



B&L NEWS

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ENTERPRISE RESOURCE PLANNING FOR METALCASTERS

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Highlights of Spectrum 2021

Spectrum 2021 was a success thanks to our staff and customers. Our highly anticipated user conference was hosted at the fabulous Marriott Orlando World Center. The event kicked off in the beautiful Florida sun with a golf outing Sunday morning. That evening, we held a dinner reception with live music from B&L's own, Shelby Lentz.

Our guests enjoyed two full days of mini-classes and networking opportunities. The general session took place Monday with breakout sessions and one-on-ones to follow. Breakout sessions included numerous mini-class options, a panel discussion, customer case studies, and multiple networking opportunities. A highlight session was the Odyssey

App presented by Don Milham. The second day began with our keynote speaker, Dr. Kevin Mays who spoke on "Foundries of the Future."

Monday night, a fan favorite was our dinner held at The Edison in Disney Springs. This "Industrial Gothic" style restaurant, bar was 1920s themed. We were treated to swing jazz music from a live band, stilt walkers, and a magician.



Thank you to our 2021 Spectrum Sponsors:

- Gold Sponsor, Danly Consulting Services
- Silver Sponsor, Radley

We were excited to finally be back in person. 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!



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Q3 Signings

B&L Information Systems, global leader in ERP software for metalcasters, is proud to announce continued growth in Q3 2021. During the July – September 2021 timeframe, new metalcasting companies signing to the Cloud-based Odyssey ERP software system included:



- **The Lawton Standard Co.** Serving four locations: The C.A. Lawton Co. of Depere, WI and Minster, OH; Temperform of Nov, MI; and Penn-Mar Castings of Hanover, PA. 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.



- **Avalon Precisions Metalsmiths of Cleveland, OH.** Avalon, founded in 1982, and Precision Metalsmiths, founded in 1945, utilize state-of-the-art robotics and automation in all their processes, helping produce intricate, high precision, near-net metal parts from a range of ferrous and non-ferrous metals.



- **Alliance Metals USA of Leighton, AL.** Alliance Metals is a secondary aluminum smelter. The company prides itself in producing high quality specification alloys in various shapes and providing excellent customer service.

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 2021.

Three companies went live with new installations of Odyssey ERP in the third quarter of 2021:



- **Precision Castings of Tennessee.** Founded in 1977, Precision Castings of TN has rapidly grown to become one of the leading investment casting design and engineering foundries in the United States. With 30 years of producing high quality netshape castings, they set the industry standard for quality casting control.



- **Grede – Brewton Plant – of Alabama.** Grede is the leading developer, manufacturer assembler and supplier of ductile, gray, and specialty iron castings and machined components for automotive, commercial vehicle and industrial markets.



- **Sawbrook Steel Casting of Ohio.** For more than 90+ years, Sawbrook Steel Castings Company, located in Cincinnati, Ohio, has been providing customers with high quality steel castings for numerous markets and industries. With many years of expertise, Sawbrook Steel Castings Company has been a leader in the production of low carbon, low alloy steel castings.

Staff Promotion



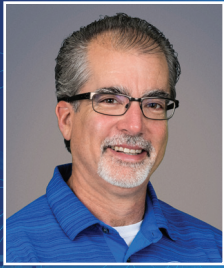
B&L Information Systems is proud to announce a promotion within the Business Development department, which specializes in the marketing and expanding B&L’s business.

We are pleased to announce the promotion of Jim Eaton to Vice President - Business Development. Jim Eaton joined B&L’s Business Development Department as the department’s manager in late 2019. Eaton has more than 13 years of experience in executive sales management including for a leading safety manufacturer. He has also worked in product development and manufacturing engineering. Eaton holds an MBA from Indiana University’s Kelly School of Business and a BS in Mechanical Engineering from Purdue University.



New Staff

B&L is pleased to welcome Andrew Hoesel to the Professional Services Department as a Support Representative. Andrew joined B&L Information Systems in mid 2021 and holds an Associates degree in Graphic Communication from Baker College -Muskegon, MI. He has a diverse background spanning from customer service in food and retail to Team Lead in the manufacturing industry.

ODYSSEY UPDATE

**Brad Clark, Vice President
Research & Development**

Odyssey 6.3.4

As each release of Odyssey is planned out, we look to add enhancements to improve the core functionality of Odyssey, and 6.3.4 is no exception. With nearly 50 new enhancements, Odyssey continues to add core business application improvements to help you run your business. Along with

adding functional upgrades, B&L is committed to making Odyssey the highest quality metalcasting ERP software available. With 6.3.4, there are many stability and performance fixes to ensure Odyssey runs as smoothly as possible. For those running in the B&L Cloud, 6.3.4 completes many behind-the-scenes technical infrastructure changes that will solidify Odyssey's efficiency and stability. We continue to add layers of security to protect your data and ensure the B&L Cloud is resistant to cyber-attacks. Over the last year, we have improved our disaster recovery processes to ensure the integrity of your data in the event data recovery efforts are necessary. All of these endeavors are designed to help you make better decisions faster.

