Editor:
Alexandria Trusov

Phone:
269.465.6207

Website:
www.BLInfo.com

User Experience Matters

Some of our best ideas happen when talking with customers. So, for 2018, B&L is hosting 2 user conferences!

May 24th, 2018 – The B&L Executive Conference

Designed for top management and executives at companies using Odyssey, the B&L Executive Conference is a full-day of real talk about getting ahead with Odyssey. In the morning, sessions will be hosted by both B&L management team members and other C-level Odyssey users to review real-life scenarios on how the Odyssey ERP System has improved a metalcasting operation. (All morning sessions will take place at the B&L corporate office in Bridgman, Michigan.) This conference features non-technical sessions with a focus on executive business concerns as well as the business benefits of an Odyssey implementation. The day will also include ample opportunities to network and idea-swap with other Odyssey executives while spending the afternoon watching the pros play at the KitchenAid Senior PGA tournament at Harbor Shores, Benton Harbor, Michigan.

September 16th – 18th, 2018 – Spectrum

Hosted this year in the musical hotspot of Nashville, Tennessee, Spectrum is the largest annual gathering of Odyssey users to be found! Spectrum offers a variety of options for learning and engaging with other metalcasters.

- An assortment of mini-classes allow users to dip into new interest areas of Odyssey.

- Round tables gather up best practices on hot technology and process topics among metalcasters.

- All of B&L's management staff is on-site and available for discussion.

Summer Classes in our Michigan office

- May 7th – May 8th – Odyssey Boot Camp
- May 9th – May 10th – Crystal Reports Class
- June 13th – 14th – Dataviews & Dashboards
- July 25th – Inventory Control Class
- August 21st – 22nd – Odyssey Boot Camp
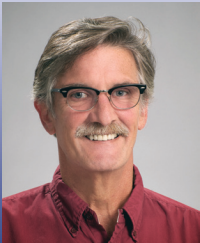- August 23rd – 24th – Crystal Reports Class

For more information on all our class offerings, please visit BLInfo.com/BLClasses

How many Odyssey modules are YOU using?

