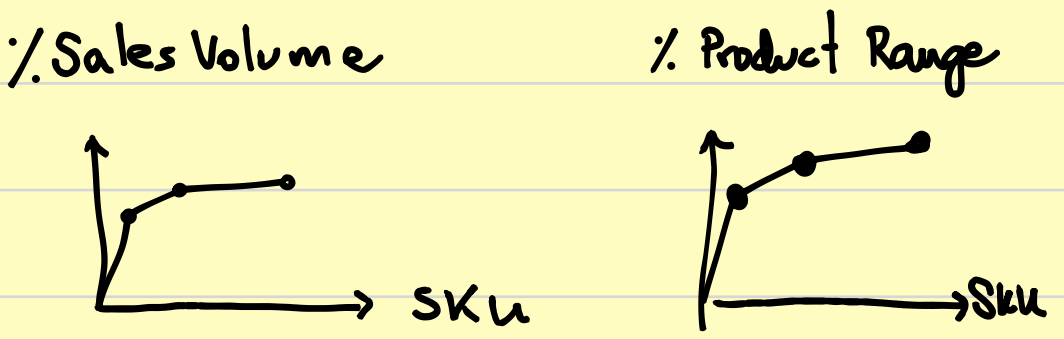
GLENDAY SIEVE

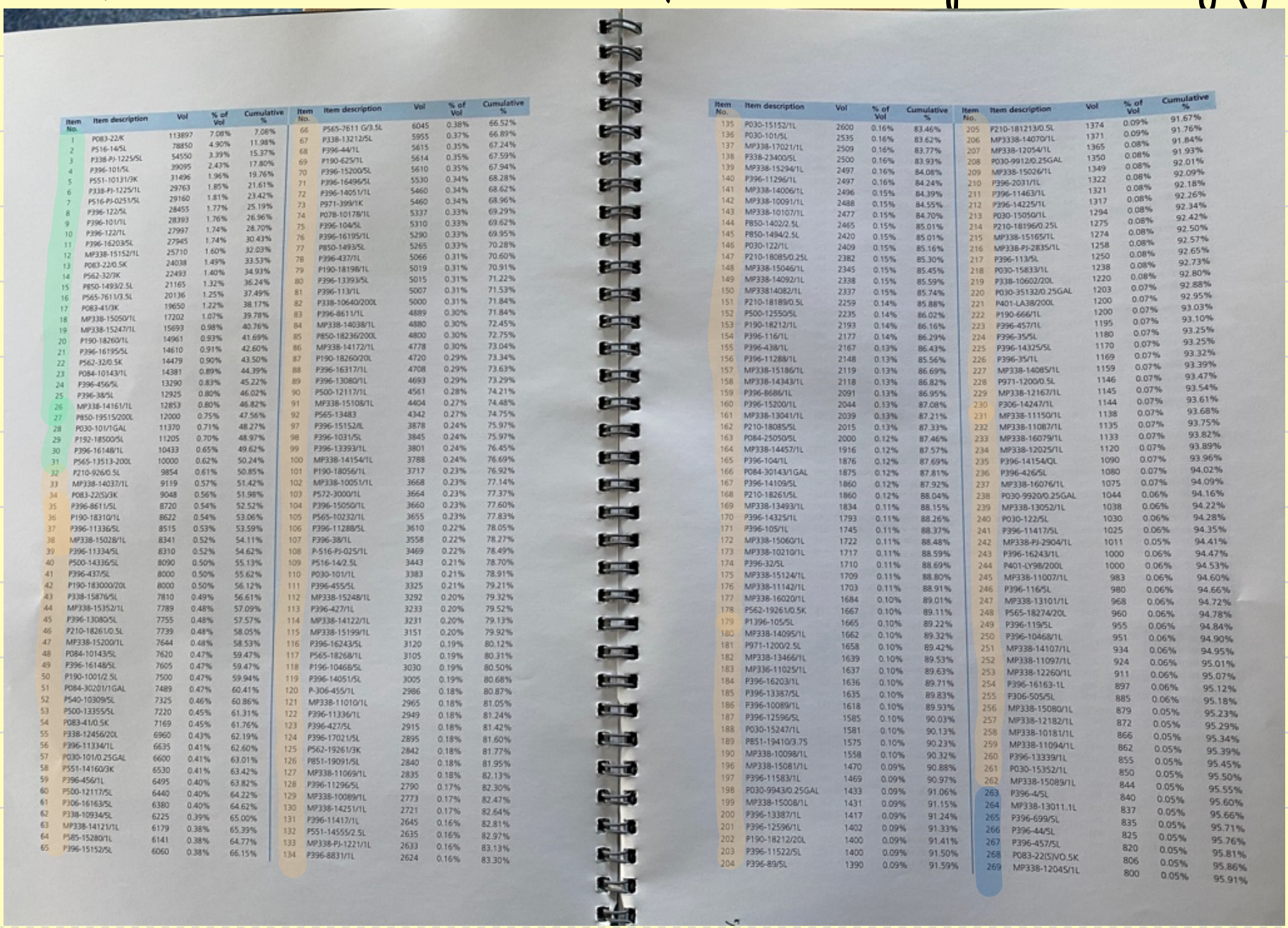
Categorization of valve Streams.



