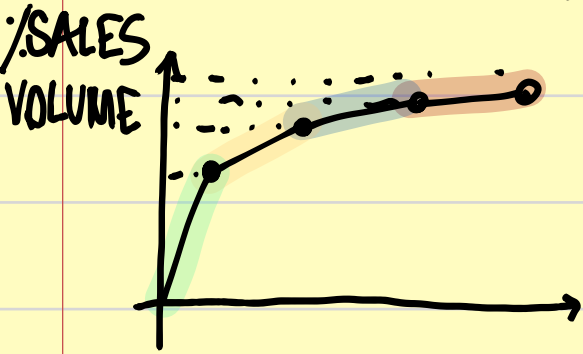


Glenday Sieb

Wie steuern wir den Wertstrom? GLENDAY SIEB.

Klassifizierung der Wertströme nach dem PARETO-PRINZIP : %SALES VOLUMEN.



50%	6%	Grün
51-95%	7-50%	Gelb
96-99%	51-70%	Blau
~100%	71-100%	Rot

S.K.U.: Stock keeping unit %kumulativ Sales %Produkt Portfolio

Item No.	Item description	Vol	% of Vol	Cumulative %	Item No.	Item description	Vol	% of Vol	Cumulative %
1	P083-22/K	113897	7.08%	7.08%	66	P565-7611 G/2.5L	6045	0.38%	66.52%
2	P516-145/L	78850	4.90%	11.98%	67	P338-13212/L	5955	0.37%	66.89%
3	P338-PJ-1225/L	54550	3.39%	15.37%	68	P396-44/L	5615	0.35%	67.24%
4	P396-101/L	39095	2.43%	17.80%	69	P190-625/L	5614	0.35%	67.59%
5	P551-10131/K	31496	1.96%	19.76%	70	P396-15200/L	5610	0.35%	67.94%
6	P338-PJ-1225/L	29763	1.85%	21.61%	71	P396-16496/L	5530	0.34%	68.28%
7	P516-PJ-0251/L	29160	1.81%	23.42%	72	P396-14051/L	5460	0.34%	68.62%
8	P396-122/L	28455	1.77%	25.19%	73	P971-399/L	5460	0.34%	68.96%
9	P396-101/L	28393	1.76%	26.96%	74	P078-10178/L	5337	0.33%	69.29%
10	P396-122/L	27997	1.74%	28.70%	75	P396-104/L	5310	0.33%	69.62%
11	P396-16203/L	27945	1.74%	30.43%	76	P396-16195/L	5290	0.33%	69.95%
12	MP338-15152/L	25710	1.60%	32.03%	77	P850-1493/L	5265	0.33%	70.28%
13	P083-22/L	24038	1.49%	33.53%	78	P396-437/L	5066	0.31%	70.60%
14	P562-32/K	22493	1.40%	34.93%	79	P190-18198/L	5019	0.31%	70.91%
15	P850-1493/L	21165	1.32%	36.24%	80	P396-1339/L	5015	0.31%	71.22%
16	P565-7611/L	20136	1.25%	37.49%	81	P396-113/L	5007	0.31%	71.53%
17	P083-41/K	19650	1.22%	38.71%	82	P338-10640/L	5000	0.31%	71.84%
18	MP338-15050/L	17202	1.07%	39.78%	83	P396-861/L	4889	0.30%	72.14%
19	MP338-15247/L	15693	0.98%	40.76%	84	MP338-14038/L	4880	0.30%	72.45%
20	P190-18260/L	14961	0.93%	41.69%	85	P850-18236/L	4800	0.30%	72.75%
21	P396-16195/L	14610	0.91%	42.60%	86	MP338-14172/L	4778	0.30%	73.04%
22	P562-32/L	14479	0.90%	43.50%	87	P190-18260/L	4720	0.29%	73.34%
23	P084-10143/L	14381	0.89%	44.39%	88	P396-16137/L	4708	0.29%	73.63%
24	P396-456/L	13290	0.83%	45.22%	89	P396-13080/L	4693	0.29%	73.92%
25	P396-38/L	12925	0.80%	46.02%	90	P500-12117/L	4561	0.28%	74.21%
26	MP338-14161/L	12853	0.80%	46.82%	91	MP338-15108/L	4404	0.27%	74.48%
27	P850-1951/L	12000	0.75%	47.56%	92	P565-1348/L	4342	0.27%	74.75%
28	P030-101/L	11370	0.71%	48.27%	93	P396-15152/L	3878	0.24%	75.97%
29	P190-18500/L	11205	0.70%	48.97%	94	P396-1031/L	3845	0.24%	76.45%
30	P396-16148/L	10433	0.65%	49.62%	95	P396-13393/L	3801	0.24%	76.69%
