



B&L NEWS

JANUARY 2020 | VOL. 30 | NO. 1

ENTERPRISE RESOURCE PLANNING FOR METALCASTERS

IN THIS ISSUE

1

CEO's Corner

Upcoming Classes

2

Customer Visits

Q4 Go Lives

Q4 Signings

3

MR Updates

New Year.
New Browser.

4

Spectrum

In the Field

CEO'S CORNER



Phil Laney, CEO

2020 is going to be an exciting year at B&L, both for our customers and for our employees. B&L customers can look forward to many new and exhilarating things to come, including:

- Over 300 new enhancements are planned in the 1st half of the year, culminating with the release of Odyssey 6.3, targeted for summer of 2020. This release will include major items such as a new screen designer, new menu system, and the new Dashboard Builder.
- Over 15 classroom training events in Southwest Michigan.
- We'll continue to build our library of on-line Odyssey training videos, which currently stands at over 30.

- More options for fast, efficient, self-service, specific task learning opportunities through B&L's Rapid Support, which now boasts over 1,150 step-by-step articles.
- A new mobile app! Initially targeting shop floor clock in/clock out functionality and supporting both Android and iOS.
- The annual Odyssey Users Conference, Spectrum 2020, will be held September 27th – 29th at Marriott Orlando World Center, the first ever Spectrum in Florida.

We are also doubling our office facilities in Bridgman, with completion date targeted for September 2020. This will include new office and conference facilities not only for employees, but new customer venues, including training conference facilities.

2019 staff additions have increased our personnel by 24% over the last 18 months. I'm excited about the many new, talented, energetic people who are now serving and supporting our customers.

All of these efforts are part of B&L's unwavering mission to design and develop, market and sell, and implement and support the finest metalcasting ERP software in the world. 2020 will be one of the best years in company history!

Wishing all a productive and happy 2020. As always, thank you for your business.

Editor:
Alexandria
Trusov

Phone:
269.465.6207

Website:
www.BLInfo.com



Will we see you at one of the Q1 classes?

Crystal Reports Class – February 10th – 11th, 2020

Odyssey Boot Camp – February 12th – 13th, 2020

Inventory Control Workshop – March 10th, 2020

Classes are hosted at B&L's Bridgman, Michigan office. Please see our website for full details. (BLInfo.com/Classes)

JANUARY



- New GLDC (a Mumford Company)
- Shawnee Specialties
- Calhoun Foundry Co.
- West Philadelphia Bronze Inc.
- Berntsen Brass & Aluminum, Inc.
- Inventory Control Workshop

- Matt Gacek writes article for Foundry Management & Technology, "Transparency Through technology"

FEBRUARY



- Pace Industries – Chihuahua division

- Taylor Petersen promoted to Senior Support Representative
- Odyssey Boot Camp
- Crystal Reports Class
- NADCA Executive Conference

MARCH



- Michigan Die Casting LLC (a Mumford Company)
- Alcon Industries
- Texas Die Casting

- Chris McNeil moves to R&D department

APRIL

- Bremer Manufacturing Co. Inc.

- Odyssey 6.1 MR3 released
- Case Study from Dyersville Die Cast featured in FM&T
- Costing Workshop
- Dashboard & Data Views Class
- CastExpo

MAY



- Phil Laney speaks at ProgressNext

- California Metal Coalition Conference
- Odyssey Boot Camp
- Crystal Reports Class

- Tiffany Metal Casting Ltd

- Debbie Wishart joins the HR department



JUNE

- Scheduling Workshop
- Odyssey 6.1 MR4 released

JULY



- Aaron Stovall writes article for Foundry Management & Technology, "Managing Maintenance to Boost performance, Productivity"

- Dashboards & Data Views Class
- Matt Gacek joins Professional Services department



That's a wrap!

In 2018, B&L's CEO Phil Laney decided B&L's management team would visit every B&L customer company individually – outside of the usual implementation project phone calls and visits. During these individual company meetings, B&L management would take the opportunity to listen to the customers' current status and challenges.

Phil kicked off the first visit in early 2018. And as of Q4 2019, Phil closed out the final customer visit in November at California Casting in Richmond, California. Thank you all. Our team enjoyed the experience of re-acquainting at the management level and seeing the many amazing products our customers make. (The teams came back with loads of pictures and videos to share).

The Team at B&L

Phil (2nd L), Mark Quilici (3rd L) President CCI, CCI Staff and Company dog



Live with Odyssey

In Q3 and Q4 of 2019, our Professional Services team brought six customers, 3 new and 3 legacy BLIS conversions, into the Odyssey family of customers.