% 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 %
1	P083-22/K	113897	7.08%	7.08%
2	P516-14/SL	78850	4.90%	11.98%
3	P338-PJ-1225/SL	54550	3.39%	15.37%
4	P396-101/SL	39095	2.43%	17.80%
5	P551-10131/3K	31496	1.96%	19.76%
6	P338-PJ-1225/1L	29763	1.85%	21.61%
7	P516-PJ-0251/SL	29160	1.81%	23.42%
8	P396-122/SL	28455	1.77%	25.19%
9	P396-101/1L	28393	1.76%	26.96%
10	P396-122/1L	27997	1.74%	28.70%
11	P396-16203/SL	27945	1.74%	30.43%
12	MP338-15152/1L	25710	1.60%	32.03%
13	P083-22/0.5K	24038	1.49%	33.53%
14	P562-32/3K	22493	1.40%	34.93%
15	P850-1493/2.5L	21165	1.32%	36.24%
16	P565-7611/3.5L	20136	1.25%	37.49%
17	P083-413/K	19650	1.22%	38.17%
18	MP338-15050/1L	17202	1.07%	39.78%
19	MP338-15247/1L	15693	0.98%	40.76%
20	P190-18260/1L	14961	0.93%	41.69%
21	P396-16195/SL	14610	0.91%	42.60%
22	P562-32/0.5K	14479	0.90%	43.50%
23	P084-10143/1L	14381	0.89%	44.39%
24	P396-456/SL	13290	0.83%	45.22%
25	P396-38/SL	12925	0.80%	46.02%
26	MP338-14161/1L	12853	0.80%	46.82%
27	P850-19515/200L	12000	0.75%	47.56%
28	P030-101/1GAL	11370	0.71%	48.27%
29	P192-18500/SL	11205	0.70%	48.97%
30	P396-16148/1L	10433	0.65%	49.62%
31	P565-13513-200L	10000	0.62%	50.24%
32	P210-926/0.5L	9854	0.61%	50.85%
33	MP338-14037/1L	9119	0.57%	51.42%
34	P083-22/SV3K	9048	0.56%	51.98%
35	P396-8611/SL	8720	0.54%	52.52%
36	P190-18310/1L	8622	0.54%	53.06%
37	P396-11336/SL	8515	0.53%	53.59%
38	MP338-15028/1L	8341	0.52%	54.11%
39	P396-11334/SL	8310	0.52%	54.62%
40	P500-14336/SL	8090	0.50%	55.13%
41	P396-437/SL	8000	0.50%	55.62%
42	P190-183000/20L	8000	0.50%	56.12%
43	P338-15876/SL	7810	0.49%	56.61%
44	MP338-15352/1L	7789	0.48%	57.09%
45	P396-13080/SL	7755	0.48%	57.57%
46	P210-18261/0.5L	7739	0.48%	58.05%
47	MP338-15200/1L	7644	0.48%	58.53%
48	P084-10143/SL	7620	0.47%	59.47%
49	P396-16148/SL	7605	0.47%	59.47%
50	P190-1001/2.5L	7500	0.47%	59.94%
51	P084-30201/1GAL	7489	0.47%	60.41%
52	P540-10309/SL	7325	0.46%	60.86%
53	P500-13355/SL	7220	0.45%	61.31%
54	P083-41/0.5K	7169	0.45%	61.76%
55	P338-12456/20L	6960	0.43%	62.19%
56	P396-11334/1L	6635	0.41%	62.60%
57	P030-101/0.25GAL	6600	0.41%	63.01%
58	P551-14160/3K	6530	0.41%	63.42%
59	P396-456/1L	6495	0.40%	63.82%
60	P500-12117/SL	6440	0.40%	64.22%
61	P306-16163/SL	6380	0.40%	64.62%
62	P338-10934/SL	6225	0.39%	65.00%
63	MP338-14121/1L	6179	0.38%	65.39%
64	P585-15280/1L	6141	0.38%	64.77%
65	P396-15152/SL	6060	0.38%	66.15%
66	P565-7611 G/3.5L	6045	0.38%	66.52%
67	P338-13212/SL	5955	0.37%	66.89%
68	P396-44/1L	5615	0.35%	67.24%
69	P190-625/1L	5614	0.35%	67.59%
70	P396-15200/SL	5610	0.35%	67.94%
