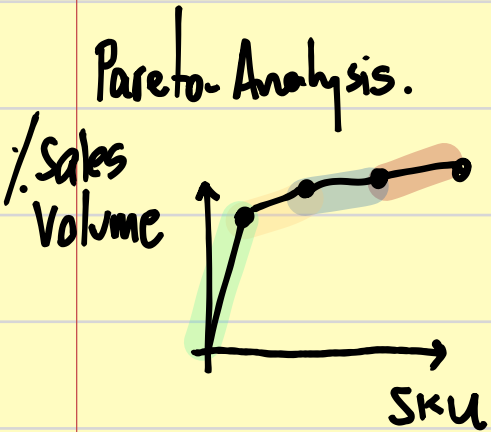


Glenday Sieve

Categorization of Value Streams



SKU: Stock Keeping Unit

% Cumulative Sales

% Cumulative Product Range

50%	6%	Green
51-95%	7-50%	Yellow
96-99%	61-70%	Blue
~100%	71-100%	Red

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 G3.5L	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	P971-3991/K	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	P083-220/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	P850-14932/L	21165	1.32%	36.24%	80	P396-13393/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	P396-8611/L	4889	0.30%	72.15%
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	P562-320/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	P396-16317/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	P850-19515200L	12000	0.75%	47.56%	92	P565-13483	4342	0.27%	74.75%
28	P030-1017/L	11370	0.71%	48.27%	93	P396-15152/L	3878	0.24%	75.07%
29	P192-18500/L	11205	0.70%	48.97%	94	P396-1031/L	3845	0.24%	75.31%
30	P396-16148/L	10433	0.65%	49.62%	95	P396-13393/L	3801	0.24%	75.55%
31	P565-13513-200L	10000	0.62%	50.24%	96	MP338-14154/L	3788	0.24%	75.79%
32	P210-9260/L	9854	0.61%	50.85%	97	P190-18056/L	3717	0.23%	76.02%
33	MP338-14037/L	9119	0.57%	51.42%	98	MP338-10051/L	3668	0.23%	76.25%
34	P083-2253/K	9048	0.56%	51.98%	99	P572-3000/L	3664	0.23%	76.48%
35	P396-8611/L	8720	0.54%	52.52%	100	P396-15050/L	3660	0.23%	76.71%
36	P190-18310/L	8622	0.54%	53.06%	101	P565-10232/L	3655	0.23%	76.94%
37	P396-11336/L	8515	0.53%	53.59%	102	P396-11288/L	3610	0.22%	77.16%
38	MP338-15028/L	8341	0.52%	54.11%	103	P396-38/L	3558	0.22%	77.38%
39	P396-11334/L	8310	0.52%	54.62%	104	P-516-PJ-0251/L	3469	0.22%	77.60%
40	P500-14336/L	8090	0.50%	55.13%	105	P516-142/L	3443	0.21%	77.81%
41	P396-437/L	8000	0.50%	55.62%	106	P030-101/L	3383	0.21%	78.02%
42	P190-18300/L	8000	0.50%	56.12%	107	P396-455/L	3325	0.21%	78.23%
43	P338-15876/L	7810	0.49%	56.61%	108	MP338-15248/L	3292	0.20%	78.44%
44	MP338-15352/L	7789	0.48%	57.09%	109	P396-427/L	3233	0.20%	78.64%
45	P396-13080/L	7755	0.48%	57.57%	110	MP338-14122/L	3231	0.20%	78.84%
46	P210-18261/L	7739	0.48%	58.05%	111	MP338-15199/L	3151	0.20%	79.04%
47	MP338-15200/L	7644	0.48%	58.53%	112	P396-16243/L	3120	0.19%	79.23%
48	P084-10143/L	7620	0.47%	59.07%	113	P565-18268/L	3105	0.19%	79.42%
49	P396-16148/L	7605	0.47%	59.47%	114	P196-10468/L	3030	0.19%	79.61%
50	P190-10012/L	7500	0.47%	59.94%	115	P396-14051/L	3005	0.19%	79.80%
51	P084-30201/L	7489	0.47%	60.41%	116	P-306-455/L	2986	0.18%	80.00%
52	P540-10309/L	7325	0.46%	60.86%	117	MP338-11010/L	2965	0.18%	80.18%
53	P500-13355/L	7220	0.45%	61.31%	118	P396-11306/L	2949	0.18%	80.36%
54	P083-410/L	7169	0.45%	61.76%	119	P396-427/L	2915	0.18%	80.54%
55	P338-12456/L	6960	0.43%	62.19%	120	P396-17021/L	2895	0.18%	80.72%
56	P396-11347/L	6635	0.41%	62.60%	121	P562-19261/L	2842	0.18%	80.90%
57	P030-1010/L	6600	0.41%	63.01%	122	P851-19091/L	2840	0.18%	81.08%
58	P551-14160/L	6530	0.41%	63.42%	123	MP338-11069/L	2835	0.18%	81.26%
59	P396-456/L	6495	0.40%	63.82%	124	P396-11296/L	2790	0.17%	81.44%
60	P500-12117/L	6440	0.40%	64.22%	125	MP338-10089/L	2773	0.17%	81.61%
61	P396-16163/L	6380	0.40%	64.62%	126	MP338-14251/L	2721	0.17%	81.79%
62	P338-10934/L	6225	0.39%	65.00%	127	P396-11417/L	2645	0.16%	81.96%
63	MP338-14121/L	6179	0.38%	65.39%	128	P551-14552/L	2635	0.16%	82.13%
64	P565-15280/L	6141	0.38%	65.77%	129	MP338-PJ-1221/L	2633	0.16%	82.30%
65	P396-15152/L	6060	0.38%	66.15%	130	P396-8831/L	2624	0.16%	82.46%

