



B&L NEWS

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ENTERPRISE RESOURCE PLANNING FOR METALCASTERS

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Spectrum 2023 Live and In Person

Kristine Craft, Vice President – Professional Services & Support

The B&L staff is excited to announce this year’s Spectrum 2023 users’ conference! It will be held in beautiful San Antonio, Texas at Hotel Conetessa beginning on Sunday evening, September 24th through Tuesday afternoon, September 26th. Spectrum is a user conference is like no other. It is the largest gathering of metalcasters using Odyssey ERP software.

Spectrum offers two full days of mini-classes, panel discussions and networking opportunities. Learn about the new features and enhancements being deployed in Odyssey.

Every attendee and their guest are invited to a Sunday night Welcome Reception to enjoy mingling, food, and drinks. This is the time to socialize with other customers and the wonderful B&L team.

Here are actual comments from previous Spectrum events.

“Always enjoy seeing everyone from B&L and other attendees. Networking is one the of greatest tools. Finding out how others in our industry are utilizing Odyssey.”

“Enjoyed the by industry networking session.”

“Great overall event. I learned a lot and met some good people.”

“Likely the best Spectrum (class wise) in a long time for power users and covering new features. Seemed like a lot of new information was presented as Odyssey continues to grow.”

“It was nice seeing everyone, getting updated on the software package and having a few questions answered was worth the price of admission.”

“Good mix of general information classes and more specific classes. 1 on 1 with staff, entertainment, and food.”

“The atmosphere was phenomenal, mini classes were very informative.”

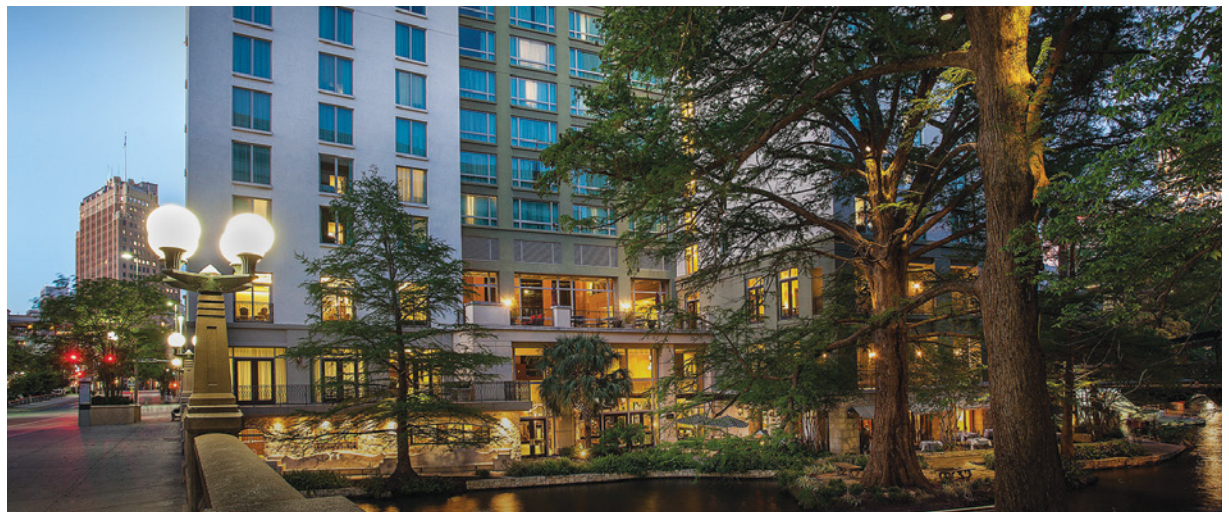
All attendees agree they would recommend Spectrum to a colleague.

Customers have asked and we’ve listened, 2023 Spectrum will have more advanced classes, specifically with data views and dashboards.

Few destinations provide a sense of place like San Antonio. Here, the bell towers of Spanish colonial missions have greeted mornings for almost 300 years. Mexican, European and Western cultures blend into a unique personality.

Please stay turned, additional details will be shared with our customers soon by visiting www.blinfo.com and going to the Events page.

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Will we see you at Q2 classes?

Bootcamp
June 12-13, 2023

Crystal Reports
June 14 - 15, 2023

Administrator Workshop
July 11, 2023

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 three companies went live with new installations of Odyssey ERP in the 1st quarter of 2023:



• Able Die Castings – 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.



• Grede – Reedsburg, WI and Grede – Milwaukee, WI. Over a century ago, Grede opened as a single foundry in Wauwatosa, Wisconsin, and today leads the industry with 10 facilities across America and 3,800 team members, each an artist of their trade. As

the industry's premier ductile, gray and specialty iron casting provider, they proudly design, engineer, validate and manufacture safety-critical components for their partners across automotive, industrial, and commercial trucking markets.



• Lawton Standard – De Pere, WI. Lawton has produced castings and machined components for five generations. Lawton Co. specializes in the manufacture of drive gearing and pulleys for the paper industry as well as dryer heads. The Lawton Standard Co. takes pride in the family-oriented culture and what the "Lawton" name stands for in the industry. The Lawton Standard Co. plans to share knowledge and apply the best practices from each foundry across the family.

