



TECHNISCHE UNIVERSITÄT  
CHEMNITZ

Faculty of Economics and Business Administration  
Professorship of Management Accounting and Control  
Prof. Dr. Uwe Götze



Cluj Economics and  
Business Seminar Series  
(CEBSS) at the University  
Babeş-Bolyai – Faculty  
of Economics and  
Business Administration

# Material flow cost accounting – methodology, use cases, and perspectives

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# Technische Universität Chemnitz – Campus Reichenhainer Straße



# Chemnitz in Europe and Germany



# Technische Universität Chemnitz



## Facts and Figures:

- About 11,000 students in 8 Faculties  
→ thereof about 18 % from abroad
- About 2,200 employees
- State funding 2013: 75.9 Mio. EUR
- External funding 2013: 75.6 Mio. EUR
- 1,300 PhD students

# Technische Universität Chemnitz



**Smart Systems  
and Materials**



**Energy-efficient  
Production Processes**



**Human Factors  
in Technologies**

**Key Areas of Technische Universität Chemnitz  
Research Profiles of the Faculties  
Fundamental and Application-oriented Research of the Professorships**

# Faculty of Economics and Business Administration



## Facts and Figures:

- More than 2,300 students
- 17 professorships
- 16 “own” study programs
  - thereof:
    - 6 bachelor, 10 master programs
    - 2 extra-occupational programs
    - 7 interdisciplinary programs

# Professorship of Management Accounting and Control

## Facts and Figures:

- 15 academic and research associates (7 third-party fund financed)
- 15 external postgraduates
- Dean of studies and head of examination board for “industrial engineering and management”
- Member of the advisory board of the university
- Editor of Journal of Management Control (JoMaC) and member of the editorial board of Journal Management & Marketing

## Cooperation partners (selection):



E-PLUS GRUPPE



SIEMENS

# Professorship of Management Accounting and Control

## Research areas:

- Strategic Management
- Investment Appraisal and Management
- Cost Accounting and Management
- Controlling/Management Control
- Cost-oriented Product-design
- Management and Engineering

## Ongoing research projects:



**MERGE – Merge Technologies for Multifunctional Lightweight Structures**



**Energy-efficient Product and Process Innovations in Production Engineering**



**SFB 692 – High-strength Aluminum-based Lightweight Materials for Safety Components**

**EcoTrain**



**NeMoS – Freiluftlabor "Neue Mobilität" am Sachsenring**



**eBEn – eBusiness Engineering**



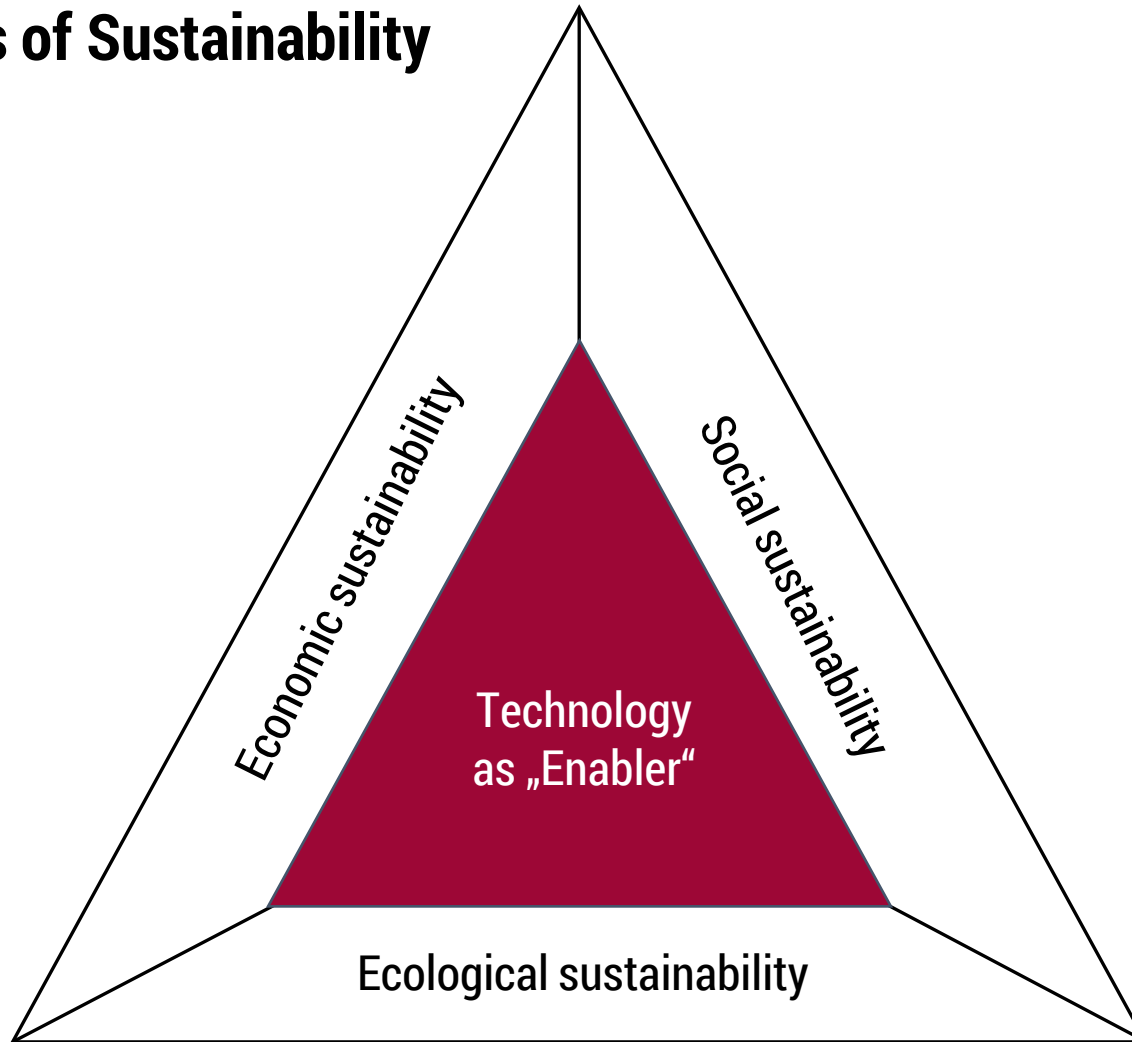
## Agenda

- 1. Sustainability – the Managerial Challenges**
- 2. Material Flow Cost Accounting (MFCA) – a Method for Sustainability Management**
- 3. Refinements and Extensions of the MFCA Methodology**
- 4. Conclusions**

## Sustainability as a global need

- Resource scarcity, pollution, economic crises, demographic change, social distortions etc. call for sustainable thinking and acting of individuals, companies and societies
- “Sustainable development is the kind of development that meets the needs of the present without compromising the ability of future generations to meet their own needs.”  
(United Nations: (Report)).
- „Wird derhalben die größte Kunst/Wissenschaft/Fleiß und Einrichtung hiesiger Lande darinnen beruhen / wie eine sothane Conservation und Anbau des Holtzes anzustellen / daß es eine continuierliche beständige und nachhaltige Nutzung gebe / weiln es eine unentberliche Sache ist / ohne welche das Land in seinem Esse nicht bleiben mag.“  
(Carlowitz: (Sylviculura), p. 105 f.)

## Dimensions of Sustainability



Source: translated from: Neugebauer and Götze (Bilanzierung), p. 2.

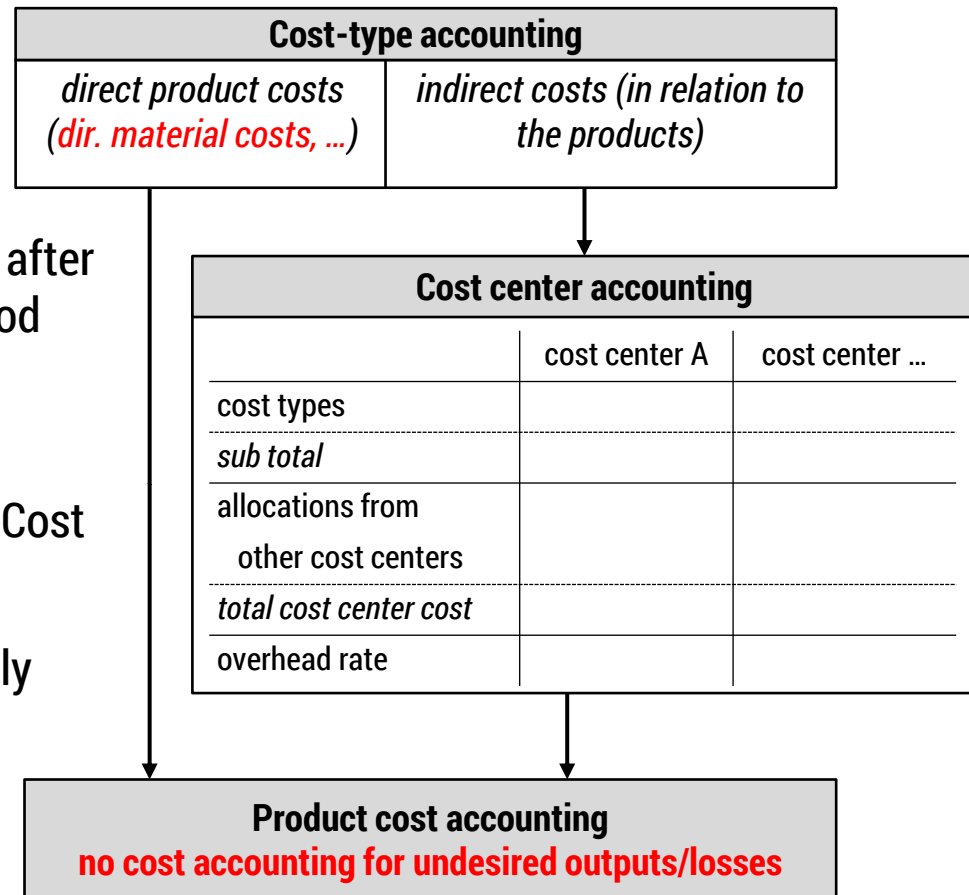
### Highly relevant managerial challenges