71	P396-16496/SL	5530	0.34%	68.28%
72	P396-14051/1L	5460	0.34%	68.62%
73	P971-399/1K	5460	0.34%	68.96%
74	P078-10178/1L	5337	0.33%	69.29%
75	P396-104/SL	5310	0.33%	69.62%
76	P396-16195/1L	5290	0.33%	69.95%
77	P850-1493/SL	5265	0.33%	70.28%
78	P396-437/1L	5066	0.31%	70.60%
79	P190-18198/1L	5019	0.31%	70.91%
80	P396-13393/SL	5015	0.31%	71.22%
81	P396-113/1L	5007	0.31%	71.53%
82	P338-10640/200L	5000	0.31%	71.84%
83	P396-8611/1L	4889	0.30%	71.84%
84	MP338-14038/1L	4880	0.30%	72.45%
85	P850-18236/200L	4800	0.30%	72.75%
86	MP338-14172/1L	4778	0.30%	73.04%
87	P190-18260/20L	4720	0.29%	73.34%
88	P396-16317/1L	4708	0.29%	73.63%
89	P396-13080/1L	4693	0.29%	73.29%
90	P500-12117/1L	4561	0.28%	74.21%
91	MP338-15108/1L	4404	0.27%	74.48%
92	P565-13483	4342	0.27%	74.75%
97	P396-15152/IL	3878	0.24%	75.97%
98	P396-1031/SL	3845	0.24%	75.97%
99	P396-13393/1L	3801	0.24%	76.45%
100	MP338-14154/1L	3788	0.24%	76.69%
101	P190-18056/1L	3717	0.23%	76.92%
102	MP338-10051/1L	3668	0.23%	77.14%
103	P572-3000/1L	3664	0.23%	77.37%
104	P396-15050/1L	3660	0.23%	77.60%
105	P565-10232/1L	3655	0.23%	77.83%
106	P396-11288/SL	3610	0.22%	78.05%
107	P396-38/1L	3558	0.22%	78.27%
108	P-516-PJ-025/1L	3469	0.22%	78.49%
109	P516-14/2.5L	3443	0.21%	78.70%
110	P030-101/1L	3383	0.21%	78.91%
111	P396-455/SL	3325	0.21%	79.21%
112	MP338-15248/1L	3292	0.20%	79.32%
113	P396-427/1L	3233	0.20%	79.52%
114	MP338-14122/1L	3231	0.20%	79.13%
115	MP338-15199/1L	3151	0.20%	79.92%
116	P396-16243/SL	3120	0.19%	80.12%
117	P565-18268/1L	3105	0.19%	80.31%
118	P196-10468/SL	3030	0.19%	80.50%
119	P396-14051/SL	3005	0.19%	80.68%
120	P-306-455/1L	2986	0.18%	80.87%
121	MP338-11010/1L	2965	0.18%	81.05%
122	P396-11336/1L	2949	0.18%	81.24%
123	P396-427/SL	2915	0.18%	81.42%
124	P396-17021/SL	2895	0.18%	81.60%
125	P562-19261/3K	2842	0.18%	81.77%
126	P851-19091/SL	2840	0.18%	81.95%
127	MP338-11069/1L	2835	0.18%	82.13%
128	P396-11296/SL	2790	0.17%	82.30%
129	MP338-10089/1L	2773	0.17%	82.47%
130	MP338-14251/1L	2721	0.17%	82.64%
131	P396-11417/1L	2645	0.16%	82.81%
132	P551-14555/2.5L	2635	0.16%	82.97%
133	MP338-PJ-1221/1L	2633	0.16%	83.13%
134	P396-8831/1L	2624	0.16%	83.30%
135	P030-15152/1L	2600	0.16%	83.46%
136	P030-101/SL	2535	0.16%	83.62%
137	MP338-17021/1L	2509	0.16%	83.77%
138	P338-23400/SL	2500	0.16%	83.93%
139	MP338-15294/1L	2497	0.16%	84.08%
140	P396-11296/1L	2497	0.16%	84.24%
141	MP338-14006/1L	2496	0.15%	84.39%
142	MP338-10091/1L	2488	0.15%	84.55%
143	MP338-10107/1L	2477	0.15%	84.70%
144	P850-1402/2.5L	2465	0.15%	85.01%
145	P850-1494/2.5L	2420	0.15%	85.01%
146	P030-122/1L	2409	0.15%	85.16%
