



# B&L NEWS

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## ENTERPRISE RESOURCE PLANNING FOR METALCASTERS

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### Spectrum 2022 Live and In Person

Kristine Craft, Vice President – Professional Services & Support

Spectrum 2022 is just around the corner! It will be held September 25th-27th at the fabulous MGM Grand Detroit.

Spectrum is a user conference like no other. It is the largest gathering of metalcasters using the Odyssey ERP software. Spectrum offers two full days of mini-classes and networking opportunities. Learn about the new features and enhancements being deployed in Odyssey. Take time to discover what metalcasters are facing in a post-pandemic environment. The event will feature keynote speakers and the ability to work one on one with Odyssey experts. There are endless opportunities to gain insight and get more from your Odyssey implementation.

Our two keynote speakers this year are Laurie Harbour and Dr. Kevin Mays.

Laurie is the president and CEO of Harbour Results, Inc., She lead a team of analysts and manufacturing consultants helping small- to medium- sized manufacturers develop short- and long-term strategies, improve their operations, reduce risks and optimize their business. Spending most of her life around the manufacturing industry, she utilized her experience and knowledge to found HRI in 2005. In 2018, she was named Crain's "Notable Women in Manufacturing" and Plastics News' "Women Breaking the Mold." Additionally, she was named Plastics News "Automotive Newsmaker of the Year" for 2018.



Dr. Kevin Mays is not only a dynamic and entertaining speaker, but he is also a guy who gets results! He has helped over a thousand business owners, leaders, and teams achieve their goals and take their business to the next level. Dr. Mays is an accomplished business professional who has a long track record helping executives and owners in many of America's most successful companies.

Early registration ends August 23rd. Register before then to receive \$200 off. When groups of three or more register from the same company at the same time, a \$75 per person discount will be applied.

Visit [www.blinfo.com/services/educational/users-conference](http://www.blinfo.com/services/educational/users-conference) for additional information.

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**You have challenges. We have solutions.**

Danly Consulting Services is a consulting firm specializing in manufacturing solutions and project management.

**What can we help check off your to-do list?**

- ERP implementation
- ERP system audit
- Business audit and process mapping
- Lean manufacturing projects

We are experienced in Odyssey projects, and can help you implement the program or improve how it performs for your company. Contact us for Odyssey assistance or an audit of your current system and processes.

**DANLY CONSULTING SERVICES**  
630-460-6192 | [mdanly@danly-consulting.com](mailto:mdanly@danly-consulting.com) | [danly-consulting.com](http://danly-consulting.com)

## Will we see you at Q3 classes?

**Bootcamp**  
August 8-9, 2022

**Crystal Reports**  
August 10-11, 2022

Classes will be held both in person, at our new training facility, and virtually. Please see our website for full details. (BLInfo.com/Classes)

## Odyssey Go-Lives

The following five companies went live with new installations of Odyssey ERP in the 2nd quarter of 2022:



• TriTech Titanium Parts LLC of Detroit, MI. TriTech was formed in April of 2022. It is a spin-off from AmeriTi Manufacturing Company that has operated since 1984. TriTech Titanium Parts LLC is a manufacturing company making precision titanium parts using investment casting, metal injection molding and 3D printing. The company is in Detroit, Michigan and is dedicated to Made in the USA.



• Alpha Investment Castings of Tulsa, OK. After starting in 1984, Alpha Investment Casting quickly rose to become a trusted name in the foundry industry. Alpha has a diverse customer base including oilfield, control valves, mining, civil applications and safety systems, to name a few. To accommodate such a wide range of industries, they have specialized in hundreds of different alloys including nickel-based alloys, iron-based alloys, cobalt-based alloys, aluminum-bronze, and aluminum.



• Reliable Castings of Cincinnati, OH. Reliable has been a supplier of quality aluminum castings since 1922. By combining traditional foundry

methods with advanced manufacturing technology, they are able to consistently produce high-quality castings at a competitive price. Specializing in aluminum, sand, and permanent mold castings, prototype castings, mold finishing and repair, and tooling design and fabrication.