31	P565-13513-L	10000	0.62%	50.24%	96	MP338-14154/L	3788	0.24%	76.93%
32	P210-9260/L	9854	0.61%	50.85%	97	P190-18056/L	3717	0.23%	77.14%
33	MP338-14037/L	9119	0.57%	51.42%	98	MP338-10051/L	3668	0.23%	77.37%
34	P083-225/K	9048	0.56%	51.98%	99	P572-3000/L	3664	0.23%	77.60%
35	P396-861/L	8720	0.54%	52.52%	100	P396-15050/L	3660	0.23%	77.83%
36	P190-18310/L	8622	0.54%	53.06%	101	P565-10232/L	3655	0.23%	78.05%
37	P396-11336/L	8515	0.53%	53.59%	102	P396-11288/L	3610	0.22%	78.27%
38	MP338-15028/L	8341	0.52%	54.11%	103	P396-38/L	3558	0.22%	78.49%
39	P396-11334/L	8310	0.52%	54.62%	104	P516-PJ-025/L	3469	0.22%	78.70%
40	P500-14336/L	8090	0.50%	55.13%	105	P516-142/L	3443	0.21%	78.91%
41	P396-437/L	8000	0.50%	55.62%	106	P030-101/L	3383	0.21%	79.12%
42	P190-183000/L	8000	0.50%	56.12%	107	P396-455/L	3325	0.21%	79.21%
43	P338-15876/L	7810	0.49%	56.61%	108	MP338-15248/L	3292	0.20%	79.32%
44	MP338-15352/L	7789	0.48%	57.09%	109	P396-427/L	3233	0.20%	79.52%
45	P396-13080/L	7755	0.48%	57.57%	110	MP338-14122/L	3231	0.20%	79.73%
46	P210-18261/L	7739	0.48%	58.05%	111	MP338-15199/L	3120	0.19%	79.92%
47	MP338-15200/L	7644	0.48%	58.53%	112	P396-16243/L	3120	0.19%	80.12%
48	P084-10143/L	7620	0.47%	59.00%	113	P565-18268/L	3105	0.19%	80.31%
49	P396-16148/L	7605	0.47%	59.47%	114	P196-10468/L	3030	0.19%	80.50%
50	P190-10012/L	7500	0.47%	59.94%	115	P396-14051/L	3005	0.19%	80.68%
51	P084-30201/L	7489	0.47%	60.41%	116	P306-455/L	2986	0.18%	80.87%
52	P540-10309/L	7325	0.46%	60.86%	117	MP338-11010/L	2965	0.18%	81.05%
53	P500-13355/L	7220	0.45%	61.31%	118	P396-11336/L	2949	0.18%	81.24%
54	P083-410/L	7169	0.45%	61.76%	119	P396-427/L	2915	0.18%	81.42%
55	P338-12456/L	6960	0.43%	62.19%	120	P396-17021/L	2895	0.18%	81.60%
56	P396-11334/L	6635	0.41%	62.60%	121	P562-19261/L	2842	0.18%	81.77%
57	P030-10102/L	6600	0.41%	63.01%	122	P851-19091/L	2840	0.18%	81.95%
58	P551-14160/L	6530	0.41%	63.42%	123	MP338-11069/L	2835	0.18%	82.13%
59	P396-456/L	6495	0.40%	63.82%	124	P396-11296/L	2790	0.17%	82.30%
60	P500-12117/L	6440	0.40%	64.22%	125	MP338-10089/L	2773	0.17%	82.47%
61	P306-16163/L	6380	0.40%	64.62%	126	MP338-14251/L	2721	0.17%	82.64%
62	P338-10934/L	6225	0.39%	65.00%	127	P396-11417/L	2645	0.16%	82.81%
63	MP338-14121/L	6179	0.38%	65.39%	128	P551-14552/L	2635	0.16%	82.97%
64	P585-15280/L	6141	0.38%	65.77%	129	MP338-PJ-1221/L	2633	0.16%	83.13%
65	P396-15152/L	6060	0.38%	66.15%	130	P396-8831/L	2624	0.16%	83.30%

