



## Tolkar Machines continues sector leadership with Netsis

Tolkar Machines, the producer of industrial laundry and textile equipments, combined its vision in quality and service with Netsis expertise. Tracking its business processes with Netsis since 2007, aims to maintain its sector leadership position it has enjoyed for years, with the support of Netsis.

Serving as a manufacturer of wash-rock wash, dye, dry, wring and sanding machines for the textile sector, and wash-wring, dry, band dry iron, bed iron, feed and laundry accessories for the laundry sector, Tolkar Machines extends sales and service to customers all over Turkey through 13 regional offices.

Manufacturing in its two factories with 10,000 m2 and 4000 m2 of enclosed space built inside Izmir Ataturk Organized Industry Zone, Tolkar Machines strives to meet its customers' expectations in feasibility, project, manufacturing, procurement, logistics, assembly and post-sales service with the principal of "unconditional customer satisfaction". Consistently investing in R&D efforts, Tolkar Machines also is the first prize winner of TUSID's "2007 Industry Products Competition" with its Powerspray product.

### Search for an integrated system ended with Netsis

Tolkar Machines, that, for the machines it produces, handles all required manufacturing in its own body from electrical to computer software, has been tracking its business processes with Netsis since 2007. Tolkar Machines Board of Directors Chair Cenk Karace who says they work for providing customers with the latest advancements in technology without compromising on superior quality manufacturing and customer satisfaction, summarized the growth of Tolkar and their reasons for preferring Netsis Fusion@6 in their business processes as follows: "The lack of full integration between Accounting and other departments such as Purchasing or Production caused flaws and time delays in our business processes. A requirement to perform planning, which directs production, by help of a program was born, and a fully integrated solution became inevitable for us.

Wide use of Netsis over Turkey, its expertise in the planning and production areas, numerous renown references were the leading factors in our selection of Netsis Fusion@6 during our solution search process." Karace explained that they have been tracking all their business processes from orders to procurement, from accounting to finance over Netsis since 2008, adding "It naturally was not easy to establish a system covering 5 companies, 13 regions, with an average of 100 users. We started the project gradually. In the first phase, we implemented BasicSet in five different companies serving in different areas, namely production, import, export, service and laundry, and we got the companies to work in integration with each other. During this phase, we managed our inventory items by tracking them with the method of production consumption.

In the second phase, cost accounting application was completed in our primary manufacturing company, Tolkar Machines. During this phase, efforts like product bill of materials and routing modeling, product code creation, and system load and planning transfer of these data have been simultaneously carried out. We worked with strict planning at each phase."

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**TOLKAR****Success story****fusion@6**

**Right steps in planning and production**

Cenk Karace, Board of Directors Chair at Tolkar which exports to countries like India, Iraq, Vietnam, Italy, Egypt, Tunisia, Serbia, Bulgaria, Israel, United Arab Emirates, Ukraine, Germany, Greece, Romania, Bangladesh, United Kingdom, and Spain, stated "With the importance of export, grows the importance of planning, delays of just a few hours may leave you in very difficult situations. It is critical to be able to see ahead clearly during the planning and production process. We accomplished exactly this with Fusion@6".

Explaining that they overcame the challenge they faced in being able to perform planning within a program due to Tolkar Machines' wide variety of products and semi-products with the experience and expertise of Netsis, Karace said "We have too many products and semi-products. We have three main warehouses for electricals, electronics, and mechanicals. There are 6 to 7 thousand different items in just the mechanicals warehouse".

"We have laser and punch cutting stations in our production. Process applied in these stations is a little different from standard production process. The important feature of laser and punch cutting is that you can get multiple products from one sheet of metal. Here we need to be able to track the metal sheets in terms of both number of sheets and square meters. We developed an algorithm that calculates how many sheets were used and how much scrap we had by entering the quantity information of cut pieces. We have enabled automatic generation of our production records and accurate tracking of metal sheets which make up our most crucial raw material, by using the advanced features of Fusion@6 called "flexible configuration" and "dynamic coding". We also actively use Production, MRP, quality control, requisition / quotation, cost accounting modules and entity/branch structure."

**Problem-free project process**

Karace listed the most important benefits Netsis brought for Tolkar Machines as follows:

- "With flexible configuration, we can track our inventory in square meters and in sheets.
- Our procurement processes became significantly faster and our errors are reduced by 95%. Errors that occurred during the purchase of materials that are highly similar to each other were slowing our production process significantly.
- Using MRP module, we generate our raw material plan monthly, and carry out our regular purchases.
- We create our production orders weekly.
- We track, on a hotel basis, our laundry facilities where an average of 120 tons of laundry gets done in Netsis. With the monthly quantity- and ton-based reports we generate daily, we can get ready in 30 minutes, with a deviation rate of 1% for consensus meetings that used to take us 2 days to prepare for.



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- Kartek, our technical service company which previously only had accounting automation, started operating in full integration, thus our regional service inventories have been taken under control.
- Also the technical service warehouse under the main branch has been made independent, so that purchase and production orders for technical service operations can be tracked separately by regions.
- Once the project was completed, we achieved a state where we could get all our reports from production to sales, from accounting to laundry operations, from Netsis. At the same time, we can get accumulated or separate reports thanks to the entity/branch infrastructure for all of our companies."

**On-line integration with regional offices**

Tolkar Machines, which extends sales and service support to its customers all over Turkey through its 13 regional offices, started efforts to establish on-line integration between all its regional offices and the main branch. Board of Directors Chair Cenk Karace who stated "Our goal is to reach a state where we can perform region-based order analysis and reports" went on saying "This way we will be able to speed up our business processes, business tracking, and management decisions. We have completed our work with Antalya, Manavgat and Mugla Regional Offices."

Karace concluded his words saying "Netsis Fusion@6 met our need for a program that could keep the multi-faceted scale of product and production information of Tolkar Machines in a single system, that could keep up with our advancing technology, that was fast, integrated and flexible. This effort that restructured all processes of Tolkar Machines also became a part of our quality control system. Our biggest concern when we decided to invest in an Enterprise Resource Planning package was the training and adaption process of our company personnel. But we completed the process with a training and test use application period of 3 months without any problems. We extend our thanks to Egebimtes, a Netsis Enterprise Solution Partner, for all their support."

