



# Increase production efficiency? *Know how.*

With funding from the European Union, the EBRD and the Republic of Turkey, we helped Pelin Triko, a women-led clothing manufacturer in Samsun, to design their new production facility in line with lean production techniques.



# Clothing manufacturer, Turkey

**We helped Pelin Triko in Samsun, northern Turkey, to design a new production facility that will enable the business to increase its production efficiency. Within only 3 months of moving to the new premises, the company has seen an increase in its profitability.**

Pelin Triko was established in 2006 by women entrepreneur Remziye Abaci, now the General Manager of the company, and her partner Hakan Kapıcıoğlu as an equal partnership. They produce ready-made garments, especially top knitwear products.

The company is a supplier to well-known global brands such as Levi's, Zara, Marks & Spencer and W Collection. Their main export markets are Germany and Spain.

Pelin Triko used to operate in a production facility that they rented; as of last quarter of 2014, they moved to a new production facility that they had purchased. The old production facility was established on one floor and the layout plan was designed accordingly. Since the new premises consisted of a five-storey building, Pelin Triko needed to convert the layout plan to a vertical one. The company also aimed to increase production efficiency via



The company had a higher profitability in their new premises, designed according to lean manufacturing techniques.

resettlement of the production line and proper installation of the equipment.

To achieve these aims, we helped Pelin Triko to work with İzgören Akademi consultancy who assigned an architect and an industrial engineer specialised in architectural design for production facilities and enhancement of production processes.

The consultancy company:

- Converted the architectural plan to a vertical one to fit the new production facility
- Implemented lean manufacturing techniques (5S methodology) into the production process
- Resettled the production line and ensured proper installation of the equipment
- Identified areas for improvement and conducted the necessary calculations (time, labour, material etc. used in production) for the required resources.

This enabled Pelin Triko to find the most cost and time efficient method to increase profitability through increased capacity utilisation. After they moved to the new premises, the capacity utilization and turnover figures increased by 13%.

Under the Women in Business Programme, Pelin Triko is currently implementing an ongoing coaching advisory project, working with the same consultant on the following key improvement areas: financial planning, sales & marketing and organisational management.

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Capacity utilization

+13%

Turnover

+13%

Employment

+11%

Total project value

€8,661

Client contribution

€1,973