



**ABLE SALES COMPANY, INC.**

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To whom it may concern:

ABLE SALES Inc. is a group of companies that distributes ingredients for the Food, Pharmaceutical and Bakery Industries in Puerto Rico and the Caribbean. For the last 40 years the company 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 one company from the rest is the quality of their products and service, which is why we decided to expand our collaboration with **London Consulting Group's** team to carry out the project called "**Warehouse Optimization**" which was executed between April and September of 2015.

Some of the achievements obtained during the project were:

- A **68%** reduction in warehouse personnel's overtime.
- An **89%** reduction in cost overrun from subsidy of lunch overtime.
- A **51%** reduction in damaged product generated at the warehouse.

Additionally, tools that improve the processes' efficiency were developed, such as:

- Design and implementation of the Work Load Allocation Tool.
- Design and implementation of the Credit Analysis Tool.
- Design and implementation of the Damaged Product Indicator.
- Design and implementation of the Inventory Reliability Indicator.
- Design and implementation of control lights for the identification of overtime.
- Implementation of the governance model and root cause analysis for the definition of action plans.

The economic benefits achieved during the **Warehouse Optimization** Project showed an annual return on investment at the end of the project of **2.8 to 1**. Based on the above, ABLE SALES Inc. has the pleasure of recommending London Consulting Group as a professional and committed company with a highly effective methodology to develop this type of project.

Sincerely,  
  
Luis Silva  
President