



# B&L NEWS

ENTERPRISE RESOURCE PLANNING FOR METALCASTERS

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## The Value of Connection

What is the value of a conference? I think about this every winter when we plan the next Spectrum, B&L's annual user event. The B&L team builds classes that we think will be a valuable knowledge share to attendees. The planning team selects guest lecturers (this year: **Mark Danly** of Danly Consulting Services and **Shelly Dutler** of the American Foundry Society), panel members, and a keynote speaker we feel will offer valuable insights to Odyssey users about other business perspectives. That content is certainly part of the value of a conference.

But I think the best answer on the value of Spectrum comes from those Odyssey customers who attend year after year. They tell us it is the connections – to B&L staff, to other metalcasters – that make Spectrum a good value. Through those connections, they find resources and information to help them grow as a business. They find new perspectives on Odyssey and how to use it. They hear about challenges and ways to solve those business challenges that they had not previously considered. To them, connection is the value of Spectrum.

We would welcome the chance to connect with you Spectrum 2017 this September!

Full details at [Events.bizzabo.com/BLspectrum2017](http://Events.bizzabo.com/BLspectrum2017)

**Early pricing  
(\$200 off)  
ends August 15th.  
Additional discounts  
available for group  
registrations.**

## Q2 Updates to the Odyssey family

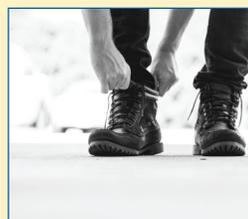
Welcome new Odyssey customers, **Dalton Corporation** (Warsaw, Indiana) and **Quality Electric Steel Castings** (Houston, Texas).

Congratulations go out to the following customers: **ADC Die Casting** (Elk Grove Village, Illinois); **Aero Metals Inc.** (La Porte, Indiana); **Canada Alloy Castings Company** (Kitchner, Ontario); **Lemfco, Inc.** (Galena, Illinois); **Littlestown Foundry, Inc.** (Littlestown, Pennsylvania); **Metal Technologies, Inc – Three Rivers Gray Iron** (Three Rivers, Michigan); **Pace Industries LLC.** – Airo Division (Loyalhanna, Pennsylvania); and **Twin City Die Casting Company** (Minneapolis, Minnesota) for “going live” with initial implementation of Odyssey or additional Odyssey modules in Q2 2017.



### Crystal Reports Class August 9-10, 2017

In this class you will learn how to use Crystal Reports and how to navigate the Odyssey Database. During this day and a half class, you will: create basic reports using data from Odyssey; modify existing Odyssey reports to create new Odyssey reports; navigate and understand the Odyssey database structure.



### Odyssey Boot Camp August 15-16, 2017

This class is ideal for new staff or for those who might like a refresher on Odyssey business processes. Over the course of two days, B&L staff will be demonstrating methods used to enter data in Odyssey and assisting students with company specific questions, as well as providing a high-level overview of the integration of the entire Odyssey software system.

Details at: [BLInfo.com](http://BLInfo.com)

After attending the American Foundry Society's 121st Metalcasting Congress in Milwaukee, the B&L team was out and about at this May meeting with clients and attending industry functions.

In early May, new R&D staffer, Austin Brown, made friends at **Plymouth Foundry, Inc.** (Plymouth, Indiana) with a plant tour and a little tutoring from Sam Schlosser.



On May 8th, the American Foundry Society's Northern Indiana chapter sponsored plant tour at the Fiat Chrysler casting plant in Kokomo, Indiana which B&L staff joined for the learning experience



[pictured from the left: Bonnie (Prof. Services), Samantha (Support), Jamie (Support), Todd (Technology) and Patrick (Business Development)]

During the California Metals Coalition Conference May 10th – 12th, CEO Phil Laney grabbed a quick selfie with customers from **California Casting, Inc.** (Richmond, California) and **Fox Hills Industries** (Huntington Beach, California).



[pictured from the left: Luke Quilici, Mark Quilici, Phil Laney]



[pictured from the left: Phil Laney, Guy Patterson, Steve Pashkutz]

## Welcoming New Staff



B&L is proud to announce **Austin Brown** has joined our team as a Software Development Engineer. Prior to joining B&L, Austin

held a leadership position with C & P Distributing, a local firm specializing in the repair and installation of technology. At C & P, he was responsible for multiple projects, including: creating in-house CRM software, developing a mobile app for a hospital department, and designing a web-based application for handling load management. In his spare time, Austin also recently developed and coded a national website for a recruiting firm. He is currently pursuing a Bachelor of Science in Informatics with Indiana University South Bend.