- Establishing long-term thinking
  - Developing and implementing methods and measures that foster the achievement of the dimension-related targets: long-term economic success, eco-friendly behavior, social responsibility
  - Promoting technological innovations that support the achievement of these targets
  - Balancing and integrating the dimension-related targets, methods and measures
- MFCA contributes to balance and achieve economic and ecological targets

### History and notion

- Late 1990's: The German 'Institut für Management und Umwelt' developed a new concept of cost accounting and initialized few pilot projects
- Beginning in 2000: Breakthrough in Japan, after successful first implementations the method was strongly promoted and more than 300 Japanese companies adopted it
- 2011: ISO standard 14051 – Material Flow Cost Accounting
- Forthcoming: ISO standard 14052 for supply chain-wide Material Flow Cost Accounting

### Standard procedure of conventional cost accounting

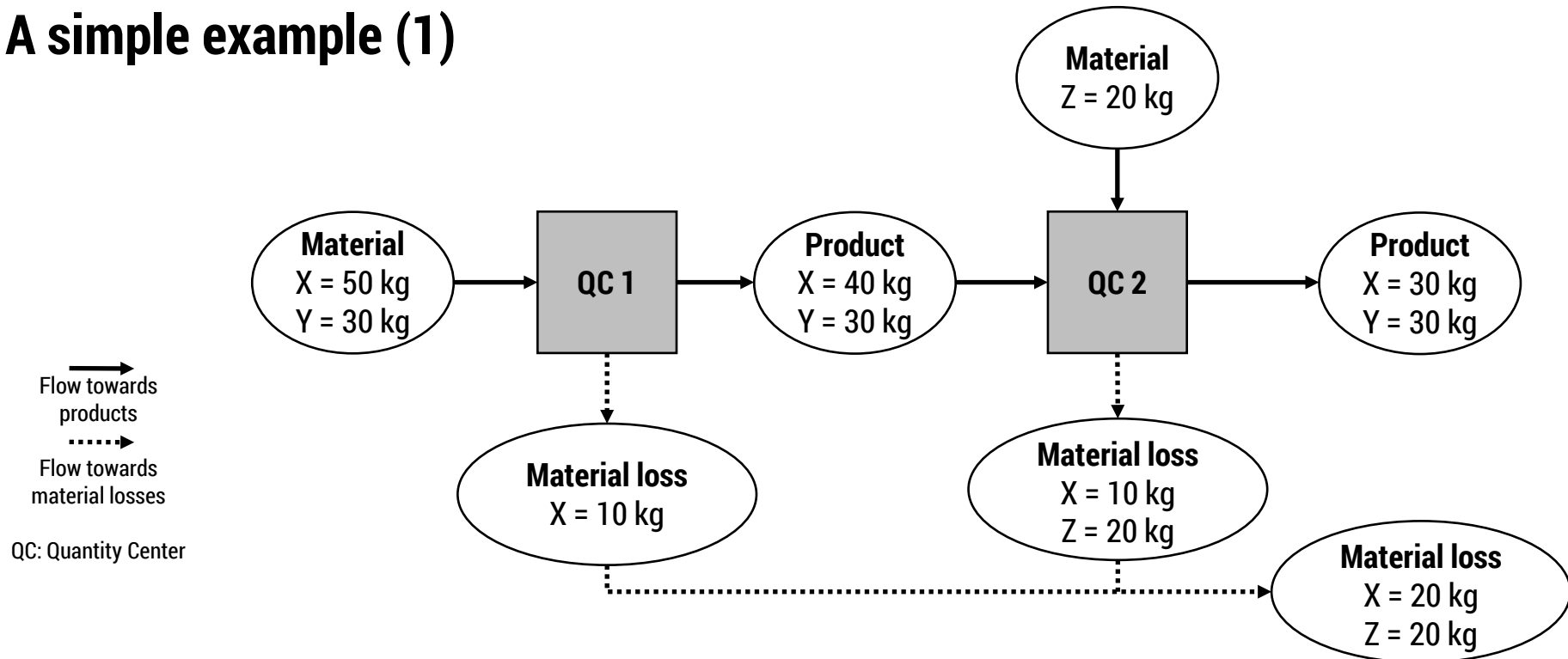


Source: modified from Sygulla et al. (Tool for Designing), p. 113.

# Profile

- **Aims:**
  - Identifying material (and energy) inefficiencies with significant economic impact
  - Contributing to an economic **and** ecological sustainable production
- **Characteristics:**
  - Cost accounting approach (one-period analysis)
  - Based on material (and energy) flows
  - Cost carriers: desired *and* undesired flows
- **Steps (*models*)**
  - I. Modeling system's flow structure (*flow structure model*)
  - II. Quantifying flows in physical units (*flow quantity model*)
  - III. Appraising flow system in monetary units (*flow cost model/matrix*)
- **Application scenarios:**
  - Efficiency analysis of existing processes and process chains
  - Design of new processes and process chains contributing

### A simple example (1)



Material costs	
Material X	100 €/kg
Material Y	40 €/kg
Material Z	20 €/kg

Quantity center costs	Total	QC 1	QC 2
Energy costs	700 €	400 €	300 €
System costs	2,000 €	800 €	1,200 €
Wast management costs	700 €	300 €	400 €

Source: modified from DIN EN ISO 14051, p. 46 f.

### A simple example (2)

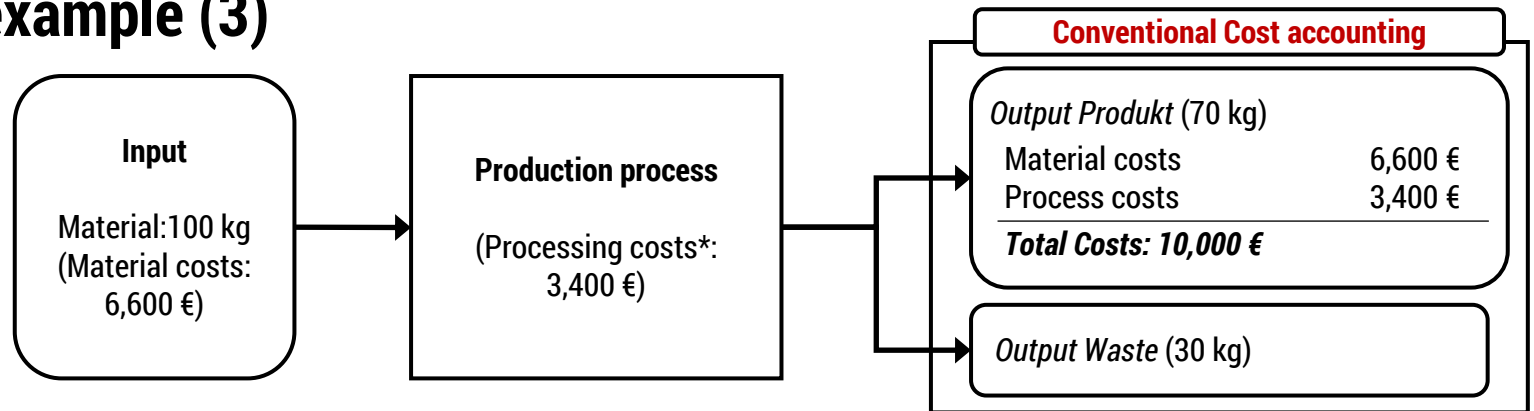
Material flow costs matrix (all values in €)

	Quantity Center 1					Quantity Center 2				
	Material costs	Energy costs	System costs	Waste mgmt. costs	Total QC 1	Material costs	Energy costs	System costs	Waste mgmt. costs	Total QC 2
Inputs from pervious QC						5,200	350	700		6,250
New inputs in QC	6,200	400	800	300	7,700	400	300	1,200	400	2,300
Product flow	5,200	350	700		6,250	4,200	433	1,267		5,900
Material loss flow	1,000	50	100	300	1,450	1,400	217	633	400	2,650
Total costs of material losses						2,400	267	733	700	4,100
<b>Total</b>	<b>6,200</b>	<b>400</b>	<b>800</b>	<b>300</b>	<b>7,700</b>	<b>6,600</b>	<b>700</b>	<b>2,000</b>	<b>700</b>	<b>10,000</b>

