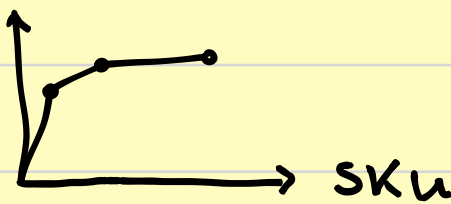


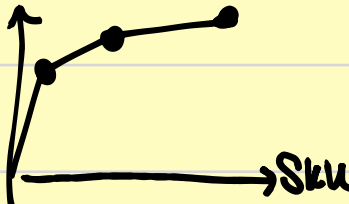
GLENDAY SIEVE

Categorization of value Streams.

% Sales Volume



% Product Range



% cumulative Sales % product range

50%	6%	Green
50-95%	7-50%	Yellow
95-99%	51-70%	Blue
~100%	71-100%	Red

S.k.u. : Stock keeping Unit

When you are provided with a list of sku's and their related sales volume, the first thing you need to do is run a PARETO on the magnitudes above, in order to determine what products belong to each category.

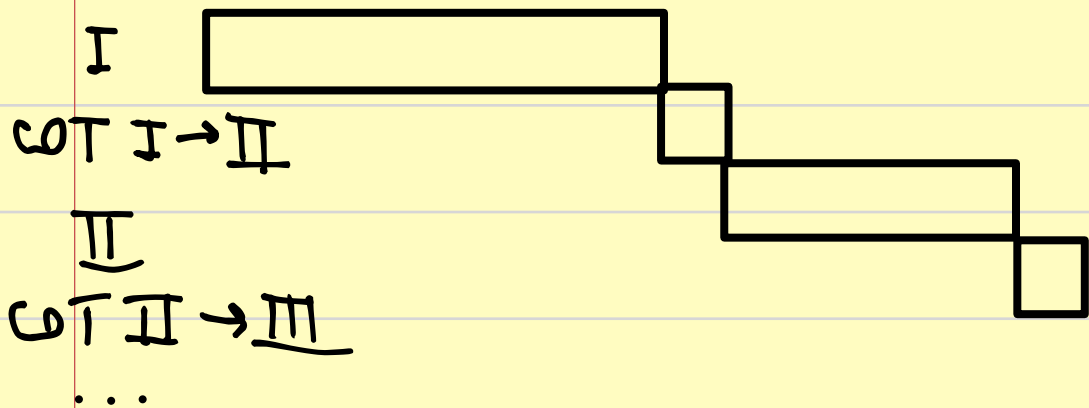
Item No.	Item description	Vol	% of Vol	Cumulative %	Item No.	Item description	Vol	% of Vol	Cumulative %
1	P083-22K	113897	7.08%	7.08%	66	P565-7611 G/3 SL	6045	0.38%	66.52%
2	P516-14SL	78850	4.90%	11.98%	67	P338-13212/SL	5955	0.37%	66.89%
3	P338-PJ-1225/SL	54550	3.39%	15.37%	68	P996-44/1L	5615	0.35%	67.24%
4	P396-101/SL	39095	2.43%	17.80%	69	P190-625/1L	5614	0.35%	67.59%
5	P551-10131/3K	31496	1.96%	19.76%	70	P396-15200/SL	5610	0.35%	67.94%
6	P338-PJ-1225/1L	29763	1.85%	21.61%	71	P396-16496/SL	5530	0.34%	68.28%
7	P516-PJ-0251/SL	29160	1.81%	23.42%	72	P396-14051/1L	5460	0.34%	68.62%
8	P396-122/SL	28455	1.77%	25.19%	73	P971-399/1K	5237	0.33%	68.96%
9	P396-101/1L	28393	1.76%	26.96%	74	P078-10178/1L	5310	0.33%	69.29%
10	P396-122/1L	27997	1.74%	28.70%	75	P396-104/SL	5290	0.33%	69.62%
11	P396-16203/SL	27945	1.74%	30.43%	76	P396-16195/1L	5290	0.33%	69.95%
12	MP338-15152/1L	25710	1.60%	32.03%	77	P850-1493/SL	5265	0.33%	70.28%
13	P083-22/0.5K	24038	1.49%	33.53%	78	P396-437/1L	5066	0.31%	70.60%
14	P562-32/0K	22493	1.40%	34.93%	79	P190-18198/1L	5019	0.31%	70.91%
15	P850-1493/2 SL	21165	1.32%	36.24%	80	P396-1339/SL	5015	0.31%	71.22%
16	P565-7611 G/3 SL	20136	1.25%	37.49%	81	P396-113/1L	5007	0.31%	71.53%
17	P083-41/0K	19650	1.22%	38.71%	82	P338-10640/200L	5000	0.31%	71.84%
18	MP338-15050/1L	17202	1.07%	39.78%	83	P396-861/1L	4889	0.30%	72.15%
19	MP338-15247/1L	15693	0.98%	40.76%	84	MP338-14038/1L	4880	0.30%	72.45%
20	P190-18260/1L	14961	0.93%	41.69%	85	P850-18236/200L	4800	0.30%	72.75%
21	P396-16195/SL	14610	0.91%	42.60%	86	MP338-14172/1L	4778	0.30%	73.04%
22	P562-32/0.5K	14479	0.90%	43.50%	87	P190-18260/20L	4720	0.29%	73.34%
23	P084-10143/1L	14381	0.89%	44.39%	88	P396-16317/1L	4708	0.29%	73.63%
24	P396-456/SL	13290	0.83%	45.22%	89	P396-13080/1L	4693	0.29%	73.92%
25	P396-38/SL	12925	0.80%	46.02%	90	P500-12117/1L	4561	0.28%	74.21%
26	MP338-14161/1L	12853	0.80%	46.82%	91	MP338-15108/1L	4404	0.27%	74.48%
27	P850-19515/200L	12000	0.75%	47.56%	92	P565-13483	4342	0.27%	74.75%
28	P030-101/1L GAL	11370	0.71%	48.27%	93	P396-15152/SL	3878	0.24%	75.97%
