



July 18, 2012

## TO WHOM IT MAY CONCERN

Multiquímica is a company that manufactures and distributes chemical products, materials for the manufacture of paints and PVC compounds with operations in Central America, the Caribbean, the United States and Mexico, and has production plants in the Dominican Republic and Guatemala.

We hereby would like to share our experience of the project carried out at our company along with **London Consulting Group** during a 20 week period with the objective of performing a process reengineering that will build a firm foundation to continue our company's growth.

The project was carried out in the areas of **Warehousing & Invoicing and Customer Services**, and the following results were achieved:

### Quantative improvements to this date:

- A reduction of 6 days of total inventory coverage of the company
- A reduction of 20 days of inventory coverage for low turnover products/items
- A 51% increase in inventory reliability.
- A 50% increase in the level of service provided to the clients (on-time and complete).
- Savings of \$60,399 USD due to a reduction in inventory costs with a projection of \$182,839 USD within a year after the project is completed.

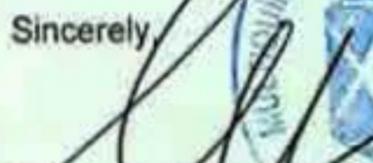
### Qualitative improvements to this date:

- Implementation of the receipt and dispatch planning models for the warehouse.
- Implementation of the cyclic inventory system
- Implementation of the committee for the analysis of obsolete and low turnover products/items
- Establishment of inventory coverage parameters
- Design of warehousing distribution
- Implementation of the management and follow-up models for client's orders
- Implementation of inventory distribution procedures and policies for orders placed
- Implementation of management and follow-up tools for efficiency at plants
- Design of the variable incentive calculation tool according to the fulfillment of objectives of the quantitative indicators per area/position.

The project concluded within the agreed upon timeframe and surpassed expectations in economic return as well as in improvements of the company's critical processes. To date we have achieved a return on investment of 0.54 to 1 with a projected ROI of 1.66 to 1 within a year.

Based on the aforementioned, it is our pleasure to highly recommend **London Consulting Group** as a committed company with an excellent work methodology and whose team of consultants were able to correctly identify our company's operation and formed a great team with our own personnel, which resulted in the implementation of the management system throughout the different levels of our company.

Sincerely,

  
Celso Juan Marranzini  
Executive Vicepresident

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We hereby would like to share our experience of the project carried out at our company along with **London Consulting Group** during a 6 week period with the objective of redesigning the company's indicator management system, implementing the production system and creating expense reduction committees that will build a firm foundation to continue our company's growth.

The project was carried out in the areas of **Production, Logistics, Maintenance, Planning, Purchasing & Laboratories**, and the following results were achieved:

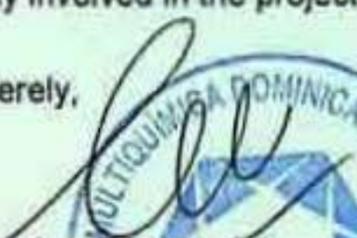
Qualitative improvements to this date:

- Redefinition of base periods and objectives for the existent indicators.
- Clearing obsolete indicators
- Design of electric power consumption indicators in all plants
- Design of follow-up and fuel consumption management tools
- Design of imports analysis committee
- Design of the committee for purchasing lots for their cost-benefit on price per volume and financial cost for keeping the inventories analysis.

The project concluded within the agreed upon timeframe and surpassed expectations regarding the improvements in the company's processes, which provided us with decision-making tools within the key departments.

Based on the aforementioned, it is our pleasure to highly recommend **London Consulting Group** as a committed company with an excellent work methodology and whose team of consultants is always highly involved in the project.

Sincerely,

  
Celso Juan Marranzini  
Executive Vice-President



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