



GRL

<https://grl.com.tr/en/>

Industry



Textiles



Automotive

Employees

140

Headquarters

İşıktepe Organize Sanayi Bölgesi 75,
Bursa, Turkey

Production

Exports to 50 countries in 5 continents,
12,000m² manufacturing facility,
Production capacity of 20,000 units
per month

LYNQ MES AT GRL:

GAINING FULL CONTROL AND VISIBILITY OF MANUFACTURING

LYNQ MES enables long-established GRL AŞ, a tier one automotive supplier headquartered in north-west Turkey, to reduce downtime, improve visibility and boost quality and on-time delivery.

Part of the Gural Group of companies, GRL has manufactured seating systems for public transportation vehicles and commercial vehicles since the 1970s. It is now one of the leading companies in the design, development, production and supply of commercial public transport seating systems, for both drivers and passengers. As well as supplying the domestic market, it exports to over 50 countries on five continents. Its facility at Nilüfer extends to a total of 12,000m². The factory itself, which covers 10,000m², has the capacity to produce 20,000 units a month, for use in buses, minibuses, trains, ships and trams.

GRL is proud to be recognised as a leading company in its industry, especially for its global quality standards. It has a philosophy of continuous investment in production technology and R&D, as it seeks to maintain its leading position by creating added value in its products and strives to offer better services to its customers, to meet and exceed their expectations.

Challenges: Quality, Integrity, Output and Downtime

The daily challenge GRL faces is to maintain quality and integrity across its entire range at an output level of tens of thousands of units each month. Each seating unit is made up of a metal frame (or pillar mount plus frame, in the case of Ambulance Seats), with different levels of padding, finishing fabrics and accessories, from fixed and raised armrests to fold-down trays and grab handles. Some Passenger and Urban Transportation seating is near-bench style, while VIP Seats are distinct and feature space between the two seats. GRL went looking for a Manufacturing Execution System that would enable it to reduce or eliminate performance losses and unplanned downtime. It was not fully in control of its production or processes. It has a number of different products and manufacturing lines and it didn't have any way of properly measuring and tracking production, output and productivity.

"The company needed a system that will help calculate our products and performance on an hourly basis," said Selim Arslan, Deputy General Manager and Foreign Trade Manager of GRL. He has worked in the sector for over 10 years. "After researching and considering a number of different solutions we found LYNQ. We opted for LYNQ MES because it includes production scheduling software, the analysis of production losses and their financial impact and data collection for both employees and machines. These were the factors that really impressed us."

**GRL**<https://grl.com.tr/en/>**Clear Visibility Improves Quality and Performance**

LYNQ MES gave GRL the ability to collect and measure data that enabled it to calculate accurately how long it takes to make any particular product, the efficiency of its manufacturing process – by product – and accurately forecast delivery dates.

“LYNQ MES has simplified the identification and follow-up of losses and downtime and has allowed us to greatly improve our production KPIs.”

Selim Arslan -
General Manager, GRL

Having clear visibility of the company's financial and production status, instantly, has enabled GRL to intervene much more quickly whenever a problem arises and to solve it faster. Of all the benefits to have flowed from the installation of LYNQ MES, the visibility and quick problem-solving stands out, according to Mr Arslan.

“LYNQ MES has greatly improved our manufacturing operations. We can see any problems instantly and take remedial action immediately. It means that we are better able to send quality products to our customers, first time, every time and on time,” he said.

Fast, Responsive and Accurate Data

“The biggest benefit for us is being able to track the production line. Being able to see production interruptions and downtime, in detail, has enabled us to track losses much better,” he says. “I would say that being able to know and track the daily performance of a worker, or a machine, is a most important thing for us.”



GRL

<https://grl.com.tr/en/>



Using LYNQ MES to manufacture individual products and product lines enables GRL to determine deadlines with real data, from the moment the process begins. “I know I can finish the product within, for example, five days, because LYNQ says I can do it in five days,” he explains. “I can now instantly access daily manufacturing numbers from my computer, and immediately detect any non-compliance or quality issues.”

Fast Implementation

Implementation of business-wide software can be time-consuming and testing. It can take up hundreds of man-hours of management time, time that is better devoted to production and getting the job done. In the event, GRL was very happy with LYNQ MES' installation and company support.

“It was a fast implementation process. The fact that LYNQ already integrated with our ERP was a huge plus for us. It meant that we could avoid having to go through a separate process,” Mr Arslan explained. “LYNQ's after-sales support was very impressive. They reacted very quickly whenever we encountered an issue that required adjustment, improvement or tweaking of the MES system. We look forward to continuing to work with LYNQ into the future.”

LYNQ MES has also helped to boost the performance of GRL's processes, by providing reliable production and quality data. Accurate information on the usage of materials, finished output, along with any faults and necessary rework, also helps with warehouse and inventory management.

Quality, Performance and Customer Satisfaction

As a tier one automotive supplier, effective and reliable production, scheduling and on-time delivery – that often must be just in time – is crucial. GRL has found that LYNQ MES production scheduling software, in particular, has been a major help in ensuring product quality, maintenance of quality, reduction of machine downtime and in production planning.

“We are very pleased with LYNQ MES. We feel that our relationship is a proper partnership, one that we hope to continue long into the future,” says Selim Arslan. “We would be very happy to recommend LYNQ to other manufacturing companies. The most important thing here is the measurability of performance. Being able to capture and analyse data is essential to any business. LYNQ MES has simplified the identification and follow-up of losses and downtime and has allowed us to greatly improve our production KPIs.”

LYNQ