147	P210-18085/0.25L	2382	0.15%	85.30%
148	MP338-15046/1L	2345	0.15%	85.45%
149	MP338-14092/1L	2338	0.15%	85.59%
150	MP33814082/1L	2337	0.15%	85.74%
151	P210-18189/0.5L	2259	0.14%	85.88%
152	P500-12550/SL	2235	0.14%	86.02%
153	P190-18212/1L	2193	0.14%	86.16%
154	P396-116/1L	2177	0.14%	86.29%
155	P396-438/1L	2167	0.13%	86.43%
156	P396-11288/1L	2148	0.13%	85.56%
157	MP338-15186/1L	2119	0.13%	86.69%
158	MP338-14343/1L	2118	0.13%	86.82%
159	P396-8686/1L	2091	0.13%	86.95%
160	P396-15200/1L	2044	0.13%	87.08%
161	MP338-13041/1L	2039	0.13%	87.21%
162	P210-18085/SL	2015	0.13%	87.33%
163	P084-25050/SL	2000	0.12%	87.46%
164	MP338-14457/1L	1916	0.12%	87.57%
165	P396-104/1L	1876	0.12%	87.69%
166	P084-30143/1GAL	1875	0.12%	87.81%
167	P396-14109/SL	1860	0.12%	87.92%
168	P210-18261/SL	1860	0.12%	88.04%
169	MP338-13493/1L	1834	0.11%	88.15%
170	P396-14325/1L	1793	0.11%	88.26%
171	P396-105/1L	1745	0.11%	88.37%
172	MP338-15060/1L	1722	0.11%	88.48%
173	MP338-10210/1L	1717	0.11%	88.59%
174	P396-32/SL	1710	0.11%	88.69%
175	MP338-15124/1L	1709	0.11%	88.80%
176	MP338-11142/1L	1703	0.11%	88.91%
177	MP338-16020/1L	1684	0.10%	89.01%
178	P562-19261/0.5K	1667	0.10%	89.11%
179	P1396-105/SL	1665	0.10%	89.22%
180	MP338-14095/1L	1662	0.10%	89.32%
181	P971-1200/2.5L	1658	0.10%	89.42%
182	MP338-13466/1L	1639	0.10%	89.53%
183	MP336-11025/1L	1637	0.10%	89.63%
184	P396-16203/1L	1636	0.10%	89.71%
185	P396-13387/SL	1635	0.10%	89.83%
186	P396-10089/1L	1618	0.10%	89.93%
187	P396-12596/SL	1585	0.10%	90.03%
188	P030-15247/1L	1581	0.10%	90.13%
189	P851-19410/3.75	1575	0.10%	90.23%
190	MP338-10098/1L	1558	0.10%	90.32%
196	MP338-15081/1L	1470	0.09%	90.88%
197	P396-11583/1L	1469	0.09%	90.97%
198	P030-9943/0.25GAL	1433	0.09%	91.06%
199	MP338-15008/1L	1431	0.09%	91.15%
200	P396-13387/1L	1417	0.09%	91.24%
201	P396-12596/1L	1402	0.09%	91.33%
202	P190-18212/20L	1400	0.09%	91.41%
203	P396-11522/SL	1400	0.09%	91.50%
204	P396-89/SL	1390	0.09%	91.59%
205	P210-181213/0.5L	1374	0.09%	91.67%
206	MP3338-14070/1L	1371	0.09%	91.76%
207	MP338-12054/1L	1365	0.08%	91.84%
208	P030-9912/0.25GAL	1350	0.08%	91.93%
209	MP338-15026/1L	1349	0.08%	92.01%
210	P396-2031/1L	1322	0.08%	92.09%
211	P396-11463/1L	1321	0.08%	92.18%
212	P396-14225/1L	1317	0.08%	92.26%
213	P030-15050/1L	1294	0.08%	92.34%
214	P210-18196/0.25L	1275	0.08%	92.42%
215	MP338-15165/1L	1274	0.08%	92.50%
216	MP338-PJ-2835/1L	1258	0.08%	92.57%
217	P396-113/SL	1250	0.08%	92.65%
218	P030-15833/1L	1238	0.08%	92.73%
219	P338-10602/20L	1220	0.08%	92.80%
220	P030-35132/0.25GAL	1203	0.07%	92.88%