The new companies that went live with Odyssey in the second six months of 2019, include:

- Horizon Metals Inc. of Nephi, Utah went live with Odyssey. Horizon Metals is an iron and steel foundry and machining facility.
- 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 is a jobbing foundry specializing in aluminum and zinc castings and machining.
- Wear-Tek of Spokane, Washington went live with Odyssey. Wear-Tek is a high chrome white iron and

steel castings foundry and machining facility.

In the last six months of 2019, three early adopters of metalcasting ERP converted from B&L's legacy software to cloud-based Odyssey. Those conversions include:

- Texas Die Casting of Gladewater, Texas finalized their Odyssey conversion in September 2019. Texas Die Casting is a leading aluminum die cast manufacturer in the U.S. and produces aluminum die cast components for a wide range of markets.
- Berntsen Brass & Aluminum of Madison, Wisconsin completed their Odyssey conversion in December 2019. Founded in 1946 and family owned, Berntsen is a world-class provider of aluminum, bronze and brass casting services.
- Manitowoc Precision & Machine, a division of Wisconsin Aluminum Foundry, went live with Odyssey in December 2019.

Signings

Three new companies joined the Odyssey family in Q4, 2019. Welcome!

- Duraloy Technologies, Inc. of Scottsdale, Pennsylvania
- Precision Technology, Inc. of Douglassville, Pennsylvania
- Wabtec Foundry Ltd. Of Wallaceburg, Ontario

ODYSSEY UPDATE



Brad Clark, Manager Research & Development

Odyssey 6.2MR 4

Every eight to ten weeks B&L releases an update to Odyssey in the form of a Maintenance Release. A Maintenance Release (MR) is different than a full version, mostly in scope and size. Both MRs and full versions have enhancements and fixes, but the scope of the enhancements in MRs tends to be smaller in vision and breadth.

For Odyssey 6.2 Maintenance Release 4, this is not quite the case. Along with the 100+ productivity and performance improvements, 6.2MR4 will contain a handful of high-profile enhancements that will offer new functionality, improved performance, and enhanced security.

Odyssey 6.2 MR4 will include some notable function improvements:

- A molding line enhancement that integrates with the Shop Floor Manager. In its simplest form, this enhancement allows you to report molds poured or molds not poured. In its most advanced form, this enhancement allows integration with automated molding lines. The Odyssey API is being enhanced to include additional production endpoints to support the Shop Floor Manager integration with automated molding lines.
- 6.2MR4 will also include additional tweaks and improvements to the new vacation tracking enhancement previously released in 6.2.



01/20

B&L Information Systems, Inc.
4707 Rambo Rd.
Bridgman, MI 49106-9723

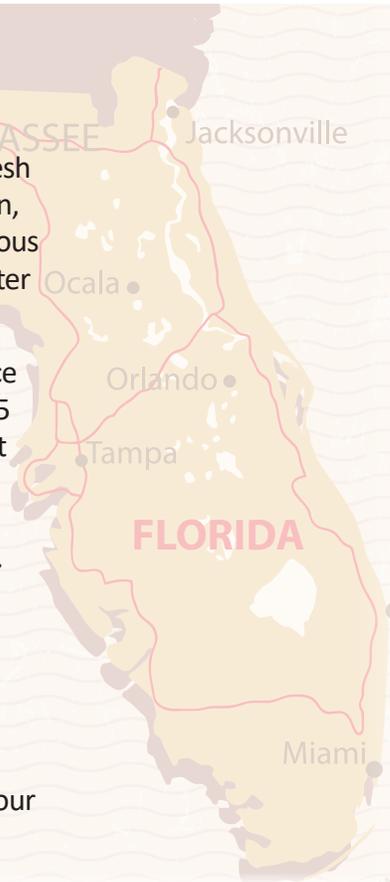
Phone: 269.465.6207
www.BLInfo.com

Never too early to start planning!

Spectrum 2020 kicks off a fresh decade at a beautiful location, Florida! We'll be at the fabulous Marriott Orlando World Center on September 27th – 29th.

Spectrum is a user conference like no other. Held for over 25 years, Spectrum is the largest gathering of Odyssey using metalcasters. 2 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 to customers or visit our website, BLInfo.com.



In the Field

Eagle Alloy Group hosted a group of new B&L staff up for a foundry and investment casting tour in early November.



Pictured from left to right: Vance Curtis (R&D), Chris Ticen (Customer Support Desk), Jonny Appel (Customer Support Desk), Amanda Sullivan (Customer Support Desk), Jim Eaton (Business Development), Josh Scott (Technology), and Don Milham (R&D).