



B&L NEWS

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ENTERPRISE RESOURCE PLANNING FOR METALCASTERS

IN THIS ISSUE

1

CEO's Corner

Q1 & Q2 Classes

2

Staff Additions

Q3 & Q4 Go Lives

Q4 Signings

3

MR Updates

Windows to Web

4

Spectrum

Upcoming Webinars

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CEO'S CORNER



Phil Laney, CEO

The fundamentals

With all the technology available in today's business world, it's easy to get distracted with the ability to apply technology to nearly every business process. In the ERP (Enterprise Resource Planning) space, a multitude of opportunities rise up every week seeking attention and resources. And we should, as business people, apply as much technology as possible to our operations. However, we should always remember the fundamentals of our businesses and implement, maintain and continuously improve automated business process applied to those fundamentals.

In nearly 45 years of providing software solutions to the metal casting industry, we believe there are 4 key, fundamental areas of a casting business that integrated software can help you manage:

- Production Scheduling
- Quality
- Costing
- Inventory

There are certainly other very important areas of a metal casting business, such as Tooling, Surcharges, Maintenance. Other more general business processes are ripe for automation as well, such as HR, purchasing, accounting, etc. But the 4 items listed above, in our experience, offers the greatest potential return from process automation. And it will vary by metal casting company. Some may not have a quality problem, but their on-time shipments are below industry benchmarks. Then production scheduling should be reviewed. Some may not have a product cost issue, but their inventory (WIP & FG) is chronically too high. Then production reporting and inventory controls should be reviewed.

We're continually building more and more features into Odyssey, and that's a good thing. But let's all of us (B&L and our customers) not ever lose sight of the fundamental business processes we're working together to fine tune and automated like a well-oiled machine. I challenge you to review the level of your Odyssey implementation you've applied to these 4 key areas and if you're satisfied, then great, move on to the next project. But if your organization needs to do more in these areas, maybe 2021 is the year?

Thank you for your business.

Phil Laney, CEO

Will we see you at Q1/Q2 classes?

Crystal Reports – February 22 – 23rd

Boot Camp – February 24 – 25th

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)

JANUARY

West Philadelphia Bronze

Blue Ridge Pressure Castings Inc

Southern Alloy Corp

FEBRUARY

Crystal Reports Class

Boot Camp Class

Atlas Foundry Co.

Odyssey 6.2MR4

DJ Medlin promoted to Business Consultant in the Professional Services department.



Marcia Mullins promoted to Business Consultant in the Professional Services department.



MARCH

Kimura Foundry USA

Inventory Control Workshop

APRIL

Missouri Metalcraft

Victaulic Co.

ID Castings, Inc

Brad Clark promoted to Vice President - Research and Development



Cost Workshop

MAY

Odyssey 6.2MR5

Bootcamp

Crystal Reports

Norwood Foundry

Precision Castings

JUNE

ID Castings of Illinois

Sawbrook Steel Casting, LLC

Taylor Petersen promoted to Support Representative - Team Lead



Todd Elrick promoted to Network Engineer - Team Lead



New staff additions



Nick Goodman has joined the Administration team as an Accountant. He will be focused on ensuring the accuracy of important business reports, as well as analyzing, collecting, compiling, and evaluating financial data. He will be taking over the majority of accounting responsibilities, from day-to-day Accounts Receivable and, eventually, Accounts Payable to Month-end closing. Nick is an Alma College graduate with a bachelor's degree in Finance. He received his MBA from Northwood University. He started his professional career in recruiting before moving into a cost accountant role at a pontoon boat manufacturer.



Shelby Lentz has joined B&L's Business Development Department as the Marketing Specialist. She will be focused on executing the marketing plan of the company by collaborating with creative teams, internal stakeholders, and external agencies. Lentz holds a bachelor's degree from Western Michigan University in Public Relations. Lentz has gained an abundance of marketing skills from her work with her nonprofit, Champions for HD, which she founded in 2018. She is eager to implement these same skill sets into her work with B&L.