29	P192-18500/SL	11205	0.70%	48.97%	94	P396-1031/SL	3845	0.24%	75.97%
30	P396-16148/1L	10433	0.65%	49.62%	95	P396-13393/1L	3801	0.24%	76.45%
31	P565-13513-200L	10000	0.62%	50.24%	100	MP338-14154/1L	3788	0.24%	76.69%
32	P210-926/0.5L	9854	0.61%	50.85%	101	P190-18056/1L	3717	0.23%	76.92%
33	MP338-14037/1L	9119	0.57%	51.42%	102	MP338-10051/1L	3668	0.23%	77.14%
34	P083-22/5/3K	9048	0.56%	51.98%	103	P572-3000/1L	3664	0.23%	77.37%
35	P396-861/SL	8720	0.54%	52.52%	104	P396-15050/1L	3660	0.23%	77.60%
36	P190-18310/1L	8622	0.54%	53.06%	105	P565-10232/1L	3655	0.23%	77.83%
37	P396-11336/SL	8515	0.53%	53.59%	106	P396-11288/SL	3610	0.22%	78.05%
38	MP338-15028/1L	8341	0.52%	54.11%	107	P396-38/1L	3558	0.22%	78.27%
39	P396-11334/SL	8310	0.52%	54.62%	108	P-516-PJ-025/1L	3469	0.22%	78.49%
40	P500-14336/SL	8090	0.50%	55.13%	109	P516-142 SL	3443	0.21%	78.70%
41	P396-437/SL	8000	0.50%	55.62%	110	P030-101/1L	3383	0.21%	78.91%
42	P190-183000/20L	8000	0.50%	56.12%	111	P396-455/SL	3325	0.21%	79.21%
43	P338-15876/SL	7810	0.49%	56.61%	112	MP338-15248/1L	3292	0.20%	79.32%
44	MP338-15352/1L	7789	0.48%	57.09%	113	P396-427/1L	3233	0.20%	79.52%
45	P396-13080/SL	7735	0.48%	57.57%	114	MP338-14122/1L	3231	0.20%	79.73%
46	P210-18261/0.5L	7739	0.48%	58.05%	115	MP338-15199/1L	3151	0.20%	79.92%
47	MP338-15200/1L	7644	0.48%	58.53%	116	P396-16243/SL	3120	0.19%	80.12%
48	P084-10143/SL	7620	0.47%	59.01%	117	P565-18268/1L	3105	0.19%	80.31%
49	P396-16148/SL	7605	0.47%	59.47%	118	P190-10468/SL	3030	0.19%	80.50%
50	P190-10012/SL	7500	0.47%	59.94%	119	P396-14051/SL	3005	0.19%	80.68%
51	P084-30201/1L GAL	7489	0.47%	60.41%	120	P-306-455/1L	2986	0.18%	80.87%
52	P540-10309/SL	7325	0.46%	60.86%	121	MP338-11010/1L	2965	0.18%	81.05%
53	P500-13355/SL	7220	0.45%	61.31%	122	P396-11336/1L	2949	0.18%	81.24%
54	P083-41/0.5K	7169	0.45%	61.76%	123	P396-427/SL	2915	0.18%	81.42%
55	P338-12456/20L	6960	0.43%	62.19%	124	P396-17021/SL	2895	0.18%	81.60%
56	P396-11334/1L	6635	0.41%	62.60%	125	P562-19261/3K	2842	0.18%	81.77%
57	P030-101/0.25 GAL	6600	0.41%	63.01%	126	P851-19091/SL	2840	0.18%	81.95%
58	P551-14160/3K	6530	0.41%	63.42%	127	MP338-11069/1L	2835	0.18%	82.13%
59	P396-456/1L	6495	0.40%	63.82%	128	P396-11296/SL	2790	0.17%	82.30%
60	P500-12117/SL	6440	0.40%	64.22%	129	MP338-10089/1L	2773	0.17%	82.47%
61	P306-16163/SL	6380	0.40%	64.62%	130	MP338-14251/1L	2721	0.17%	82.64%
62	P338-10934/SL	6225	0.39%	65.00%	131	P396-11417/1L	2645	0.16%	82.81%
63	MP338-14121/1L	6179	0.38%	65.39%	132	P551-14555/2 SL	2635	0.16%	82.97%
64	P565-15280/1L	6141	0.38%	65.77%	133	MP338-PJ-1221/1L	2633	0.16%	83.13%
65	P396-15152/SL	6060	0.38%	66.15%	134	P396-8831/1L	2624	0.16%	83.30%