Item No.	Item description	Vol	% of Vol	Cumulative %	Item No.	Item description	Vol	% of Vol	Cumulative %
135	P030-15152/L	2600	0.16%	83.46%	205	P210-181213/L	1374	0.09%	91.67%
136	P030-101/L	2535	0.16%	83.62%	206	MP338-14070/L	1371	0.09%	91.76%
137	MP338-17021/L	2509	0.16%	83.77%	207	MP338-12054/L	1365	0.08%	91.84%
138	P338-23400/L	2500	0.16%	83.93%	208	P030-99120.25/L	1350	0.08%	91.93%
139	MP338-15294/L	2497	0.16%	84.08%	209	MP338-15026/L	1349	0.08%	92.01%
140	P396-11296/L	2497	0.16%	84.24%	210	P396-2031/L	1322	0.08%	92.09%
141	MP338-14006/L	2496	0.15%	84.39%	211	P396-11463/L	1321	0.08%	92.18%
142	MP338-10091/L	2488	0.15%	84.55%	212	P396-14225/L	1317	0.08%	92.26%
143	MP338-10107/L	2477	0.15%	84.70%	213	P030-15050/L	1294	0.08%	92.34%
144	P850-14022/L	2465	0.15%	85.01%	214	P210-181960.25/L	1275	0.08%	92.42%
145	P850-1494/L	2420	0.15%	85.16%	215	MP338-15165/L	1274	0.08%	92.50%
146	P030-122/L	2409	0.15%	85.30%	216	MP338-PJ-2835/L	1258	0.08%	92.57%
147	P210-18085/L	2382	0.15%	85.45%	217	P396-113/L	1250	0.08%	92.65%
148	MP338-15046/L	2345	0.15%	85.59%	218	P030-15833/L	1238	0.08%	92.73%
149	MP338-14092/L	2338	0.15%	85.74%	219	P338-10602/L	1220	0.08%	92.80%
150	MP338-14082/L	2337	0.15%	85.88%	220	P030-351320.25/L	1203	0.07%	92.88%
151	P210-18189/L	2259	0.14%	86.02%	221	P401-LA382/L	1200	0.07%	92.95%
152	P500-12550/L	2235	0.14%	86.16%	222	P190-666/L	1200	0.07%	93.03%
153	P190-18212/L	2193	0.14%	86.29%	223	P396-457/L	1195	0.07%	93.10%
154	P396-116/L	2177	0.14%	86.43%	224	P396-35/L	1180	0.07%	93.17%
155	P396-438/L	2167	0.13%	86.56%	225	P396-14325/L	1170	0.07%	93.25%
156	P396-11288/L	2148	0.13%	86.69%	226	P396-35/L	1169	0.07%	93.32%
157	MP338-15186/L	2119	0.13%	86.82%	227	MP338-14085/L	1159	0.07%	93.39%
158	MP338-14343/L	2118	0.13%	86.95%	228	P971-12000/L	1146	0.07%	93.47%
159	P396-866/L	2091	0.13%	87.08%	229	MP338-12167/L	1145	0.07%	93.54%
160	P396-15200/L	2044	0.13%	87.21%	230	P396-14247/L	1144	0.07%	93.61%
161	MP338-13041/L	2039	0.13%	87.33%	231	MP338-11150/L	1138	0.07%	93.68%
162	P210-18085/L	2015	0.13%	87.46%	232	MP338-11087/L	1135	0.07%	93.75%
163	P084-25050/L	2000	0.12%	87.57%	233	MP338-16079/L	1133	0.07%	93.82%
164	MP338-14457/L	1916	0.12%	87.69%	234	MP338-12025/L	1120	0.07%	93.89%
165	P396-104/L	1876	0.12%	87.81%	235	P396-14154/L	1090	0.07%</	

