



B&L NEWS

JULY 2023 | VOL. 33 | NO. 3

ENTERPRISE RESOURCE PLANNING FOR METALCASTERS

IN THIS ISSUE

1

Spectrum 2023

Spectrum Sponsors

2

Q3/Q4 Classes

Q2 Go Lives & Signings

3

R&D Update

Upcoming Webinar

4

Industry Events

Editor:
Shelby Smithers
Phone:
269.465.6207
Email:
ssmithers@blinfo.com
Website:
www.BLInfo.com



Spectrum 2023 Live and In Person

Spectrum 2023 is just around the corner! It will be held September 24th-26th at the Hotel Contessa in San Antonio, Texas.



Last year, Spectrum introduced a highly successful foundry peer group, where fellow B&L customers provided one another with anecdotal tips and suggestions when it comes to using Odyssey onsite.

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, panel discussions 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 1 on 1 with Odyssey experts. There are endless opportunities for take-home value to get more from your Odyssey implementation.

When groups of three or more register from the same company at the same time, a \$75 per person discount will be applied.

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

Thank you to our Spectrum Sponsors

- Gold: Radley, Danly Consulting Services, and Artek
- Silver: Daily Metrics

Radley EDI — Partnering with B&L for over 15 years

Radley can handle all your EDI needs with its out-of-the-box integration with Odyssey.

Radley's EDI solution offers:

- Fully automated and integrated EDI
- VAN services
- Customer Demand Automation
- Document archiving and transaction history
- Increased visibility into daily operations
- Eliminates manual processing time and data entry errors
- Pre-configured EDI dashboards

Connect with us today to begin your EDI implementation project!

radley.com/edi **RADLEY**
A CAI Company

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
danly-consulting.com

Will we see you at Q3/Q4 classes?

Bootcamp
August 7 - 8, 2023

Crystal Reports
August 9 -10, 2023

Bootcamp
October 9 - 10, 2023

Crystal Reports
October 11 - 12, 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 four companies went live with new installations of Odyssey ERP in the 2nd quarter of 2023:

ARISTO CAST INVESTMENT CASTING • Aristo-Cast – Almont, MI. The Aristo-Cast team can provide you with your product in any state that you choose. From raw castings to complete to print including machining, heat treating, coating, assembly, and packaging if you choose. Aristo-Cast only uses high quality alloys and technologies because they use the best materials to reduce your casting costs while increasing quality.

NIDC • Northern Iowa Die Casting – Lake Park, IA. Northern Iowa utilizes their array of engineering and design, die casting, machining, finishing, powder coating and assembly capabilities to provide customized products for various end markets. They have high-pressure die casting capabilities that range from 200 tons to 1000 tons, which enable them to produce parts of various sizes, weights, and design complexities.



• Grede – Biscoe, NC. Grede began in 1920 with a single foundry in Wauwatosa, Wisconsin. William J.

Grede purchased what was then called the Liberty Foundry, just west of Milwaukee, and named it Grede Foundries, Inc. Today, they are one of the top metalcasters in the industry, operating 10 facilities across North America and employing 3,000 team members. Over these 100 years, our customers have helped build their very civilization. As industries boomed and technologies advanced, their gray and ductile iron castings were there to fortify the machines and vehicles that shaped the world.



MACA CASTING AND MACHINE

• MACA Casting & Machine Inc. of Springville, UT. Established in 1980, MACA designs and builds their own equipment to ensure 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.

Signings

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

HTC •HTCI, Co – New Carisle, OH. Upon founding the company in 1984, HTCI Co.'s owners set out to establish a world-class, superior quality, foundry specializing in state-of-the-art castings. Focused on meeting and surpassing customers' highest service and quality expectations from day one, HTCI Co. has consistently exceeded its goals over the years and has evolved into one of the industry's leading high performance aluminum castings suppliers specializing in aluminum castings for the aerospace, high performance automotive, and other commercial markets.