Item No.	Item description	Vol	% of Vol	Cumulative %	Item No.	Item description	Vol	% of Vol	Cumulative %
135	P030-15152/1L	2600	0.16%	83.46%	205	P210-181213/0.5L	1374	0.09%	91.67%
136	P030-101/SL	2535	0.16%	83.62%	206	MP338-14070/1L	1371	0.09%	91.76%
137	MP338-17021/1L	2509	0.16%	83.77%	207	MP338-12054/1L	1365	0.08%	91.84%
138	P338-23400/SL	2500	0.16%	83.93%	208	P030-99120.25 GAL	1350	0.08%	91.93%
139	MP338-15294/1L	2497	0.16%	84.08%	209	MP338-15026/1L	1349	0.08%	92.01%
140	P396-1296/1L	2497	0.16%	84.24%	210	P396-2031/1L	1322	0.08%	92.09%
141	MP338-14006/1L	2496	0.15%	84.39%	211	P396-11463/1L	1321	0.08%	92.18%
142	MP338-10091/1L	2488	0.15%	84.55%	212	P396-14225/1L	1317	0.08%	92.26%
143	MP338-10107/1L	2477	0.15%	84.70%	213	P030-15050/1L	1294	0.08%	92.34%
144	P850-1402/2 SL	2465	0.15%	85.01%	214	P210-18196/0.25L	1275	0.08%	92.42%
145	P850-14942 SL	2420	0.15%	85.16%	215	MP338-15165/SL	1274	0.08%	92.50%
146	P030-122/1L	2409	0.15%	85.30%	216	MP338-PJ-2835/1L	1258	0.08%	92.57%
147	P210-18085/0.25L	2382	0.15%	85.45%	217	P396-113/SL	1250	0.08%	92.65%
148	MP338-15046/1L	2345	0.15%	85.59%	218	P030-15833/1L	1238	0.08%	92.73%
149	MP338-14092/1L	2338	0.15%	85.74%	219	P338-10602/20L	1220	0.08%	92.80%
150	MP338-14062/1L	2337	0.15%	85.88%	220	P338-10602/20L	1203	0.07%	92.88%
151	P210-18189/0.5L	2259	0.14%	86.02%	221	P030-35132/0.25 GAL	1200	0.07%	92.95%
152	P500-12550/SL	2235	0.14%	86.16%	222	P190-666/1L	1195	0.07%	93.03%
153	P190-18212/1L	2193	0.14%	86.30%	223	P396-457/1L	1180	0.07%	93.10%
154	P396-1167/1L	2177	0.14%	86.43%	224	P396-35/SL	1180	0.07%	93.17%
155	P396-38/1L	2167	0.13%	86.57%	225	P396-14325/SL	1170	0.07%	93.25%
156	P396-11288/1L	2148	0.13%	86.70%	226	P396-35/1L	1169	0.07%	93.32%
157	MP338-15186/1L	2119	0.13%	86.84%	227	MP338-14085/1L	1159	0.07%	93.39%
158	MP338-14343/1L	2118	0.13%	86.97%	228	P971-12000.5L	1146	0.07%	93.47%
159	P396-8686/1L	2091	0.13%	87.10%	229	MP338-12167/1L	1145	0.07%	93.54%
160	P396-15200/1L	2044	0.13%	87.24%	230	P396-14247/1L	1144	0.07%	93.61%
161	MP338-13041/1L	2039	0.13%	87.37%	231	MP338-11150/1L	1138	0.07%	93.68%
162	P210-18085/SL	2015	0.13%	87.50%	232	MP338-11087/1L	1135	0.07%	93.75%
163	P084-25050/SL	2000	0.12%	87.63%	233	MP338-16079/1L	1133	0.07%	93.82%
164	MP338-14457/1L	1916	0.12%	87.76%	234				