221	P401-LA38/200L	1200	0.07%	92.95%
222	P190-666/1L	1200	0.07%	93.03%
223	P396-457/1L	1195	0.07%	93.10%
224	P396-35/SL	1180	0.07%	93.25%
225	P396-14325/SL	1170	0.07%	93.25%
226	P396-35/1L	1169	0.07%	93.32%
227	MP338-14085/1L	1159	0.07%	93.39%
228	P971-1200/0.5L	1146	0.07%	93.47%
229	MP338-12167/1L	1145	0.07%	93.54%
230	P306-14247/1L	1144	0.07%	93.61%
231	MP338-11150/1L	1138	0.07%	93.68%
232	MP338-11087/1L	1135	0.07%	93.75%
233	MP338-16079/1L	1133	0.07%	93.82%
234	MP338-12025/1L	1120	0.07%	93.89%
235	P396-14154/QL	1090	0.07%	93.96%
236	P396-426/SL	1080	0.07%	94.02%
237	MP338-16076/1L	1075	0.07%	94.09%
238	P030-9920/0.25GAL	1044	0.06%	94.16%
239	MP338-13052/1L	1038	0.06%	94.22%
240	P030-122/SL	1030	0.06%	94.28%
241	P396-11417/SL	1025	0.06%	94.35%
242	MP338-PJ-2904/1L	1011	0.05%	94.41%
243	P396-16243/1L	1000	0.06%	94.47%
244	P401-LY98/200L	1000	0.06%	94.53%
245	MP338-11007/1L	983	0.06%	94.60%
246	P396-116/SL	980	0.06%	94.66%
247	MP338-13101/1L	968	0.06%	94.72%
248	P565-18274/20L	960	0.06%	94.78%
249	P396-119/SL	955	0.06%	94.84%
250	P396-10468/1L	951	0.06%	94.90%
251	MP338-14107/1L	934	0.06%	94.95%
252	MP338-11097/1L	924	0.06%	95.01%
253	MP338-12260/1L	911	0.06%	95.07%
254	P396-16163-1L	897	0.06%	95.12%
255	P306-505/SL	885	0.06%	95.18%
256	MP338-15080/1L	879	0.05%	95.23%
257	MP338-12182/1L	872	0.05%	95.29%
258	MP338-10181/1L	866	0.05%	95.34%
259	MP338-11094/1L	862	0.05%	95.39%
260	P396-13339/1L	855	0.05%	95.45%
261	P030-15352/1L	850	0.05%	95.50%
262	MP338-15089/1L	844	0.05%	95.55%
263	P396-4/SL	840	0.05%	95.60%
264	MP338-13011.1L	837	0.05%	95.66%
265	P396-699/SL	835	0.05%	95.71%
266	P396-44/SL	825	0.05%	95.76%
267	P396-457/SL	820	0.05%	95.81%
268	P083-22(S)VO.5K	806	0.05%	95.86%
269	MP338-12045/1L	800	0.05%	95.91%

Item No.	Item description	Vol	% of Vol	Cumulative %
270	P338-PJ-1225/20L	800	0.05%	95.96%
271	P338-A0012/20L	800	0.05%	96.01%
272	P401-EJX/200L	800	0.05%	96.06%
273	MP338-13077/1L	796	0.05%	96.11%
274	P030-884/0.25GAL	794	0.05%	96.16%
275	MP338-15031/1L	786	0.06%	96.21%
276	P396-15080/5L	775	0.05%	96.26%
277	P489-15152/1L	764	0.05%	96.30%
278	P030-9913/0.25GAL	762	0.05%	96.35%
279	P030-598/0.25GAL	757	0.05%	96.40%
280	P210-18085/1L	751	0.05%	96.44%
281	P210-28142/0.25'	750	0.05%	96.49%
282	P030-9904/0.25GAL	740	0.05%	96.54%
283	MP338-161367/1L	732	0.05%	96.58%
284	P396-57/5L	725	0.05%	96.63%
285	P396-17021/1L	715	0.04%	96.67%
286	P396-11463/5L	690	0.04%	96.72%
287	MP338-12024/1L	678	0.04%	96.76%
288	P396-13011/1L	673	0.04%	96.80%
289	P396-11583/5L	670	0.04%	96.84%
290	MP338-16002/1L	667	0.04%	
