



B&L NEWS

ENTERPRISE RESOURCE PLANNING FOR METALCASTERS

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Spectrum 2017



Join us in Tucson Arizona September 24th-26th

Registration is now open for B&L's premier user event, Spectrum. Hosted yearly at different locations, this is a unique opportunity for metalcasters who use Odyssey to gather, learn, and network during this 3-day event.

Spectrum kicks off with an optional golf event Sunday morning and a Sunday evening welcome reception. Throughout Monday and Tuesday, a variety of class options range from B&L led classes, panels of metalcasters sharing best practices, classes taught by other Odyssey users, and insights into where Odyssey is headed. Networking time and activities are built into the schedule through generous breakfast and lunch breaks, plus both the Sunday evening welcome reception and the Monday evening fun event.

Full details available at our secure events platform: <https://events.bizzabo.com/BLspectrum2017>

Upcoming summer classes in Bridgman

Data Views, IVs & Dashboards	May 18, 2017 (Special 1-day class)
Shop + Heat Planners Scheduling Tools	June 20-21, 2017
Crystal Reports Class	August 9-10, 2017
Odyssey Boot Camp	August 15-16, 2017

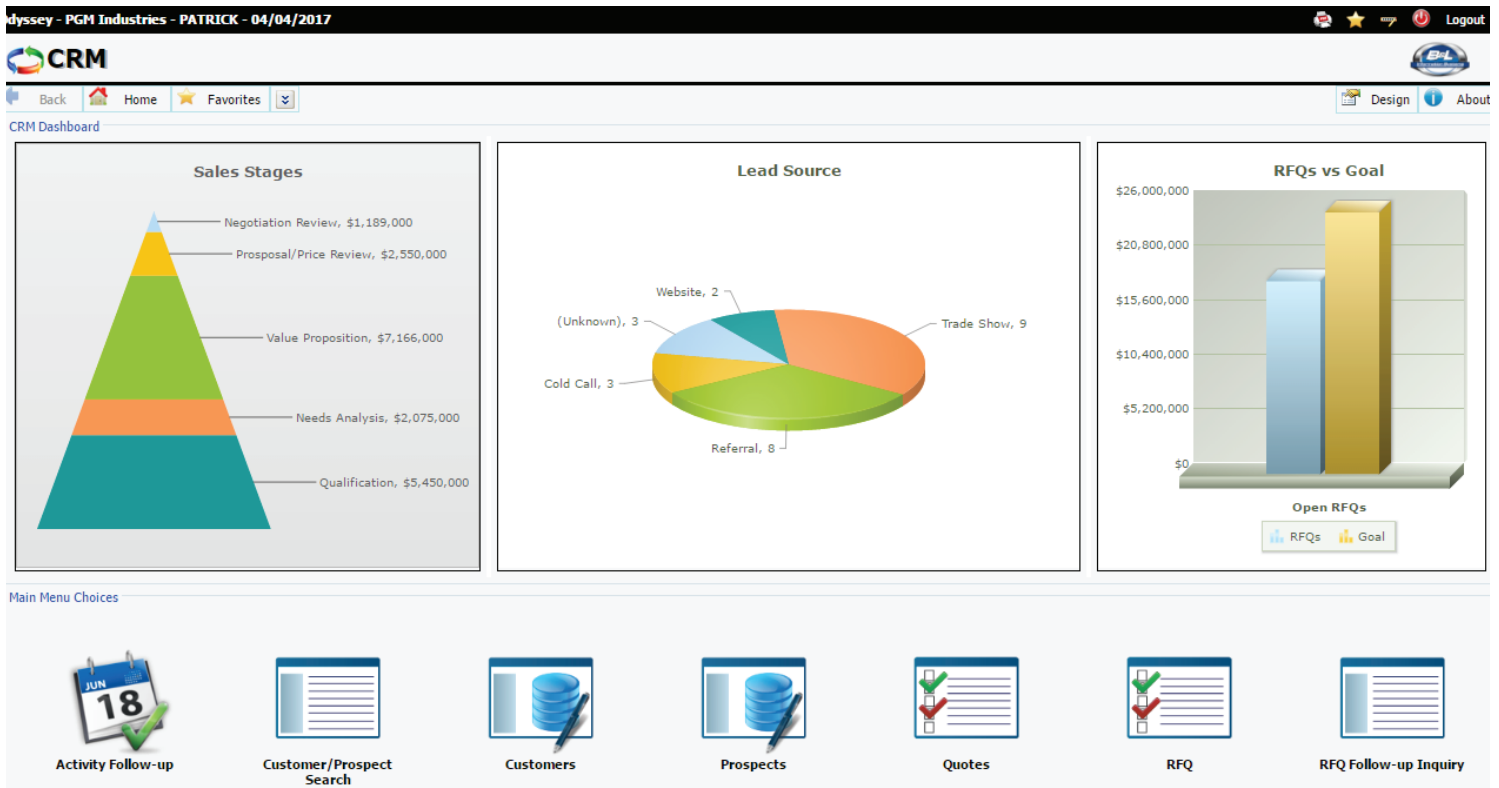
Check BLInfo.com for more details

Odyssey 5.0 MR3

Odyssey 5.0 MR3 information is now available via the B&L customer portal (Customer Login) for customers who host Odyssey on their own servers. Any assistance needed in the update process is free for any customers on maintenance with B&L. Odyssey customers on the B&L Cloud will be contacted by B&L's Technology Department with the update schedule, as **Technology will be using this opportunity to move all Cloud users to the more secure HTTPS environment.**

If you need assistance with downloading or installing the latest Maintenance Release, please contact the support group at Support@BLInfo.com or 269.465.6207 ext. 829.

Every Odyssey Maintenance Release includes enhancements from the Customer Feedback Forum. Odyssey 5.0 MR3 is no exception, and is comprised of more than 300 specific enhancements. Of significant note are the handful of MR3 enhancements focused on the Odyssey's new CRM module: **Dated Notes for RFQs, Email Signature, Social Media links for both contacts and customers, and RFQs and Quotes for Prospects (Web UI Only).**



Data simulated