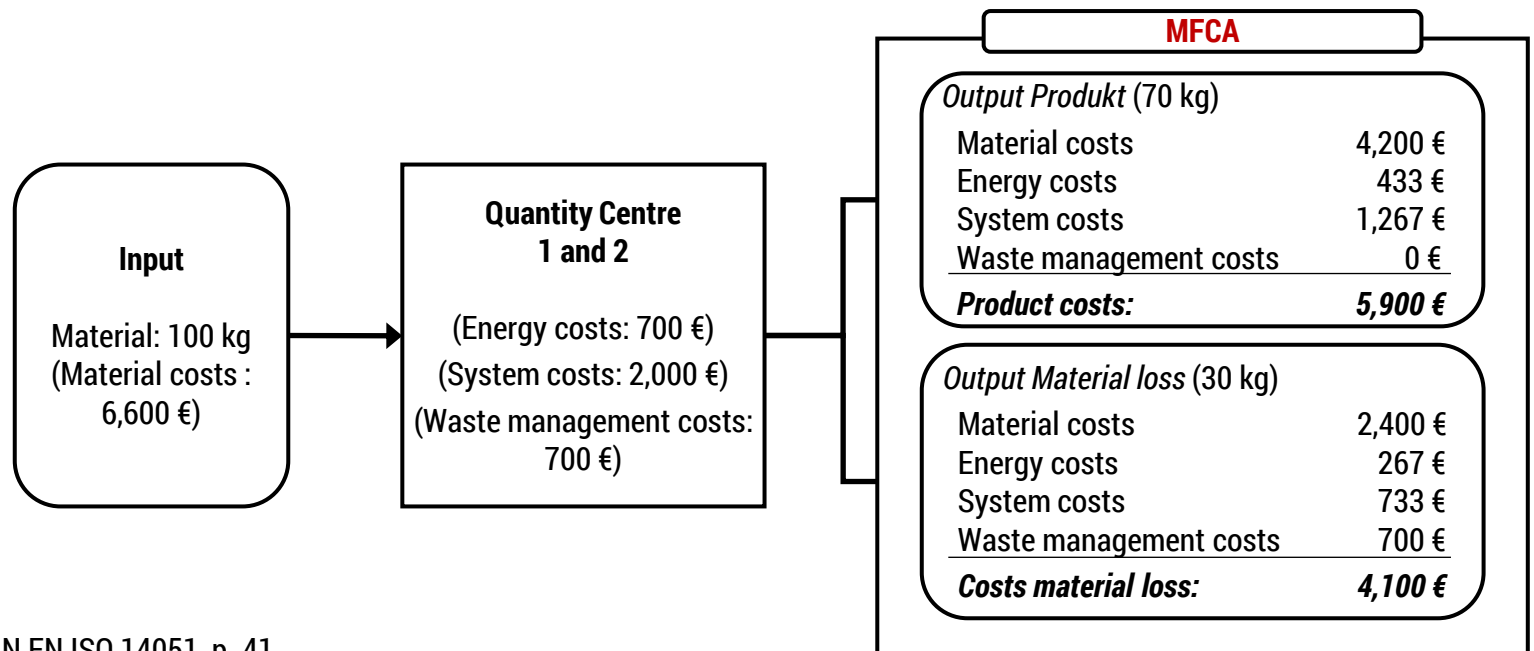
Source: modified from DIN EN ISO 14051, p. 57.



### A simple example (3)



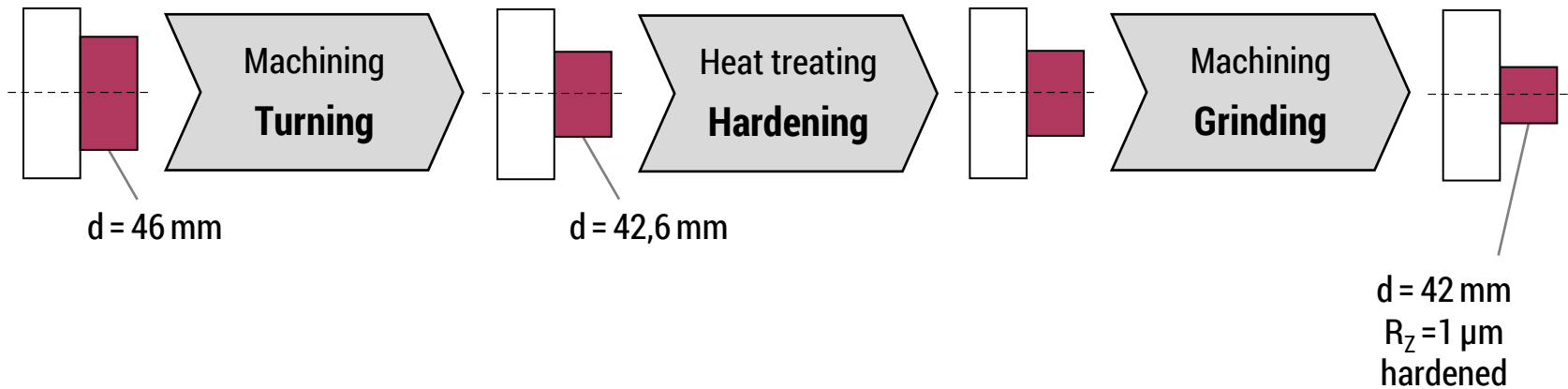
\* Processing costs= energy costs + system costs + waste management costs



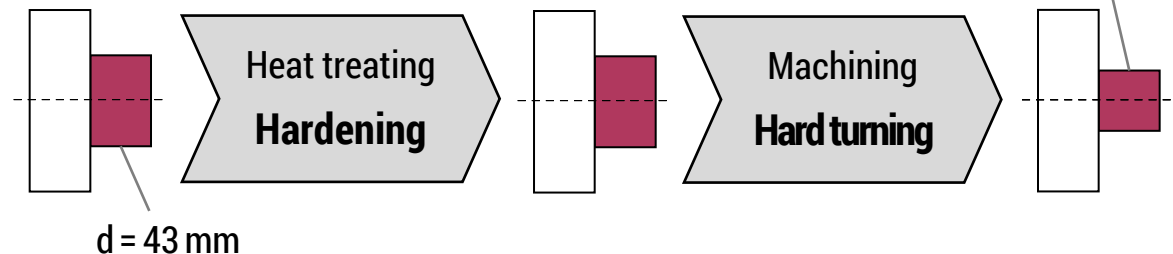
Source: modified from DIN EN ISO 14051, p. 41.

## Use case 1: Bearing surface of a gear shaft

### Conventional process chain



### Innovative process chain



Source: translated from Götze et al.: (Material- und Energieflussanalyse), p. 117. See also Götze and Schmidt: (Innovation Control) p. 104.

### Use case 1: Flow cost analysis of grinding



Grinding					
Input		Throughput		Output	
€/Year		€/Year		€/Year	
<b>Material (steel)</b>		<b>System cost</b>		<b>Material (product)</b>	
Material cost	377,793.12	System cost	47,095.31	Material cost	287,602.44
<i>(incl. Coolant)</i>	88,000.00			System cost	124,356.60
System cost	78,208.52			Energy cost	2,640.58
Energy cost	2,538.78			Energy-related system cost	219.26
Energy-related system cost	210.84				
<b>Material loss</b>				<b>Material loss</b>	
				Material cost	90,190.68
				<i>(incl. Coolant)</i>	88,000.00
				System cost	947.23
				Energy cost	20.11
				Energy-related system cost	1.67
<b>Energy</b>				<b>Energy loss</b>	
Energy cost	866.85			Energy cost	744.94
Energy-related system cost	1,760.61			Energy-related system cost	1,750.52

Source: translated from Götze et al. (Material- und Energieflussanalyse), p. 127.

### Use case 1: Comparison of results

#### *Conventional process chain*

##### Product costs

Material costs	287,602.44 [€/year]
System costs	124,356.60 [€/year]
Energy costs	2,640.58 [€/year]
Energy related system costs	219.26 [€/year]
<b>Product total costs:</b>	<b>414,818.88 [€/year]</b>

##### Material loss costs

Material costs	103,191.49 [€/year]
<i>included lubricant</i>	<i>88,000.00 [€/year]</i>
System costs	2,837.07 [€/year]
Energy costs	22.99 [€/year]
Energy related system costs	1.91 [€/year]
<b>Material loss total costs:</b>	<b>106,053.45 [€/year]</b>

##### Costs „Energy loss“

Energy costs	1,484.40 [€/year]
Energy related system costs	2,478.65 [€/year]
<b>Total Costs „Energy loss“</b>	<b>3,963.05 [€/year]</b>

#### *Innovative process chain*

##### Product costs

Material costs	287,602.44 [€/year]
System costs	92,438.54 [€/year]
Energy costs	2,555.51 [€/year]
Energy related system costs	211.43 [€/year]
<b>Product total costs:</b>	<b>382,807.92 [€/year]</b>

