

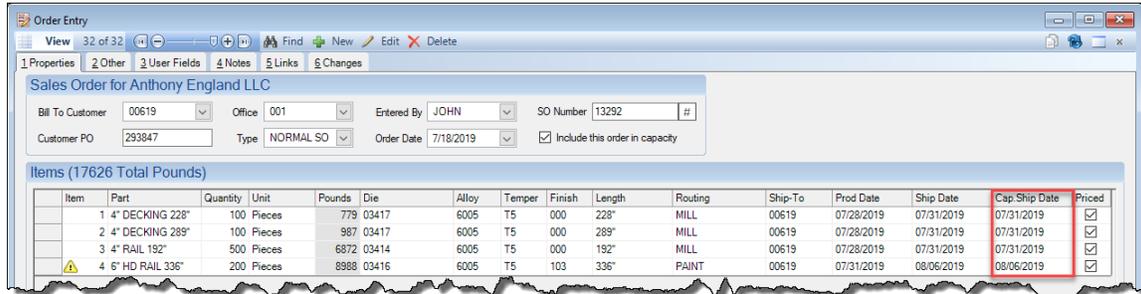
FOY'S EPICS EVENTS

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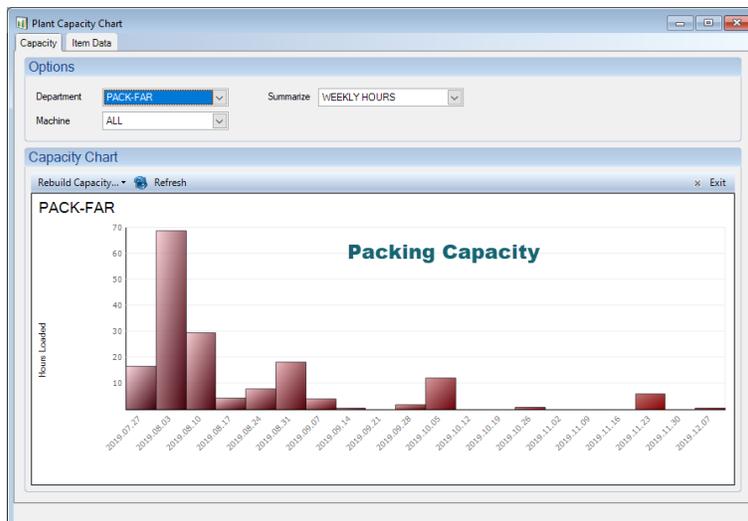
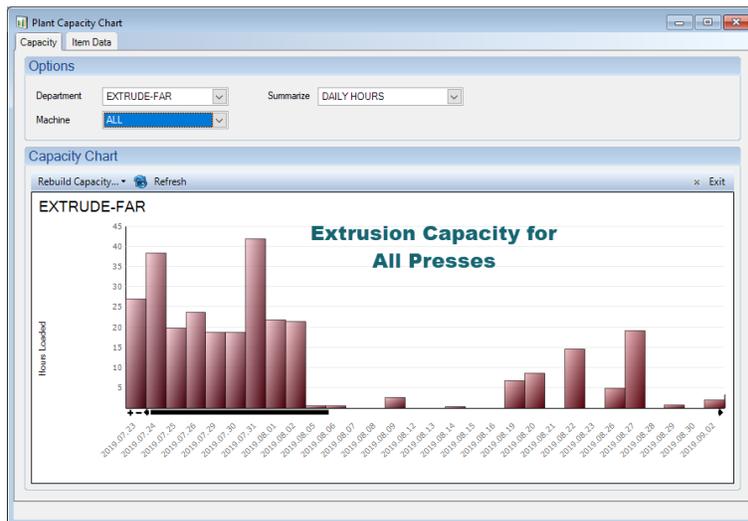
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Capacity Planning Module Is Here!

This is perhaps the most highly anticipated EPICS feature for the past many years. EPICS can now better assist you in planning and managing production throughout the plant with always up-to-date capacity information for every department and machine.



Capacity Planning is an optional EPICS module that provides a real-time view of available capacity in any production department. This gives production planners advanced warning of potential bottlenecks, enabling them to proactively reallocate time and resources to improve on-time performance. It also gives order entry personnel a much more realistic estimate of delivery dates for new orders based on production requirements for each new item.