Item No.	Item description	Vol	% of Vol	Cumulative %	Item No.	Item description	Vol	% of Vol	Cumulative %
270	P338-PJ-1225/20L	800	0.05%	95.96%	339	P396-14241/1L	399	0.02%	98.47%
271	P338-A0012/20L	800	0.05%	96.01%	340	P489-15352/1L	397	0.02%	98.49%
272	P401-EIX/200L	800	0.05%	96.06%	341	P338-13264/1L	390	0.02%	98.52%
273	MP338-13077/1L	794	0.05%	96.11%	342	P030-98540.25GAL	388	0.02%	98.54%
274	P030-8840.25GAL	794	0.05%	96.16%	343	P030-11927/1L	385	0.02%	98.57%
275	MP338-15031/1L	786	0.06%	96.21%	344	P030-43740L	378	0.02%	98.59%
276	P396-15080/1L	775	0.05%	96.26%	345	P030-3523110.25GAL	378	0.02%	98.61%
277	P489-15152/1L	764	0.05%	96.30%	347	P417-1190320 L	360	0.02%	98.63%
278	P030-99130.25GAL	762	0.05%	96.35%	348	P396-11162/1L	350	0.02%	98.68%
279	P030-5980.25GAL	757	0.05%	96.40%	349	P030-1221/1GAL	349	0.02%	98.70%
280	MP338-161167/1L	751	0.05%	96.44%	350	P030-315700.25	344	0.02%	98.72%
281	P210-281420.25'	750	0.05%	96.49%	351	P338-1622910L	340	0.02%	98.74%
282	P030-99040.25GAL	740	0.05%	96.54%	352	MP338-11215/1L	336	0.02%	98.76%
283	P396-57/5L	732	0.05%	96.58%	353	P396-11162/1L	335	0.02%	98.78%
284	P396-17021/1L	725	0.05%	96.63%	354	P565-26090/3L	312	0.02%	98.80%
285	P396-11463/1L	690	0.04%	96.67%	355	MP338-PJ-328/1L	309	0.02%	98.82%
286	MP338-12024/1L	678	0.04%	96.72%	356	11065/5L	305	0.02%	98.84%
287	P396-13011/1L	673	0.04%	96.76%	357	P376-3357/1L	300	0.02%	98.86%
288	P396-11583/1L	670	0.04%	96.80%	358	P064-25050/1L	300	0.02%	98.88%
289	MP338-16002/1L	667	0.04%	96.84%	359	P338-10934/1L	297	0.02%	98.90%
290	MP338-15059/1L	637	0.04%	97.08%	360	MP338-10139/1L	289	0.02%	98.92%
291	P396-1137/5L	630	0.04%	97.12%	361	P030-321290.25GAL	284	0.02%	98.93%
292	P396-14220/1L	629	0.04%	97.16%	362	P396-57/1L	280	0.02%	98.95%
293	MP338-15221/1L	627	0.04%	97.20%	363	P489-15050/1L	277	0.02%	98.97%
294	MP338-12194/1L	623	0.04%	97.24%	364	P030-456/1L	273	0.02%	98.99%
295	P396-11001/1L	604	0.04%	97.28%	365	P030-3531900.25GAL	261	0.02%	99.00%
301	P396-11585/1L	604	0.04%	97.31%	366	P338-1211/20L	260	0.02%	99.03%
302	P417-5HG/120L	600	0.04%	97.35%	367	P396-A1009/5L	255	0.02%	99.03%
303	P38-10674200L	600	0.04%	97.39%	368	P396-11176/1L	253	0.02%	99.05%
304	P401-R06/200L	600	0.04%	97.43%	369	P396-426/1L	250	0.02%	99.06%
305	P401-LAJG/200L	600	0.04%	97.46%	370	P030-304391GAL	249	0.02%	99.08%
