Aaron Stovall
Professional Services

## A Year of Firsts

In the July Foundry Management & Technology, you may have spotted a familiar name – Aaron Stovall!

In February 2019, Aaron hosted his **first** B&L webinar to overview Odyssey's Maintenance Management module. After, he wrote up a brief summary for the customer e-newsletter of what was covered during the webinar.

- Master Tables and setup
- PM Setup and Scheduling
- Work Orders
- Scheduling Tools
- Entering Production and Readings against Work Orders

Based on that e-newsletter write-up, Foundry Management & Technology invited Aaron to write a longer article on the importance of maintenance management to improving efficiency and productivity. Aaron's **first** article appeared in the July 2019 issue of Foundry Management & Technology.

Congratulations Aaron!

You can read the full article at the Foundry Management & Technology website (https://www.foundrymag.com/simulationit/managing-maintenance-boost-performance-productivity)

*Side note – if one of the B&L customer webinars caught your eye but you couldn't make it, check out Rapid Support. All Odyssey webinars are posted there.*

### Managing Maintenance to Boost Performance, Productivity
*Staying ahead of the repair cycle can be challenging – and that's where maintenance tracking and management software can help.*

Aaron Stovall

## Industry News

B&L Information Systems is proud to support the metalcasting industry with thought-leadership articles on technology topics. In the last year, these are just a few of the articles we've written for Metal Casting Design & Purchasing (now Casting Source) and Foundry Management & Technology.

Read our industry articles at BLInfo.com/media.

### SURCHARGES AND WHAT THEY MEAN FOR BUYERS & SELLERS

### Evaluating and Changing the Learning Curve

### You Cannot Afford Complacency

### Transparency Through Technology

# Signings

## New Customers

We welcome the new customers signed so far in Q3 2019.

- **D&L Foundry** of Moses Lake, Washington, is an ISP-9001-2008 certified facility specializing in iron construction castings.
- Muskegon, Michigan-based The Eagle Group started up a new company, **Eagle Permanent Mold**, which will be implementing Odyssey ERP.
- **Effort Foundry** of Bath, Pennsylvania is a supplier of high-integrity steel castings for the pump, valve, nuclear, power generation, and military industries.
- **Kimura Foundry America** at their new U.S. location in Shelbyville, Indiana where they will be using 3D printing molds for their iron and steel products.

## Customer Conversions

Several current customers also extended their use of B&L software in Q3 2019.

- Prior BLIS customer **Wisconsin Aluminum Foundry** has kick-started the conversion process by signing with Odyssey.
- **West Coast Foundry** of Huntington Park, California has converted their on-premise Odyssey use to the improved security and built-in redundancy of the Odyssey in the B&L Cloud.

# Customer Go-Lives



- In August, **Horizon Metals Inc.** of Nephi, Utah went live with Odyssey. As part of their go-live, Horizon substantially increased their Odyssey user count as well as Shop Floor Manager licenses to start taking advantage of the improved efficiencies of real-time information between the shop floor and front office. Horizon Metals is an iron and steel foundry and machining facility.
- In August, **Cast Metal Technologies (CMT)** of Winchester, Indiana went live. This is one of three Cast Metal Technologies facilities, owned by Delaware, Ohio-based Liberty Casting Company, going live this year with Odyssey. CMT increased their Odyssey user count as part of the go-live which included making core room operations part of the Odyssey information flow. CMT is a jobbing foundry specializing in aluminum and zinc castings and machining.

# New Staff


Joshua Scott

Joshua Scott has joined the Technology & Support Department as Systems Engineer and will focus on technology related support inquiries along with helping in the maintenance of the B&L Cloud software and services. Josh has extensive experience supporting the intersection of hardware and software needs. Early in his career, he also worked in die cast manufacturing. Josh holds an AAS in Informational Technology from ITT Technical Institute in Grand Rapids.


Don Milham

Don Milham has joined the Research & Development Department as Software Development Engineer; he will be focused on supporting the mobile development of Odyssey. Don has been a software engineer for more than 15 years and is listed on two patents as part of his coding work. He studied Computer Science at Utah Valley University and Electrical Engineering at Brigham Young University-Idaho.

