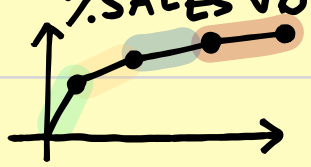
20220118_Beschaffung_und_Produktionswirtschaft_MV1

GLENDAY SIEB

Strategische Methode
Zur Steuerung & Klassifizierung von Wertströme.

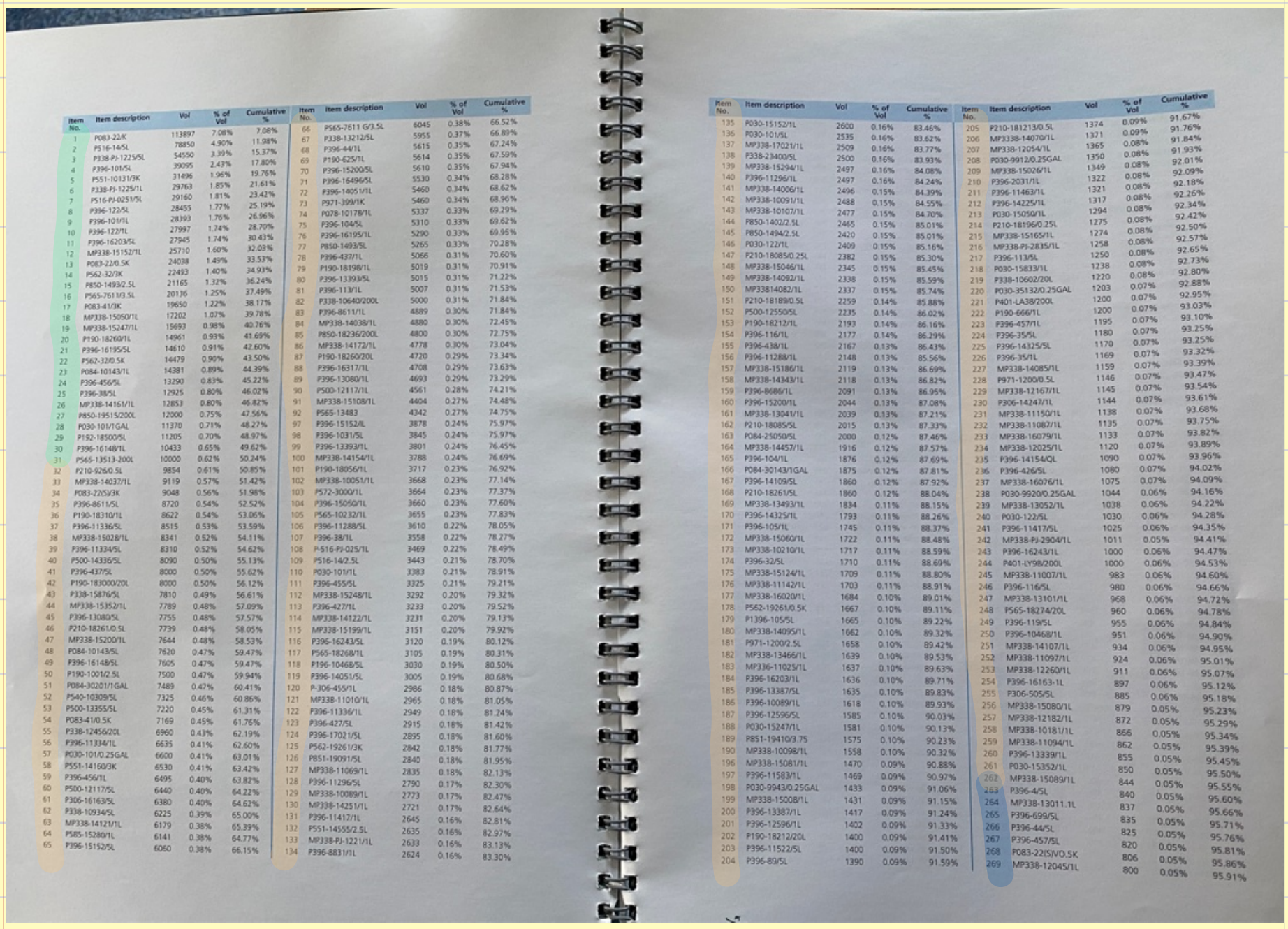
PARETO PRINZIP
%SALES VOLUME



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

%Kumulativ Sales Volume

%Kumulativ Produkt-Palette



Item No.	Item description	Vol	% of Vol	Cumulative %
1	P083-22/K	113897	7.08%	7.08%
2	P516-14/5L	78850	4.90%	11.98%
3	P338-PJ-1225/5L	54550	3.39%	15.37%
4	P396-101/5L	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-0253/5L	29160	1.81%	23.42%
8	P396-122/5L	28455	1.77%	25.19%
9	P396-101/1L	28393	1.76%	26.96%
10	P396-122/1L	27997	1.74%	28.70%
11	P396-16203/5L	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	P565-7613/3.5L	20136	1.25%	37.49%
17	P083-41/3K	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	P396-16195/5L	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	P396-456/5L	13290	0.83%	45.22%
25	P396-38/5L	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	P192-18500/5L	11205	0.70%	48.97%
30	P396-1614B/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/SJ/3K	9048	0.56%	51.98%
35	P396-8611/5L	8720	0.54%	52.52%
36	P190-18310/1L	8622	0.54%	53.06%
37	P396-11336/5L	8515	0.53%	53.59%
38	MP338-15028/1L	8341	0.52%	54.11%
39	P396-11334/5L	8310	0.52%	54.62%
40	P500-14336/5L	8090	0.50%	55.13%
41	P396-437/5L	8000	0.50%	55.62%
42	P190-183000/20L	8000	0.50%	56.12%
43	P338-15876/5L	7810	0.49%	56.61%
44	MP338-15352/1L	7789	0.48%	57.09%
45	P396-13080/5L	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	P084-10143/5L	7620	0.47%	59.47%
49	P396-1614B/5L	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	P540-10309/5L	7325	0.46%	60.86%
53	P500-13355/5L	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	P500-12117/5L	6440	0.40%	64.22%
61	P306-16163/5L	6380	0.40%	64.62%
62	P338-10934/5L	6225	0.39%	65.00%
63	MP338-14121/1L	6179	0.38%	65.39%
64	P585-15280/1L	6141	0.38%	64.77%
65	P396-15152/5L	6060	0.38%	66.15%
66	P565-7611 G/3.5L	6045	0.38%	66.52%
67	P338-13212/5L	5955	0.37%	66.89%
68	P396-44/1L	5615	0.35%	67.24%
69	P190-625/1L	5614	0.35%	67.59%
70	P396-15200/5L	5610	0.35%	67.94%
71	P396-16496/5L	5530	0.34%	68.28%
72	P396-14051/1L	5460	0.34%	68.62%
73	P971-399/1K	5460	0.34%	68.96%
74	P078-1017B/1L	5337	0.33%	69.29%
75	P396-104/5L	5310	0.33%	69.62%
76	P396-16195/1L	5290	0.33%	69.95%
77	P850-1493/5L	5265	0.33%	70.28%
