



B&L NEWS

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ENTERPRISE RESOURCE PLANNING FOR METALCASTERS

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WINDOWS UI TO WEB UI



Jim Eaton, Manager Business Development

In 2020, B&L Information Systems, Inc. announced the sunset of the Windows version of Odyssey at the end of 2021. The sunset of Windows Shop Floor Manager occurred in January of this year. You will continue to hear updates from us

throughout this conversion process as supporting you is our main priority. We have compiled all the great reasons to move to Web UI in one document and placed it in Rapid Support. As Odyssey's UI and UX (User Experience) has grown and evolved, it has become apparent the Windows UI can no longer take us into the future. There are many limitations to the old Windows interface in the areas of security and flexibility. For Odyssey to continue as the preeminent metalcasting ERP software, we must focus our efforts and continuously innovate using software technology with a future. One of the main reasons for using the Odyssey Web Interface is the many modules only available in web. These include:

- CRM
- Shop Floor Manager
- Capital Projects
- Flask Planner
- KPI's
- Multi-Factor Authentication
- Future enhancements like the new menu system
- The recently released Guage Tracking module

We also mention some future enhancements coming to Odyssey that only Web UI users will have access to, such as:

- Odyssey App
- All community feedback forum requests are implemented in Web UI only
- Dashboard Builder
- The Odyssey Knowledge Base
- Integrated Reporting (Telerik Reports)

Don't miss out on the added functionality you receive in Odyssey by moving to the Web UI!

CEO'S CORNER



Phil Laney, CEO

B&L celebrates 45th anniversary

In April 1976, Dan Bitz & Dick Laney left their jobs at Superior Steel Castings Co. in Benton Harbor, MI to form B&L Information Systems in Bridgman, MI. They leveraged their combined experience in the metal casting industry, Bitz in computers and Laney in accounting and operations, to create a software package to meet the unique challenges of the casting business. Much has changed over the past 4 ½ decades, but some things haven't. Namely our core values, which are:

- Intense Industry Focus
- Passionate Customer Service
- Hire and Retain the Best People
- Industrial Strength Product Reliability
- Financially Balance Risk vs. Reward

I'd like to thank all the B&L employees that have contributed to our success and longevity in a highly competitive field. And a big thank you to our customers that have entrusted us with their mission critical applications for the past 45 years. With B&L growing and evolving with each passing year, you can expect great things from B&L as we move into the future.

Thank you for your business,

Phil Laney

Will we see you at Q2 classes?

Boot Camp – May 10 - 11th

Crystal Reports – May 12 - 13th

Classes will be held virtually. Please see our website for full details. (BLInfo.com/Classes)

New staff additions

Chris Lane has joined B&L as a Systems Engineer. He is a 20 year IT veteran who started with retail desktop support, and worked his way up to running a small internet service provider before accepting this position with B&L. Chris is married with no children, and he and his wife call South Bend, Indiana home. His hobbies include travel, technology, 3d printing / Manufacturing, woodworking, and working on their home.

Joseph Mittiga has joined B&L as a Support Representative. This new position is his first job in tech. His previous position was as a product inspector for boat covers, and he was eager for a career change. His passion for computers led him to teach himself how to code and build projects. In his free time, he enjoys making electronic music, working out and spending time with friends.

Odyssey Go-Lives and Signings

One company went live with new installations of Odyssey ERP in Q1 2021.



- Southern Alloy Corporation of Sylacauga, Alabama went live with Odyssey. Southern Alloy has been specializing in corrosion resistant, abrasion resistant, and heat resistant alloys since 1958.

During the January – March 2021 timeframe, new metalcasting companies signing to the Cloud-based Odyssey ERP software system included:



- H&H Castings, Inc. of York, Pennsylvania. H&H began in 1965 when the Haugh family opened a full-service aluminum foundry in

Wrightsville, PA. They were founded on the principal that quality builds loyal business, H&H initially focused operations on small run jobs with an emphasis on technicality.



- Alpha Investment Casting Corp. of Tulsa, Oklahoma. Since 1984, they have specialized in hundreds of different alloys including nickel-based alloys, iron-based alloys, cobalt based alloys, aluminum-bronze, and aluminum. Their diverse customer base includes oilfield, control valves, mining, civil applications and safety systems, to name a few.