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-EJ020/20L	800	0.05%	96.06%	341	P338-13264/5L	390	0.02%	98.52%
273	MP338-13077/1L	796	0.05%	96.11%	342	P030-9085/0.25GAL	388	0.02%	98.54%
274	P030-8840.25GAL	794	0.05%	96.16%	343	P396-11192/5L	385	0.02%	98.57%
275	MP338-15031/1L	786	0.06%	96.21%	344	P030-437/0L	378	0.02%	98.59%
276	P396-15080/5L	775	0.05%	96.26%	345	P030-35231/0.25GAL	378	0.02%	98.61%
277	P489-15152/1L	764	0.05%	96.30%	346	P417-119032/0.25L	360	0.02%	98.63%
278	P030-9913/0.25GAL	762	0.05%	96.35%	347	P396-13011/5L	360	0.02%	98.66%
279	P030-598/0.25GAL	757	0.05%	96.40%	348	P396-11162/1L	350	0.02%	98.68%
280	P210-18085/1L	751	0.05%	96.44%	349	P030-1221/0.25GAL	349	0.02%	98.70%
281	P210-28142/0.25L	750	0.05%	96.49%	350	P030-31570/0.25	344	0.02%	98.72%
282	P030-9904/0.25GAL	740	0.05%	96.54%	351	P338-16229/10L	340	0.02%	98.74%
283	MP338-161167/1L	732	0.05%	96.58%	352	MP338-11215/1L	336	0.02%	98.76%
284	P396-57/5L	725	0.05%	96.63%	353	P396-11162/5L	335	0.02%	98.78%
285	P396-17021/1L	715	0.04%	96.67%	354	P565-26090/3L	312	0.02%	98.80%
286	P396-11463/5L	690	0.04%	96.72%	355	MP338-PJ-328/1L	309	0.02%	98.82%
287	MP338-12024/1L	678	0.04%	96.76%	356	11065/5L	305	0.02%	98.84%
288	P396-13011/1L	673	0.04%	96.80%	357	P376-3357/1L	300	0.02%	98.86%
289	P396-11583/5L	670	0.04%	96.84%	358	P084-25050/1L	300	0.02%	98.88%
290	MP338-16002/1L	667	0.04%	96.88%	359	P338-10934/1L	297	0.02%	98.90%
291	P396-14220/1L	637	0.04%	97.08%	360	MP338-10139/1L	289	0.02%	98.92%
292	MP338-15221/1L	627	0.04%	97.12%	361	P030-32129/0.25GAL	284	0.02%	98.93%
293	P396-1137/5L	629	0.04%	97.16%	362	P396-57/1L	280	0.02%	98.95%
294	MP338-12194/1L	623	0.04%	97.20%	363	P489-15050/1L	277	0.02%	98.97%
295	MP338-11007/1L	623	0.04%	97.24%	364	P030-456/1L	273	0.02%	98.99%
296	P396-11584/5L	604	0.04%	97.28%	365	P030-35319/0.25GAL	261	0.02%	99.00%
297	P477-SHG/20L	604	0.04%	97.31%	366	P338-1211/20L	260	0.02%	99.03%
298	P396-11584/5L	600	0.04%	97.35%	367	P396-A1009/5L	255	0.02%	99.05%
299	P396-10674/20L	600	0.04%	97.39%	368	P396-11176/1L	253	0.02%	99.07%
300	P401-R06/20L	600	0.04%	97.43%	369	P396-426/1L	250	0.02%	99.09%
301	P401-LAJG/20L	600	0.04%	97.46%	370	P030-30439/1GAL	249	0.02%	99.08%
302	P396-15027/1L	582	0.04%	97.50%	371	P338-10361/5L	245	0.02%	99.10%
303	P396-11584/5L	570	0.04%	97.53%	372	P396-A8011/4L	240	0.01%	99.11%
304	P396-2379/1L	569	0.04%	97.57%	373	P396-10482/1L	240	0.01%	99.13%
305	P030-9905/0.25GAL	568	0.04%	97.61%	374	P030-9911/0.25GAL	240	0.01%	99.14%
306	P030-15200/1L	567	0.04%	97.64%	375	P030-31017/0.25GAL	229	0.01%	99.15%
307	P396-32/1L	556	0.03%	97.68%	376	MP338-12047/1L	227	0.01%	99.17%
308	MP338-13377/1L	555	0.03%	97.71%	377	P396-13545/5L	225	0.01%	99.18%
309	P396-48/5L	545	0.03%	97.74%	378	P190-18201/5L	225	0.01%	99.20%
310	P210-18311/0.25L	544	0.03%	97.78%	379	P030-12576/1L	224	0.01%	99.21%
311	P396-48/5L	538	0.03%	97.81%	380	P030-32079/0.25GAL	221	0.01%	99.22%
312	MP338-16085/1L	536	0.03%	97.84%	381	MP338-16470/1L	221	0.01%	99.24%
313	P396-11406/1L	511	0.03%	97.88%	382	MP338-11063/1L	220	0.01%	99.25%
314	P396-14225/5L	490	0.03%	97.91%	383	P030-1220/0.25GAL	208	0.01%	99.28%
315	P396-48/1L	483	0.03%	97.94%	384	P396-203/5L	205	0.01%	99.29%
316	P396-16078/5L	480	0.03%	97.97%	385	P489-122/1L	204	0.01%	99.30%
317	P210-18213/1L	472	0.03%	98.00%	386	P396-16298/1L	204	0.01%	99.32%
318	P516-14/1L	465	0.03%	98.02%	387	P030-31130/0.25	202	0.01%	99.33%
319	P396-15008/5L	460	0.03%	98.05%	388	P030-31130/0.25	200	0.01%	99.34%
320	P396-119/1L	457	0.03%	98.08%	389	P030-38/5L	200	0.01%	99.40%
