



Cold Spring, MN
October 5th, 2017

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To whom it may concern:

Cold Spring Brewing has been in business for over 125 years, making it one of the oldest breweries on the Atlantic side. Today, **Cold Spring Brewing** has grown and evolved the business model to become a specialty drink producer, packer and distributor of top names soft drinks, beer, malt beverages, energy drinks and more.

In September of 2016 **London Consulting Group** performed a Process Improvement Assessment, which helped us identify opportunities to make our operations more efficient. And from November 2016 to August 2017 we completed a Process Improvement and ERP implementation project, working jointly with **London Consulting Group's** very committed team.

The implemented changes have streamlined our Warehouse, Inventory Control and Purchasing processes. During this time, our staff was trained on best practices to effectively perform their daily work activities and development new strategies to increase efficiency in their corresponding areas. Key activities and achieved goals during this phase are listed below:

- > Change management and project management.
- > Configuration and implementation of Ross WMS system to enable real time inventory control on Finished Goods and Raw Materials.
- > Automation of Finished Goods inventory creation from packaging to finished goods inventory, through a web service from Ignition to Ross ERP.
- > Configuration and implementation of customer sales orders and invoicing processes per customer in Ross ERP.
- > Real time visibility to Customer Service and Warehouse to better respond to customer's orders follow up.
- > Inventory cycle counts to ensure inventory accuracy on Finished Goods and Raw Materials.
- > Design and implementation of product masters that enhance business intelligence and effective decision making.
- > Definition of new product introduction framework that assures information availability and reliability.

Based on the above, **Cold Spring Brewing** has the pleasure of recommending London Consulting Group as a professional and committed company with highly effective methodology to develop these types of projects.

Sincerely

A handwritten signature in black ink, appearing to read "Scott Bender", is written over the typed name.

Scott Bender
Vice President
General Manager