78	P396-437/1L	5066	0.31%	70.60%
79	P190-18198/1L	5019	0.31%	70.91%
80	P396-1339/3/5L	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	P396-1031/5L	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	P396-11288/5L	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	P396-455/5L	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	P396-16243/5L	3120	0.19%	80.12%
117	P565-18268/1L	3105	0.19%	80.31%
118	P196-10468/5L	3030	0.19%	80.50%
119	P396-14051/5L	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	P396-427/5L	2915	0.18%	81.42%
124	P396-17021/5L	2895	0.18%	81.60%
125	P562-19261/3K	2842	0.18%	81.77%
126	P851-19091/5L	2840	0.18%	81.95%
127	MP338-11069/1L	2835	0.18%	82.13%
128	P396-11296/5L	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	P030-101/5L	2535	0.16%	83.62%
137	MP338-17021/1L	2509	0.16%	83.77%
138	P338-23400/5L	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	P500-12550/5L	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	P210-18085/5L	2015	0.13%	87.33%
163	P084-25050/5L	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	P396-14109/5L	1860	0.12%	87.92%
168	P210-18261/5L	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	P396-32/5L	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	P1396-105/5L	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	P396-13387/5L	1635	0.10%	89.83%
186	P396-10089/1L	1618	0.10%	89.93%
187	P396-12596/5L	1585	0.10%	90.03%
188	P030-15247/1L	1581	0.10%	90.13%
189	P851-19410/3.7S	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	P396-11522/5L	1400	0.09%	91.50%
204	P396-89/5L	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	P396-113/5L	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	P396-35/5L	1180	0.07%	93.25%
225	P396-14325/5L	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	P396-426/5L	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	P030-122/5L	1030	0.06%	94.28%
241	P396-11417/5L	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	P396-116/5L	980	0.06%	94.66%
247	MP338-13101/1L	968	0.06%	94.72%
248	P565-18274/20L	960	0.06%	94.78%
249	P396-119/5L	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	P306-505/5L	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	P396-4/5L	840	0.05%	95.60%
264	MP338-13011.1L	837	0.05%	95.66%
265	P396-699/5L	835	0.05%	95.71%
266	P396-44/5L	825	0.05%	95.76%
267	P396-457/5L	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%

