



**ABLE SALES COMPANY, INC.**

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To whom it may concern:

ABLE SALES Inc. is a group of companies dedicated to the distribution of ingredients to the Food, Pharmaceutical and Bakery Industries in Puerto Rico and the Caribbean. For the last 40 years has been the principal distributor of sweeteners in Puerto Rico, with sugar as our signature product.

In today's highly sophisticated and competitive markets, what distinguishes a successful company from the rest is the quality of its products and services. Because of this, between November 2014 and April 2015 we implemented a project called: "**Procurement Improvement**". This initiative was carried out in collaboration with **London Consulting Group**, which included the redesign of processes within the procurement planning department in the company.

Example of some important achievements of this project:

- **11%** reduction of slow moving items in Able Sales company.
- **49%** reduction of slow moving items in Ponce Caribbean company.
- **7%** reduction of slow moving items in Alamo Caribe company.
- **69%** reduction of lost sales.

Additionally, we developed activities and tools that directly impact the efficiency of processes, including:

- Design and implementation of the Procurement Planning Tool.
- Design and implementation of the Purchase Order Tracking Tool.
- Design and implementation of the Production Requirement Tool
- Design and implementation of KPI's Dashboard and prioritization color alerts.
- Implementation of governance model with root cause analysis and the definition of action plans.

The financial benefits obtained through the **Procurement Improvement Project** showed an annual return on investment at the end of the project of **2.4 to 1**. Based on the aforementioned, ABLE SALES Inc. is pleased to recommend London Consulting Group as a professional and committed company with a highly effective methodology to develop these types of projects.

Sincerely,

Luis Silva  
President