



Four Tips for Sustainable Growth for Wire and Cable Harness Companies

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Growth in the Wire Harness Industry

A growth strategy is critical for a sustainable business. For wire and cable harness companies, a growth strategy is more than a long-term plan for increased business. Manufacturers need a solid foundation for increasing production. Without it, inefficiencies and errors are magnified as demands on the shop floor increase with new orders.

Many businesses never seize the opportunity for growth, turning down new customers rather than risk losing existing business when pressure mounts on production.

As a manufacturer, your growth strategy must address production as much as new customers. Consider the following tips as you plan for growth.

1. Use Your Production Data

Many companies collect production data as an afterthought, with workers pencil whipping results after a job is complete. The result is business and manufacturing decisions based on inaccurate production data. Growth requires sound decisions based on accurate, real-time production data. For example, labor data provides the basis for more accurate estimates and fuels process improvement. Production visibility and real-time manufacturing data identifies bottlenecks in workflow that, when eliminated, shorten the lead time and increase production capacity.

2. Empower Production with Efficient Scheduling

Smaller operations can manage using a simple schedule on a spreadsheet. Scheduling issues explode as production copes with more orders, shifting priorities, and streams of Engineering Change Orders (ECOs). Accurate scheduling is the basis of efficient operations, and a critical requirement for effectively growing production operations. On-time delivery, accurate shipping estimates and shorter lead times are the result of finite scheduling, synchronizing operations in real-time using data and not guesswork...

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