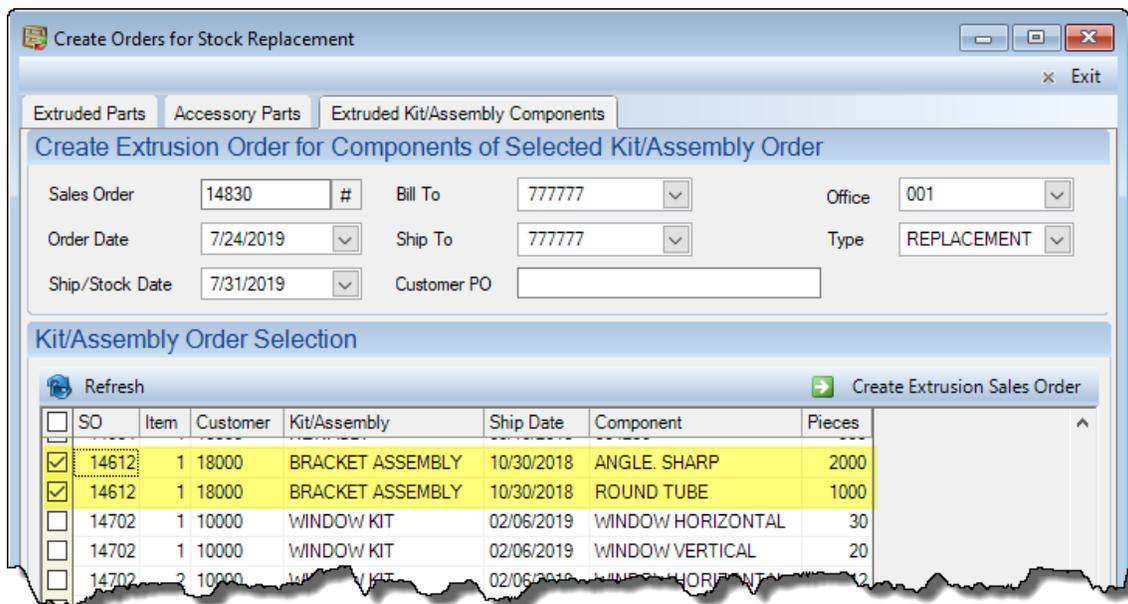
You can quickly configure EPICS to determine the effective capacity for each production department and machine in the plant. Then, using data from all open sales orders, reserves, and unposted orders, the Capacity Planning Module calculates the time required to complete each job. Subtracting these from the

effective capacity provides the remaining capacity available to future orders.

Capacity Planning Module is available in version 9.10. Contact Foy Inc and ask for a free 30-day trial. Try it out and see how this can benefit you.

Major Enhancements for Kits and Assemblies

Version 9.10 includes significant improvement in the handling of extruded components for kits and assemblies. You can now easily create a single sales order for all extruded components belonging to a kit or assembly. Additionally, the component metal is pre-allocated to the kit or assembly so that it cannot be used for anything else.



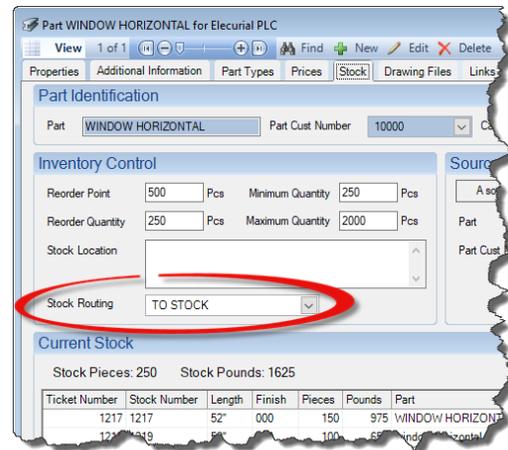
In the screen-shot above, the assembly named “Bracket Assembly” requires two extruded components. Simply click the SO number, and all components for the assembly are selected. Then click Create Extrusion Sales Order to get these component jobs underway. This is done on the new Extruded Kit/Assembly Components tab of the Stock Replacement screen.

