



B&L NEWS

ENTERPRISE RESOURCE PLANNING FOR METALCASTERS

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CEO'S CORNER



Phil Laney, CEO

to prepare for implementation of these two key payback modules. We're also seeing great interest in the new CRM (Customer Relationship Management) module as well as SFM (Shop Floor Manager, e.g. Data Collection), Quality Assurance and Maintenance Management. Whatever your ERP goals are for 2018, we stand ready to help.

I would also like to announce two major customer events for 2018: 1) Spectrum – the Odyssey Users Group Conference. September 16-18 at The Hutton Hotel, Nashville, Tennessee 2) the return of the B&L Executive Conference on May 24th. This one-day conference is designed for C-level management for our customer sites. The morning session will take place at the B&L offices in Bridgman, Michigan and the afternoon will be spent watching the pros at the KitchenAid Senior PGA Tournament at Harbor Shores, Benton Harbor, Michigan. More details to follow for both, but mark your calendars.

Have a great 2018 and, as always, thank you for your business.

2017 was a great year, in fact, a record year for B&L in two ways: 1) most go-live implementations ever (see inside) and 2) record total sales. But we won't rest on our laurels. 2018 promises to be just as exciting. We continue to work with our implemented customer base to expand adoption of the Odyssey ERP system. Two modules that seem to be the "holy grail" of ERP implementations, and are the focus of many are Production Scheduling and Job/Standard Cost. Many of our customers are busy refining their routings and BOMs

Executive Conference May 24th



Spectrum 2018 September 16th - 18th



Will we see you?

B&L will be attending these upcoming industry events and we hope to see you there!

NADCA West (1/11-1/12)

NADCA Executive Conference (2/25-2/28)

INCMA Legislative Conference (2/7)

AFS Metalcasting Congress (4/3-4/5)

AFS Wisconsin Regional (2/14-2/16)

ICI Spring Management Meeting (4/15-4/18)

We hope to see you soon!

JANUARY

- Alcon Industries ●
- LEMFCO ●
- Cushman Foundry, LLC ●
- Rochester Metal Products ●

FEBRUARY

- Aarrowcast, Inc ●
- California Castings ●
- Metal Technologies, Inc. (Ravenna) ●
- Pace Industries ●

○ B&L receives Progress Software's SaaS Excellence Award



Bonni Sullivan joins Professional Services

MARCH

○ Matt Gacek writes article for Foundry Management & Technology on Why CRM Matters



○ Odyssey 5.0 MR 3 released

APRIL

- Fonderie Poitras Ltee ●
- Twin City Die Castings ●
- Pace Industries (Airo) ●

MAY

○ B&L receives Bronze Stevie Award



Austin Brown joins R&D Department

LEMFCO ●

Metal Tech (Three Rivers) ●

JUNE

- Quality Electric Steel Castings ●
- Dalton Corporation ●
- Aero Metals, Inc ●
- Canada Alloy Castings Company ●
- ADC Die Casting (Elk Grove Village) ●

● Go-Lives

● Odyssey Signings

New Year. New Interface.

By now you have heard about the Odyssey Web User Interface (UI). For current customers, the Web UI is a **no charge upgrade** to the latest technology. What makes the Web UI different? It is a browser-based, easy to use and personalize interface that includes important ERP enhancements such as Customer Relationship Management, Shop Planner (B&L's new scheduling tool), and the ability to embed graphic Key Performance Indicators. Frequently asked questions include:



- How do we get started?
 - B&L's Customer Support Desk suggests starting with the B&L Rapid Support documents titled "How to get Started in Web UI"
- Do we have to be on the B&L Cloud to use the Web UI?
 - No, your company doesn't have to be using the B&L Cloud to use the browser-based Web UI. Individual users can start switching over immediately
- How much does this change cost?
 - You get the latest technology...at no charge
- Is Odyssey Windows UI going away?
 - No, B&L has no plans on sun-setting the Windows UI. However, many enhancements (like the CRM, Shop Planner, etc) will be done only in Web UI

To get started, please reach out to your project consultant or the Support desk.