306	P396-15028/1L	582	0.04%	97.50%	371	P338-10361/5L	245	0.02%	99.10%
307	P396-11584/5L	570	0.04%	97.53%	372	P190-A801144L	240	0.01%	99.11%
308	P396-2379/1L	569	0.04%	97.57%	373	P396-10482/1L	240	0.01%	99.13%
309	P030-99050.25GAL	568	0.04%	97.61%	374	P030-991110.25GAL	240	0.01%	99.14%
310	P030-15200/1L	567	0.04%	97.64%	375	P030-310170.25GAL	229	0.01%	99.15%
311	P396-32/1L	556	0.03%	97.68%	376	MP338-12047/1L	227	0.01%	99.17%
312	MP338-13371/1L	555	0.03%	97.71%	377	P396-13545/5L	225	0.01%	99.18%
313	P396-48/5L	545	0.03%	97.74%	378	P190-18201/5L	225	0.01%	99.21%
314	P210-1831110.25L	544	0.03%	97.78%	379	P030-12576/1L	224	0.01%	99.22%
315	P489-1524/1L	538	0.03%	97.81%	380	P030-320790.25GAL	221	0.01%	99.24%
316	MP338-16085/1L	536	0.03%	97.84%	381	P489-16470/1L	221	0.01%	99.25%
317	P396-11406/1L	511	0.03%	97.88%	382	MP338-11063/1L	220	0.01%	99.27%
318	P396-14225/5L	490	0.03%	97.91%	383	851-PJ-0950/5L	220	0.01%	99.28%
319	P396-48/1L	483	0.03%	97.94%	384	P030-1220.25GAL	208	0.01%	99.29%
320	P396-16078/5L	480	0.03%	97.97%	385	P396-203/5L	205	0.01%	99.29%
321	P210-18213/1L	472	0.03%	98.00%	386	P489-122/1L	204	0.01%	99.30%
322	P516-14/1L	465	0.03%	98.02%	387	P396-16298/1L	204	0.01%	99.32%
323	P396-15008/5L	460	0.03%	98.05%	388	P030-311300.25	202	0.01%	99.33%
324	P396-119/1L	457	0.03%	98.08%	389	P030-38/5L	200	0.01%	99.34%
325	P489-144326/1L	456	0.03%	98.11%	394	P489-101/1L	189	0.01%	99.40%
326	15399/5L	450	0.03%	98.14%	395	P396-4/1L	188	0.01%	99.41%
327	P396-438/5L	435	0.03%	98.17%	396	P030-99131/1GAL	188	0.01%	99.42%
328	P396-10051/1L	433	0.03%	98.19%	397	P396-16395/1L	186	0.01%	99.44%
329	P396-11584/1L	418	0.03%	98.22%	398	P030-12443/1L	183	0.01%	99.45%
330	P396-10091/1L	414	0.03%	98.24%	399	P417-15894/20L	180	0.01%	99.46%
331	P565-625/5L	405	0.03%	98.27%	400	P417-15811/20L	180	0.01%	99.47%
332	P396-11176/5L	405	0.03%	98.29%	401	P396-2017/5L	180	0.01%	99.48%
333	P275-292/5L	405	0.02%	98.32%	402	P396-17083/1L	180	0.01%	99.49%
334	MP338-11076/1L	401	0.02%	98.34%	403	P540-16192/20L	180	0.01%	99.50%
335	P396-14463/5L	400	0.02%	98.37%	404	P396-10051/1L	170	0.01%	99.51%
336	P338-A0005/200L	400	0.02%	98.39%	405	P210-19281/1L	169	0.01%	99.52%
337	P338-10722/200L	400	0.02%	98.42%	406	P030-14172/1L	167	0.01%	99.54%
338	P401-LAS8/200L	400	0.02%	98.44%	407	P396-14463/1L	162	0.01%	99.55%

