe.

5) **Reports** – Presents a catalog of reports. The initial proposal includes 5 management reports (to be identified).
6) **Tools** – Change Password, Calendar, …
7) **Admin** – Security, Preference, Database Utilities

As far as the data collector, it will be providing end users the facility to:

1) View weight tickets and business rule data,
2) Suspend problem deliveries by flagging them to be in error and therefore free the implicated swipe cards to resume hauling.
   i) It is yet to be determined if the resolution of out-of-sequence problems may be resolved without NB Power staff intervention. At the very least, the drivers will have to be prompted to confirm that the out-of-sequence situation does exist. Such a feature is not presently part of our proposal. Further analysis is required to identify the various scenarios which must be reviewed and accepted by NB Power prior any development effort. Amendment to the software to include this type of feature may introduce extra costs (depending of the development effort required).
3) Maintain the parameters used to configure communication with the 9542 hardware and format unattended weight slip.

Landry Informatiks understands that NB Power would like the proposed software to be certified according to the Weights & Measures act. Mr. Phil Beatty (from Mettler Toledo) agreed to take care of this matter at no cost to Landry Informatiks. Should this not be the case, the cost related to the certification of the *Scaleware 9542* will have to be factor in the price of the software.

It is also our understanding that NB Power will be purchasing the proposed software from Mettler Toledo which will be acting as a reseller/distributor. *Scaleware 9542* will be the property of Landry Informatiks. NB Power will be simply acquiring the rights to use the software.

Should NB Power proceed with this project, Landry Informatiks will require approximately 6 weeks to deliver the proposed *Scaleware 9542* solution.

A summary of the cost related to the implementation of *Scaleware 9542* is presented below.

Project Summary

	Item	**Cost**
1.	Scaleware 9542 (as per above description) … MSRP	$6,500
2.	Installation (estimated 1hr per station $65/hr … 4 stations)	$260
3.	Training (estimated 8hrs @ $65/hr)	$520
	Total:	$7,280
4.	Data Transfers[1]	$???
5.	Yearly Software Maintenance Fee[2]	$650

Notes:
1. The transfer of the data from the existing Majestic application to the *Scaleware 9542* database was not included in the above discussion. Therefore, a feasibility analysis will have to be performed at a future date and a proposal could be formulated at that time.
2. Software maintenance services are listed in the attached document (i.e. Software Maintenance Program). This fee is due every year at the anniversary of the purchase of *Scaleware 9542*.

With this letter, Landry Informatiks has attempted to summarize NB Power's requirements, propose a corresponding software solution and identify the costs related to its implementation. Landry Informatiks understands that this initial proposal may need to be revised and we are available to for further this project.

Landry Informatiks values the opportunity to present this proposal and is looking forward to working with NB Power.

Yours truly,

Martial Landry

Cc: Phil Beatty