295	MP338-15059/1L	637	0.04%	97.08%
296	P396-1137/5L	630	0.04%	97.12%
297	P396-14220/1L	629	0.04%	97.16%
298	MP338-15221/1L	627	0.04%	97.20%
299	MP338-12194/1L	623	0.04%	97.24%
300	MP338-11001/1L	604	0.04%	97.28%
301	P396-11585/1L	604	0.04%	97.31%
302	P477-SHG/120L	600	0.04%	97.35%
303	P38-10674/200L	600	0.04%	97.39%
304	P401-R06/200L	600	0.04%	97.43%
305	P401-LA3G/200L	600	0.04%	97.46%
306	P396-15028/1I	582	0.04%	97.50%
307	P396-11584/5L	570	0.04%	97.53%
308	P396-2379/1L	569	0.04%	97.57%
309	P030-9905/0.25GAL	568	0.04%	97.61%
310	P030-15200/1L	567	0.04%	97.64%
311	P396-32/1L	556	0.03%	97.68%
312	MP338-13371/1L	555	0.03%	97.71%
313	P396-48/5L	545	0.03%	97.74%
314	P210-18311/0.25L	544	0.03%	97.78%
315	P489-1524/1L	538	0.03%	97.81%
316	MP338-16085/1L	536	0.03%	97.64%
317	P396-11406/1L	511	0.03%	97.88%
318	P396-14225/5L	490	0.03%	97.91%
319	P396-48/1L	483	0.03%	97.94%
320	P396-16078/5L	480	0.03%	97.97%
321	P210-18213/1L	472	0.03%	98.00%
322	P516-14/1L	465	0.03%	98.02%
323	P396-15008/5L	460	0.03%	98.05%
324	P396-119/1L	457	0.03%	98.08%
325	P489-144326/1L	456	0.03%	98.11%
326	15399/5L	450	0.03%	98.14%
327	P396-438/5L	435	0.03%	98.17%
328	P396-10051/1L	433	0.03%	98.19%
329	P396-11584/1L	418	0.03%	98.22%
330	P396-10091/1L	414	0.03%	98.24%
331	P565-625/5L	405	0.03%	98.27%
332	P396-11176/5L	405	0.03%	98.29%
333	P275-292/5L	405	0.02%	98.32%
334	MP338-11076/1L	401	0.02%	98.34%
335	P396-14463/5L	400	0.03%	98.37%
336	P338-A0005/200L	400	0.02%	98.30%
337	P338-10727/200L	400	0.02%	98.42%
338	P401-LA5B/200L	400	0.02%	98.44%
339	P396-14241/1L	399	0.02%	98.47%
340	P489-15352/1L	397	0.02%	98.49%
341	P338-13264/5L	390	0.02%	98.52%
342	P030-9865/0.25GAL	388	0.02%	98.54%
343	P396-11192/5L	385	0.02%	98.57%
344	P030-437/0L	378	0.02%	98.59%
345	P030-35231/0.25GAL	378	0.02%	98.61%
346	P417-11903/20 L	360	0.02%	98.63%
347	P396-13011/5L	360	0.02%	98.66%
348	P396-11162/1L	350	0.02%	98.68%
349	P030-122/1GAL	349	0.02%	98.70%
350	P030-31570/0.25	344	0.02%	98.72%
351	P338-16229/10L	340	0.02%	98.74%
352	MP338-11215/1L	336	0.02%	98.76%
353	P396-11162/5L	335	0.02%	98.78%
354	P565-26090/3L	312	0.02%	98.80%
355	MP338-PJ-328/1L	309	0.02%	98.82%
356	11065/5L	305	0.02%	98.84%
357	P376-3357/1L	300	0.02%	98.86%
358	P084-25050/1L	300	0.02%	98.88%
359	P338-10934/1L	297	0.02%	98.90%
360	MP338-10139/1L	289	0.02%	98.92%
361	P030-32129/0.25GAL	284	0.02%	98.93%
362	P396-57/1L	280	0.02%	98.95%
363	P489-15050/1L	277	0.02%	98.97%
364	P030-456/1L	273	0.02%	98.99%
365	P030-353190/0.25GAL	261	0.02%	99.00%
366	P338-1211/20L	260	0.02%	99.03%
367	P396-A1009/5L	255	0.02%	99.03%