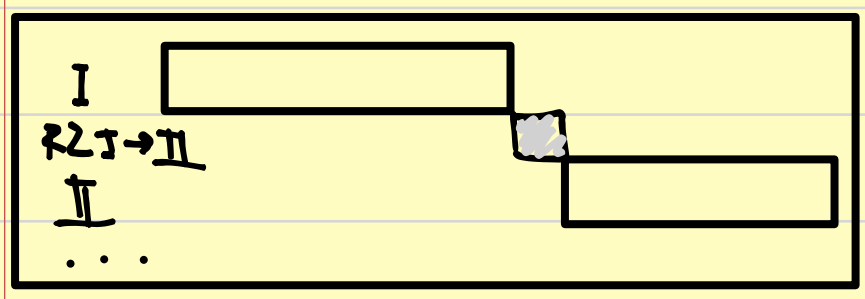
Item No.	Item description	Vol	% of Vol	Cumulative %
270	P338-PJ-1225/20L	800	0.05%	95.96%
271	P338-A0012/20L	800	0.05%	96.01%
272	P401-EJX/200L	800	0.05%	96.06%
273	MP338-13077/1L	796	0.05%	96.11%
274	P030-884/0.25GAL	794	0.05%	96.16%
275	MP338-15031/1L	786	0.06%	96.21%
276	P396-15080/5L	775	0.05%	96.26%
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%	96.40%
282	P030-9904/0.25GAL	740	0.05%	96.54%
283	MP338-161167/1L	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-LAJG/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-LA58/200L	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/QL	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%
370	P030-30439/1GAL	249	0.02%	99.08%
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%
377	P396-13545/5L	225	0.01%	99.18%
378	P190-18201/5L	225	0.01%	99.20%
379	P030-12576/1L	224	0.01%	99.21%
380	P030-32079/0.25GAL	221	0.01%	99.22%
381	P489-16470/1L	221	0.01%	99.24%
382	MP338-11063/1L	220	0.01%	99.25%
383	851-PJ-095O/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%
389	P030-38/5L	200	0.01%	99.34%
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%
399	P417-15894/20L	180	0.01%	99.46%
400	P417-15811/20L	180	0.01%	99.47%
401	P396-2017/5L	180	0.01%	99.48%
402	P396-17083/1L	180	0.01%	99.49%
403	P540-16192/20L	180	0.01%	99.50%
404	P396-10051/1L	170	0.01%	99.51%
405	P210-19281/1L	169	0.01%	99.52%
406	P030-14172/1L	167	0.01%	99.54%
407	P396-14463/1L	162	0.01%	99.55%
408	P396-16395/5L	160	0.01%	99.56%
409	P850-1492/5L	160	0.01%	99.57%
410	P489-15395/1L	157	0.01%	99.57%
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%
417	P100-2001/1L	136	0.01%	99.64%
418	P489-15248/1L	127	0.01%	99.65%
419	P273-19282/1L	125	0.01%	99.65%
420	P396-178/5L	120	0.01%	99.66%
421	P376-8611/1L	120	0.01%	99.67%
422	P376-456/1L	120	0.01%	99.68%
423	P489-14154/1L	115	0.01%	99.68%
424	P030-33269/1 GAL	113	0.01%	99.69%
425	P489-14161.1L	111	0.01%	99.70%
426	P396-11406/5L	110	0.01%	99.70%
427	P030-A5009/5L	110	0.01%	99.71%
428	P396-15031/1L	106	0.01%	99.72%
429	P338-16360/5L	105	0.01%	99.72%
430	P030-311140.25GAL	104	0.01%	99.73%
431	P273-29072/1L	104	0.01%	99.74%
432	P030-15108/1L	103	0.01%	99.74%
433	P030-15199/1L	102	0.01%	99.75%
434	P516-PJ-0251/2.5L	100	0.01%	99.76%
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%
438	P030-117/0.25GAL	96	0.01%	99.78%
439	P396-11585/5L	95	0.01%	99.79%
440	P030-437/0.25GAL	95	0.01%	99.79%
441	P489-13080/1L	92	0.01%	99.80%
442	P030-322/0.25GAL	91	0.01%	99.80%
443	X549-1/5L	90	0.01%	99.81%
444	P030-15294/1L	88	0.01%	99.82%
445	P489-14457/1L	87	0.01%	99.82%
446	P030-14095/1L	82	0.01%	99.83%
447	P030438/1L	82	0.01%	99.83%
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%
462	P396-10174/5L	60	0.00%	99.90%
463	P489-15294/1L	57	0.00%	99.90%
464	P030-35288/0.25GAL	57	0.00%	99.90%
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	P396-14159/1L	52	0.00%	99.92%
469	P030-35279/0.25	52	0.00%	99.92%
470	P396-10715/5L	50	0.00%	99.92%
471	P396-10183/5L	50	0.00%	99.93%
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%
476	P396-14150/5L	45	0.00%	99.94%
477	P273-901/5L	45	0.00%	99.94%
478	P030-438/0.25GAL	44	0.00%	99.95%
479	P396-16078/1L	42	0.00%	99.95%
480	P030-9943/1GAL	41	0.00%	99.95%
481	P417-16852/20L	40	0.00%	99.95%
482	P417-13877/20L	40	0.00%	99.96%
483	P396-11623/5L	40	0.00%	99.96%
484	P396-10697/5L	40	0.00%	99.96%
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%
496	P396-15031/5L	25	0.00%	99.98%
497	P030-36363/0.25GAL	23	0.00%	99.98%
498	P396-14484/1L	22	0.00%	99.99%
499	P030-34156/0.25GAL	22	0.00%	99.99%
500	P376-999/1L	20	0.00%	99.99%
501	P030-14038/1L	18	0.00%	99.99%
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%
519	P376-437/5L	0	0.00%	100.00%
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%
525	P030-3557/1L	0	0.00%	100.00%