**ODYSSEY UPDATE**

Brad Clark, Manager
Research & Development

# Odyssey 6.2

Odyssey 6.2 is B&L's latest major software update release and includes nearly 150 enhancements covering nearly 30 different modules.  Although there is a wide variety of enhancements, the development focus on Odyssey 6.2 centered around three primary areas: Scheduling, User Experience, and the Odyssey Open Data API.
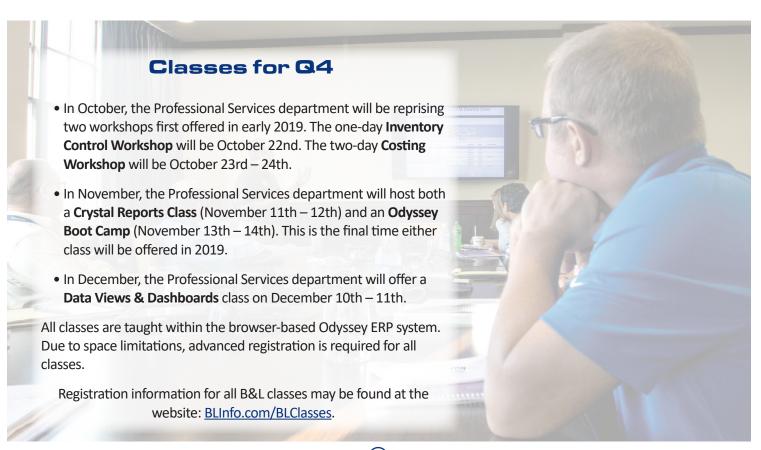
**Scheduling:** We understand how critical good scheduling is to your success. In Odyssey 6.2, the two major components of the scheduling enhancements include adding: 1) drag-and-drop capabilities to  Shop Planner, Heat Planner, and Flask Planner  and 2) the ability to report production by hour to generate operational efficiencies by the hour.  (Both of these enhancements were driven by customer requests and customer input.)

**User Experience (UX):** Our design team knows that if using Odyssey isn't easy, your staff has to work harder. We want to help them work more efficiently in a technological environment that feels modern.  The filters and starting-at areas have been rewritten in 6.2 to be more appealing visually, but more importantly, to be more efficient and flexible to use.  A highly requested enhancement was added to allow the sort order of profiles to be saved – which will allow individual users to see data in the order that they wish.  We expect this modernization effort to continue in upcoming releases of Odyssey to provide an elegant and modern metalcasting ERP solution.

**Odyssey Open Data API:** Odyssey 6.2 also introduces a major update to Odyssey's API.  The new Odyssey Open Data API (OODAPI) is a RESTful API that allows nearly any programing language to communicate with Odyssey to gather data for Business Intelligence or third-party interfaces such as an MES.

Like all releases, the majority of Odyssey 6.2's enhancements were driven by the Customer Feedback Forum.  This community forum allows Odyssey users to voice opinions on what their company and the industry need in an ERP designed for metalcasters.

Odyssey 6.2 is available for customers now at upgrade/BLInfo.com. As always, upgrade support is free for current customers and customers on maintenance.

## Classes for Q4

- In October, the Professional Services department will be reprising two workshops first offered in early 2019. The one-day **Inventory Control Workshop** will be October 22nd. The two-day **Costing Workshop** will be October 23rd – 24th.

- In November, the Professional Services department will host both a **Crystal Reports Class** (November 11th – 12th) and an **Odyssey Boot Camp** (November 13th – 14th). This is the final time either class will be offered in 2019.

- In December, the Professional Services department will offer a **Data Views & Dashboards** class on December 10th – 11th.

All classes are taught within the browser-based Odyssey ERP system. Due to space limitations, advanced registration is required for all classes.

Registration information for all B&L classes may be found at the website: BLInfo.com/BLClasses.

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• ERP selection and implementation
• LEAN manufacturing projects
• Process improvement
• Capacity constraints
• Production and inventory control systems
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• 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.

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!

**New in 2019**, 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 the Zebra data collection hardware models and printer media approved by B&L Information Systems to work with your Odyssey data collection solution.

**For more information see BLInfo.com/BusinessPartners. Hope to see you in Philadelphia!**