Industry Sector	P2 "checklist" opportunities	Connects to:	Evidence Points	Questions to ask
Electronics--high-end	--water use reduction --solvent elimination --no-lead	• cost reduction; quality • reg compliance; quality • reg compliance	√ product price that buries cost of wasted raw materials √ specs that "rule all" √ product quality excludes process quality √ customer driving production	Materials flow diagram Materials account
Electronics--low-end	--water use reduction --solvent elimination --no-lead	• cost reduction; quality • reg compliance; quality • reg compliance	√ lack of process understanding √ reliance on suppliers √ cannot access data for (rough) materials balance √ low amount of process change	Materials flow diagram Materials account Top 5 inputs
Food processing--"enhancing" (jams, jellies, sauces, etc,)	--water conservation --leak and spill capture --delivery and storage --mixing and measuring	• cost reduction • quality improvement and cost reduction • quality improvement and cost reduction • quality improvement	√ product price that buries cost of wasted raw materials √ perceived "uniqueness" √ default values for yield √ water, water everywhere √ "lost" lost product	Materials flow diagram Materials account Top 5 inputs What cost reduction have you already tried?

	P2 "checklist" opportunities	Connects to:	Evidence Points	Questions to ask
Industry Sector				
Food processing--"packing" (canned vegetables and fruits)	--water conservation --leak and spill capture --delivery and storage --mixing and measuring	• cost reduction • quality improvement and cost reduction • quality improvement and cost reduction • quality improvement	√ product price that buries cost of wasted raw materials √ particulate removal √ default values for yield √ water, water everywhere	Materials flow diagram Materials account Top 5 inputs What cost reduction have you already tried?
Food processing--"reducing" (meat processing, canning)	--water conservation	• cost reduction	√ product price that buries cost of wasted raw materials √ particulate removal √ water, water everywhere	What water use reduction have you already tried?
Metal fabrication--fabrication	--materials use reduction --materials elimination --process modification	• cost reduction; yield improvement • reg compliance • cost reduction; quality improvement; yield improvement	√ product price that buries cost of wasted raw materials √ default values for yield √ lack of SOPs; lack of justified SOPs √ production planning in chaos	Materials flow diagram Materials account Top 5 inputs What cost reduction have you already tried?

	P2 "checklist" opportunities	Connects to:	Evidence Points	Questions to ask
Industry Sector				
Metal fabrication--surface coating	--materials use reduction --materials elimination --process modification	• cost reduction; yield improvement • reg compliance • cost reduction; quality improvement; yield improvement	√ product price that buries cost of wasted raw materials √ optimization for throughput only √ "holes" in materials account √ JIT	Materials flow diagram Materials account Top 5 inputs What cost reduction have you already tried? What else is driving change?
Metal fabrication-assembly	--materials use reduction --materials elimination --process modification	• cost reduction; yield improvement • reg compliance • cost reduction; quality improvement; yield improvement	√ complete operator control over use volumes √ not a core process √ entry level staffing	What cost reduction have you already tried?

	P2 "checklist" opportunities	Connects to:	Evidence Points	Questions to ask
Industry Sector				
Plastics fab	--solvent elimination --improved process controls	• reg compliance • quality improvement	√ product price that buries cost of wasted raw materials √ lack of SPC √ default values for yield √ lack of SOPs for cleanout and cleanup √ highly customized processes √ perception of uniqueness	Materials flow diagram Materials account Top 5 inputs What cost reduction have you already tried? What else is driving change?