Signings

During the January – March 2023 timeframe, new metalcasting companies signing to the Cloud-based Odyssey ERP software system included:



• Dart Casting – Alsip, IL. Dart Casting provides customers with a manufacturing partner that can handle any aluminum die casting project. From innovative tooling to machining and finishing services, Dart Casting is your one-stop-shop for American-made and competitively priced aluminum die-cast products. They cast high pressure aluminum die castings up to 25 lbs. in part weight produced for almost every industry and for countless applications. From one die casting machine in a tiny garage-sized space to 14 die cast machines and 100,000 sq. ft. of manufacturing space, Dart Casting has grown to meet the needs of their clients.



• HTCI, Co. – New Carlisle, OH. HTCI has a long-standing reputation as being at the top of the industry in high quality aluminum castings for both aerospace and commercial applications. They currently offer aluminum castings using three types of mold processes: plaster, solid mold investment and precision no bake sand.



• MCC International Corporation – McDonald, PA. MCC International is a global leader in the casting and finish machining of high grade centrifugally cast ferrous and non-ferrous products. Our patented near-net shape centrifugal casting

process is unique and gives us the capability to cast and machine complex, irregular and concentric shapes in diameters up to 99 inches, and in weights up to 30,000 pounds.



• De Pere Foundry, Inc. – De Pere, WI. De Pere Foundry was established in 1959 in De Pere, WI. In 2011, they became 100 percent employee owned. They specialize in producing Gray and Ductile Iron castings for low lot quantity customers with quick lead times. They use employee innovation and their many years of foundry experience to provide continual high-quality parts on time and on spec. They also have an on-site Pattern shop and a Nonferrous Foundry. They partner with machine shops, painting companies, and heat-treating facilities to ensure you get all of your casting needs met.



• Cast7, LLC. – Hibbing, MN. Located in Northern Minnesota, their skilled employees bring products from the concept stage through completion or develop customer-provided models into prototypes, production patterns and permanent molds. Cast Corporation supplies to many industries including mining, pumping, recreation, and heavy industries. Some of their clients include U.S. Steel, Cleveland-Cliffs, Cummins, Detroit Diesel, Polaris, VESCO Dewatering, and GPM, Inc.

ODYSSEY UPDATE

**Brad Clark, Vice President –
Research and Development**

Prepping for Odyssey 6.4.4

There is a lot of work going on in the R&D Department these days. The development team is diligently working on new features and functions for Odyssey 6.4.4, scheduled to be released at the end of July. The technology team continues its work to support the B&L Cloud with ongoing hardware and software upgrades. They have been diligently working

on DR plans and procedures, ensuring our security and crisis management documentation is up to date. The Quality team is focused on the most challenging job of all – testing the massive and complex metalcasting business logic that is over forty-seven years in the making.

The Product Plan for Odyssey 6.4.4 includes several enhancements coming directly from B&L's Community Feedback Forum. There are currently seven enhancements from the forum that are actively being worked on, and I anticipate 6.4.4 could be released with as many as fifteen or twenty total customer enhancements. You can see the progress of these enhancements from the Feedback Forum at <https://www.blinfo.com/customer-portal/>

If you cannot access our customer portal, please contact our support team, who will provide you with login credentials. From the Feedback Forum, you can filter on status. Choose 'Scheduled' or 'Confirmed' to see those enhancements

that are in process for the next version of Odyssey. Choose 'Planned' to see those enhancements next in line for a future release of Odyssey. While you're there, don't forget to vote for existing enhancement requests, or add new requests for those enhancements you would like to see added.

When choosing new enhancements for Odyssey, we look at the number of voters to see how important a particular enhancement is to our customer base. However, the number of voters is just one metric used to determine what goes into Odyssey. Our rubric has nine total elements, including ease of use, user experience, metalcasting relevance, and B&L's strategic direction. This rubric helps us to better gauge the value of an enhancement so we can ensure all varieties of high-value enhancements make it into Odyssey.

Although we are adding several important business enhancements to Odyssey 6.4.4, the majority of our work is devoted to stability and performance improvements. We understand how important Odyssey is to the success of your business, and we are working to make sure Odyssey runs as smoothly and efficiently as possible. One major alteration we are making this year is to change Odyssey's release schedule from three software releases per year to two. This change will allow us to deliver a higher quality product while releasing new features at a reasonable cadence.

The future of Odyssey is unlimited, and we are excited that you are on this journey with us.

Brad Clark
Vice President – Research and Development

Customer Spotlight: AarKel Tool and Die Business of Excellence Awards



AarKel will be honored as large business of the year by the Chatham-Kent Chamber of Commerce at its 135th annual Business of Excellence Awards April 13. Laney Delaey, AarKel's president, will be honored as business individual of the year.

Upcoming B&L Webinars

A/R Collections
May 15, 2023

Tool Management
June 5, 2023

**Odyssey release 6.4.4
R&D Enhancements**
July 31, 2023

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



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Upcoming Tradeshows



ICI Technical Conference and Expo

August 13, 2023 - August 16, 2023
David L. Lawrence Convention Center, Pittsburgh, Pennsylvania

The Investment Casting Institute holds a yearly Technical Conference and Exposition. Attendees benefit from presentations covering all aspects of the investment casting process, as well as an Exposition featuring top suppliers in the industry. Awards are given to individuals and companies who demonstrate excellence in the field.



NADCA Die Casting Congress & Tabletop

September 19, 2023 - September 21, 2023
Grand Rapids, MI

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. Participants will benefit from technical papers, informational exhibitions, Die Casting Design Competition and Die Casting Industry Awards Luncheon.