Live with Odyssey

Six companies went live with new installations of Odyssey ERP in Q3 and Q4 2020.

- **Tiffany Metal Castings** of Toronto, Canada has gone live with Odyssey. Tiffany has been serving diverse groups such as Agriculture, Rail, Elevator, Mining, Hydro and Water since 1989.
- **Duraloy Technologies, Inc.** of Scottsdale, Pennsylvania, has gone live with Odyssey. Since the 1920's, Duraloy has been a technology leader in engineering, design, research and the development and production of high-alloy heat-resistant castings.
- **WAF-Consumer Products** of Manitowoc, Wisconsin has gone live with Odyssey. Established in 1909, Wisconsin Aluminum Foundry has consistently provided the finest quality aluminum and copper based alloy castings for a wide variety of industries.
- **Wisconsin Alum Foundry** of Manitowoc, Wisconsin has gone live with Odyssey. Founded in 1909, WAF is a well-established, trusted partner for aluminum and copper-based alloy castings for a wide variety of industries.
- **Fort Recovery Ind.** of Fort Recovery, Ohio has gone live with Odyssey. Fort Recovery Industries is a leading global manufacturer of structural, functional, and decorative aluminum and zinc die castings.
- **Wabtec Foundry Ltd.** of Wallaceburg, Ontario has gone live with Odyssey. Wabtec has over 150 years of experience in freight, transit, mining, industrial, or marine, their expertise, technologies, and people. They are accelerating the future of transportation.

In the last six months of 2020, one early adopter of metalcasting ERP converted from B&L's legacy software to cloud-based Odyssey.

- **Grede Holdings LLC** of Southfield, Michigan. Grede is an independent company owned by Gamut Capital Management, that designs, engineers, validates and manufactures high-quality ductile, gray and specialty iron castings for automotive, commercial and industrial markets. Grede has committed to convert from legacy B&L ERP software BLIS, to the more technologically advanced Odyssey ERP in the B&L Cloud.

ODYSSEY UPDATE



Brad Clark, Manager Research & Development

Odyssey 6.3.1

In our effort to improve Odyssey and keep up with changing technology, Odyssey 6.3.1 includes some notable function improvements:

- The menu system in Odyssey has been revamped for efficiency and usability.
- Dashboards are available in the new menu and appear when you click on the dashboard's associated menu module.
- The Material/Supplier table was added to the Material Inventory Inquiry screen allowing the Supplier Part number to be displayed in the Inquiry screen.
- A new button is now available from the Heat Tracking screen that allows viewing the Chemical Specification and finalizing.

- The close and re-open options for both the Customer Order and the Tool Order screens were modified to allow the selection of multiple records
- A new screen was added, Quick Entry - Equipment Repair Parts, to allow the quick issuance of materials for Repair Parts.

All Odyssey release information, including for Odyssey 6.3.1, 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.



ODYSSEY UPDATE

Why Odyssey Web UI is Right for Your Company

Odyssey was first introduced in 2001 as the next generation of B&L software. Leveraging the tools and styling of the times, Odyssey's Windows User Interface was on the leading edge of application development. With the release of the Web User Interface in 2016, Odyssey took the next step in innovation by allowing access to all the features and functions through a web browser. The innovation has not stopped, and Odyssey continues to grow and evolve. With version 6.3, Odyssey takes another great leap in innovation by releasing a major update to its menuing system. This update coincides with many other next-generation features

that will be rolled out over the coming releases. B&L's two-step sunset of our Windows UI offering was announced in October 2020. Beginning with Odyssey 6.3.1, the Windows UI Shop Floor Manager is no longer be available. To run the Shop Floor Manager, you must use Odyssey through the Web UI. All features and functions of the Windows UI Shop Floor Manager are included in the Web UI Shop Floor Manager. Secondly, the full user Windows UI will no longer be available starting with Odyssey 6.4.0 to be released in the fourth quarter of 2021.

