



HOW TO MAKE A PRODUCTION PLAN FOR A MACHINING ENTERPRISE

According to the relationship between production and sales, it can be divided into inventory production and order-to-manufacture enterprises. The former emphasizes production according to established plans. The sales department makes sales estimates based on products, market conditions and sales methods, and sets the minimum finished [cnc machining parts](#) inventory accordingly. , To carry out serial production; and the latter is to arrange production after receiving customer orders.

1. Formulation of the plan

(1) Sales plan

In reality, many factories do not have an annual sales plan in advance, or have an annual plan. The monthly orders received by the sales department either exceed the original plan amount or are too different from the original plan, resulting in the entire factory including production The management, quality control, materials, production, and personnel departments are busy and struggling to cope, which eventually leads to a lengthened delivery period, an inability to increase production, and greatly affects production efficiency and product quality.

At this time, business executives often blame the production department. In fact, when various production factors are relatively stable, most of the chaos stems from the lack of a reliable sales plan, which leads to the inability to make a complete production plan and schedule.

Control is naturally challenged. Therefore, regardless of inventory production type or order production type, the sales department should conduct market surveys and make estimates every year, and fully consider factors such as customer category, product category, number of orders, delivery time and other factors. The preparation of monthly sales plans for the year is the basis for the normal development of production.

(2) Monthly plan

On the 20th of each month, the sales department proposes a sales (shipping) plan for the next month. This shipment plan should consider the order status and the actual load of the production department. Before the end of the month, the sales department, technical

department, supply department, and production The department reviews the next month's sales (shipping) plan proposed by the sales department, the sales department finally determines a relatively detailed plan, the technical department determines the technical research and development (adjustment) plan, the supply department determines the procurement plan, and the production management department proposes the next month's production plan , Also taking into account the order status and the production capacity of the production department, the sales department, production management department, and technical department carry out "production and sales coordination" to determine production tasks. In addition, the production department is required to set aside a certain amount of time (usually around 5%). Additional urgent orders are prepared.

In addition to annual and monthly plans, the sales and production departments should make weekly and daily plans to ensure that the execution cycle of the plan is as short as possible, so as to have a more detailed control of the overall situation and timely remediation of problems.

2. Assignment of work tasks

After the production plan is determined, the production department should use the team as the unit to schedule the team production plan. For the same product, the production [machining process](#) schedule must be able to connect, so that the flow of semi-finished products will be smooth, and a certain amount of buffer should be reserved between the team and the team to avoid convergence Not on or pile up too much.

3. Preparations before preparing the production plan

- (1) Whether the materials are available;
- (2) Be familiar with the company's products and understand the product [cnc machining](#) procedures;
- (3) Ways of using materials;
- (4) Understand the market demand;
- (5) Understand the staff dynamics, the normal operation of the machine and the complete set of materials;
- (6) Effective tracking and control of production progress;
- (7) The production order must be carefully and accurately issued, and there must be no misses or omissions;
- (8) Information needs timely feedback and follow-up;
- (9) Give due consideration to abnormal conditions;
- (10) Understand the workshop capacity;

- (11) Manage independent demand well;
- (12) Quality status and quality control;
- (13) Under normal circumstances, the schedule cannot be too tight to consider inserting urgent orders;
- (14) Understand the product, related process flow, and bottleneck process: purchase the previous process first;
- (15) Understand the performance of materials;
- (16) The procurement cycle of materials and the follow-up of the materials received;
- (17) Reasonably deploy personnel;
- (18) Contact the supply and storage department and personnel to ensure the supply of materials;
- (19) Contact engineering and technical departments for technical support;
- (20) Develop and view the corresponding series of plans: such as product development plan, production job sequencing plan, personnel plan, capacity plan and load plan, inventory plan, shipment plan, material plan, outsourcing plan, etc.

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