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	P030-99120.25GAL	1350	0.08%	91.93%
139	MP338-15294/L	2497	0.16%	84.08%	209	MP338-15026/L	1349	0.08%	92.01%
140	MP338-1296/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	MP338-10051/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%	84.85%	214	P210-181960.25L	1275	0.08%	92.42%
145	P850-14942/L	2420	0.15%	85.01%	215	MP338-15165/L	1274	0.08%	92.50%
146	P030-122/L	2409	0.15%	85.16%	216	MP338-PJ-2835/L	1258	0.08%	92.57%
147	P210-180850.25L	2382	0.15%	85.30%	217	P396-113/L	1250	0.08%	92.65%
148	MP338-15046/L	2345	0.15%	85.45%	218	P030-15833/L	1238	0.08%	92.73%
149	MP338-14092/L	2338	0.15%	85.59%	219	P338-10602/L	1220	0.08%	92.80%
150	MP338-14082/L	2337	0.15%	85.74%	220	P030-351320.25GAL	1203	0.07%	92.88%
151	P210-181890/L	2259	0.14%	85.88%	221	P401-LA38200L	1200	0.07%	92.95%
152	P500-12550/L	2235	0.14%	86.02%	222	P190-666/L	1200	0.07%	93.03%
153	P190-18212/L	2193	0.14%	86.16%	223	P396-457/L	1195	0.07%	93.10%
154	P396-116/L	2177	0.14%	86.29%	224	P396-35/L	1180	0.07%	93.25%
155	P396-438/L	2167	0.13%	86.43%	225	P396-14325/L	1170	0.07%	93.32%
156	P396-11288/L	2148	0.13%	86.56%	226	P396-35/L	1169	0.07%	93.39%
157	MP338-15186/L	2119	0.13%	86.69%	227	MP338-14085/L	1159	0.07%	93.47%
158	MP338-14343/L	2118	0.13%	86.82%	228	P971-12000/L	1146	0.07%	93.54%
159	P396-8686/L	2091	0.13%	86.95%	229	MP338-12167/L	1145	0.07%	93.61%
160	P396-15200/L	2044	0.13%	87.08%	230	P306-14247/L	1144	0.07%	93.68%
161	MP338-13041/L	2039	0.13%	87.21%	231	MP338-11150/L	1138	0.07%	93.75%
162	P210-18085/L	2015	0.13%	87.33%	232	MP338-11087/L	1135	0.07%	93.82%
163	P084-25050/L	2000	0.12%	87.46%	233	MP338-16079/L	1133	0.07%	93.89%
164	MP338-14457/L	1916	0.12%	87.57%	234	MP338-12025/L	1120	0.07%	93.96%
165	P396-104/L	1876	0.12%	87.69%	23				

