



B&L NEWS

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ENTERPRISE RESOURCE PLANNING FOR METALCASTERS

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Highlights of Spectrum 2022

Spectrum 2022 was a success thanks to our staff and customers. Our highly anticipated user conference was hosted at the MGM Grand in Detroit, Michigan. The event kicked off Sunday night with a welcome reception featuring live music from, B&L's own, Shelby Lentz, at MGM's indoor Top Golf Suites. This state-of-the-art social experience features four Top Golf simulator bays and is fun for golfers and non-golfers alike. Guests can choose from a variety of multi-sport simulation games, including the popular Topgolf Target Game, Hockey Shots, Baseball Pitching, Quarterback Challenge, Carnival Classic, Zombie Dodgeball and more, as well as play on world-famous PGA golf courses.

Our guests enjoyed two full days of mini-classes and networking opportunities. The general session took place Monday with keynote speaker, Kevin Mays, and followed by breakout sessions and one-on-ones. Breakout sessions included numerous mini-class options, customer case studies, and multiple networking opportunities. A highlight session was "Quality on the Shop Floor" with Tiffany Elliott. Tiffany presented a live demo of CAR enhancements as well as internal holds/returns (RMA's), and how they can be used together to improve your Quality Process. Cast Technologies was also honored with the 2022 Customer Excellence Award. Monday night, Spectrum attendees were treated to an axe throwing competition, and a magician, at Detroit Axe.

The third and final day of Spectrum highlighted another guest speaker, Cara Walton, Engagement Manager from Harbour Results, Inc. The remainder



Cast Technologies Vice President of Finance, Steve Crow, accepting the Customer Excellence Award with B&L CEO, Philip Laney



Keynote speaker, Dr. Kevin Mays

of the day was devoted to breakout sessions and one-on-one sessions with our award-winning Support Department.

Thank you to our 2021 Spectrum Sponsors:

- Gold Sponsor, Danly Consulting Services
- Silver Sponsors, Radley and Daily Metrics

Not only did our customers learn from B&L Staff, they learned from one another. We look forward to seeing you all again next year in beautiful San Antonio, Texas! Mark your calendars for September 24-26, 2023.

Q3 Signings

B&L Information Systems, global leader in ERP software for metal casters, is proud to announce continued growth in Q3 2022. During the July – September 2022 timeframe, new metalcasting companies signing on to the Cloud-based Odyssey ERP software system included:



a non-ferrous foundry was later added so the company did not

- Tazewell Machine Works, Inc. of Pekin, Illinois. Tazewell was founded in 1945 by Henry F. and Blanche M. Cakora as a jobbing machine shop. In order to better serve customers,

have to rely on other foundries to procure their castings. Today, Tazewell Machine Works is still owned by the Cakora family and we are now a fourth generation family-owned business. The company has an experienced workforce and management team with over 153 combined years of service expertise.

Odyssey Go-Lives

B&L Information Systems, North American leader in metalcasting ERP software, has announced six company additions to the Odyssey family of active users who went live in the third quarter of 2022.



ZD METAL PRODUCTS

中鼎集团
ZHONGDING GROUP

castings, machine, assemble, and test their products. Their customers include OEM and several large Tier 1 automotive suppliers, as well as off highway, material handling, electronics, sports equipment and other industrial companies – both domestically and internationally. ZD Metal Products is a subsidiary of Zhongding – a leading Chinese automotive supplier, located in the Anhui Province of China. With a market capitalization of > 3.8 billion EUR it is one of the 200 largest Chinese corporations.

- ZD Metal Products of Petoskey, Michigan. ZD Metal Products specializes in light-weight castings for the automotive, agricultural, recreational, and commercial industries. They manufacture magnesium

safety-critical components for our partners across automotive, industrial, and commercial trucking markets.



strategically situated in Central Mexico, taking advantage of qualified labor and high levels of security. DDF's core business is heavy machinery OEM counter weights, produced in grey iron.

- DDFM is located in FINSA, a prestigious industrial park, only 5km from an international airport, and neighboring companies such as Nissan, Coca-cola and Continental. They are



2014, their timeline reflects our commitment to growth – not only with multiple locations to serve numerous markets and industries, but also in their capabilities with varying production processes and materials. Mumford Metal Casting is steadfastly committed to staying ahead of the curve by investing in new technology, equipment, locations and specialists to be responsive to customers' ever-changing needs.

- Mumford Metalcasting – Rostad Aluminum of Grafton, Wisconsin. Since the founding of their casting division in



ago, Grede opened as a single foundry in Wauwatosa, Wisconsin, and leads the industry with 10 facilities across America and 3,000 team members, each an artist of their trade. As the industry's premier ductile, gray and specialty iron casting provider, we proudly design, engineer, validate and manufacture

- Three Grede locations – New Castle, Indiana; Menomonee Falls, Wisconsin; and Meadville, Pennsylvania. Over a century

New Staff

B&L is pleased to welcome two new staff members to our team.