• The Lawton Standard, Minster, OH Plant. Lawton - Minster provides complete on-site pattern, casting, machining, testing, and assembly capabilities. Lawton has produced castings and machined components for five generations. This, combined with technical support and unparalleled communication, continues to be their primary focus for innovation and growth.



• Advanced Centrifugals of Cambridge, WI. Advanced offers a wide range of radiant tube assemblies for a variety of applications. Refurbishment is one of the many services they offer. Their customers have the option to send in parts in need of repair to replace just the necessary components. With certified welders on location, they are capable of weld repairing various types of products such as rolls, radiant tubes, and trays.

## Signings

During the April– June 2022 timeframe, new metalcasting companies signing to the Cloud-based Odyssey ERP software system included:



• DDF Mexico of Aguascalientes, Mexico. DDFM is in FINSA, a prestigious industrial park, only 5 km from an international airport, and neighboring companies such as Nissan, Coca-Cola and Continental. Their core business is heavy machinery OEM counterweights, produced in grey iron.



• Able Die Casting Corp of Schiller Park, IL. Founded in 1920, Able Die Casting has 100 years on the books as a leader in providing premier, high pressure die castings to clients throughout the USA and across many market sectors. As a full-service caster for zinc, aluminum, and associated alloys, Able has maintained a strong focus on innovation, allowing for high efficiencies in process and cost control.



• Epcor Foundries of Cincinnati, OH. Epcor Foundry is a division of Seilkop Industries, Inc. Seilkop Industries consists of four individual companies specializing in aluminum sand casting, die making, CNC pattern making, Blanchard grinding, burnout, roll grinding and equipment repair. Since

1946, Seilkop Industries, Inc. has the in-house capabilities of taking projects from design to prototype to production to finish. Their focus is on solving manufacturing needs with highly specialized application-based solutions.



• MACA Casting & Machine Inc. of Springville, UT. Established in 1980, MACA designs and builds their own equipment to assure it will make the best castings possible. MACA has the equipment and the experience to pour over 80,000 pounds of metal for one casting. MACA pours metals including Gray, Ni-Hard and White Iron, Alloy Iron, Heat Resistant and High Chromium Iron. Their on-site lab has the equipment to assure quality from the start.

In total, B&L has signed eight new companies to the Odyssey family of customers so far in 2022.

## ODYSSEY UPDATE



Brad Clark, Manager  
Research & Development

## Keeping an Eye on the Code

A developer once asked, “What are we going to do when there are no more programs to write?” It seemed like a logical question because eventually when we’ve solved all our customer problems and met all their needs, there will be no more code to add! Oh, to be young and innocent.

Once we step out of our ivory tower and into reality, we know that there will always be performance and stability improvements i.e., bugs to fix, new features to add, and user experience enhancements. R&D’s vision for Odyssey is helps our customers run their businesses efficiently and effectively. To do so, we must have high-quality software that is as bug-free as possible, software that meets the needs of metalcasters, and software that is easy to use.

Creating high-quality software is of the utmost importance and is the most challenging task for a development team. Testing is arduous and grueling, but it is the most important thing a developer can do. Each release ends with a four-week period devoted to testing the release candidate. At least once a week, the development teams gather for group testing sessions to suffer in shared misery. Collaboration happens not only during the development cycle but also in the testing phase. This is also a time when developers can learn new parts of the system and figure out how to break it. Testing, of course, does not only happen at the end of a release. Testing is an ongoing endeavor throughout the development cycle where we do peer-reviews, code reviews, and test each other’s code. Our QA team follows behind the developers to do further testing on each fix and enhancement, expanding the scope of the testing to the whole application.