CRM has been a B&L customer request in the last few years, as Odyssey users have seen a need for an ERP system which is integrated with CRM and allows their customer data to be enriched with information, such as: supply chain management details, purchase history, billing and shipping details, accounting and financial information. After announcing the first iteration of Odyssey's CRM at Spectrum 2016, the R&D team sat down with customers post-Spectrum and discussed how a CRM would benefit them and what additional functions they would like to see in an Odyssey CRM. With the release of Odyssey 5.0 MR3, the end result is that Odyssey ERP users from every area of the business - whether in sales, management, or right on the shop floor - can access critical client-specific information via the Odyssey CRM module to help provide superior customer service and better fulfill their job function.

Odyssey CRM is a new module of the Odyssey ERP system available via the Web User Interface (UI). If you would like to learn more about the Odyssey CRM, please contact our Support team (Support@BLInfo.com).

Quality at Maynard Steel



Spectrum 2016 Presentation by Megan Sokolowski of Maynard Steel Casting Company

While every company has their own way of recording and analyzing their information, we all have the same goal - to produce the best product as possible. Odyssey is built for metalcasters and can be customized to a company's requirements. This article explores how Maynard regularly uses the following Quality Tools in Odyssey:

- Scrap
- RMAs
- Lot Tracking
- Heat Tracking
- Heat Treat Batches

Why use the **Scrap** module in Odyssey? Scrap is always something a company wants to keep track of. With Odyssey, the reports show the top 5 scrap reasons and top 5 products being scrapped out. Specifically Maynard uses these 3 reports to keep track of scrap:

- Details Scrap by Product
- Scrap Analysis by Reason
- Product Scrap Analysis

Maynard also conducts a monthly review of each department's Internal and Return scrap rates.

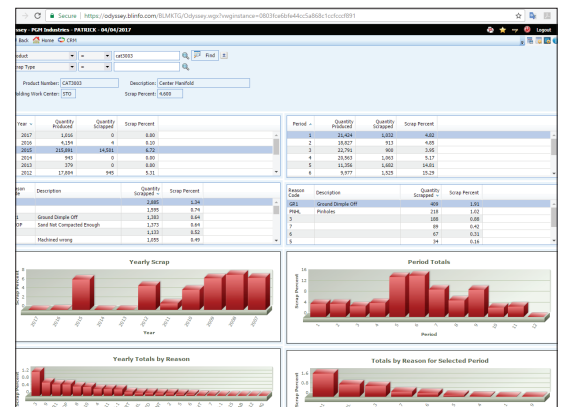
The **Hold and Returns Tracking module (RMA's)** allows you to view the customer, product, quantity and reason why the customer had an issue with the product. Additional details include resolution of the return issue. The available notifications and pre-sets make tracking any issues – whether from a product stance or a customer expectation concern – easy to discover. Knowing the issue is the first step in resolving it.

If you use certifications, the **Lot Tracking Module** is an easy way to manage that information as all products specifics (heat, chemistry, metal type, specification code to product, weight poured, and serial number) are all available. At Maynard Steel, from Heat Tracking to Lot Tracking, we can provide a certification of chemistries and materials tested on a specific casting or for a range of castings.