A new Component Extrusion Status window has been added to the Sales Order screen allowing you to easily see the availability of each component in a kit or assembly. You can see the ordered amount, how much has been extruded, and how much is currently in stock and available to the kit or assembly.

There is also improved traceability and certs for kit/assembly orders. EPICS now automatically copies tensile tests from each extruded kit/assembly component to the parent kit/assembly item as components are pulled from stock.

The creation of stock replacement orders has been simplified by adding a special "Stock Routing" field to the Part screen. This allows you to specify the routing to be used when creating stock replacement orders for a part.

Finally, the customer specified by gStockCustBill can be used to place orders for any die or part regardless of ownership. This allows your in-house customer number to be used for stock replacement orders with none of the usual messages and warnings expected with a normal customer number.



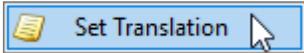
EPICS Version 9.10

This is a feature-rich update containing 11 wishlist items, the introduction of the [Capacity Planning Module](#), major enhancements to [Kits and Assemblies](#), and numerous other enhancements. Below is a list of the highlights. You can see the entire list of items included in the update at foyinc.com.

- *[2018 #7] Improved handling for [Kits and Assemblies](#) – quickly create stock replacement orders for all extruded components on a kit/assembly order and pre-allocate all component pieces produced to the parent order
 - Improve traceability and certs for kit/assembly orders – automatically copy tensile tests from each extruded kit/assembly component to the parent kit/assembly item as components are pulled from stock
 - Simplify the creation of stock replacement orders by adding a second routing field, "Stock Routing", to each part to specify the routing to be used when creating stock replacement orders for that part.
 - Allow the customer specified by gStockCustBill to place orders for any die or part regardless of ownership
- *[2013 #11] Allow stock to be pre-allocated to an order at any time prior to the normal fill-from-stock operation (any stock ticket – not just kit/assembly components)
- *[2018 #12] Prevent shipments to an outside processor for items that are on production hold
- *[2018 #30] For acknowledgements, manifests, invoices, and quotes, allow each customer to be configured either to email separate PDF files for each document or to combine multiple documents into a single PDF

- *[2018 #31] Add a configuration setting, gRequireManualTensileLotSelection , that requires the user to select a lot number when posting tensile tests (no default lot selected)
- *[2018 #33] Provide separate permissions to void newly packed tickets (status A or B) vs closed or in-process tickets (status F, O, P, R, S)

| | | | | |
|-----------|---------------------------------|-------|-------|-------|
| frmTicket | Maintain Packing Tickets | WRITE | WRITE | WRITE |
| frmTicket | Can void status A and B tickets | YES | NO | NO |
| frmTicket | Allow 'Delete' | | | |

- *[2018 #36] Add the alternate customer number (AltCustNum) of the bill-to customer to the Sales Order screen and allow finding orders using that field
- *[2018 #41] Display total pieces and weight on Racks tab of the Sales Orders screen
- *[2018 #51] Add a field chooser  Field Chooser to the pull inventory tickets screen
- *[2017 #45] Add a change log to the "Reserves" screen
- *[2017 #48] Include price changes in the Quote change log
- *EPICS [Capacity Planning Module](#) now available
 - Keeps track of available capacity for any production department/machine in real time
 - Provides order entry with a realistic ship date for each item based on current plant capacity
 - Improved calendar – Set hours/day for any calendar entry – either plant-wide or for a specific department or machine
 - Add “Makeup day” option to calendar entries. Makeup days are available for existing jobs but will not be considered when assigning ship dates to new items
 - Allow multiple presses to be added to each die’s Standard Data list and add a checkbox to identify the preferred press(es)
 - Allow multiple machines per department to be added to each part’s department specs with different standard production rates and cost/hour for each
 - Add standard rate/hour (in Lb or Kg, Pieces, or Ft2 or M2) and standard cost/hour fields for all machines
- Improved language translation: Right-click on text to  set or change translation (for users with permission to frmScreenText)
- Add “Changes” tab to permissions screen
- Send gEpicsUser, gPlant, gMetric, and gDateTime formula values to Crystal when running all reports. These formulas can be used to filter data on a report based on EPICS user, plant, etc. or to simply print on the report.

```
//Show user and time printed
"Printed by " & {@gEpicsUser} & " at " & {@gDateTime}
```

Power BI - Visual Business Intelligence

Power BI is an exciting business intelligence tool from Microsoft. It provides a highly interactive, highly visual and highly intuitive experience. Click on any element in the report to select it, and all other elements adjust to reflect your selection.

