B&L NEWS

ENTERPRISE RESOURCE PLANNING FOR METALCASTERS

Join us in beautiful and historic Philadelphia for Spectrum 2019!

Spectrum is B&L's premier users' conference and brings together Odyssey customers with B&L staff for two full days of classes, networking, and presentations. Breakout sessions typically include numerous mini-class options, a panel discussion, customer case studies, and multiple networking opportunities. B&L staff (Professional Services, Support, Technology and R&D) are available during Spectrum for 1:1 meetings to review any company-specific questions you might have. In addition, networking opportunities are plentiful at the meals and fun events.

Date: October 6th – October 8th, 2019
Location: Hilton Philadelphia
at Penn's Landing

Industry Networking Options

- **Golf event on Sunday**

- **Sunday night welcome reception**

- **Monday evening dinner + fun event**

- **All day Monday and Tuesday during breakfast, classes, and lunch**

Ways to Save:

- **Register early for the $200 Early Bird discount**

- **Send 3 or more people from the same company and get $75 extra off each registration**

- **B&L has negotiated a reduced room block rate at the Hilton**

BLInfo.com/Spectrum2019

"*The greatest value of Spectrum is being able to see the people within your own industry and within your own specialty - but also the people who support you and the people who built the product, so you get answers immediately.*" Jim Mock, RCM Industries

"*Coming to Spectrum and hearing what the software does in details gave use the confidence to proceed with implementing Shop Floor Manager.*" Daniel Wile, Southern Cast Products

"*The new information we get when we come to Spectrum that I can take back home and implement, it pays for itself.*" Mike Ruth, Progressive Foundry

"*Spectrum is the best place to network; to talk to people about how they are handling the same challenges we are.*" Alexandra Groff, Buck Company

GA of Odyssey 6.1 Maintenance Release 4

ODYSSEY UPDATE

Brad Clark, Manager Research & Development

Odyssey 6.1MR4 is the last of the four scheduled Odyssey 6.1MRs. The focus of the programming content of each of these MR is continual stability and performance improvements. Odyssey 6.1MR4 is available for download now.

enhanced User Experience to Odyssey, but also includes the next generation of our integrated Application Programming Interface called "OODAPI". This new interface is a RESTFUL API that will allow for advanced interfaces with Odyssey running in B&L's Cloud.

All Odyssey release information is available through Rapid Support within Odyssey Web UI or via the B&L customer portal (Customer Login) for customers on Windows UI. Any assistance needed in the update is free for Odyssey customers on maintenance. Contact Technology@BLInfo for help.

Odyssey 6.2 will include the next phase of B&L's User Interface - a continual improvement process that began with Odyssey 6.0. These new and exciting improvements not only bring an

Number of dedicated R&D staff focused on creating the best ERP for metalcasters at B&L? 10!

Odyssey is for M-E-T-A-L-C-A-S-T-E-R-S

In Q2, 2019 an additional Canadian foundry signed on to be part of the Odyssey family of customers.

- Orangeville, Ontario-based and family-owned Tiffany Metal Casting Ltd. has been producing a wide variety of grey and ductile iron since 1989

So far in 2019, B&L has signed 6 metalcasting companies across North America to the Odyssey family of customers.

Education & Learning Opportunities
Hosted in Bridgman, Michigan

For Odyssey customers, it's never been easier to get more out of Odyssey. Our Professional Services team has in-person classes, including several new offerings, scheduled for Q3.

In person

- July 23rd/24th – Dataviews & Dashboards Class
- August 6th – (FREE) Windows to Web Odyssey Administrator's Class
- August 13th/14th – Odyssey Boot Camp
- August 15th/16th – Crystal Reports Class
- September 17th – Odyssey Web UI Administrators Class

Be sure to check out complete details on our website: **BLInfo.com/BLClasses**

Professional Services On-Site in Q2

Kevin Carlson and Mike Turner (Professional Services) at Fonderie Poitras Ltee with Jason Robitaille

DJ Medlin (Professional Services) at Leth Iron. (Pictured: Blair Lozza, Haley Kaczmar, Tracy Meier, DJ, John Fisher, Tory Bennett)

Kristine Craft and Lori Hnanicek (Professional Services) at Berntsen Brass & Aluminum, Inc.

One System, One Data Source
Odyssey Helps Metalcasters Simplify for Better Efficiency

B&L Information Systems Professional Services team brought 2 foundries and 4 die casters live with Odyssey in the first 6 months of 2019.

From a multi-system mash-up of software services, four Midwest metalcasters each streamlined to a single system for all their business data, Odyssey ERP.

• Alcon Industries of Cleveland, Ohio is a trifecta metalcasting types under one roof (sand foundry, investment casting and a centrifugal foundry) which produces heat and corrosion resistant alloy castings and fabrications.

• Bremer Manufacturing Co. Inc. of Elkhart Lake, Wisconsin is an industry-leading aluminum foundry specializing in complex, highly-cored aluminum casting ranging from a few ounces to 125 pounds.

• Michigan Die Casting LLC of Dowagiac, Michigan is a division of The Mumford Companies and offers die cast machine capabilities from the 400-ton to the 1200-ton range.

• Great Lakes Die Casting of Muskegon, Michigan is a division of The Mumford Companies and manufactures high pressure aluminum die-casting components for highly cosmetic, complex and critical specification.

Eau Claire, Michigan-based die caster Shawnee Specialties upgraded from a manual system to the defined digital data system of Odyssey ERP software. As an ISO-certified, award-winning sole source supplier for zinc die cast, aluminum die cast and die cast related needs, Shawnee's company culture is steeped in excelling at casting challenges and continuous improvement. The move to Odyssey will help improve efficiency.

Pace Industries LLC. finished their conversion of facilities from BLIS, a B&L legacy ERP software product, to Odyssey with the Odyssey "go-live" of the Chihuahua Division in Chihuahua, Mexico.

"The transition – of data, of process, of systems – when changing software is immense, and we appreciate the trust metalcasting manufacturers put in our company when signing on with the Odyssey ERP system. As the Professional Services team walks through the change management process and hands-on training with our customers, we create relationships which give us windows into the business results of implementing Odyssey," noted Kristine Craft, Vice President – Professional Services. "On the other side of that software implementation, we know Odyssey customers experience business information transformation and the ability to make better decisions, faster. B&L is proud to be part of creating a stronger metalcasting industry through technology innovation."

FROM THE DESK OF

Kristine Craft, VP – Professional Services

New Staff

Joining B&L's Administration department is Debbie Wishart, B&L's first full-time dedicated HR resource. Debbie had previously worked at several Southwest Michigan manufacturing facilities in HR after more than 20 years running a local doctor's office. B&L is delighted to welcome Debbie to the B&L team as we grow to better serve Odyssey customers.

Debbie Wishart

Core Room Tip

During a recent customer visit, our Manager of Research & Development, Brad Clark, saw a technology integrated way to track cores!

At this facility, they have the cores stocked on bar-coded shelves. Using Odyssey Web UI (mobile) on an Android, they simply scan the bar code when pulling a core for real-time data throughput to Cost, Inventory, and Production. (Eliminating manual data entry and providing a real-time view into what cores are in inventory and where the inventory is located for more effective production.)

Spectrum bonus: Where is the best place to get ideas on how to expand or improve your Odyssey use to help your company be more efficient and improve productivity? Spectrum! The customer with this tip will be in attendance at Spectrum, B&L's annual users' conference. Join us in Philadelphia this October and learn from our staff + other metalcasters!

Brad Clark, Manager Research & Development

BLInfo.com/Spectrum2019