##### Material loss costs

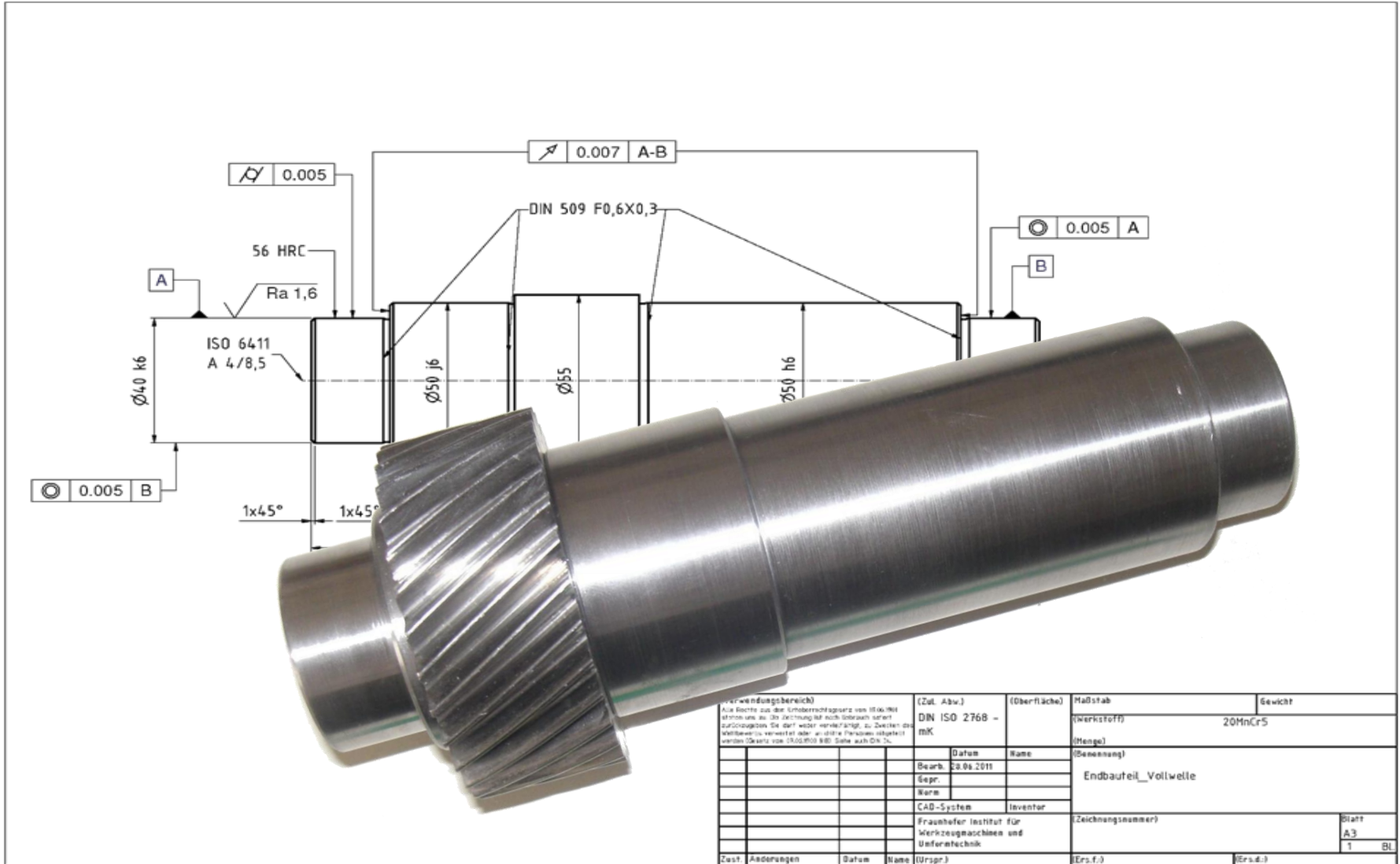
Material costs	3,668.40 [€/year]
System costs	1,179.06 [€/year]
Energy costs	32.60 [€/year]
Energy related system costs	2.70 [€/year]
<b>Material loss total costs:</b>	<b>4,882.75 [€/year]</b>

##### Costs „Energy loss“

Energy costs	1,191.95 [€/year]
Energy related system costs	2,661.08 [€/year]
<b>Total Costs „Energy loss“</b>	<b>3,853.04 [€/year]</b>

Source: translated from Götze et al.: (Material- und Energieflussanalyse), p. 123.

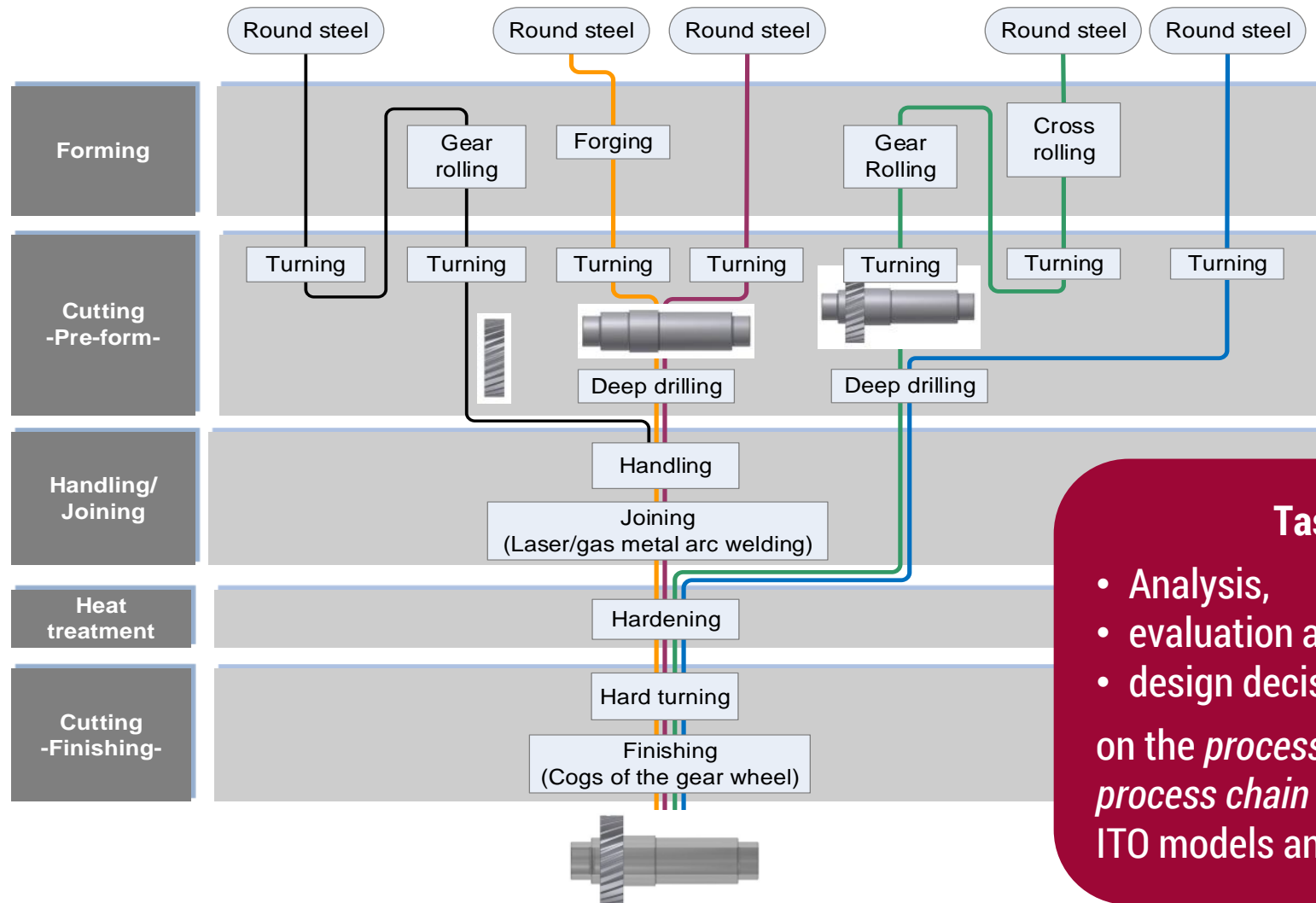
### Use case 2: Demonstrator 'Gear Shaft'



### Use case 2: Manufacturing strategies on the process chain level

		Gear wheel and shaft	
		Separate manufacturing + joining	Integrated form
Main form manufactured by	Cutting	I	II
	Forming	III	IV

### Use case 2: Basic process chain configurations



#### Tasks:

- Analysis,
- evaluation and
- design decisions

on the *process* and on the *process chain level* by using ITO models and MFCA

### Use case 2: Joining (process level)

	III (forming, joining)	
	Gas metal arc welding	Laser welding
<b>Gear shaft</b>		
<i>Mass</i>	214,229 kg	210,000 kg
<i>Energy</i>	243,311 kWh	240,561 kWh
Material cost	268,389.95 €	249,436.62 €
Energy cost	26,764.22 €	26,461.74 €
System cost	1,137,433.59 €	1,135,127.44 €
<b>Total cost</b>	<b>1,432,587.76 €</b>	<b>1,411,025.80 €</b>
<b>Material loss</b>		
<i>Mass</i>	309,616 kg	308,641 kg
<i>Energy</i>	57,748 kWh	58,028 kWh
Material cost	410,165.23 €	404,070.40 €
Energy cost	6,352.30 €	6,383.10 €
System cost	859,497.60 €	862,241.88 €
<b>Total cost</b>	<b>1,276,015.14 €</b>	<b>1,272,695.38 €</b>
<b>Energy loss</b>		
<i>Energy</i>	2,046,750 kWh	2,057,611 kWh
<b>Energy cost</b>	<b>236,030.21 €</b>	<b>237,224.87 €</b>
<b>Total</b>		
<i>Mass</i>	523,846 kg	518,641 kg
<i>Energy</i>	2,347,810 kWh	2,356,200 kWh
<b>Total cost</b>	<b>2,944,633.10 €</b>	<b>2,920,946.06 €</b>

### Laser welding

- ✗ Higher depreciations
  - ✗ 2.5 times higher (absolute) energy demand
  - ✓ No filler material
  - ✓ Cycle time is 3 times lower, so
    - ✓ less shielding gas (material cost) and
    - ✓ less labor is needed.
- **Laser welding is favorable here.**