Item No.	Item description	Vol	% of Vol	Cumulative %
270	P338-P1-1225/20L	800	0.05%	95.96%
271	P338-A0012/20L	800	0.05%	96.01%
272	P401-E0A200L	800	0.05%	96.06%
273	MP338-13077/1L	796	0.05%	96.11%
274	P030-8840.25GAL	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	P030-99130.25GAL	762	0.05%	96.35%
279	P030-5980.25GAL	757	0.05%	96.40%
280	P210-18085/1L	751	0.05%	96.44%
281	P210-281420.25'	750	0.05%	96.49%
282	P030-99040.25GAL	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	P396-14635/5L	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%	96.88%
291	MP338-15059/1L	637	0.04%	96.92%
292	P396-1137/5L	630	0.04%	96.96%
293	P396-14220/1L	629	0.04%	97.00%
294	MP338-15221/1L	627	0.04%	97.04%
295	MP338-12194/1L	623	0.04%	97.08%
300	MP338-11001/1L	604	0.04%	97.12%
301	P396-11585/1L	604	0.04%	97.16%
302	P477-SHG/20L	600	0.04%	97.20%
303	P38-10674/200L	600	0.04%	97.24%
304	P401-R06/200L	600	0.04%	97.28%
305	P401-LAJG/200L	600	0.04%	97.32%
306	P396-15028/1L	582	0.04%	97.36%
307	P396-11584/5L	570	0.04%	97.40%
308	P396-2379/1L	569	0.04%	97.44%
309	P030-99050.25GAL	568	0.04%	97.48%
310	P030-15200/1L	567	0.04%	97.52%
311	P396-32/1L	556	0.03%	97.56%
312	MP338-13371/1L	555	0.03%	97.60%
313	P396-48/5L	545	0.03%	97.64%
314	P210-1831150.25L	544	0.03%	97.68%
315	P489-1524/1L	538	0.03%	97.72%
316	MP338-16085/1L	536	0.03%	97.76%
317	P396-11406/1L	511	0.03%	97.80%
318	P396-14225/5L	490	0.03%	97.84%
319	P396-48/1L	483	0.03%	97.88%
320	P396-16078/5L	480	0.03%	97.92%
321	P210-18213/1L	472	0.03%	97.96%
322	P516-14/1L	465	0.03%	98.00%
323	P396-15008/5L	460	0.03%	98.04%
324	P396-119/1L	457	0.03%	98.08%
325	P396-144326/1L	456	0.03%	98.12%
326	P396-438/5L	450	0.03%	98.16%
327	P396-10051/1L	435	0.03%	98.19%
328	P396-11584/1L	433	0.03%	98.23%
329	P396-11584/1L	418	0.03%	98.27%
330	P396-10091/1L	414	0.03%	98.31%
331	P565-625/5L	405	0.03%	98.35%
332	P396-11176/5L	405	0.03%	98.39%
333	P275-292/5L	405	0.02%	98.43%
334	MP338-11076/1L	401	0.02%	98.47%
335	P396-14463/5L	400	0.03%	98.51%
336	P338-A0005/200L	400	0.02%	98.55%
337	P338-10727/200L	400	0.02%	98.59%
338	P401-4A58/200L	400	0.02%	98.63%