In the example below, you can choose any year to see revenue totals for the year. With each year selection, the charts adjust to show values for the selected year.



The top-revenue customer for 2018 is Elecucial PLC, while the top customer for

2017 is Xilinc Partners. Each year selection also shows the top-revenue dies for all customers. Click any customer to see dies used by that customer (see below).



This example shows dies, sorted by revenue, for the top customer from 2018.

The line chart at bottom shows total revenue for the customer by month. To see total revenue for a die, just click a die number.

Foy Inc is currently exploring ways that we can bring the power of Power BI to you. Look for more about Power BI in the months ahead.

EPICS User Conference 2020 – April 5-8 in Fort Worth, Texas



Worthington Hotel, Fort Worth, Texas

EPICS User Conference 2020 will meet in Fort Worth, Texas, April 5 – 8. Fort Worth is a unique location; it is “Where the West begins” and “Cow Town”. It is also a favorite among past conference attendees. We will meet in downtown Fort Worth at the distinctive [Worthington Hotel](#). Just outside the hotel doors is [Sundance Square](#) with its incredible assortment of quality restaurants, shops and entertainment.

Registration for the conference will be open in October, but rooms at the Worthington are available *now* at the special conference rate of \$179 per night. To reserve your room, [click this link](#) or call 800-433-5677 and mention the Foy Inc User Conference. This special rate is available through March 13, 2020.

The EPICS User Conference is one of the largest annual gatherings of extruders in the world. Last year’s conference brought together people from 37 extrusion facilities, including administrators, managers, supervisors, customer service personnel, IT personnel, production planners, QA personnel, schedulers, shipping and receiving personnel, and die correctors. It is a place for people to exchange ideas and become better at what they do. It is valuable both to individuals and to the companies they represent. Start making your plans now to be there.

Some of the topics at the conference will be those included in this newsletter. Look for presentations on Capacity Planning, Kits and Assemblies, and Power BI. Of course, many other topics will be included as well. Look for more information coming soon on [our website](#) and on [Facebook](#).

Foy Inc at ET '20



Plans are underway for ET'20, the 2020 Extrusion Technology conference that is held every four years. This conference brings together extruders from all over the globe, where they can hear scores of technical papers presented by industry leaders and academic scholars. We at Foy Inc will be among the presenters. Look for our two presentations: *The Benefits of Barcode and RFID Scanning in Managing Extrusion Production Information* and *Maintaining Traceability of Extruded Lots*.

Of course, we will be exhibiting at the massive Expo that is a major part of the conference. Foy Inc has had a booth at every ET session since 1980. Please come by and see us in booth P908 at the main entrance. We look forward to seeing you.

Jason Naff Leaves Foy Inc

Jason Naff, Vice-President of Customer Relations, left Foy Inc effective July 1. If you have attended an EPICS Conference or have come to Farmersville for training, you know what a great job Jason has done for the EPICS community. His knowledge of EPICS plus his teaching skills have benefited hundreds of EPICS users over the last few years.

Jason and his family felt called to return to the ministry, so he will be joining the Park Church in McKinney as Associate Pastor. We wish him well in his new position, and we appreciate his contributions to Foy Inc and to the community of EPICS users.

Scott Wilson will be taking over the training responsibilities, with Mariah Zagorsky assisting.

Thank you, Jason, for all that you have done for us here at Foy Inc. You will be greatly missed.

Android Mobile App in Beta, Testers Needed

EPICS Mobile is now available in beta for Android scanners. The app includes Shipping, Physical Inventory and Maintaining Rack Location. The app works great in our testing, but we need some “in-the-field” testers to give it a thorough workout. Please let us know if you are interested.



