# SPECTRUM 2016

The Inn at Harbor Shores is a beautiful addition to the 530-acre Harbor Shores community with its centerpiece Jack Nicklaus Signature public golf course. Located approximately 90 highway miles from Chicago, The Inn is a favorite vacation and business destination as well as an upscale meeting and special event venue.

The Inn emulates an over scaled lakeside cottage influenced by the classic coastal architecture of late 19th and early 20th century Lake Michigan hotels while embracing 21st century conveniences and amenities. The Inn features panoramic views of the Harbor Shores golf course, St. Joseph River, and Lake Michigan whether standing on the restaurant dining porch, Harbor View Ballroom balcony or one of the 92 hotel room balconies.

The waterfront setting is connected to over 12 miles of walking trails leading through quiet natural settings, miles of nearby Lake Michigan beaches, kayak and canoe launches and the Harbor Shores Golf Club.

## Sunday, September 18th – Tuesday, September 20th

**WHY GO:**

**LEARN**
Hands-on labs and interactive demos and new product features

**INSPIRE**
Get a first look at B&L's vision for the future of ERP. What's new, what's next - and how it impacts you today.

**INTERACT**
Technical experts and developers answer your questions and offer ideas to help enable your business.

**MEET**
Network with the B&L community. Discover how other metalcasters are tackling the same challenges as you face in your business.

**EXPERIENCE**
Want to get hands-on? Check out the Metalcasting Room. Need another view on an issue? Sit in on Client Case Studies.

**HIGHLIGHTS:**

- **Sunday Afternoon Golf: Jack Nicklaus Signature course**
- **Sunday Evening: Welcome Reception**
- **Monday Classes**

- **Monday Guest Event: Wine + Chocolate Tour**
- **Monday Night: Customer Appreciation Event**
- **Tuesday Classes**

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## WELCOMING New Clients

# Partner Updates

Optimum Solutions provides Payroll, HR, and Time & Attendance software available on premise or via the cloud. All applications share one master employee database to provide a completely integrated HRIS solution. Optimum HRIS is supported by a team of Certified Payroll Professionals (CPPs) to help keep you compliant with current payroll and HR updates. Optimum's dedicated Support Representatives give your company the individual attention it deserves. Optimum Payroll clients process over 12 million paychecks annually. Contact Optimum today to learn more about their in house HRIS solutions for your business. OptimumHRIS.com

For more than 16 years, B&L Information Systems has relied on Progress Software to power the Odyssey ERP solution. With offerings spanning web, mobile and data for on-premise and cloud environments, Progress is a global leader in application development, empowering the digital transformation organizations need to create and sustain engaging user experiences in today's evolving marketplace. Since 1981, Progress has been committed to delivering innovation to customers and partners to dramatically improve the development, deployment, integration and management of their business applications. Today, Progress solutions are in use by 50,000 businesses and four million application users around the world.

## As we celebrate our founding 40 years ago, we honor our clients who have trusted us since our founding decade.

**Aero Metals, Inc.** of LaPorte, Indiana provides customers around the world with precision investment castings to their finish needs.

**Beaver Valley Alloy** of Monaca, Pennsylvania is a forward looking specialty steel foundry producing quality castings in: carbon and alloy steels, stainless steels, tool steels, Hadfield manganese steel, alloy irons, and nickel-based alloys.

**Plymouth Foundry Inc.** of Plymouth, Indiana is an ISO 9001:2000 certified custom manufacturer of gray and ductile iron castings and CNC machining nationwide.

In operation since 1933, The **Quality Castings Company** of Orrville, Ohio is a recognized leader in both high-volume and short-run production of the finest quality castings available in gray iron and ductile iron.

**Urick Ductile Solutions** of Erie, Pennsylvania is a state-of-the-art manufacturer providing ductile solutions for a variety of companies in a wide range of industries.