Item No.	Item description	Vol	% of Vol	Cumulative %
408	P396-16395/5L	160	0.01%	99.56%
409	P850-1422/5L	160	0.01%	99.57%
410	P489-15395/1L	160	0.01%	99.58%
411	P030-14051/1L	157	0.01%	99.59%
412	P396-14241/5L	156	0.01%	99.60%
413	P396-12294/5L	150	0.01%	99.61%
414	P396-727/5L	150	0.01%	99.62%
415	P030-113/1L	145	0.01%	99.63%
416	P489-16872/1L	144	0.01%	99.64%
417	P100-2001/1L	142	0.01%	99.65%
418	P489-15248/1L	136	0.01%	99.66%
419	P273-19282/1L	127	0.01%	99.67%
420	P396-178/5L	125	0.01%	99.68%
421	P376-8611/1L	120	0.01%	99.69%
422	P376-456/1L	120	0.01%	99.70%
423	P489-14154/1L	115	0.01%	99.71%
424	P030-31269/1 GAL	113	0.01%	99.72%
425	P489-14161.1L	111	0.01%	99.73%
426	P396-11406/5L	110	0.01%	99.74%
427	P030-A5009/5L	110	0.01%	99.75%
428	P396-15031/1L	106	0.01%	99.76%
429	P338-16300/5L	105	0.01%	99.77%
430	P030-311140.25GAL	104	0.01%	99.78%
431	P273-29072/1L	104	0.01%	99.79%
432	P030-15108/1L	103	0.01%	99.80%
433	P030-15199/1L	102	0.01%	99.81%
434	P516-P-0251/2L	100	0.01%	99.82%
435	P396-11631/5L	100	0.01%	99.83%
436	P030-4900.25GAL	100	0.01%	99.84%
437	P396-11374/1L	96	0.01%	99.85%
438	P030-1170.25GAL	96	0.01%	99.86%
439	P396-11585/5L	95	0.01%	99.87%
440	P030-4370.25GAL	95	0.01%	99.88%
441	P489-13080/1L	92	0.01%	99.89%
442	P030-3220.25GAL	91	0.01%	99.90%
443	X549-1/5L	90	0.01%	99.91%
444	P030-15294/1L	88	0.01%	99.92%
445	P489-14457/1L	87	0.01%	99.93%
446	P030-14095/1L	82	0.01%	99.94%
447	P030438/1L	82	0.01%	99.95%
448	P030-4550.25GAL	82	0.01%	99.96%
449	P417-12883/20L	80	0.00%	99.97%
450	P396-A6004/5L	80	0.00%	99.98%
451	P396-10013/5L	80	0.00%	99.99%
452	P030-32058/0.25GAL	79	0.00%	100.00%
453	P030-99201 GAL	75	0.00%	100.00%
454	P030-4560.35GAL	74	0.00%	100.00%
455	P489-14343/1L	69	0.00%	100.00%
456	P489-14251/1L	66	0.00%	100.00%
457	P030-2240.25GAL	64	0.00%	100.00%
458	P489-14172/1L	60	0.00%	100.00%
459	P489-15199/1L	60	0.00%	100.00%
460	P489-15108/1L	60	0.00%	100.00%
461	P417-15895/20L	60	0.00%	100.00%
462	P396-10174/5L	60	0.00%	100.00%
463	P489-15294/1L	57	0.00%	100.00%
464	P030-35288/0.25GAL	57	0.00%	100.00%

When you are provided with a list of SKUs 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.

Green Valve Stream

Green products are high volume items that are already produced in a frequent manner. These are the products to star a fixed sequence & fixed volume strategy. This is sometimes called ECONOMICS of REPETITION.

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

• EPEI. Every Part Every Interval. Goal: no disruption.

Yellow Valve Stream

- These are the products where there are practical barriers to being able to do EPEI. Things like change over time, batch sizes, ramp up losses and machine layouts are going to slow us down.
- Yellow products are the ones to concentrate our 已入庫 (KVP) (CIP) capability improvements on.
- With the yellow stream, we use (CPD)_{nA}.
- Our goal is to pass yellow products to the green stream.

Blue Valve Stream

- Our goal is to reduce complexity.
- 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 the 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 amount of things that 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 <1% of our sales volume comes from 30% of the SKUs.

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

- Goals
 - Increase profitability.
 - Get rid of the customer.