Among the new enhancements is a new Process Management feature that splits processes and project management information from the Corrective Action Reports Quality module and into the Plant Scheduling module. This allows quality engineers to keep their quality information separated from other process and project management information. All the functionality of the CAR system remains but through a new set of separately secured screens available from the Plant Scheduling module.

Another new enhancement is the ability to automatically relieve bill of material items in decimal quantities. New fields have been added to material inventory to manage decimal quantities for stocked items. Material adjustments can be made with decimal quantities, but manual issues and physical inventories must still be done with whole numbers. This new feature is controlled by a system configuration, so you must activate this option before you can take advantage of it.

Within the Requisitions module, you can now reject requisitions. Using the email notification system allows you to notify the requestor their requisition has been rejected. Rejected requisitions can be deleted, closed, or unapproved. Once unapproved, the issues causing someone to reject the requisition could be addressed and made available for proper approvals.

For investment foundries, an enhancement was added to allow the scheduling of partial trees. Typically, the system rounds up the scheduled quantity to match the full tree. For those investment foundries working as a job shop where full trees are not always poured, this enhancement will allow scheduling only a partial tree. This is controlled by a system configuration and only works

when investment foundries use the 1 part method to schedule the pouring operation (where the metal is relieved).

These are just a sampling of the business enhancements that are available in Odyssey 6.3.4. Please visit Rapid Support or contact support for a complete list of enhancements and the stability improvements made to Odyssey 6.3.4.

As we look to turn the page on 2021, the developers in the R&D department are looking to keep the enhancements coming. The best way to get your ideas into Odyssey is to add them to the community feedback forum and vote on your favorites. The feedback forum can be accessed from our website, or you can contact support for information on accessing the forum.

Odyssey 6.3.4 will be released on November 2nd with initial limited availability. For on-premise customers, please contact the Technology Team to schedule your upgrade. The B&L Cloud will be updated to Odyssey 6.3.4 on November 14th.

Q4 Classes

Boot Camp

November 15, 2021 - November 16, 2021

Hybrid: Online/4707 Rambo Rd, Bridgman, MI 49106

This hands-on two day, in person and virtual class provides a high-level overview of ALL modules in Odyssey Web UI, ideal for users in the implementation process or new employees needing an introduction to Odyssey. This class is offered in Web UI (User Interface) only. Two key business processes covered in the software is Quote (new jobs) to Cash (post customer payment) and Requisition (for materials) to Pay (supplier payments) and everything in between. You will create a new product (casting) and follow it from Production (WIP), Quality, Finished Goods Inventory, Shipping, Billing, Cash Receipts. Job costing is also covered as well as other end user tools in Odyssey. Computers, internet access, training materials, snacks and lunches provided. Please come see out brand new training facility!

Crystal Reports

November 17, 2021 - November 18, 2021

Hybrid: Online/4707 Rambo Rd, Bridgman, MI 49106

By the end of this hands-on 2 day, in-person and virtual class, you will be able to complete the following: Create a Crystal Report using Odyssey data and the standard report wizard. Modify and refine the results of that report. Create a new Odyssey report by modifying an existing report. Create a new Odyssey report without using the report wizard. Set up new reports to be accessed from within Odyssey. Computers, internet access, training material, snacks and lunches will be provided. Please come see our brand new training facility.

Classes will be held hybrid: online and in-person at B&L! Please see our website for full details. (BLInfo.com/Classes)



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Spectrum Sponsors

**Thank you to our 2021 Sponsors,
Danly Consulting and Radley Corporation.**



DANLY CONSULTING SERVICES

Danly Consulting Services, LLC 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
- Mergers and acquisitions
- Business growth

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. Danly-Consulting.com



Radley Corporation launched its EDI platform as part of the original Ford supplier pilot program in 1983, and has been B&L's go-to

EDI provider since 2000. Radley provides 100% plug-n-play integration with B&L's EDI gateways. Their staff of EDI experts maintains 24/7/365 compliance with OEMs from Chrysler to Cat to Kohler, Mack Truck to Mercury Marine, Harley Davidson to Herman Miller, plus their Tier 1 suppliers. Whether ANSI X12, EDIFACT, XML or even CSV, Radley translates and automates virtually any data format for B&L. Dozens of B&L user companies utilize Radley – and skip the usual integration challenges, compliance headaches and cost overruns. When your customers demand EDI from your company, you can rely on Radley make EDI work right the first time!

B&L also recommends Radley Corporation to provide Odyssey users with Zebra data collection hardware products. From rugged portable data collection terminals and tablets, scanner imagers, bar code label printers, labels and ribbon - Radley is your one-stop shop for Zebra data collection hardware models and printer media approved by B&L Information Systems to work with your Odyssey data collection solution.