Jake Modelewski has joined B&L as a Support Representative. Jake holds an AAS in Information Technology: Software Development from Southwestern Community College. Jake has a background in network and IT support from a previous role at a leading healthcare equipment manufacturer. He partakes in upscale home cooking and has a strong fascination with foreign arts.



Elizabeth O'Connor has joined B&L as a Support Representative. She has previous experience as an educator and in web development. She is a graduate of the National University of Ireland, Maynooth with a degree in Music Technology and Anthropology. Elizabeth also holds a Master of Science in Special Education from Purdue University. In her spare time, she enjoys reading.

ODYSSEY UPDATE**Odyssey 6.4.2**

**Brad Clark, Manager
Research & Development**

The fall release of the latest version of Odyssey has arrived. Full of enhancements across all modules, Odyssey 6.4.2 will have something for everyone. From Accounts Payable to Tool Management, we added over 50 enhancements and 70 stability and performance improvements. With an emphasis on ensuring your good ideas are in Odyssey,

16 enhancements were added directly from the customer feedback forum.

Over the years, there have been several community requests to add Urgent Notes in various areas of the system. In 6.4.1, we added Urgent Notes to Customers that display when adding Cash Receipts for that customer, to Products when doing an internal hold or RMA for that product, and to Shop Order Routings when reporting production against that routing step. In 6.4.2, we finished the Urgent Note project by adding Urgent Notes to Materials that will display when issuing that material. The Supplier screen has a new Urgent Note when doing outside receipts from that supplier. When receiving material against a particular purchase order item, a new Urgent Note can be added to the purchase order item to display. The Customer screen has two new Urgent Notes. One will display when creating a quote for a customer and another when doing an RFQ for a customer.

Another big highlight of Odyssey 6.4.2 is to create new Data Views, Dashboards, or Multi-Views from a stock set of views provided by B&L. In Data Explorer or the Dashboard Designer, you can use the new Add from System Data View or Add from System Dashboard to copy the stock view into your company. You can then review and modify the Data View or Dashboard to suit your needs. These Data Views and Dashboards are not only a starting point for your new views but also demonstrate some of the advanced capabilities of Data Explorer. When 6.4.3 comes out in the first quarter of 2023, look for more stock dashboards and multi-views to be added.

Ever wonder who and when a Data View or a report was last run? Run statistics have been added to Data Explorer, Dashboards, and reports. These statistics show who last ran the report or view, when they last did it, and how many times the report or view has been run.

Surcharges can fluctuate, and to help ensure invoices to your customers reflect current rates, you can use a new "Recalculate Surcharge" option from the Accrued Charge History screen. Before creating invoices, you can use this option to recalculate surcharges that might have changed since they were accrued.

The Product Demand Analysis screen is one of Odyssey's more powerful and useful screens. However, the Parent Demand column did not include demand from customer orders that

did not have shop orders. This would exclude make-to-stock items from being included in parent demand. In Odyssey 6.4.2, the Parent Demand column of the Product Demand Analysis screen will now include demand from these customer orders for make-to-stock parts.

When receiving material short against a purchase order and manually completing the release, the purchase order's order quantity is now adjusted to reflect the actual on-order quantity. This ensures the visibility of what is on order is not over-stated due to short-received material.

Do you need multiple versions of Shop Cards displayed from the Shop Floor Manager? Maybe you need two versions of your shop cards – one in English and one in Spanish. When designing a Shop Floor Manager screen, you can specify a different shop card report. This new feature is also available for Tool Shop Cards and Process Sheets.

A new flag has been added to the Customer screen to identify how shipments are considered on time. This new flag, "Considered Late", can be checked if partial shipments will always be considered late if the entire shipment does not ship on time.

These are only a handful of the many enhancements released in Odyssey version 6.4.2. To see all the enhancements and stability improvements, visit Rapid Support. If you are already running Odyssey 6.4.2, the release documentation is available from the left sidebar.

Although planning for Odyssey 6.4.3 is nearly complete, we are still reviewing feedback enhancements each month. If you have ideas to improve Odyssey to help you run your business and add value to metalcasters, please visit Odyssey's customer feedback forum. This forum is accessible from the Customer Portal at www.blnfo.com

Brad Clark
Vice President – Research and Development

Upcoming B&L Webinars

Gauge Management Webinar
November 16, 2022

Material Planning Resources Webinar
December 14, 2022

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



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We serve small to mid-sized companies where special knowledge and experience is needed, or existing staff is not available to complete critical projects.

The company was founded on the principle that most business owners and senior managers do not have enough time to complete important projects. DCS has partnered with many organizations to champion these projects and provide valuable outside perspective and support. Danly-Consulting.com