



May 7, 2015

Thursday, May 7, 15  
City of Industry, CA.

To Whom It May Concern:

Gaytan Foods, established in 1935, is the largest producer of Pickled Pork Rinds (Cueritos) and Pickled Pig's Feet (Patitas), and the third largest producer of Fried Pork Rinds in the United States. We operate in a 64,000 square foot facility in City of Industry, CA.

At the end of 2013 we contracted London Consulting Group to help us achieve SQF certification. Although we have an in-house, highly motivated team of processing and quality professionals, it still made sense to bring outside help.

London Consulting provided a very detailed assessment, a practical work plan and a methodology to keep everyone involved. They assigned a very competent consultant that quickly understood our process and had dominion over SQF Code and food risks. He was able to interact with our employees, suppliers and contractors in English and Spanish at all levels. The controls we put in place achieved a good balance between risk management and a practical approach adjusted to our plant's reality.

Working with London Consulting allowed us to get certified in less than 6 months, saving the company time and money, and our 98% certification grade is sure to impress our current and future customers. London Consulting's services will definitely have a positive impact on our profits.

We recommend any food processor to use the services of London Consulting for their Food Safety and Process Improvement projects.

Sincerely,

A handwritten signature in black ink, appearing to read "Ryan Gaytan", with a long horizontal line extending to the right.

Ryan Gaytan  
Vice President  
SQF Coordinator

15430 E. Proctor Ave.  
City of Industry, CA 91745  
(626) 330-4553



March 2014

To whom it may concern:

Kellogg Caribbean attends the distribution of the complete line of cereals and foods for Puerto Rico and 19 markets in the Caribbean region. On October 2013 we started a project to work in the Go to Market strategy and the restructuring of the commercial area. According to the importance of such project, we decided to collaborate once again with London Consulting Group to support as Project Managers in order to meet the deadlines set for the completion of the project successfully.

Some of the main activities developed were:

- Define the main milestones to accomplish in each area.
- Detailed activity lists to successfully accomplish each milestone.
- Define time goals and responsible for each of the activities.
- Identify activities to be executed in sequential or parallel order.
- Create Timeline and schedule tool to measure progress and compliance
- Review weekly reports about the status for ongoing and pending activities with each responsible.
- Lead weekly advance meetings to identify deviations and establish action plans with deadlines.
- Design and document Commercial and Marketing Process.

Personalized follow up on the activities and shoulder to shoulder support by the consultant is an important factor in order to ensure compliance of the goals and deadlines set.

For all of the above, we strongly recommend London Consulting Group to help and support in this kind of Project Management assignments.

Sincerely,

Eric Gripenrog

General Manager

**KELLOGG CARIBBEAN SERVICES CO., INC**



December 11, 2009

To whom it may concern:

Between December 2008 and November 2009, together with London Consulting Group, a project under the name of Proyecto Raíces was implemented in our operations in Puerto Rico. The objective of the project can be defined as follows: "Make improved customer service a competitive advantage".

The London Consulting team worked together with our personnel and consisted of the integration of the commercial team of both companies Nestlé and Gerber, considering the following points as its core:

- Establish a structure that reduces processes duplicity related to commercial visits and management in order to offer a single face to the client, thereby increase the presence of our products, reducing the logistic costs and improving the effectiveness of our sales.
- Design and Implement an incentive system based on sales achievements for total quotas, per category and sales penetration.
- Train the personnel to use the new processes and best practices of step-by-step sales, merchandising, product knowledge, incentive systems and indicators.
- Develop an efficient routing system that will allow the reduction of travel time of the sales and merchandising teams.
- Develop indicators that will increase the visibility of the operation.

At the closing of the project we can confirm that our expectations regarding the results of the project and the savings have been accomplished. Throughout the project the consultants have demonstrated their high commitment level and their capacity to adapt to the needs of our company, complying with the required time frames for our operation and achieving a high sense of empathy with our employees while implementing on the job.

Based on all these points we highly recommend London Consulting Group as a seasoned and experienced firm for the development and redesign of organizational structures.

Sincerely,

A handwritten signature in blue ink, appearing to read "Christian Boucaud", is written over the word "Sincerely,".

Christian Boucaud  
Country Manager  
Nestlé Puerto Rico