Out & About



B&L Support Desk staff, Taylor Holm, talking through some system setting options and reports during a recent visit to Gartland Foundry Co., Inc (Terre Haute, IN).



From left to right: Kristine Craft (B&L), Rusty Hochhalter (Gartland), Todd Elrick (B&L), Don Powell (Gartland), Bill Bruce (Gartland), Joe Harmon (B&L) and Taylor Holm (B&L).

Going Big

Shrinking computer size leads to larger displays.

Changing the face of technology on the shop floor, the new inexpensive “mini” computer options (Raspberry Pi, Chromebox, and Intel Compute Stick, to name a few) coupled with a display monitor are creating inexpensive communication solutions tough enough for a manufacturing shop floor. B&L staff is seeing this setup used in a variety of applications from shop floors, to break rooms, and even to wall displays in executive offices. This is a simple way to create displays ranging from a standard 19” desk monitor to a large screen 60” TV.



Internet of Things

Harnessing technology for productivity

The IoT is changing how things are done in manufacturing and creating more efficiency in how things are made. In a recent report, 62% of manufacturers noted that they are planning to do more shop floor automation due to the connectivity provided by the cloud. Right now, we see customers pairing ERP with Programmable Logic Controllers (PLCs) and the Cloud to create true two-way communication, free from data errors. There are a growing number of metalcasters who use this technology pairing to extract data from their equipment PLCs directly into their Odyssey ERP, including Chicago White Metal Castings, Inc (Bensenville, Illinois) and Pace Industries Inc. (Fayetteville, Arkansas). This gives their staff real-time information on production tracking which allows everyone to work from a single source of information.

Chicago White Metal Casting, Inc.



Bringing Metalcasting to the Classroom

Bremen Castings, Inc was kind enough to let Patrick McCrevan, Account Executive at B&L, borrow their Foundry in a Box for some hands-on learning at a local Michigan school. Twice in December 2017, Patrick took on the challenge of bringing metalcasting into a local middle school science class to present manufacturing to the students. The kids had a blast creating molds and took turns being the melt master.



JULY



Joe Harmon writes article for Foundry Management & Technology on Cyber Security

-
- Diamond Castings & Machine Co. Inc.
- Lee Brass Company
- Pace Industries (Patterson)

AUGUST

B&L launches new website

- Faircast, Inc
-
- General Die Casters Inc
- Southeastern Foundries Corp

SEPTEMBER

Spectrum 2017



Dick Laney Memorial Scholarship awarded to Kyle Harmon

-
-
- State Line Foundries
- Faircast, Inc
- Metal Technologies, Inc. (Auburn)
- Pace Industries (Mangas Tool)

OCTOBER



Aaron Stovall transfers to Professional Services

B&L wins TMT technology award



-
- Liberty Castings
-
- Oil City Iron Works

NOVEMBER

- Pace Industries (Grafton)

DECEMBER



Chris McNeil joins Customer Support Desk

B&L wins US Business News award



- California Castings, Inc.
-
- Madison-Kipp Corporation
-
- Superior Brass & Aluminum Casting Co.



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Learning Opportunities in 2018

Join us at our Bridgman, Michigan office for small, in-person group classes. You'll have on-site access to a team of trainers and in-house expertise. All classes are hands-on. Bring your questions!

Classes	Q1	Q2	Q3	Q4
Admin – Web Transition		4/11 – 4/12		
Boot Camp	2/7 – 2/8	5/21 - 5/22	8/14 - 8/15	11/05 - 11/06
Crystal Reports	2/5 -2/6	5/23 - 5/24	8/16 – 8/17	11/7 – 11/8
Data Views/IV/Multi Views/Dashboards	3/13 – 3/14	6/13 – 6/14		
Executive Conference		5/24		
Inventory Control			7/25	
Spectrum* (Odyssey Users' Conference)			9/16-9/18	

**Hosted this year in Nashville*

See our website: BLInfo.com/BLClasses for additional information.