368	P396-11176/1L	253	0.02%	99.05%
369	P396-426/1L	250	0.02%	99.06%
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371	P338-10361/5L	245	0.02%	99.10%
372	P190-A8011/4L	240	0.01%	99.11%
373	P396-10482/1L	240	0.01%	99.13%
374	P030-9911/0.25GAL	240	0.01%	99.14%
375	P030-310170.25GAL	229	0.01%	99.15%
376	MP338-12047/1L	227	0.01%	99.17%
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380	P030-32079/0.25GAL	221	0.01%	99.22%
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382	MP338-11063/1L	220	0.01%	99.25%
383	851-PJ-0950/5L	220	0.01%	99.27%
384	P030-122/0.25GAL	208	0.01%	99.28%
385	P396-203/5L	205	0.01%	99.29%
386	P489-122/1L	204	0.01%	99.30%
387	P396-16298/1L	204	0.01%	99.32%
388	P030-31130/0.25	202	0.01%	99.33%
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394	P489-101/1L	189	0.01%	99.40%
395	P396-4/1L	188	0.01%	99.41%
396	P030-9913/1GAL	188	0.01%	99.42%
397	P396-16395/1L	186	0.01%	99.44%
398	P030-12443/1L	183	0.01%	99.45%
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407	P396-14463/1L	162	0.01%	99.55%
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411	P030-14051/1L	156	0.01%	99.58%
412	P396-14241/5L	150	0.01%	99.59%
413	P396-12294/5L	150	0.01%	99.60%
414	P396-727/5L	145	0.01%	99.61%
415	P030-113/1L	144	0.01%	99.62%
416	P489-16872/1L	142	0.01%	99.63%
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421	P376-8611/1L	120	0.01%	99.67%
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423	P489-14154/1L	115	0.01%	99.68%
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432	P030-15108/1L	103	0.01%	99.74%
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435	P396-11631/5L	100	0.01%	99.76%
436	P030-490/0.25GAL	100	0.01%	99.77%
437	P396-11374/1L	96	0.01%	99.77%
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443	X549-1/5L	90	0.01%	99.81%
444	P030-15294/1L	88	0.01%	99.82%
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446	P030-14095/1L	82	0.01%	99.83%
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448	P030-455/0.25GAL	82	0.01%	99.84%
449	P417-12883/20L	80	0.00%	99.84%
450	P396-A6004/5L	80	0.00%	99.85%
451	P396-10013/5L	80	0.00%	99.85%
452	P030-32058/0.25GAL	79	0.00%	99.86%
453	P030-9920/1GAL	75	0.00%	99.86%
454	P030-456/0.35GAL	74	0.00%	99.86%
455	P489-14343/1L	69	0.00%	99.87%
456	P489-14251/1L	66	0.00%	99.87%
457	P030-224/0.25GAL	64	0.00%	99.88%
458	P489-14172/1L	60	0.00%	99.88%
459	P489-15199/1L	60	0.00%	99.88%
460	P489-15108/1L	60	0.00%	99.89%
461	P417-15895/20L	60	0.00%	99.89%
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465	P030-35409/0.25GAL	54	0.00%	99.91%