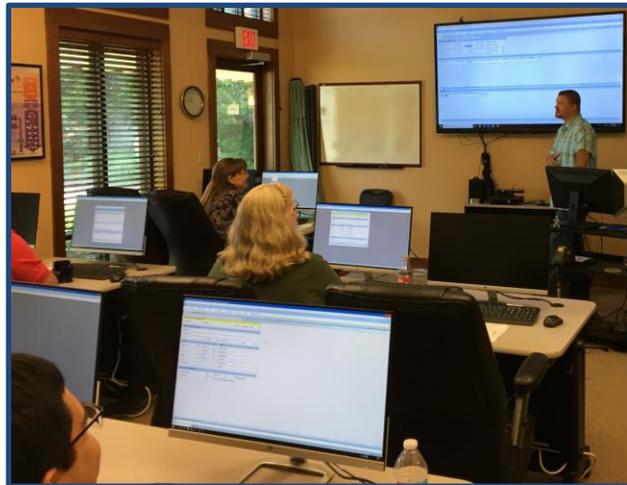
Microsoft has discontinued its Windows Mobile operating system. If you are currently running Windows Mobile on your scanners, it is time to consider when you will make the switch to Android. For more information please see [this FAQ from Microsoft](#).

EPICS Training Opportunities

Be sure to have your EPICS Administrator and key users trained thoroughly on EPICS V9. EPICS classroom training sessions are held at the Foy Inc offices in Farmersville, Texas.

The next available V9 classes are scheduled for August 12-15 and September 23-26. You can always view training class availability and cost information on our Training Classes webpage.

If you are interested in a two-day Reports training class working with the EPICS database, please let us know by calling 972-782-7282 or emailing us at info@foyinc.com. We schedule the Reports classes on demand.



Small Price Increase

For the last six years we have been able to avoid increasing the price of EPICS, despite greatly enhancing the software during that time. But effective September 1, 2019, we are increasing the price of the main EPICS module and the optional modules by about 3%. Since the annual Software Service Policy (SSP) is based on a percentage of the current base price, your SSP will increase by approximately 3% when it is renewed.

EPICS Customer List

*On any given day
EPICS is helping over 15,000 people
at over 100 extrusion plants around the world.*