Customer Spotlights



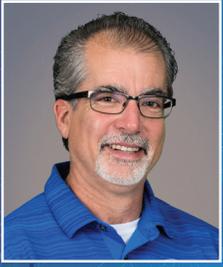
Kiley Eck-Hayon joins AFS
Board of Directors

Congratulations to Kiley Eck-Hayon, president of Eck Industries, on being elected to serve on the board of directors for the American Foundry Society.



Jess Sorenson receives AFS Service
Citation Award

Congratulations to Jeff Sorenson of Lee Brass Co., on receiving the AFS Service Citation Award.

ODYSSEY UPDATE

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

Odyssey 6.3.2

Odyssey 6.3.2 includes several significant enhancements including the highly requested Gauge Management enhancement. The Gauge Management module provides the ability to define your gauges, schedule maintenance and or calibrations, and track the maintenance/calibration activities. Calibration costs along with maintenance hours and costs are stored by work order and gauge. Calibration results can also be entered and stored for each gauge. One of the purposes of Gauge Management is to make sure the required gauge(s) are available and ready to use when scheduling production. Notifications can be sent out when a gauge requires calibration based on frequency checks. Notification can also be sent if a required gauge isn't available (outside) when a shop order is created for a product requiring the gauge.

Another significant enhancement helps our Inter-Company with Centralized Cash customers manage plant information. This new enhancement allows Headquarters-based users to maintain Customer and Suppliers at the Plant level. Prior to this enhancement, such changes could only be made at each of the Plants individually. This enhancement also introduces a new style of user experience that you will see coming throughout Odyssey.

The File Manger has been revamped, and also includes new styling and a new user experience. Improvements to the File Manager make it easier to navigate folders, search for files, and preview images prior to upload.

The Print Queue has been enhanced with new options for printing or downloading documents. You can now choose to print multiple documents together as one single document or to print all jobs as separate documents. When choosing to print/download together, all documents that are in the print queue are printed or downloaded as a single PDF document. When printing or downloading by job ID, there is one PDF per job ID. If that job has multiple documents, such as when printing report forms with multiple copies, they are included in the same PDF and printed at the same time.

A new enhancement allows for requisitions and purchase orders to be flagged for review when their source order (Customer or Shop) is changed. A new system configuration 'Flag Requisitions/Purchase Orders at Customer Order or Shop Order' controls if this feature is used and whether the flag is updated based on a change to the Customer Order or a change to the Shop Order. Changes to Customer Orders that cause the flag to be set include release quantity, promise date, manual completion, and manual deletion. Changes to Shop Orders that cause the flag to be set include quantity, start date, manual completion, manual deletion, combining orders, and splitting orders. If a Customer Order and a Shop Order are linked, requisitions and purchase orders with either order's value are flagged. Once the purchasing data has been reviewed, the flag can be manually reset.

Odyssey 6.3.2 also includes many other smaller enhancements and stability fixes. Please visit Rapid Support for more information on what is included in this next major release of Odyssey.

All Odyssey release information, including for Odyssey 6.3.2, is now available through Rapid Support. Rapid Support is available directly within Odyssey Web UI or via the B&L customer portal (Customer Login) for customers on Windows UI. Any assistance needed in the update process is free for 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.



Madison-Kipp Expands to Richmond

**Congratulations to Madison-Kipp on their new expansion.
This new addition will allow the company to enhance their
manufacturing capabilities.**



04/21

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Spectrum is back!

Join us in-person at the fabulous Marriott Orlando World Center September 19-21, 2021. Spectrum is a user conference like no other. Held for over 25 years, it is the world's largest gathering dedicated to metalcasting ERP solutions. 2 full days of mini-classes, general sessions and networking opportunities.

Breakfast, lunch and dinner included, along with an optional golf outing. Fun activities to strengthen industry bonds. You won't want to miss this! Registration will be open in late May.

Additional details will be shared with our customers or you can also visit our website, BLInfo.com.

Upcoming B&L Webinars

Q&A Quoting and Costing
May 5th, 2021

Shop Planner
May 12th, 2021

Flask Planner
May 19th, 2021

Pricing Part 1
June 9th, 2021

Pricing Part 2
June 16th, 2021

Webinars are hosted through Microsoft Teams. Please see our website for full details. (<https://www.blinfo.com/services/educational/webinars/>)