### Use case 2: Results (process chain level)

	I (cutting, joining)	II (cutting, integrated form)	III (forming, joining)	IV (forming, integrated form)
<b>Gear shaft</b>				
<i>Mass</i>	210.000 kg	210.000 kg	210.000 kg	210.000 kg
<i>Energy</i>	242.150 kWh	226.677 kWh	240.561 kWh	234.951 kWh
Material cost	249.436,62 €	249.436,62 €	249.436,62 €	249.436,62 €
Energy cost	26.636,53 €	24.934,48 €	26.461,74 €	25.844,59 €
System cost	863.419,60 €	744.887,72 €	1.135.127,44 €	1.111.385,49 €
<b>Total cost</b>	<b>1.139.492,75 €</b>	<b>1.019.258,82 €</b>	<b>1.411.025,80 €</b>	<b>1.386.666,70 €</b>
<b>Material loss</b>				
<i>Mass</i>	332.644 kg	450.916 kg	308.641 kg	324.981 kg
<i>Energy</i>	63.520 kWh	85.596 kWh	58.028 kWh	71.965 kWh
Material cost	407.463,20 €	538.354,12 €	404.070,40 €	388.724,65 €
Energy cost	6.987,22 €	9.415,51 €	6.383,10 €	7.916,13 €
System cost	481.918,58 €	583.208,39 €	862.241,88 €	842.466,30 €
<b>Total cost</b>	<b>896.369,00 €</b>	<b>1.130.978,03 €</b>	<b>1.272.695,38 €</b>	<b>1.239.107,08 €</b>
<b>Energy loss</b>				
<i>Energy</i>	257.481 kWh	320.933 kWh	2.057.611 kWh	2.050.209 kWh
<b>Energy cost</b>	<b>39.217,54 €</b>	<b>53.380,61 €</b>	<b>237.224,87 €</b>	<b>236.172,30 €</b>
<b>Total</b>				
<i>Mass</i>	542.644 kg	660.916 kg	518.641 kg	534.981 kg
<i>Energy</i>	563.152 kWh	633.206 kWh	2.356.200 kWh	2.357.125 kWh
<b>Total cost</b>	<b>2.075.079,28 €</b>	<b>2.203.617,46 €</b>	<b>2.920.946,06 €</b>	<b>2.861.946,08 €</b>

Ranking:

①

②

④

③

# Sub-Agenda

- 3.1 Deficits of MFCA methodology**
- 3.2 Modeling of energy flows and costs**
- 3.3 Inclusion of non-identical outputs and revenues**
- 3.4 MFCA-based Investment Appraisal**
- 3.5 Integration with Traditional Cost Accounting**
- 3.6 Life cycle-wide MFCA**

### 3.1 Deficits of MFCA Methodology

Deficits	Approaches for refinements/extension
Limitation on full and actual cost	<p><b>Design of a marginal and/or plan MFCA</b>            (for a plan MFCA see Sygulla et al.: (Material Flow Cost Accounting), pp. 4 f and Sygulla et al.: (Tool for Designing), pp. 122 ff.)</p>
Use of aggregated cost categories	<p><b>Refinement of cost categories according to traditional cost accounting</b>            (see Sygulla et al.: (Material Flow Cost Accounting), pp. 4 f.)</p>
Allocation of overhead costs	<p><b>Refinement of allocation rules</b></p>
Handling of stocks and internal recycling loops	<p><b>Pulling out cost of inventories</b>            (see Sygulla et al.: (Tool for Designing), p. 116 ff.)</p> <p><b>Pulling out costs of recycled material or linear equation systems</b>            (see Viere et al.: (Implications) pp. 654 f.)</p>

### 3.1 Deficits of MFCA Methodology (2)

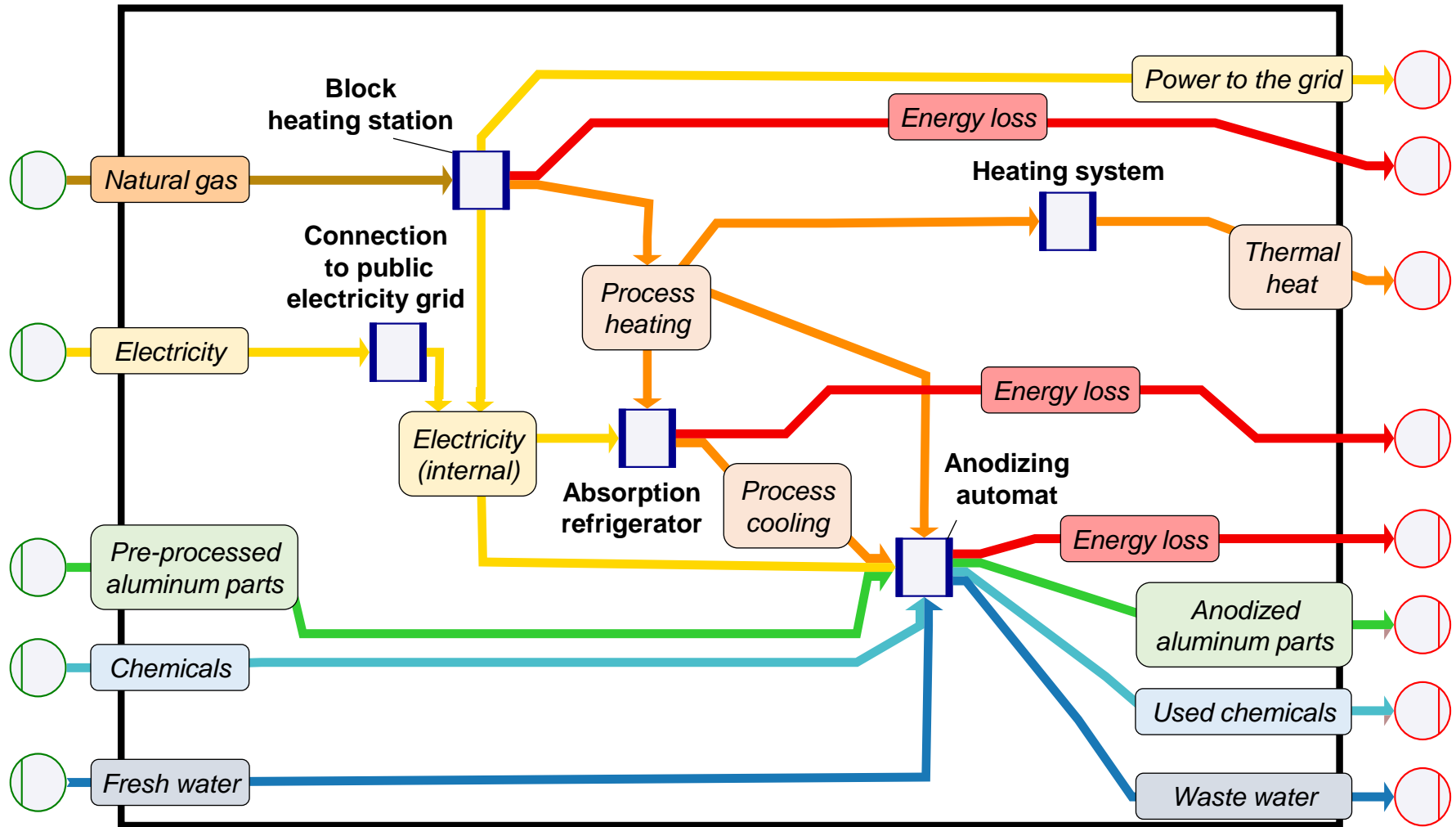
<b>Deficits</b>	<b>Approaches for refinements/extension</b>
Neglecting energy flows	Modeling of energy flows and costs <i>(see 3.2)</i>
Neglecting revenues and other differing outputs	Inclusion of revenues and other differing outputs via virtual quantity centers <i>(see 3.3)</i>
Neglecting investments and limitation on one period	MFCA-based investment appraisal <i>(see 3.4)</i>
Problems of data acquisition, divergences between MFCA and traditional cost accounting	Integration with traditional cost accounting <i>(see 3.5)</i>
Focus on manufacturing processes	Life-cycle wide MFCA <i>(see 3.6)</i>

# Motivation, deficits and approach

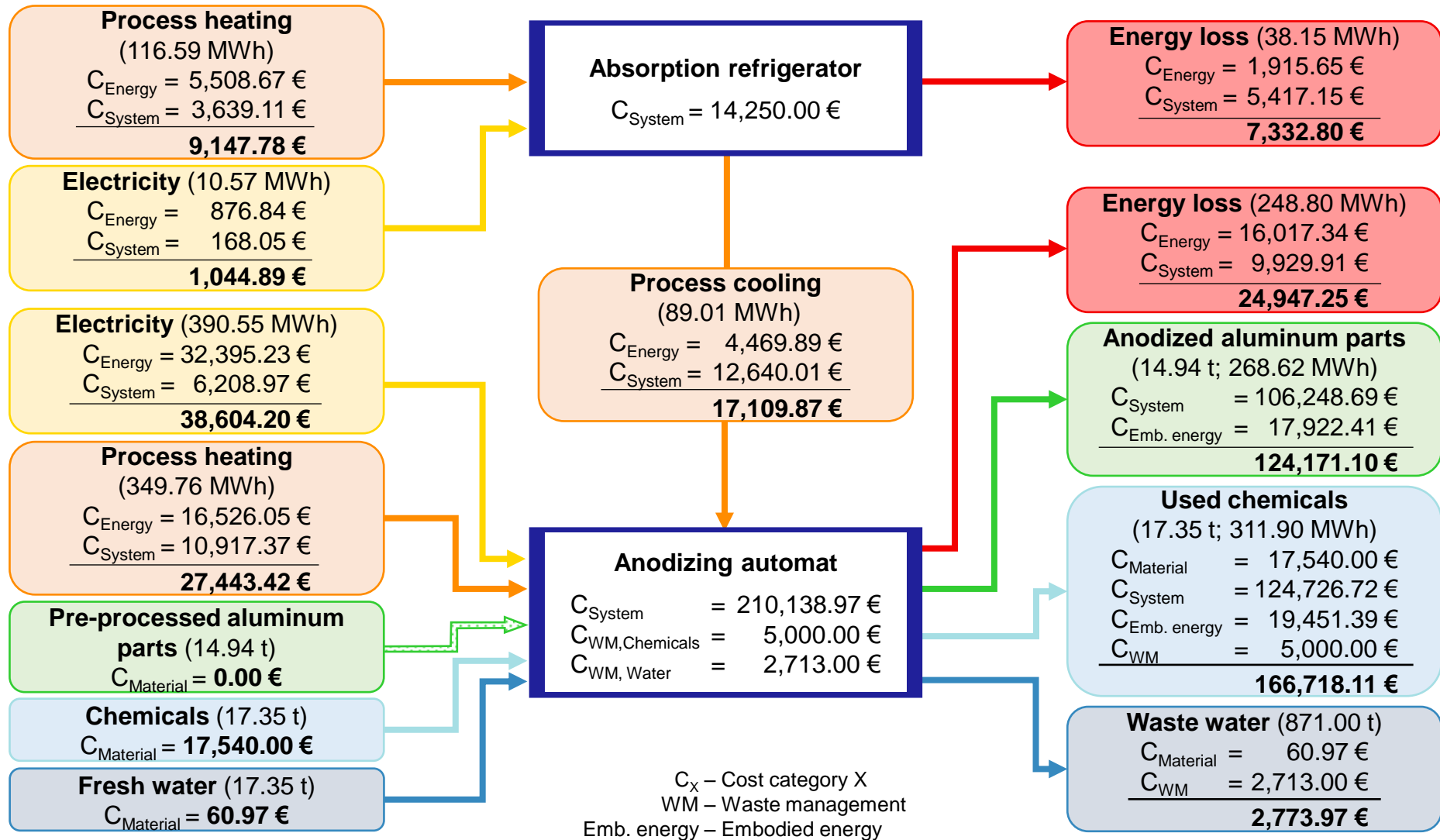
- **Motivation:**
  - General necessity to reduce energy consumption
  - Energy costs as a major cost item in some industries
- **Deficits:**
  - Energy is only considered via a cost category
  - No separate modeling of energy flows → inaccuracies
- **Approach**
  - Step 1: Separate modeling of energy flows: introduction of energy quantity centers, no focus on energy carriers (as “material”), including electricity; differentiating between desired (active energy, “embodied” energy) and undesired energy output (energy loss)
  - Step 2: Using energy units; “measuring” energy flows, including the amount of active energy in production processes
  - Step 3: Treating energy costs as direct costs, formulating specific allocation rules