Over the 6.3.x release cycle, Odyssey will continue to add improvements and features to assist in the migration of Windows UI to Web UI. We understand using ERP software within a web browser is different than using it in Windows, and we continue to innovate and improve Odyssey to meet the needs of our customers. We also know the transition from Windows UI to Web UI will require support, and B&L is ready to assist.

Web UI is the next evolution of Odyssey.. It wasn't just built for metalcasters, but for today's technology, and tomorrow's manufacturing environment.

A few of the benefits of Web UI:

- CRM built into Odyssey, track prospects and customers, generate quotes, customer margin analysis
- Customize your graphic data display.
- Dashboards and KPIs (Key Performance Indicators) are embedded.
- Easy to personalize Screen Designer
- Ease of use, less clicks with the new menu system.
- Enhancements that are available only on Web UI, not in Windows UI
- Flask Planner, and Shop Planner have significantly more features
- You no longer need to maintain an Odyssey Windows client installation on your shop floor devices.
- Multi-factor authentication only available in Web UI.
- Web UI SFM – hourly punches, molding line enhancement, crews, modify your screens without signing out.

Converting to Odyssey Web UI is the best way to get the most out of your Odyssey ERP system at no additional cost. We are here to help. Contact B&L Support for help in transitioning to Web UI at Support@blinfo.com.

Signings Five new companies joined the Odyssey family in Q4, 2019.

- Wabi Iron & Steel Corporation of New Liskeard, Ontario.
- Reliable Castings Corporation of Cincinnati, Ohio
- A&B Aluminum & Brass Foundry of Dallas, Texas.
- Steeltech, of Grand Rapids, Michigan.
- Aarkel Tool & Engineering of Wallaceburg, ON.

JULY

- Brinco LLC
- Scheduling Workshop
- Nick Goodmand joins B&L
- Jonathan Apple was promoted to Project Manager

AUGUST

- Shelby Lentz joins B&L
- Crystal Reports Bootcamp
- Steeltech
- A&B Aluminum and Brass Foundry

SEPTEMBER

- Tiffany Metal Castings
- Costing Workshop
- Odyssey 6.2MR6
- New Odyssey Menu
- Flow Sasaki retires
- Lori Hnanicek was promoted to Business Consultant

OCTOBER

- Wabi Iron & Steel Corporation

NOVEMBER

- Duraloy Technologies, Inc.
- WAF-Consumer Products
- Wisconsin Alum Foundry
- Aarkel Tool & Engineering
- Boot Camp
- Crystal Reports
- ICI Virtual Conference
- NADCA Virtual Conference
- Cadillac Castings, and Osco Industries featured in Rogue Fitness commercial

DECEMBER

- Fort Recovery Ind.
- Wabtec Foundry Ltd.
- Reliable Castings Corp
- Grede BLIS Conversion
- Jim Eaton writes article for ICI
- Odyssey 6.3MR1



01/21

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Never too early to start planning!

Spectrum 2021 kicks off a fresh start at a beautiful location, Florida! We'll be at the fabulous Marriott Orlando World Center. The dates are September 19th – 21st. We are currently planning for a live user conference but if the pandemic is still around, we will have a virtual conference.

Spectrum is a user conference like no other. Held for over 25 years, Spectrum is the largest gathering of Odyssey using metalcasters. Two full days of mini-classes and networking. Breakfast, lunch and dinner included. Fun activities to strengthen industry bonds. You won't want to miss this!

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

Upcoming B&L Webinars

Forecasting Part 2

February 10th , 2021

Capital Projects

March 10, 2021 - March 10, 2021

Product Physical Inventory and Cycle Count

March 24, 2021 - March 24, 2021

Webinars are hosted through Microsoft Teams.

For more information on our upcoming webinars, please refer to our B&L Insider and Updates bi-weekly eNewsletter.