



## Rae-Line

[www.rae-line.com.au](http://www.rae-line.com.au)

## Industry



Textiles

## Employees

150

## Headquarters

Melbourne, Australia

## ERP

SYSPRO

## RAE-LINE HITS 20% IMPROVEMENT IN QUALITY AND TIME THROUGH ITS ABILITY TO FEEDBACK INFORMATION BY IMPLEMENTING LYNQ AND SYSPRO

Established in 1972 and based in Melbourne, Australia, Rae-Line is a market leader in the design and manufacture of commercial upholstery, sports and safety padding solutions. From humble beginnings, the company has grown steadily. Rae-Line now employs more than 140 staff and supplies its products to some of the biggest names in the automotive, heavy transport, recreational vehicle and sports padding industries.

Rae-Line's challenge was that their inhouse solution was no longer keeping pace with its growth. The system didn't include Material Requirements Planning (MRP).

**Management identified a need for a fully integrated, robust system to meet its changing requirements and support future expansion.**

**“Ultimately, LYNQ and SYSPRO were the clear winner with their can-do attitude, ability to understand and meet our requirements, and the stability to support us for the future.”**

Brett Vorhauer, Managing Director,  
Rae-Line.

### Meeting stringent customer demands

In recent months, several major customers have increased their demand by around 50%. This, combined with the 60% growth in staff and orders over the past two years, brought with it challenges which required a strong system.

Commenting on the increase in orders, Dave Moody from SYSPRO says, **“Because SYSPRO integrated with LYNQ has a strong front end and can upload bulk sales orders, we’ve been able to satisfy the increased demand with the same admin team.”**

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**“The great thing about SYSPRO with LYNQ integration is once the demand is poured in the top end with sales orders and they turn in into jobs, it’s very clear what the demand for materials is. The MRP system is rigorous with all sorts of options to tailor it for our needs and hold a level of stock that makes sense for our business.”**

Because LYNQ and SYSPRO are fully integrated, production staff know exactly what a customer needs on any particular day, increasing Rae-Line’s efficiency in production planning. This ensures Rae-Line can satisfy customers on time, every time.

The increase in customer demand goes hand-in-hand with expectations for very high quality products and service. Before LYNQ and SYSPRO, Rae-Line used what it called ‘paper Bibles’ which contained a photo, a work instruction and often a drawing for each order. Now, it uses tablets to make real-time changes, giving users access to the latest information.

**“You simply can’t do that with a paper-based system. It needs to be electronic, correct and immediate,”** Vorhauer says. **“So if you look at that and sort of try and quantify it, maybe there’s a 20% saving there in quality and the time that it takes to do those parts, the correctness of those parts and we get docked money if we mess up. SYSPRO integrated with LYNQ has been a really good tool in the area of quality to help us.”**

### **Harnessing strong alignment**

From the day the decision was made to implement SYSPRO and LYNQ, the Rae-Line management team was confident that the solution offered the best alignment with its business.

“SYSPRO integrated with LYNQ are solid and robust, which is what we need. We’ve reaped so many benefits but one of the greatest is the ability for people on the floor to get the latest, greatest information – that’s invaluable,” says Vorhauer.

**SYSPRO integrated with LYNQ Manufacturing Execution System (MES) has also made a tangible difference to the business. With 100 staff engaging in more than 500 jobs a day, LYNQ enables Rae-Line to measure critical factors such as productivity, quality and the actual time staff are clocked into jobs.**

**“Using SYSPRO integrated with LYNQ MES has been an absolute revelation for us, a real time and money saver. It’s a whole new world for us.”**

Brett Vorhauer, Managing Director,  
Rae-Line.

**“We’re a year and a bit into our LYNQ and SYSPRO journey and we can see so many benefits already. And there’s so many more on the horizon that we will realize over the next few years as we learn to understand the system and fit our business to the system. I don’t know where it ends, but it will be in a great place.”** continued Vorhauer