# Use case ‘Anodizing of Aluminum Parts’

- **Industrial partner:**
  - small-sized company with approximately 25 employees
  - focusing anodizing of aluminum parts
  - Anodizing: “[f]orming a conversion coating on a metal surface by anodic oxidation”; “frequently applied to aluminum” (Davis: (Metals), p. 5)
- **Challenge:**
  - high consumption of resources (particularly energy) by anodizing
  - re-configuration of the process chain consisting of the anodizing process and its auxiliary processes (e. g., supply of electricity, heating, and cooling) was considered
  - method for enabling the identification and valuation of inefficiencies and supporting decision-making about different process chain configurations was needed → MFCA
- **Alternatives**
  - I: Hand-feeding device
  - II: Anodizing automat (and hand-feeding device for special parts)
  - III: Anodizing automat/block heating station (and hand-feeding device for special parts)



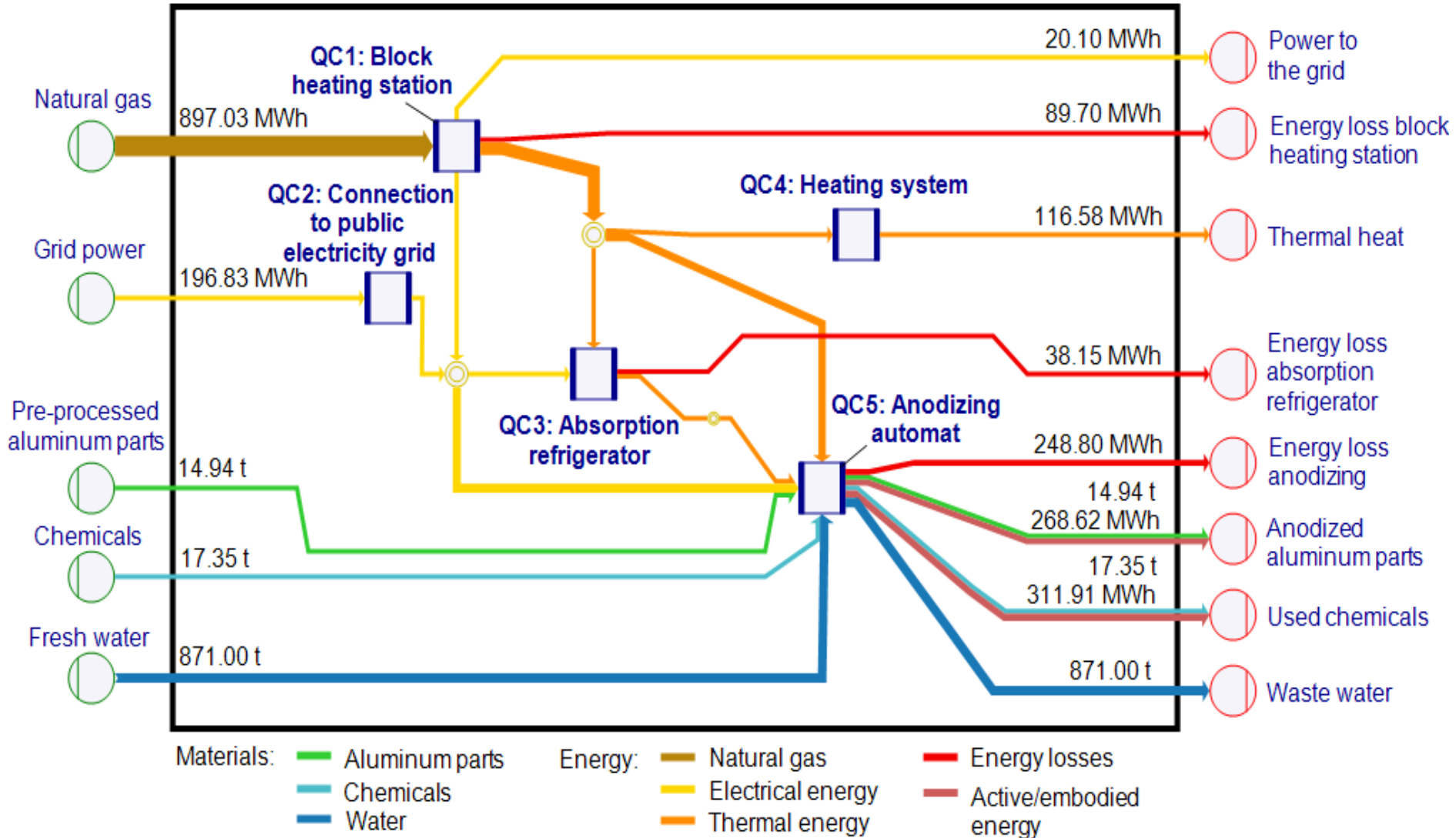
Source: Schmidt et al.: (Extending the scope), p. 4.



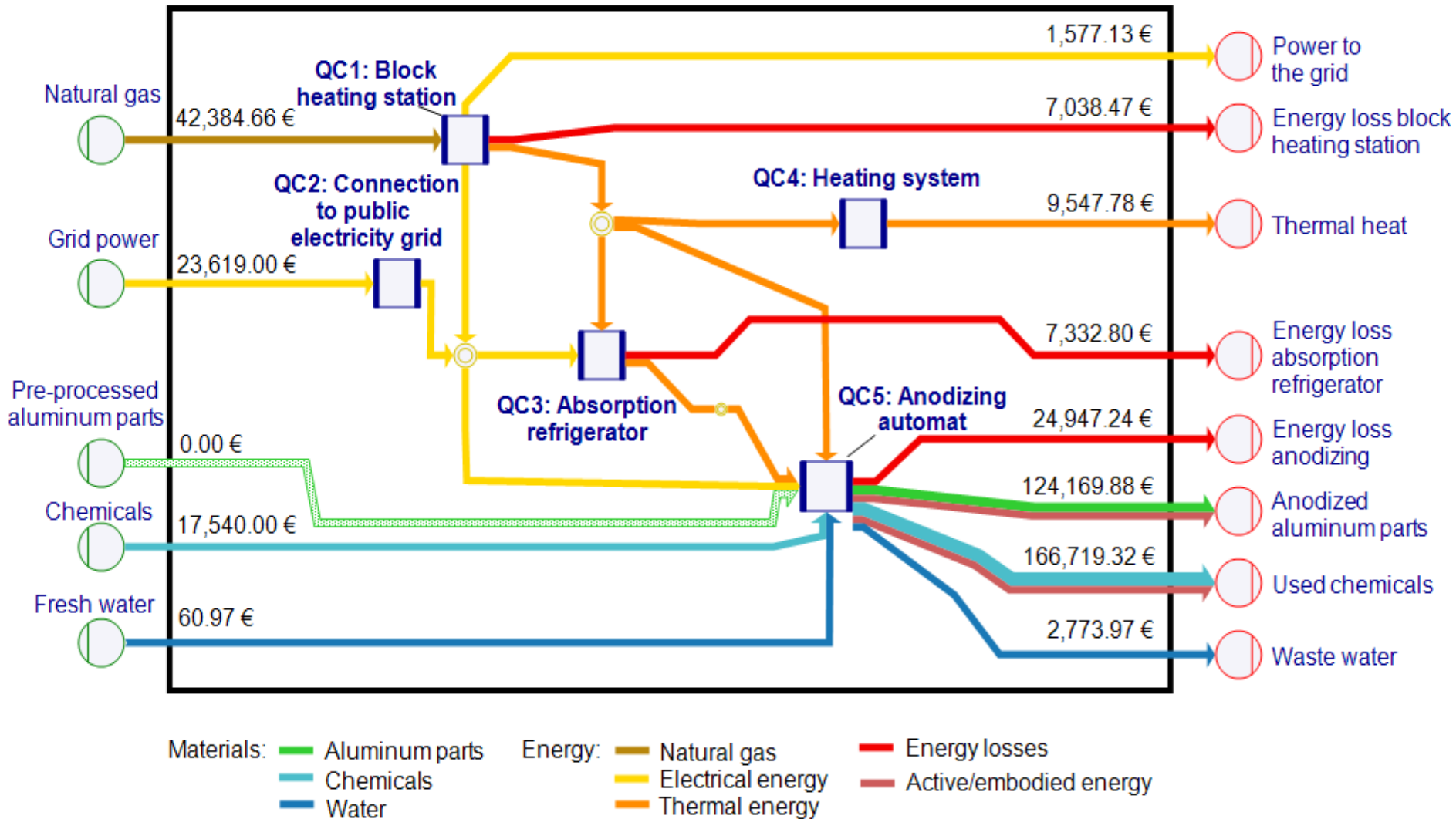
Source: Schmidt et al.: (Extending the scope), p. 6.