Meeting the needs of metalcasters is paramount to Odyssey’s success. While we have great resources within B&L that understand the metalcasting process, our customers are our best resource for ideas. Customer requests through the Feedback Forum go to the top of the list when it comes to what goes into Odyssey. Over the years, hundreds of great enhancement requests have come into the system, and we continually chip away at that list with each release. Odyssey 6.4.2 will be full of customer requested enhancements, so be sure you get out to the Feedback Forum and vote for your favorites.

Making Odyssey easy to use for all levels of users is a primary goal. The challenge is to ensure that we maintain the complexity of a best-of-breed metalcasting software with a flexible and intuitive user interface. When determining what goes into a new version of Odyssey, we not only look for pure business application enhancements, but we also look for enhancements that can help improve the productivity of all users. In 6.3.1, we overhauled the menuing system to make it more intuitive. Over the last few releases, we have added

Data Entry mode screens in various places to help facilitate keying data. In 6.4.2, we are enhancing the Corrective Action Reports to make it easier to manage actions, actions logs, and problem logs. Urgent notes have been added to many new places to ensure important information gets to those who need it.

Each new version of Odyssey is geared towards meeting our goals, but development is not the only place where improvements happen. The technology team continually monitors and tweaks the B&L Cloud to be sure it is operating at peak efficiency. We have added two non-upgrade scheduled maintenance windows per year to allow the team time to update hardware and perform other non-application maintenance activities. Securing your data is a critical priority of the technology team, and they are continually updating processes, procedures, and systems to ensure that your data is as secure as possible.

Odyssey’s future is wide open. While we continue to add crucial metalcasting business application features, our eyes are looking toward many exciting user experience improvements. A revamped Shop Floor Manager. An overhauled and updated modern UI. These are all improvements that you will be seeing in the coming years. First and foremost, we must keep our eyes on ensuring that our customers can effectively run their business with Odyssey.

Brad Clark  
Vice President – Research and Development

### Feature/Article

#### How Important Is Forecasting In Your Investment Foundry?

by Patrick McCrevan, B&L Information Systems

You’ve heard the stories and prognouncements before, the sales from a predicting a big increase in activity, maybe 20% more sales, but you wonder, what materials will you need, is it the same mix you’ve been buying, will it be available and how much do you need, should you make a long-term buy? This feeling can lead to all kinds



B&L has had opportunity to produce three articles this year in the Incast Magazine by B&L’s Patrick McCrevan, Account Executive (Business Development.)

May - Tracking Metal Data for Certifications

June - How Important Are Your Secondary Options?

July - How Important is Forecasting in Your Investment Foundry?

All of these feature articles are available on our website: [www.blinfo.com/about/newsroom/media-coverage/](http://www.blinfo.com/about/newsroom/media-coverage/)



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## Upcoming B&L Webinars

### Make to Stock and Product Demand

August 17, 2022

### Native Labels

August 24, 2022

Webinars are hosted through Microsoft Teams. Please see our website for full details. (<https://www.blinfo.com/services/educational/webinars/>)

## Industry Events

### ICI 15th World Conference & Equipment Expo

8/21/22 - 8/24/22 | Disneyland Hotel, Anaheim, California

The Investment Casting Institute is a manufacturer's trade association, whose primary mission is to promote the investment casting process and members as well as collecting information and providing education opportunities.

Visit us at booth 520.

### NADCA 2022 Diecasting Congress & Tabletop

9/13/22 - 9/15/22 | Lexington, KY

The Die Casting Congress and Exhibition is the premier event for the die casting industry. The one-of-a-kind congress attracts members of the global die casting industry to gather insights, and information to improve business performance.

Visit us at booth 209.

### NFFS 2022 Industry Executive Conference

Industry meetings and events are an important part of any industry's development and sustainability. New technologies are presented, and concerns regarding the industry's most pressing problems are addressed. The reason is simply that there is REAL VALUE in attending meetings like the 2022 NFFS Industry Executive Conference.