Item No.	Item description	Vol	% of Vol	Cumulative %	Item No.	Item description	Vol	% of Vol	Cumulative %
408	P396-16395/5L	160	0.01%	99.56%	465	P030-354090.25GAL	54	0.00%	99.91%
409	P850-1492/5L	160	0.01%	99.57%	466	P030-99770.25GAL	53	0.00%	99.91%
410	P489-15395/1L	157	0.01%	99.57%	467	P396-10174/1L	52	0.00%	99.91%
411	P030-14051/1L	156	0.01%	99.58%	468	P396-14150/1L	52	0.00%	99.92%
412	P396-14241/5L	150	0.01%	99.59%	469	P030-352790.25	52	0.00%	99.92%
413	P396-12294/5L	150	0.01%	99.60%	470	P396-10715/5L	50	0.00%	99.93%
414	P396-727/5L	145	0.01%	99.61%	471	P396-10183/5L	50	0.00%	99.93%
415	P030-113/1L	144	0.01%	99.62%	472	P030-4270.25 GAL	50	0.00%	99.93%
416	P489-16872/1L	142	0.01%	99.63%	473	P030-3108110.25GAL	50	0.00%	99.93%
417	P100-2001/1L	136	0.01%	99.64%	474	P396-10696/5L	45	0.00%	99.94%
418	P489-15248/1L	127	0.01%	99.65%	475	P396-13196/5L	45	0.00%	99.94%
419	P273-19282/1L	125	0.01%	99.65%	476	P396-14150/5L	45	0.00%	99.94%
420	P396-178/5L	120	0.01%	99.66%	477	P273-901/5L	45	0.00%	99.94%
421	P376-8611/1L	120	0.01%	99.67%	478	P030-4380.25GAL	44	0.00%	99.95%
422	P376-456/1L	120	0.01%	99.68%	479	P396-16078/1L	42	0.00%	99.95%
423	P489-14154/1L	115	0.01%	99.68%	480	P030-99431/1GAL	41	0.00%	99.95%
424	P030-33269/1 GAL	113	0.01%	99.69%	481	P417-16852/20L	40	0.00%	99.95%
425	P489-14161/1L	111	0.01%	99.70%	482	P417-13877/20L	40	0.00%	99.96%
426	P396-11406/5L	110	0.01%	99.70%	483	P396-11623/5L	40	0.00%	99.96%
427	P030-45009/5L	110	0.01%	99.71%	484	P396-10697/5L	40	0.00%	99.96%
428	P396-15031/1L	106	0.01%	99.72%	485	P030-15028/1L	36	0.00%	99.97%
429	P396-16300/5L	105	0.01%	99.72%	486	P396-11004/5L	35	0.00%	99.97%
430	P030-311140.25GAL	104	0.01%	99.73%	487	P500-12550/1L	34	0.00%	99.97%
431	P273-29072/1L	104	0.01%	99.74%	488	P396-178/1L	30	0.00%	99.98%
432	P030-15108/1L	103	0.01%	99.74%	493	P030-14154/1L	27	0.00%	99.98%
433	P030-15199/1L	102	0.01%	99.75%	494	P030-353650.25GAL	27	0.00%	99.98%
434	P516-PJ-0251/2 SL	100	0.01%	99.76%	495	P396-11588/5L	25	0.00%	99.98%
435	P396-11631/5L	100	0.01%	99.76%	496	P396-15031/5L	25	0.00%	99.98%
436	P030-4900.25GAL	100	0.01%	99.77%	497	P030-363630.25GAL	23	0.00%	99.98%
437	P396-11374/1L	96	0.01%	99.77%	498	P396-14484/1L	22	0.00%	99.99%
438	P030-1170.25GAL	96	0.01%	99.78%	499	P030-341560.25GAL	22	0.00%	99.99%
439	P396-11585/5L	95	0.01%	99.79%	500	P376-999/1L	20	0.00%	99.99%
440	P030-4370.25GAL	95	0.01%	99.79%	501	P030-14038/1L	18	0.00%	99.99%
441	P489-13080/1L	92	0.01%	99.80%	502	P396-3020/1L	15	0.00%	99.99%
442	P030-3220.25GAL	91	0.01%	99.80%	503	P396-15028/5L	15	0.00%	99.99%
443	X549-1/5L	90	0.01%	99.81%	504	P030-310630.25GAL	15	0.00%	99.99%
444	P030-15294/1L	88	0.01%	99.82%	505	P030-0553/1 GAL	15	0.00%	99.99%
445	P489-14457/1L	87	0.01%	99.82%	506	P030-11069/1L	12	0.00%	99.99%
446	P030-14095/1L	82	0.01%	99.83%	507	P396-14109/1L	12	0.00%	99.99%
447	P030438/1L	82	0.01%	99.83%	508	P396-11199/1L	12	0.00%	100.00%
448	P030-4550.25GAL	82	0.01%	99.84%	509	P396-11192/1L	12	0.00%	100.00%
449	P417-12883/20L	80	0.00%	99.84%	510	P030-1130.25GAL	12	0.00%	100.00%
450	P396-A6004/5L	80	0.00%	99.85%	511	P030-390.25GAL	11	0.00%	100.00%
451	P396-10013/5L	80	0.00%	99.85%	512	850-761/5L	10	0.00%	100.00%
452	P030-320580.25GAL	79	0.00%	99.86%	513	X549-30/5L	10	0.00%	100.00%
453	P030-99201/1GAL	75	0.00%	99.86%	514	P030-35/1L	8	0.00%	100.00%
454	P030-4560.35GAL	74	0.00%	99.86%	515	P396-16337/1L	6	0.00%	100.00%
455	P489-14343/1L	69	0.00%	99.87%	516	P030-104/1L	5	0.00%	100.00%
456	P489-14251/1L	66	0.00%	99.87%	517	P168-CB15/50G	0	0.00%	100.00%
457	P030-2240.25GAL	64	0.00%	99.88%	518	H50-11/5L	0	0.00%	100.00%
458	P489-14172/1L	60	0.00%	99.88%	519	P376-437/5L	0	0.00%	100.00%
459	P489-15199/1L	60	0.00%	99.88%	520	P376-437/1L	0	0.00%	100.00%
460	P489-15108/1L	60	0.00%	99.89%	521	P376-102/1L	0	0.00%	100.00%
461	P417-15895/20L	60	0.00%	99.89%	522	P376-101/5L	0	0.00%	100.00%
462	P396-10174/5L	60	0.00%	99.90%	523	P376-101/1L	0	0.00%	100.00%
463	P489-15294/1L	57	0.00%	99.90%	524	P190-28141/1L	0	0.00%	100.00%
464	P030-352880.25GAL	57	0.00%	99.90%	525	P030-3557/1L	0	0.00%	100.00%