#### 3.2 Modeling of energy flows and costs



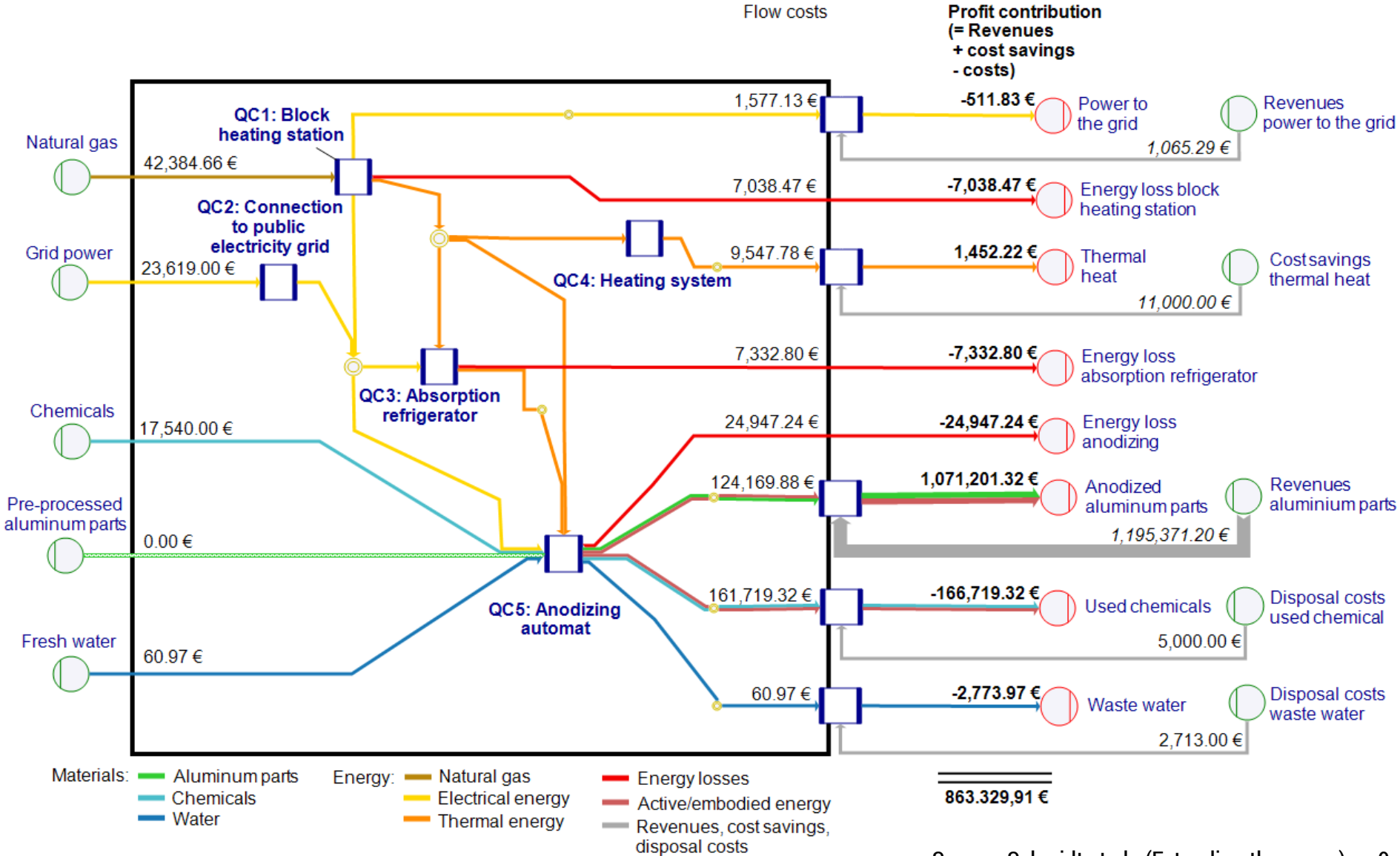
Source: Schmidt et al.: (Extending the scope), p. 7.



Source: Schmidt et al.: (Extending the scope), p. 8.

# Motivation, deficits and approach

- **Motivation:**
  - Revenues (e. g., for waste) influence the “degree of ineffectiveness” of process chains
  - Revenues and other differing outputs (e. g., causing costs in subsequent processes) influence the profitability of competing process chain alternatives
- **Deficits:**
  - Revenues are neglected in MFCA
  - Waste management costs are the only “internalized” form of other differing outputs
  - If outputs and revenues differ, the profitability of alternatives cannot be compared
- **Approach**
  - Step 1: Introducing additional “virtual output quantity centers”
  - Step 2: –
  - Step 3: Displaying the revenues and other monetary consequences of differing outputs at the virtual output quantity centers and calculating a profit contribution



Source: Schmidt et al.: (Extending the scope), p. 9.

# Motivation, deficits and approach

- **Motivation:**
  - Improvements of process chains often imply investment needs
  - Investment costs/payments influence the profitability
- **Deficits:**
  - MFCA generates static, one period models
  - The inclusion of investment costs/payments is not conceptualized
- **Approach**
  - Embedding the results of MFCA in an investment appraisal approach
  - Transferring costs and revenues into cash inflows and outflows, forecasting for the economic life of the investment
  - Using a method of dynamic investment appraisal, e. g. the net present value method

# Net present value method

## Net present value

$$NPV = \sum_{t=0}^T (CIF_t - COF_t) \cdot (1+i)^{-t}$$

NPV...Net present value

CIF<sub>t</sub>...Cash inflow

COF<sub>t</sub>...Cash outflow

i...interest rate

## Net present value of differential investment

$$NPV_{Diff} = NPV_A - NPV_B$$

$$= \sum_{t=0}^T ([CIF_{tA} - COF_{tA}] - [CIF_{tB} - COF_{tB}]) \cdot (1+i)^{-t}$$

## Transformation from profit to net cash flows

Profit (= revenues – costs)

+ Costs, not cash outflows (e. g., depreciation, set up of accruals, consumption of material that had already been paid)

– Revenues, not cash inflows (e. g., sale on credit)

– Cash outflows, not costs (e. g., cash purchase and storing of material)

+ Cash inflows, not revenues (e. g., payment of an account)

=Net cash flows

#### Transformation from profit to net cash flows

863,329.91 €	Profit contribution
+ 96,866.67 €	Depreciation
+ 36,325.00 €	Imputed interest
<u>= 996,521.58 €</u>	Net cash flows

#### Cash flows and net present value

t	0	1	2	3	...	11	12
$(CIF_{III} - COF_{III}) - (CIF_I - COF_I)$	-1,450,000.00 €	237,358.34 €	242,105.50 €	246,947.61 €	...	289,338.49 €	495,125.26 €

