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Highlights of Spectrum 2023

Spectrum 2023 was a success thanks to our staff and customers. Our highly anticipated user conference was hosted at Hotel Contessa in San Antonio, Texas. The event kicked off Sunday night with a boat tour of the Riverwalk and a light show at the San Fernando Cathedral.

Our guests enjoyed two full days of mini-classes and networking opportunities. The general session took place Monday with a keynote speaker on Tuesday, Steve Jones, who presented “Brand Like a Rock Star”.

Breakout sessions included numerous mini-class options, customer case studies, and multiple networking opportunities. A highlight session was “Is Your Business Intelligent? It Can Be” with Tiffany Elliott, Software Developer, and Tara McKibben, Senior Software Development Engineer. Congratulations to Grede – Southfield, MI who was honored with the 2023 Customer Excellence Award accepted by Greg Wiggins. Monday night, Spectrum attendees were treated to a live rodeo.

Thank you to our 2023 Spectrum Sponsors:

- Gold Sponsors, Danly Consulting Services, Artek, Radley
- Bronze Sponsor, 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 Charleston, South Carolina at the Charleston Marriott! Mark your calendars for October 6-9, 2024.



Q3 Signings

B&L Information Systems, global leader in ERP software for metalcasters, is proud to announce continued growth in Q3 2023. During the July – September 2023 timeframe, new metalcasting companies signing to the Cloud-based Odyssey ERP software system included:



- Rimer Enterprises, Inc. – Waterville, OH. Since 1944, Rimer Enterprises has been committed to serving the industry with complete investment casting capabilities. During any project, they place the expertise of their skilled engineers at your

disposal. Unlike many of their competitors, they use their own tooling shop. Their state-of-the-art testing machines ensure perfect results every time. A recently expanded facility greatly increases both their operations and capacity.

Q3 Odyssey Go-Lives

B&L Information Systems, North American leader in metalcasting ERP software, has announced three company additions to the Odyssey family of active users in the third quarter of 2023.



- Tazewell Machine Works, Inc. - Pekin, Illinois. Tazewell was founded in 1945 by Henry F. and Blanche M. Cakora as a jobbing machine shop. To better serve customers, a non-ferrous foundry was

later added so that the company did not have to rely on other foundries to procure their castings. Today, Tazewell Machine Works is still owned by the Cakora family, and 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.

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.



- Epcor Foundries - Cincinnati, OH. Epcor Foundry is a division of Seilkop Industries, Inc. Seilkop Industries consists of four individual companies specializing in aluminum sand casting,



computerized process control systems. These processes allow them to provide their customers with continued high-quality, cost-effective iron castings.

- Liberty Technologies - Delaware, OH. Liberty Casting is an American Cast Iron Foundry carrying a long history of producing high-quality gray and ductile iron castings. Their facilities are equipped with state-of-the-art manufacturing equipment as well as

Staff Promotions

B&L is pleased to announce staff promotions.



Andrew Murray, of Professional Services, has been promoted to Project Consultant. He started work at B&L in mid-2022 as a Support Representative, but quickly progressed to his current role as a Project Consultant.

Andrew has extensive experience in warehouse management and customer-facing relationship management.



Nick Goodman has been promoted to Vice President of Administration. Nick joined B&L 3 years ago and most recently served in the role of Controller. In that role, Nick improved several business processes by digitizing and streamlining the flow of data and documents. He also improved management

financial reporting and tightened up controls in specific areas. Nick will oversee all administrative functions including finance, accounting and human resources.



Patrick McCrevan, of Business Development, has been promoted to Senior Account Executive. Patrick has been with B&L Information Systems since 2006 - first providing technical customer support and then in business development helping potential customers understand the benefits of Odyssey ERP.

Spectrum Gold Sponsor Feature Article



DANLY CONSULTING SERVICES

Danly Consulting Services is a consulting firm specializing in manufacturing solutions, project management, and business development. We can assist you in:

- ERP selection and implementation
- lean manufacturing projects
- process improvement
- capacity constraints
- production and inventory control systems

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.

Mark Danly, the Principal of DCS, has spent decades in manufacturing and operations. He has worked in various types of industries, including foundry and steel mills, heavy manufacturing, machine building and both high- and low-volume parts manufacturing—all for make-to-stock and make-to-order environments.

Through the years, Mark has been responsible for process and productivity improvements, value engineering as well as plant utilization and throughput optimization. Danly-Consulting.com

Spectrum Gold Sponsor Feature Article



Embracing Industry 4.0: Artek's Innovative Solutions for Forward-Thinking Foundries

Jerry Eppler, Artek

Foundries, known for their traditionally steady pace, are recognizing the imperative to evolve in the digital era. To compete with the best in the business, they understand the need to embrace Industry 4.0 principles and harness technology's transformative power. That's where Artek steps in as your trusted partner, helping foundries take the leap into the future leveraging Odyssey, the leading ERP software for foundry users.

Odyssey has long been acknowledged for its robust ERP capabilities, and Artek complements this by seamlessly integrating data from diverse sources into the system. Imagine no longer grappling with manual data entry from disparate sources, whether it's siloed data, other software, SQL databases, or even foundry equipment. Artek's solutions empower you to effortlessly channel these critical data points into Odyssey, eliminating laborious manual tasks and reducing

errors.

Yet, we go further. Artek enhances user experience through our intuitive front-end applications, designed to meet the unique needs of your foundry floor. In the world of foundries, where individual requirements vary greatly, our applications offer tailored solutions. Our customers consistently applaud the quality of the applications we create, and how quickly we create them. We take pride in turning "no" into "yes."

What truly distinguishes Artek is our unwavering commitment to delivering added functionality and unlocking communication with previously isolated equipment in foundries. We are the company that makes it happen, transforming your foundry operations into a more streamlined, efficient, and agile process.

Join the ranks of forward-thinking foundries that have experienced the Artek advantage. Together, with B&L's Odyssey and Artek's innovation, you can navigate the path to Industry 4.0, leaving behind manual data entry and embracing a future where your foundry operates smarter and more competitively. Trust Artek to get it done.

Q4 Webinars

Return Merchandise Authorization

November 20, 2023

Vacation Tracking

December 11, 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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RADLEY

A **CAI** Company

CAI Software/Radley

Thank you for the opportunity to participate in this year's Spectrum User Conference and for our time together. We value our business partner and customer relationships, so the one-on-one time is appreciated and welcome.

iR*EDI is a powerful, cost-effective EDI solution that integrates seamlessly with the B&L Odyssey ERP. Once engaged, Odyssey users can expect several advantages including support for XML, web services, and APIs as well as full compliance with your Trading Partner requirements to optimize your productivity.

With the combination of B&L and Radley, customers achieve such benefits as:

- Up to 100% productivity improvement,
- Implementation in weeks instead of months,
- Achieve up to 100% customer-level compliance, and
- Up to 40% reduction in time spent on data management and exchange.

With Radley's EDI solution comes robust software that allows seamless integration and ease of use, making it essential for customer service, production planning, and shipping personnel. As a valued B&L customer, we would like the opportunity to continue our conversations on how to maximize your investment. Please reach out to info@caisoft.com or visit us at <https://radley.com/edi>.