321	P489-144326/1L	456	0.03%	98.11%	390	P489-101/1L	189	0.01%	99.41%
322	P396-11176/5L	450	0.03%	98.14%	391	P396-4/1L	188	0.01%	99.42%
323	P396-438/5L	435	0.03%	98.17%	392	P030-9913/1GAL	188	0.01%	99.44%
324	P396-10051/1L	433	0.03%	98.19%	393	P396-16395/1L	186	0.01%	99.45%
325	P396-11584/1L	418	0.03%	98.22%	394	P030-12443/1L	183	0.01%	99.47%
326	P396-10091/1L	414	0.03%	98.24%	395	P417-15894/20L	180	0.01%	99.48%
327	P565-625/5L	405	0.03%	98.27%	396	P417-15811/20L	180	0.01%	99.47%
328	P396-11176/5L	405	0.03%	98.29%	397	P396-2017/5L	180	0.01%	99.48%
329	P275-292/5L	405	0.02%	98.32%	398	P396-17083/1L	180	0.01%	99.49%
330	MP338-11076/1L	401	0.02%	98.34%	399	P540-16192/20L	180	0.01%	99.50%
331	P396-14463/5L	400	0.02%	98.37%	400	P396-10051/1L	170	0.01%	99.51%
332	P338-A0005/20L	400	0.02%	98.39%	401	P210-19281/1L	169	0.01%	99.52%
333	P338-10722/20L	400	0.02%	98.42%	402	P030-14172/1L	167	0.01%	99.54%
334	P401-A58/20L	400	0.02%	98.44%	403	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	P030-35409/0.25GAL	54	0.00%	99.91%
409	P850-1432/5L	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	P396-12234/5L	150	0.01%	99.60%	470	P396-10715/5L	50	0.00%	99.92%
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	P030-42770.25 GAL	50	0.00%	99.93%
416	P489-16872/1L	142	0.01%	99.63%	473	P030-31081/0.25GAL	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	P273-15282/1L	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	44	0.00%	99.95%
421	P376-861/1L	120	0.01%	99.67%	478	P030-4380.25GAL	42	0.00%	99.95%
422	P376-456/1L	120	0.01%	99.68%	479	P396-16078/1L	41	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-A5009/5L	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	P396-16360/5L	105	0.01%	99.72%	486	P396-11004/5L	35	0.00%	99.97%
430	P030-31114/0.25GAL	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%	99.97%
432	P030-15108/1L	103	0.01%	99.74%	489	P030-14154/1L	27	0.00%	99.98%
433	P030-15199/1L	102	0.01%	99.75%	494	P030-35365/0.25GAL	27	0.00%	99.98%
434	P516-PJ-0251/2.5L	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	P030-490/0.25GAL	100	0.01%	99.77%	497	P030-36363/0.25GAL	23	0.00%	99.99%
437	P396-11374/1L	96	0.01%	99.77%	498	P396-14484/1L	22	0.00%	99.99%
438	P030-117/0.25GAL	96	0.01%	99.78%	499	P030-34156/0.25GAL	22	0.00%	99.99%
439	P396-11585/5L	95	0.01%	99.79%	500	P376-999/1L	20	0.00%	99.99%
440	P030-437/0.25GAL	95	0.01%	99.79%	501	P030-14038/1L	18	0.00%	99.99%
441	P489-13080/1L	92	0.01%	99.80%	502	P396-30207/1L	15	0.00%	99.99%
442	P030-322/0.25GAL	91	0.01%	99.80%	503	P396-15028/5L	15	0.00%	99.99%
443	X549-1/5L	90	0.01%	99.81%	504	P030-31063/0.25GAL	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	P489-14451/1L	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	P030-438/1L	82	0.01%	99.83%	508	P396-11199/1L	12	0.00%	100.00%
448	P030-455/0.25GAL	82	0.01%	99.84%	509	P396-11192/1L	12	0.00%	100.00%
449	P417-12883/20L	80	0.00%	99.84%	510	P030-113/0.25GAL	12	0.00%	100.00%
450	P396-A6004/5L	80	0.00%	99.85%	511	P030-394/0.25GAL	11	0.00%	100.00%
451	P396-10013/5L	80	0.00%	99.85%	512	850-761/5L	10	0.00%	100.00%
452	P030-32058/0.25GAL	79	0.00%	99.86%	513	X549-30/5L	10	0.00%	100.00%
453	P030-9920/1GAL	75	0.00%	99.86%	514	P030-35/1L	8	0.00%	100.00%
454	P030-456/0.35GAL	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-C815/50G	0	0.00%	100.00%
457	P030-2240.25GAL	64	0.00%	99.88%	518	P850-11/5L	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	P030-35288/0.25GAL	57	0.00%	99.90%	525	P030-3557/1L	0	0.00%	100.00%