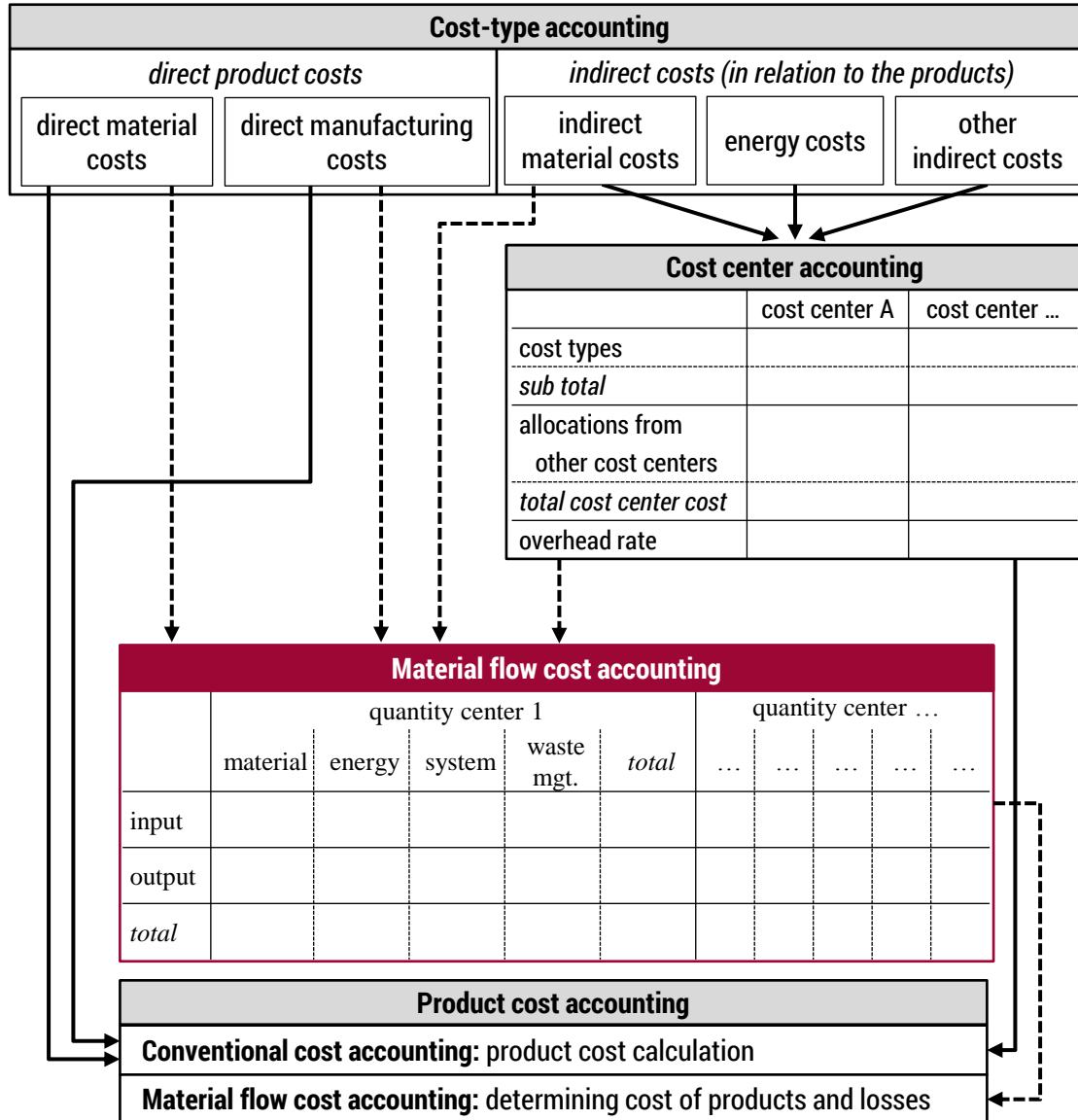
$$\begin{aligned}
 NPV_{Diff} &= -1,450,000.00 \text{ €} + (237,358.34 \text{ €}) \cdot 1,1^{-1} + (242,105.50 \text{ €}) \cdot 1,1^{-2} + \dots + (495,125.26 \text{ €}) \cdot 1,1^{-12} \\
 &= 381,746.34 \text{ €}
 \end{aligned}$$

# Motivation, deficits and approach

- **Motivation:**
  - Two separate cost accounting systems will hardly be accepted
  - Two separate cost accounting systems will cause inconsistencies and double efforts of data acquisition
- **Deficits:**
  - MFCA's structuring of the analyzed system (flows and quantity centers), definition of cost carriers (desired and undesired flows), categorization of cost items, and allocation rules differ from that of traditional cost accounting
  - No decision support for program and pricing decisions ("total" costs of products are not displayed)
- **Approach**
  - Embedding the analyzed flow system into the cost center structure of traditional cost accounting
  - Harmonization of 'labeling' of the single cost items
  - Harmonization of the cost allocation rules
  - Integrated analysis of cost carriers (flows and products)



## 3.5 Integration with Traditional Cost Accounting

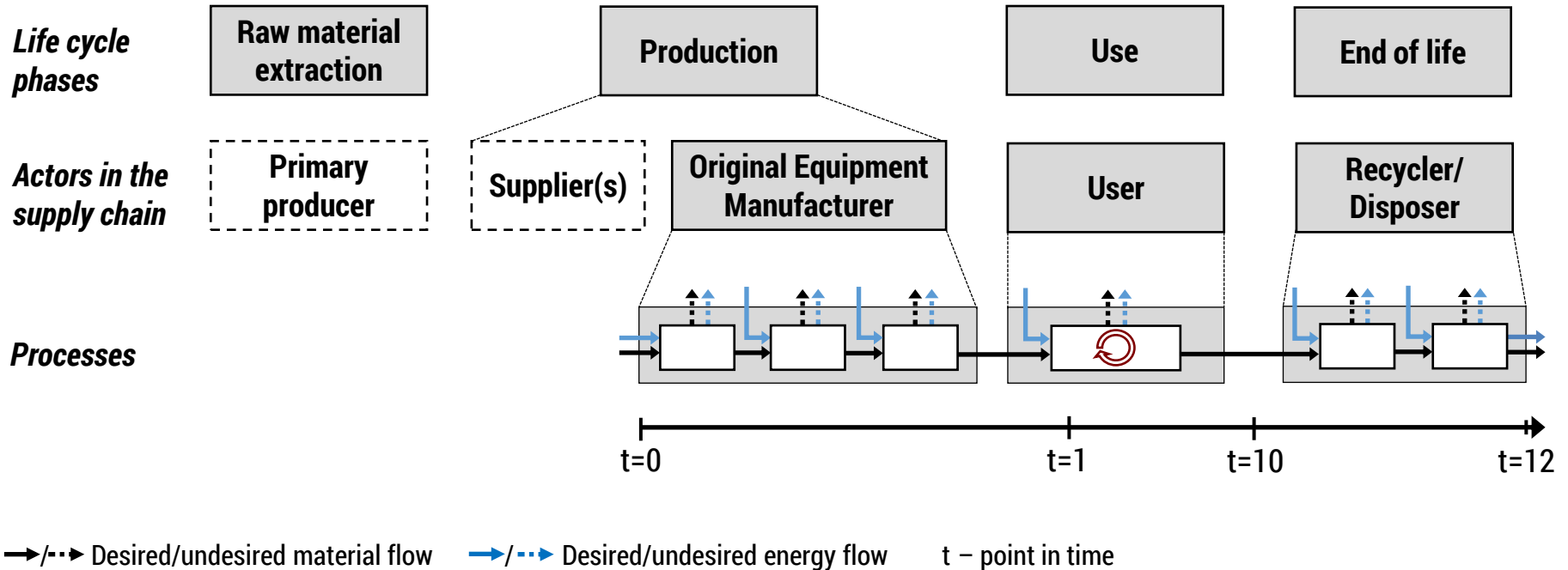


Source: Sygulla et al.: (Tool for Designing), p. 113.

# Motivation, deficits, and approach

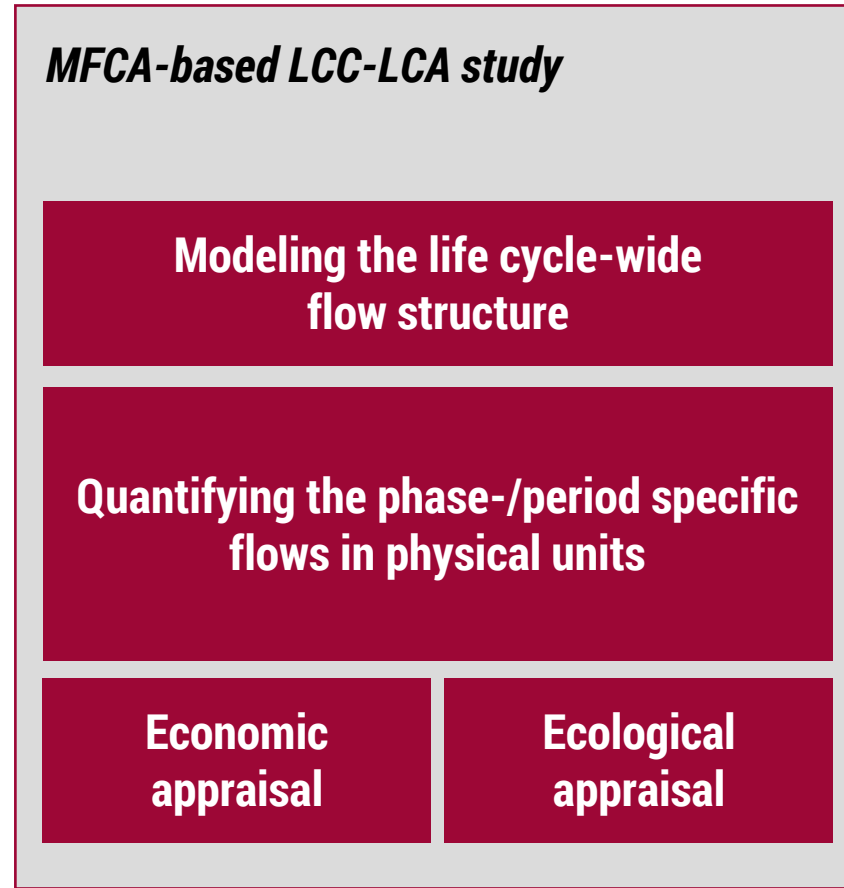
- **Motivation:**
  - MFCA shows potential for the identification of inefficiencies in **all life cycle phases**
  - MFCA may be used as tie between life cycle costing and life cycle assessment
- **Deficits:**
  - MFCA is limited to the manufacturing phase
- **Approach**
  - Extending the application of MFCA to the entire life cycle
  - Phase-specific flow modeling
  - Using a method of dynamic investment appraisal, e. g., the net present value method, for economic considerations
  - Transferring costs and revenues into cash inflows and outflows, forecasting for the life cycle

## Life cycle-wide flow modeling



Source: modified from Bierer et al.: (Integrating), p. 9.

## MFCA as a tie between life cycle costing (LCC) and life cycle assessment (LCA)



Source: modified from Bierer et al.: (Integrating), p. 9.

- MFCA is a promising tool enabling management of sustainability
- MFCA is still in an early phase of its own life cycle
- Some methodical refinements and extensions for reducing existing deficits have been presented
- Further theoretical work should focus on allocation rules, life cycle-wide modeling, etc.
- Intense application of MFCA is necessary for gaining experiences, competencies and inspiration for further development

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