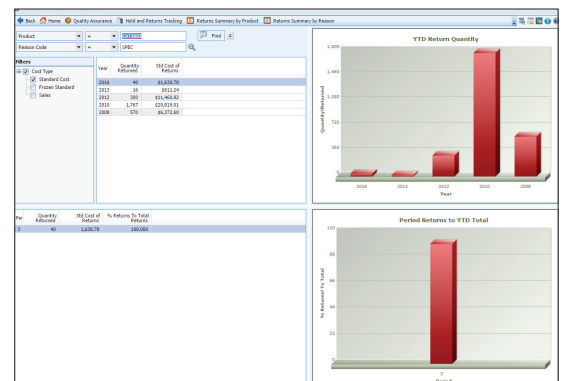
Heat Tracking allows you to track chemistry from every heat – manually or with a spectrometer. At Maynard Steel, our metallurgist and metal lab supervisor review this information daily. We also house it in a database to further analyze for future projects.

Heat Treating Batches are very helpful in tracking and recording information. The level of customization includes type of heat treatment (green normalize, water quench, normalize, temper, stress relieve) and heat treat cycles (ex: 1650 degrees for 5 hours or 900 degrees for 6 hours, etc.) This data is critical for cost improvement project, especially those related to ISO.

All companies are always looking to improve in one way or another, and Odyssey allows for that continual improvement growth as we have seen at Maynard Steel. Via the Customer Feedback Forum, you can even be part of that improvement by submitting your thoughts on ways of doing things in Odyssey. I've done that a few times – my job is in Quality, after all!



Data simulated



Data simulated

CUSTOMER SHIPMENT INFORMATION	
Customer: [REDACTED]	PURCHASE ORDER #: 528
Pack Slip: 456	QTY: 200
Date: 10/14/2015	ALLOY: ALLOY 4-High Chrome Steel
Part #: [REDACTED]	GOV CONTRACT #: [REDACTED]
REV #: C	DOD PRIORITY RATING: [REDACTED]

STATEMENT OF CONFORMANCE				
The parts finished under the purchase order and packing slip noted above were produced from materials for which it has available for examination chemical analysis physical test reports or other evidence of conformance to applicable specifications. And, that all processes required in the production of these parts were performed by a facility specifically approved by the supplier's cognizant government agency and/or Customer Engineering Department when such approval is required by an applicable specification as indicated.				
Certified that the whole of the supplies detailed herein have been inspected, tested and - unless otherwise stated - conform in all respects with the requirements of the order.				
Material or Process	Specification	Revision	Class	Processing Facility
MATERIAL SPECIFICATION - AL	AMS-A-21180	B	10	MAGNESIUM ALLOY PRODUCTS COMPTON, CA VC 100333
SOLUTION HEAT TREATMENT	AMS2771	E		COAST HEAT TREATING LOS ANGELES, CA PQA 204
PRECIPITATION HEAT TREATMENT	AMS2771	E		MAGNESIUM ALLOY PRODUCTS COMPTON, CA VC 100333
CLASSIFICATION AND INSPECTION	AMS2771	A	4	AIRCRAFT XRAY LABORATORIES HUNTINGTON PARK, CA PQA 062
PRE-PENETRANT ETCH	STP 57-301	W		AIRCRAFT XRAY LABORATORIES HUNTINGTON PARK, CA PQA 062
PENETRANT INSPECT	STP 53-201	N		AIRCRAFT XRAY LABORATORIES

Data simulated

Q1 Updates

B&L Information Systems is proud to announce additions to the Odyssey family of customers, in Q1, 2017, three current B&L customers have signed on to switch from AS-400 based BLIS software to the browser-based Odyssey ERP system: **Aarrowcast, Inc of Shawano, Wisconsin; California Castings of Richmond, California;** and **Lemfco, Inc of Galena, Illinois**. The advantage of an industry specific ERP also attracted a new customer to the Odyssey fold, **Alcon Industries of Cleveland, Ohio**.

Also in Q1 2017, B&L's Professional Services Department brought four additional customers online with Odyssey ERP software implementations. Among the "go-lives" were several former BLIS customers who had upgraded to Odyssey: **Rochester Metal Products of Rochester, Indiana,** and **Metal Technologies Incorporated's Ravenna location**. Additionally, **Fonderie Poitras of L'islet, Quebec** in Canada installed Odyssey as their first full ERP system as did **Cushman Foundry of Cincinnati, Ohio** in an accelerated 28 day "go-live"! As a newer foundry organization, Cushman needed to be able to scale up quickly to ship product and receive payment; Odyssey allowed them the flexibility they needed to install and start using what they needed quickly.



Spectrum 2017, the conference for Odyssey users, will be hosted in beautiful Tucson, Arizona at the Hilton El Conquistador. Join us September 24th – 26th to learn, enjoy and connect.

Full event details available at:

<https://events.bizzabo.com/BLspectrum2017>