PITTSBURGH FOUNDRY & MACHINE CO. SINCE 1901 • Pittsburgh Foundry & Machine Co. – Pittsburgh, PA. Pittsburgh Foundry and Machine Company (PFMCo.) began as the vision of a hardworking 20-year-old named William A. Smith back in 1901. Today, his grand- and great-grandchildren still work in Lawrenceville in the heart of Pittsburgh. Over the years, they have dedicated themselves

to becoming the premier manufacturer and source for ferrous and nonferrous castings, including gray iron, ductile iron, NiHard, white iron and high chrome iron, as well as steel, stainless steel, bronze, brass, copper and aluminum.



•WGS Global Services – Flint, MI. WGS Global Services was founded in 2008 in Flint, Michigan. Since then, they have branched out across the world and now have multiple locations throughout the United States. WGS Global Services strives to provide friendly custom solutions at competitive pricing. Based on decades of experience in the casting, machining, component and assembly industries, WGS Global Services provides unparalleled response time to our customers' most challenging needs.

In total, B&L has signed 7 new companies to the Odyssey family of customers so far in 2023.

ODYSSEY UPDATE



Brad Clark, Vice President – Research and Development

Integrations with Odyssey

Integrating third-party systems with Odyssey is not a mysterious concept. At its most basic, integration simply passes data back and forth between two systems through a flat file. The most advanced integrations are automatic and seamless, allowing all forms of information to flow freely through a stream of data. Odyssey was not architected

as an open system to allow all data to be liberally passed around between external applications. It was designed to be an internal, tightly integrated ERP system where its modules use and share data to help run your business effectively and efficiently.

Although the Odyssey database and system architecture focuses on the user interface, Odyssey has supported integration for many years. The Import Wizard and Export Wizard were modules added very early in Odyssey’s life cycle. Although they use flat file CSV or XML documents to transfer data, there is nothing basic about their implementation. Imports can be added to a scheduled job or run on-demand through a PowerShell script. They leverage the same business logic validation and updates that the Odyssey user interface uses. This ensures the integrity of the data you import into Odyssey. Exports can also be scheduled to run on a regular basis or manually run on demand. Exports can dump data directly from an Odyssey table, or you can leverage the power of Odyssey’s Intelligent Views module to use a Data View as the data source of your integration.

Modern integrations are seamless connections between two systems, meaning data flows directly from one system to another. Odyssey has an API that supports this integration. Our API has many endpoints that allow you to pull data out of Odyssey using a pre-defined export, FetchData endpoints that leverage the power of the Progress Advanced Business Language, or endpoints that allow you to use Progress’ SQL-compliant connection. We have built a production interface to push data into Odyssey to help you report production from machines or other systems. There are also a set of Record endpoints that allow you to write data into Odyssey using the update and validation business objects that its user interface uses.

APIs are the modern, best-practice way of integrating data between two systems. Although Odyssey has an API to support seamless integrations, we need to maintain tight control of the flow of the data. This ensures that your system will continue to run smoothly, and your data stays valid. When you start the process of architecting an integration, don’t start with the how. Start with the why and the what. Odyssey has many ways of integrating with other systems, but you must first have a clear understanding of what you are going to integrate and why you need to integrate. Develop and understand the business needs first, and then B&L can help you choose the right integration tool to meet your needs. A sophisticated, fully integrated API coded with the latest programming methodologies might be the right solution, but it could be a simple flat-file exchange of data that will meet your needs.

Brad Clark
Vice President – Research and Development

Upcoming B&L Webinars

Surcharges

August 21, 2023

Outside Inventory

October 9, 2023

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

ARtek

Get real-time plant data into your hands

Discover the Artek Advantage

Visit our website >

artekis.io



06/23

B&L Information Systems, Inc.
4707 Rambo Rd.
Bridgman, MI 49106-9723

Phone: 269.465.6207
www.BLInfo.com

Industry Events



ICI Technical Conference & Expo

8/13/23 - 8/16/23 | Pittsburgh, Pennsylvania

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

Visit us at booth 102.



NADCA 2023 Die Casting Congress & Tabletop

9/19/23 - 9/21/23 | Grand Rapids, Michigan

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.

Visit us at booth 207.