466	P030-9977/0.25GAL	53	0.00%	99.91%
467	P396-10174/1L	52	0.00%	99.91%
468	P396-1415Q/1L	52	0.00%	99.92%
469	P030-35279/0.25	52	0.00%	99.92%
470	P396-10715/5L	50	0.00%	99.92%
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472	4P030-427/0.25 GAL	50	0.00%	99.93%
473	P030-31081/0.25GAL	50	0.00%	99.93%
474	P396-10696/5L	45	0.00%	99.93%
475	P396-13196/5L	45	0.00%	99.94%
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477	P273-901/5L	45	0.00%	99.94%
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479	P396-16078/1L	42	0.00%	99.95%
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481	P417-16852/20L	40	0.00%	99.95%
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485	P030-15028/1L	36	0.00%	99.96%
486	P396-11004/5L	35	0.00%	99.97%
487	P500-12550/1L	34	0.00%	99.97%
488	P396-178/1L	30	0.00%	99.97%
493	P030-14154/1L	27	0.00%	99.98%
494	P030-35365/0.25GAL	27	0.00%	99.98%
495	P396-11588/5L	25	0.00%	99.98%
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502	P396-3020/1L	15	0.00%	99.99%
503	P396-15028/5L	15	0.00%	99.99%
504	P030-31063/0.25GAL	15	0.00%	99.99%
505	P030-0553/1 GAL	15	0.00%	99.99%
506	P030-11069/1L	12	0.00%	99.99%
507	P396-14109/1L	12	0.00%	99.99%
508	P398-11199/1L	12	0.00%	100.00%
509	P396-11192/1L	12	0.00%	100.00%
510	P030-113/0.25GAL	12	0.00%	100.00%
511	P030-39/0.25GAL	11	0.00%	100.00%
512	850-761/5L	10	0.00%	100.00%
513	X549-30/5L	10	0.00%	100.00%
514	P030-35/1L	8	0.00%	100.00%
515	P396-163371L	6	0.00%	100.00%
516	P030-104/1L	5	0.00%	100.00%
517	P168-C815/50G	0	0.00%	100.00%
518	P850-11/5L	0	0.00%	100.00%
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520	P376-437/1L	0	0.00%	100.00%
521	P376-102/1L	0	0.00%	100.00%
522	P376-101/5L	0	0.00%	100.00%
523	P376-101/1L	0	0.00%	100.00%
524	P190-28141/1L	0	0.00%	100.00%
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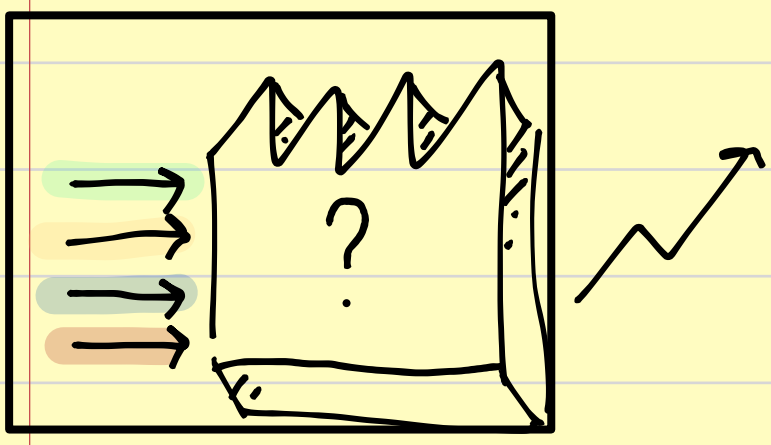
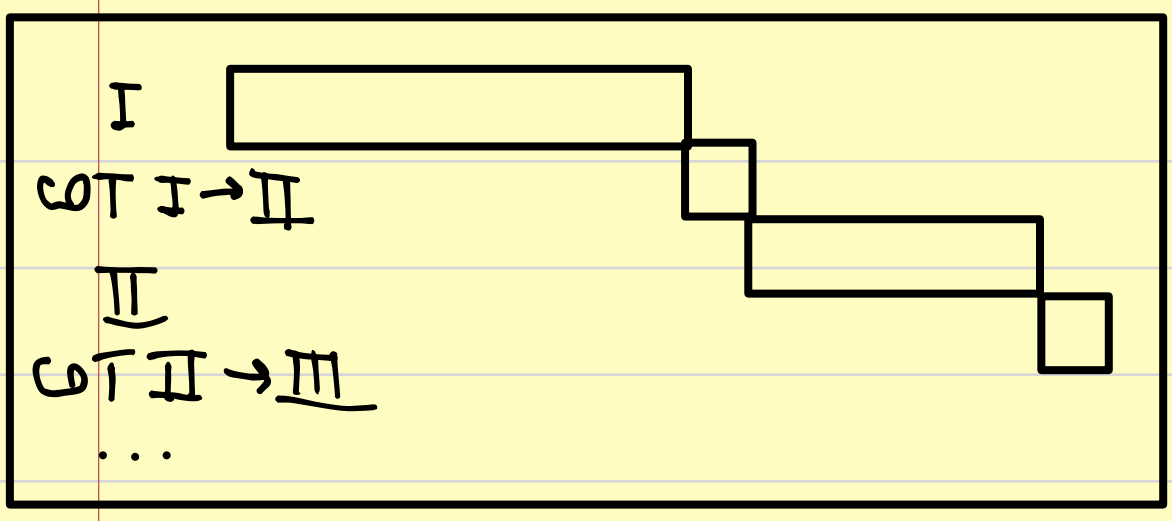


Green Value Stream

Green products are high volume items that are already produced in a frequent manner. This are the products to start a FIXED SEQUENCE & FIXED VOLUME strategy.

We separate the green products and reserve a certain amount of time to manufacture them.



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 aloted time!

Creating **ECONOMICS OF REPETITION**.

Yellow Value 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 改善(KVP). (CIP) capability improvements on.

With the Yellow-stream we use (CPD)nA.

- 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

H4