Production Plan that is fixing a sequence and fixing a volume.

EPEI. Every Part Every Interval → Flexibility.  
Here we were fixing the sequence frequency.

We accept no changes and avoid all disturbances in the green-stream allotted time!

Creating **ECONOMICS OF REPETITION**.

### Yellow Valve Stream

These are the products where there are practical barriers to being able to do EPEI. Things like change over times, batch sizes, ramp up losses and machine layouts are going to slow us down. Yellow products are the ones to concentrate your  $\bar{C}_X \frac{\pi}{\Delta}$  (KVP). (CIP) capability improvements on.

With the Yellow-stream we use  $(CPD)_n A$ .

- KAIZEN. Continuous Improvement process.
- KAIKAKU. Sudden Improvement.

## Blue Value Stream

K.V. : Kombinieren / Verbessern

C.I. : Combine / Improve

Blue category products are products containing materials that add complexity yet do not increase customer value. For instance raw materials where there are only marginal changes in type or grade. Or packaging items where there are differences that add no value to the customer.

? How different do these products need to be?

? Can I combine packaging for different country regions?

Reducing complexity limits the opportunities for things to go wrong and reduces the ..fire fighting.. It also reduces the amount of work required in many areas of the business.

## Red value Stream

Typically, just 1% of our sales volume comes from 30%.



of the product range.

- ? What is the value for the customer?
- ? What is the value for the organisation?

→ Increase Profitability  
→ Get rid of the product

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H4