Last quarter, B&L's Customer Support Desk won our 3rd Stevie Award for customer support. The whole B&L team is proud of this Support Desk achievement as this win was the result of Support's hard work in enhancing the Rapid Support documents with video as well as creating Rapid Supports for the Web UI. (Rapid Support documents are step-by-step instructions on common Odyssey tasks and issues, whether in Web UI or Windows UI. The Customer Service Desk has created Rapid Supports to cover issues like: the conversion from Windows UI to Web UI, Native Label Printing, Year End processes, changing User Defined Fields and much more.

Contact Support to learn more about accessing Rapid Support.

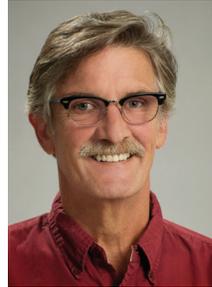


## Odyssey 5.0 MR 4 — Available Now

If you are hosted in the B&L Cloud, the Technology team will be in touch about scheduling your update to MR4. If you host Odyssey on-premise, MR4 is available for your IT team to download from the B&L website.

What's new in MR4? As with every MR, a number of customer requested enhancements! Here are just a few favorites from the B&L staff:

- The Shop Floor Manager can now show *only* scheduled jobs
- The Shop Floor Manager can show scheduled jobs by heat
- The Odyssey CRM allows for personalization of the template RFQ e-mails
- Different customer part numbers can be used for inter-company sales with multiple customers
- There is a new option "Set As Startup" button on the main menu of the Web UI.



*Note from Patrick: The new option, "Set As Startup" button is a fantastic addition. It means fewer clicks for users to get where they need to go right away in Odyssey. **For example**, if you always go to the Order Processing Module first, you can select it from your Favorites, but now, Odyssey will open straight there for you! **Another example** (this has a couple of steps to it first, but is worth the try) In the CAR Module, setup a CAR that is a "Process" type. Add your daily or weekly tasks to it and save it as a template. Create as many of these as you need, with desired completion dates. Next, create a DataView that shows all the undone tasks and call the DataView "To Do List". Tip: This DataView should be configured so that it can be used as a Dashboard. Add it to the Order Processing Module to display there and voila, tasks for today and Order Processing. all on one screen! Now THAT'S automation.*

The full details of the MR4 release document are available via the customer portal of [BLInfo.com](http://BLInfo.com)

## Client Shout Outs

Quality Magazine showcases the "Quality Leadership 100" each year with a closer look at how companies make quality a priority. The BNP Media Market Research Department conducts a survey for Quality Magazine. Results are tabulated, and the top 100 companies are ranked based on: continuous improvement and internal quality programs in place; contribution of quality to profitability and shareholder value; average number of hours monthly that employees receive quality training; scrap and rework as a percentage of sales; warranty costs as a percentage of sales; and registration to various standards such as ISO 9001. This February, **Littlestown Foundry** made the top 10 on the Quality Leadership 100 list! Congratulations to our friends at Littlestown!

Odyssey customers are known for being innovative and that is certainly the case with **Eck Industries** (Manitowoc, Wisconsin), an aluminum sand and permanent-mold foundry, which now has an exclusive license to commercialize a new cerium-aluminum (Ce-Al) alloy co-developed by the U.S. Dept. of Energy's Oak Ridge National Laboratory. The patent-pending alloy was developed by scientists at DOE's Critical Materials Institute (CMI), working with Eck Industries and researchers at DOE's Ames and Lawrence Livermore national labs to develop an alloy that is easy to work with, lightweight, corrosion-resistant, and "exceptionally stable at high temperatures." Full details available in the June issue of Foundry Management & Technology.





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## Spectrum Sponsors

**Elite Sponsor – Danly Consulting Services, LLC** is a consulting firm specializing in manufacturing solutions, project management, and business development. We can assist you in: ERP selection and implementation; LEAN manufacturing projects; process improvement; capacity constraints; production and inventory control systems; mergers and acquisitions; and business growth.



DCS serves small to mid-sized companies where special knowledge and experience is needed, or existing staff is not available to complete critical projects. The DCS 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. [Danly-Consulting.com](http://Danly-Consulting.com)

**Super Sponsor – 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! [Radley.com](http://Radley.com)



**Basic Sponsor – 824 Consulting LLC** was established to assist metalcasters with their technology needs. Our primary experiences with B&L Information Systems' products are configuring and supporting Odyssey, including creating or re-engineering Crystal Reports; project management, and technology operations. This kind of experience creates business data efficiencies and effectiveness leading to critical decision making in production, quality, and profitability.



824 Consulting is cost conscious while providing quality work - giving our customers the best options or solutions. With over 20 years of experiences, we can also provide understanding on your technical infrastructure, from hardware to software to data communication. [824Consulting.com](http://824Consulting.com)