# Internet of Things

*Six Great Reasons Why You Should Innovate Now by John D. Littler, former President & CEO of Littler Diecast Corporation (first published in the Fall 2015 Casting Call)*

**LITTLER DIECAST**
CORPORATION
Innovation. Experience. Excellence.

The rate of technological change is increasing so rapidly that industrial companies can no longer afford to sit on the sidelines and think they can conduct business as usual. The Internet of Things (IoT) is advancing in our direction and it is changing everything from the way you manufacture products to the way you collect data and share information with customers, vendors and others. If you are not ready to adapt and innovate, your very business survival may be in doubt as you struggle to keep up.

According to Wikipedia, "The Internet of Things (IoT) is the network of physical objects or 'things' embedded with electronics, software, sensors, and connectivity to enable objects to exchange data with the production, operator and/or other connected devices…. It allows objects to be sensed and controlled remotely across existing network infrastructure, creating opportunities for more direct integration between the physical world and computer-based systems, and resulting in improved efficiency, accuracy and economic benefit." This same source predicts that by 2020, 50 billion objects will be part of the Internet of Things.

Here are six things to address as you prepare for manufacturing's future:

**Leverage Emerging Technologies:** The Internet of Things only has value if you know how to leverage emerging technologies like big data, mobility and the cloud. You can gain better control and more effectively manage your operations to produce faster results and develop new products more rapidly. With the Internet of Things, you can integrate into increasingly more sophisticated supply chains where participants network machinery, sensors and control systems together.

**Demonstrate Your Commitment:** Staying current with changing industry methods and advancements like the Internet of Things demonstrates your commitment to best practices and quality standards. It also helps you better meet your customer's short- and longer range production and delivery requirements.

**Prove Your Qualifications:** Investing in the latest industry certifications, ISO and other business and technology protocols demonstrates your commitment to best practices. You can't meet customer expectations if you are not up on the latest qualifications for bidding projects. And, while you are focused on qualifiers for success, make sure your team knows what you expect from them in terms of excellent service and high quality results delivered on time.

**Employee training needs can be tracked in Odyssey.**

**Improve Quality Processes:** With the advances in technology coming on stream today and in the near future, customers have an increasing expectation for data that proves quality. When it comes to quality, spend more time upfront with your customers to communicate your capabilities and to manage expectations. Help your customers understand your processes so they have realistic expectations for quality based on those processes and the data you collect from deploying the latest technology.

**Odyssey has tools to connect smart machines.**

**Aid Your Communications:** In house, build bridges through cross-discipline work teams and informal gatherings designed to bring your people together. Consider an occasional internal networking event so people can get to know each other better and more fully understand how the Internet of Things affects the data they work with every day. For customers, improved communication will mean sharing data generated by your manufacturing operations. This data allows everyone in the supply chain to tweak their product designs and processes for greater efficiencies and control.

**Odyssey has been a leader for years in dashboard and KPI technology. Common customer choices in dashboards include: Order Information, On time Delivery Performance, Quality Concerns, Corrective Actions Reports, Current Inventory and Payment schedules on one, easy-to-read dashboard.**

**Increase Business Profitability:** Ask yourself what is important to your success. Figure out how to measure these indicators of successful company performance. It's an old adage, but it's as true today as it ever has been despite our world of change: you can manage what you can measure. What is changing is your access to data that was never available before. The other big change is the way supply chains integrate together and share data like never before. Be prepared for an increasingly more open world in which protecting your intellectual property will become increasingly more difficult while at the same time more important.

**If you can track it, you can improve it – Odyssey has tools for this purpose.**

Preparing for the Internet of Things, as a way to continue to meet customer quality expectations and filling customer needs is one of the reasons we invite prospects and existing clients to visit the Littler Diecast operations. Consider this your invitation to meet our people and see how we can meet your casting production requirements.

**Odyssey intersections with the Internet of Things (IoT) provided by Patrick McCrevan. Patrick is an Account Executive at B&L and can be reached at <u>PMcCrevan@BLInfo.com</u> to further discuss the IoT.**

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