- ECONOMICS OF REPETITION.

- EPEI . Ist das Steuerungs-KPI .

- ZIEL . Störungsfreie EPEI-Ablauf.

Frage 9. Gelber Wertstrom

Diese sind Produkte die noch nicht in den grünen Wertstrom passen. Der Grund ist idR. fehlende Standardisierung der Abläufe.

STRATEGIE . Systematische Prozeßoptimierung.

ZIEL . Ist die Systematische Anwendung von KAIZEN (KVP)(CIP) . Für uns hier die Methode ist (CPD)_{NA}.

Notiz. KAIZEN : Kontinuierliche Verbesserung
KAIKAKU : ..Sofortige Verbesserung . WORKSHOP.

Frage 10 Blauer Wertstrom

K. & V. : kombinieren & Verbessern.

STRATEGIE. Verpackungsmaterial & Rohmaterial werden

bei den blauen Produkten stetig unter der Lupe genommen, um Vereinfachungspotential zu erkennen.

- ? Wie unterschiedlich müssen Produkte tatsächlich sein?
- ? Kann ich Verpackung und Rohmaterial von verschiedenen Produkten kombinieren?

ZIEL: Komplexitätsreduktion.

Frage 11

Roter Wertstrom

Typischerweise 1% der Verkäufe werden durch 30% der Produktpalette gestattet.

STRATEGIE: Profitabilität des Produktes sicherstellen.

- ? Was ist das Produkt Wert für den Kunde?
- ? Was ist das Produkt und der Kunde Wert für die Organisation?

ZIEL:
 → Profitabilität Erhöhen
 → Kunde..feuern

Maßnahmenplan

Maßnahme

Wer

grüner WS	1) Schlüssellieferanten werden gebeten in EPEI zu liefern	Beschaffung
	2) Sicherheit durch Überstunden oder Bestand schaffen	Produktion & HR
	3) Es werden keine Änderungen im EPEI erlaubt	Alle
Gelber WS	4) (CPD) _n A Workshops	Alle
blauer WS	5) Unnötige Einkäufe vermeiden	Einkauf + Controlling
	6) Unnötige Verpackung & Rohmaterial vermeiden	Einkauf + Engineering + Controlling
Roter WS	7) Kundenabfrage	Vertrieb
	8) ABC (Activity Based Costing)	finance + operations