Whether you need help implementing Scheduling, setting up EDI or getting your financials off spreadsheets, Odyssey can help!
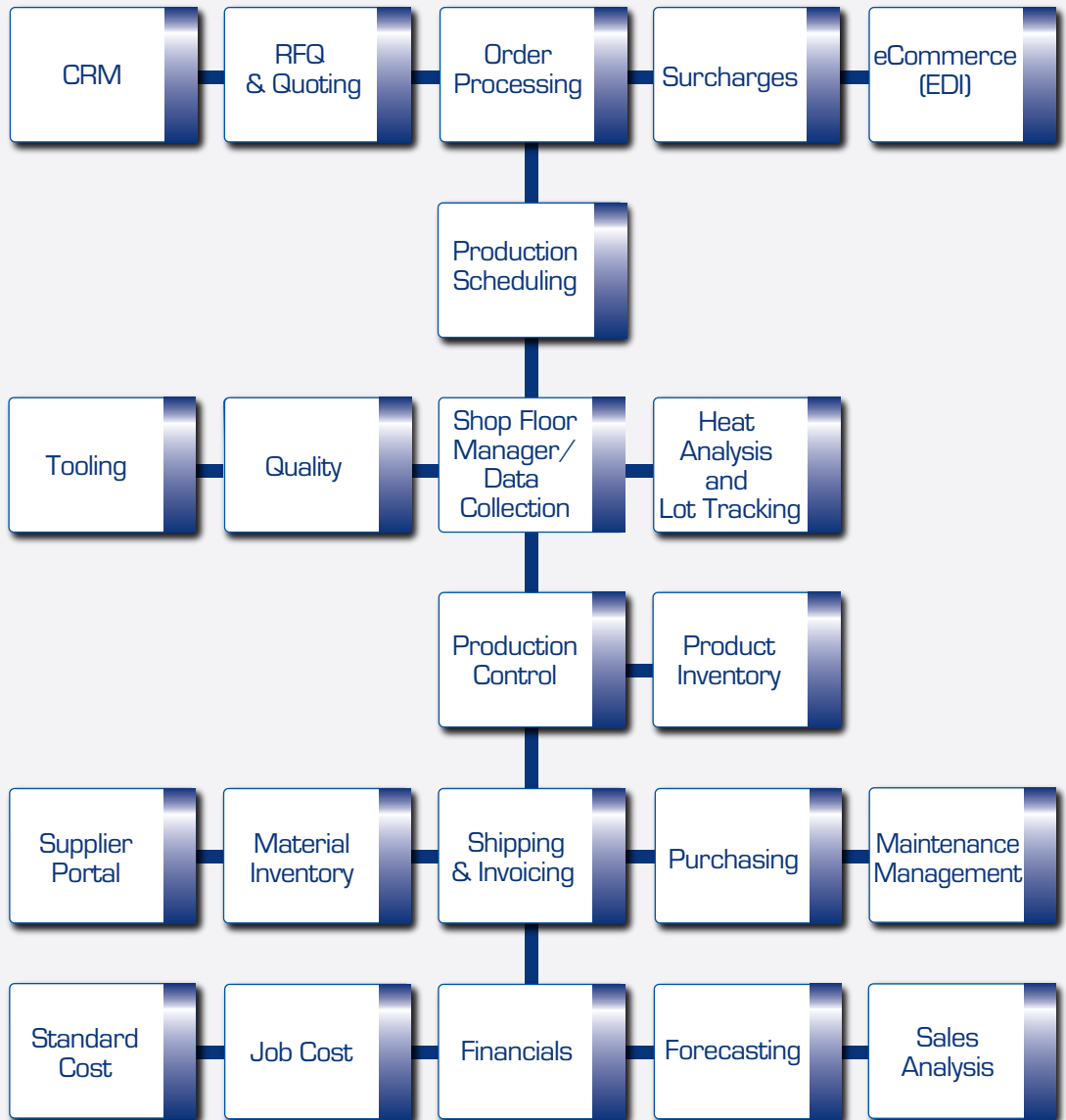
Matt Gacek

Patrick McCrevan

If you would like to get started with Odyssey, contact us at **Sales@BLInfo.com** with questions.

If you are currently using Odyssey and have questions, please reach out to us at

Training@BLInfo.com

Odyssey ERP

| CRM | RFQ & Quoting | Order Processing | Surcharges | eCommerce (EDI) |

| | | Production Scheduling | | |

| Tooling | Quality | Shop Floor Manager/ Data Collection | Heat Analysis and Lot Tracking | |

| | | Production Control | Product Inventory | |

| Supplier Portal | Material Inventory | Shipping & Invoicing | Purchasing | Maintenance Management |

| Standard Cost | Job Cost | Financials | Forecasting | Sales Analysis |

System Wide Features

- Multi-Company Capabilities
- Web Access in the Cloud
- Multi-Currency
- Crystal Reports
- Flexible Screen Designer
- KPIs, Graphs & Charts

B&L Information Systems

Staff Change

A fixture at B&L since 1989, early in 2018 Doug Hinman announced his pending retirement. As the Senior Vice President – Research & Development, Doug has been a driving force in Odyssey's development and evolution.

Phil Laney, CEO, "Doug Hinman has been an amazing asset to B&L during his 29-year career. He spearheaded the development of the BLIS-400 product line back in 1989; he has managed and guided the Odyssey ERP development team since 1999. Given the volume of metalcasters succeeding in today's market with B&L software, his overall contributions to the foundry and die casting industries are significant. We'll miss Doug's professional, workman-like approach to his job as well as his down-to-earth nature and quick-witted humor."

Doug Hinman

Effective April 2, 2018, Brad Clark has been promoted to Manager - Research & Development. He will continue to be responsible for product development and research activities of B&L's Odyssey ERP software as well as managing the Research & Development staff and daily department functions. "I am confident Brad Clark will do an outstanding job leading our R & D team in creating new and exciting iterations of the Odyssey product line in the months and years to come," stated Laney.