Frage 8

Grüner Wertstrom

Grüne Produkte sind von einem hohen Volumen geprägt (generieren viel Umsatz) und werden sowieso mit einer hohen Frequenz produziert.

STRATEGIE: FIXE SEQUENZ & FIXES VOLUMEN.



≡ FIXE SEQUENZ & FIXES VOLUMEN ≡ EPEI (Frequenz)

· Wir reservieren einen Zeitraum für Diese Produkte und den Zeitraum sollte nicht gestört werden.

ZIEL. Wir wollen den grünen Wertstrom störfrei gestalten.

- Wir akzeptieren keine Störungen im grünen Fluß.
- ECONOMICS OF REPETITION.

Frage 9. Gelber Wertstrom

Diese Produkte haben praktische Störungen / Schwierigkeiten dafür, dass sie in dem EPEI genommen werden können.

Strategie: Optimierungsansätze und Störbehebungen werden in dem Gelben Wertstrom durchgeführt:

- (CPD)nA ≡ KAIZEN (改善) (KVP) : KAIKAKU Verbesserung mit Gewalt
- Rüstzeitoptimierung
- Reinigung
- Wartung
- ...

Ziel: die gelben Produkte in dem grünen Wertstrom zu bringen.

Frage 10. Blauer Wertstrom

K.V. : Kombinieren / Verbessern. Strategie

Ziel: systematische Reduktion der Komplexität.

? Wie unterschiedlich müssen Produkte wirklich sein?

? Darf ich Roh- und Verpackungsmaterial kombinieren für unterschiedliche Regionen?

Frage 11. Roter Wertstrom

Typischerweise, 1% der Umsätze entsprechen 30% der Produktpalette.

? Was ist das Produkt wert für den Kunde?

? Ist der Kunde uns wert?

H4