Aacoa Extrusions – Niles, Michigan
 Aerolite Extrusion – Youngstown, Ohio
 Almag Aluminum Inc. – Brampton, Ontario
 Almax Aluminium – Brisbane, Australia
 Altec – Jeffersonville, Indiana
 Aluminio de Baja California (ABC) – Tijuana, Mexico
 Aluminio de Centro América – San Salvador, El Salvador
 Aluminum Extrusions Inc – Senatobia, Miss.
 American Aluminum Extrusions – Canton, Ohio
 American Aluminum Extrusions – Beloit, WI
 American Aluminum Extrusions – Roscoe, Illinois
 Anaheim Extrusions (UMEX) – Anaheim, California
 APEL Extrusions Ltd. – Calgary, Alberta
 APEL Extrusions Ltd. – Coburg, Oregon
 Apex Aluminum Extrusions – Langley, BC, Canada
 Arch Aluminum – Miami, Florida
 Architectural & Metal Systems – Cork, Ireland
 Ascend Custom Extrusions – Wylie, Texas
 Astrex Inc – Lake Shore, Ontario
 Benada Aluminum – Sanford, Florida
 Bristol Aluminum – Levittown, Pennsylvania
 Briteline Extrusions – Summerville, S. Carolina
 BRT Extrusions – Niles, Ohio
 CanArt – Brampton, Ontario
 CanArt – Windsor, Ontario
 Capral Extrusions – Angaston, Australia
 Capral Extrusions – Penrith, Australia
 Central Aluminum – Columbus, Ohio
 Claridge Products – Harrison, Arkansas
 Crown Extrusions - Chaska, Minnesota
 Gateway Extrusions, Ltd – Union, Missouri
 DeeZee, Inc – Des Moines, Iowa
 Extruders - a division of Tower – Wylie, Texas
 Extrudex – Weston, Ontario
 Extrudex – Bernières, Quebec
 Extrudex – North Jackson, Ohio
 Extrum – Chaloma, Honduras
 FISA – Guayaquil, Ecuador
 Frontier Aluminum – Corona, California
 G. James – Brisbane, Australia
 G. James – Sydney, Australia
 Hulamin – Pietermaritzburg, South Africa
 Hulamin – Capetown, South Africa
 Hulamin – Olifantsfontein, South Africa
 Independent Extrusions (INEX) – Hamilton, New Zealand
 Independent Extrusions (INEX) – Brisbane, Australia
 Independent Extrusions (INEX) – Melbourne, Australia
 International Extrusions – Garden City, Michigan
 International Extrusions (UMEX) – Waxahachie, Texas
 Jalex – Kingston, Jamaica
 Jordan Aluminum Company – Memphis, Tennessee
 Keymark Corporation – Fonda, New York
 Keymark Corporation – Lakeland, Florida
 Keymark Corporation – Orlando, Florida
 MI Metals, Inc. – Millen, Georgia
 MI Metals, Inc – Oldsmar, Florida
 MI Metals, Inc – Prescott Valley, Arizona
 MI Metals, Inc - Smyrna, Tennessee
 MI Windows and Doors – Carrollton, Texas
 Michigan Extruded Aluminum – Jackson, Michigan
 Midwest Aluminum – Withee, Wisconsin
 Mountain Ridge Metals – Millersburg, Pennsylvania
 Nanshan America – Lafayette, Indiana
 Nigalex – Lagos, Nigeria
 Non-Ferrous Extrusion – Houston, Texas
 Oldcastle Building Envelope – Midway, Tennessee
 Oldcastle Building Envelope – Terrell, Texas
 Orrvilon (Holtec) – Orrville, Ohio
 Patrick Metals (UMEX) – Mishawaka, Indiana
 Pennex – Leetonia, Ohio
 Pennex – Wellsville, Pennsylvania
 Perfiles de Aluminio.– San Juan, Puerto Rico
 Ply Gem Extrusion– Bryan, Texas
 Postle Aluminum – Cassopolis, Michigan
 Press Metals – Cumming, Georgia
 Pries Enterprises – Independence, Iowa
 PT Alumindo Perkasa – Jakarta, Indonesia
 PT Indal – Surabaya, Indonesia
 Profile Extrusions – Rome, Georgia
 Profile (RJS Precision Ext.) – Phoenix, Arizona
 Schimmer Metal – Bangkok, Thailand
 Selaco Aluminium – Johar, Malaysia
 Service Center Metals – Prince George, Virginia
 Shoals Extrusion – Florence, Alabama
 Sierra Aluminum – Fontana, California
 Sierra Aluminum – Riverside, California
 Silver City Aluminum -- Taunton, Mass
 Spectra Aluminum – Bradford, Ontario
 Star Extruded Shapes - Canfield, Ohio
 Sun Valley - Los Angeles, California
 Superior Extrusion – Gwinn, Michigan
 Superior Metal Shapes – Chino, California
 Taber Extrusions – Gulfport, Mississippi
 Taber Extrusions – Russellville, Arkansas
 Tecnoglass – Barranquilla, Columbia
 Tifton Aluminum Extrusions – Tifton, Georgia
 Tri–City Extrusion – Bristol, Tennessee
 Tubelite – Reed City, Michigan
 Universal Molding (UMEX) – Downey, California
 Vitex – Franklin, New Hampshire
 Wakefield-Vette – Pelham, New Hampshire
 Wakefield-Vette – Withee, Wisconsin
 Western Extrusion – Carrollton, Texas
 Wolverine Tube Inc – Decatur, Alabama
 Zarbana Industries – Columbiana, Ohio

Foy Inc
111 Farmersville Pkwy, Suite 100
Farmersville, TX 75442
 Phone: 972-782-7282
 Fax: 972-782-7130
www.foyinc.com

General Information: info@foyinc.com
 Help: help@foyinc.com
 Jim Foy: jim@foyinc.com
 John Stenger: john@foyinc.com
 Scott Wilson: scott@foyinc.com
 Stacy Foley: stacy@foyinc.com
 Mariah Zagorsky: mariah@foyinc.com
 Stephan Stenger: stephan@foyinc.com