Brad has a Bachelor of Science degree in Software Engineering from Western Michigan University. Brad joined B&L in 2000 as a Software Development Engineer. In 2013, Brad became the Odyssey Product Manager where his responsibilities included: primary responsibility for Progress Software Corporation development tools used by Odyssey; researching and recommending back-end technologies for Odyssey; and coordinating Odyssey development with the user interface team.
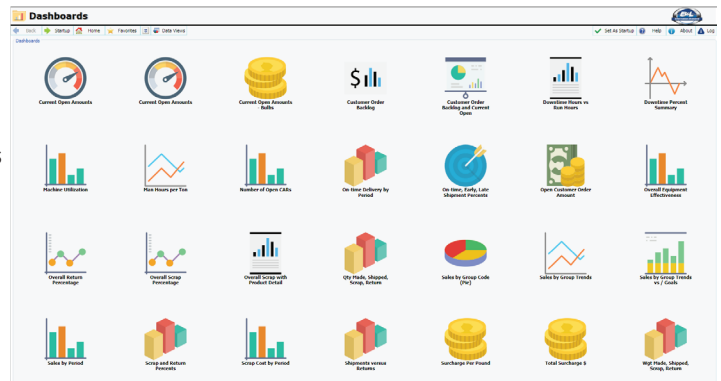
Brad Clark

Odyssey Updates

Odyssey is now at 6.0 MR1. And, according to Brad Clark, Manager – R & D, Odyssey users can expect to see Maintenance Releases approximately every 4 to 6 weeks. This strategy allows the R & D department to focus on creating strong version releases with new features, as they did with version 6.0 and the Company Goals KPI Dashboards and Flask Management, while addressing fixes and updates with more frequent MRs.

Recent notable additions to the Odyssey ERP system include:

- The new feature of Rich Text for Comments and Notes which gives the ability to add color and emphasis to all notes, instructions, and comments throughout Odyssey.

- An enhanced customization option via a Custom IV Button which can be attached to any existing data view for personalized additional detail on any list screen. (Web UI only).

- Increased graphical KPI capabilities which give access to more than 65 company level goals and total accumulators, as well as regeneration options for the KPIs to start-up using historical data. (Web UI only) *Image above*.

Another recent MR featured the Flask Planner which allows the addition of shop orders to a daily plan and assignment of flasks to each shop order. If flasks are your biggest constraint when planning a molding operation, then the new Odyssey Flask Planner will help in your scheduling process. Available in the newest releases of Odyssey, the Flask Planner works by allowing you to add shop orders to your daily plan then assign flasks to each shop order. Using the Flask Master to manage available inventory, flasks can be individually assigned or assigned by type to manage conflicts and availability.

Staff Addition

Chris McNeil joined B&L's award winning customer support desk in late 2017. Chris has undergone extensive training in the User Interface (UI) of both Odyssey Web UI and Odyssey Windows UI. He holds a Bachelor of Arts from Southern New Hampshire University as well as an Organizational Leadership and Supervision Certificate from Purdue University – South Bend. Chris's diverse business background includes both data management in the healthcare industry and extensive supervisory experience across several manufacturing industries.

Chris McNeil

Out & About

Amy Steitz (Richmond Industries)

During Q1, while out visiting prospects, business development executive Patrick McCrevan caught a Richmond Industries employee hard at work using Odyssey. Thanks to both Richmond Industries and Carteret Die Casting Corporation for the hospitality during the visit!

Thank you to our new customers for trusting us with your business. Thank you to our recent implementations for staying focused on the process, and we look forward to growing with you!

Signings
- Bremer Manufacturing (Elkhart Lake, Wisconsin)
- Great Lakes Casting (Ludington, Michigan)
- Magnesium Alloy Products (Compton, California)

Go-Lives
- Pace Industries LLC – Saltillo Division (Saltillo, Mexico)
- Spuncast Inc. (Watertown, Wisconsin)
- Weatherly Casting & Machine Co. (Weatherly, Pennsylvania)