

**Building Great Businesses:** Carpedia Capital creates exceptional investment returns by applying our operational improvement expertise, industry knowledge and private equity discipline to opportunities that will benefit from empowering management through the Carpedia approach to building great businesses.

**The Carpedia Approach:** The Carpedia approach to operational improvement focuses on proactively identifying and implementing sustainable, financially accretive change without capital expenditure. Carpedia International’s client scorecards detail examples of the sustainable changes to product, process, system and behaviour which result from the Carpedia approach and the related measurable improvements achieved in revenue growth, productivity and asset utilization – several representative examples of which are presented below. With a 98% referral rate, their results speak to their reputation as do their client testimonials.

For more information about Carpedia International and its approach, please see [www.carpedia.com](http://www.carpedia.com).

<p><b>Manufacturing</b></p> <p><b>Firm:</b> Family-owned supplier of plumbing products</p> <p><b>Goals:</b> Increase profits 25%; increase productivity and mgmt control</p> <p><b>Results:</b> Exceeded profit goal; &gt;66% increase in productivity metrics; empowered management through actionable information</p> <p><b>Changes:</b></p> <ul style="list-style-type: none"> <li>o <i>Behaviour:</i> Focused mgmt on productivity indicators</li> <li>o <i>System:</i> Developed improved scheduling tools</li> <li>o <i>Process:</i> Revised work area layout and modified process steps. Revised vendor review process.</li> <li>o <i>Product:</i> Revised purchasing and ordering procedures</li> </ul>	<p><b>Food</b></p> <p><b>Firm:</b> Privately-owned producer of soft gel vitamin capsules</p> <p><b>Goals:</b> Facilitate growth by reducing costs and increasing capacity</p> <p><b>Results:</b> &gt;23% increase in productivity metrics; reduced waste by 11%; empowered management through actionable information</p> <p><b>Changes:</b></p> <ul style="list-style-type: none"> <li>o <i>Behaviour:</i> Focused mgmt on productivity indicators</li> <li>o <i>System:</i> Developed improved crewing and change-over methods</li> <li>o <i>Process:</i> Focus on preventative maintenance and proactive quality assurance. Redesigned departmental layouts</li> <li>o <i>Product:</i> Bulk dispensing of input materials</li> </ul>
<p><b>Transportation &amp; Logistics</b></p> <p><b>Firm:</b> Privately-owned provider of distribution &amp; shipping services</p> <p><b>Goals:</b> Improve asset utilization and reduce costs</p> <p><b>Results:</b> &gt;42% reduction in asset downtime; &gt;25% increase in productivity metrics; empowered mgmt with actionable information</p> <p><b>Changes:</b></p> <ul style="list-style-type: none"> <li>o <i>Behaviour:</i> Focused mgmt on productivity indicators</li> <li>o <i>System:</i> Developed improved scheduling &amp; routing tools</li> <li>o <i>Process:</i> Revised work area layout, materials pre-staging &amp; loading routines. Focus on route utilization and density</li> <li>o <i>Product:</i> Identified and eliminated empty or low margin mileage</li> </ul>	<p><b>Business Services</b></p> <p><b>Firm:</b> Privately-owned distributor of janitorial &amp; other consumables</p> <p><b>Goals:</b> Increase revenue and reduce costs</p> <p><b>Results:</b> 10% sales increase; &gt;23% labour productivity increase; empowered management through actionable information</p> <p><b>Changes:</b></p> <ul style="list-style-type: none"> <li>o <i>Behaviour:</i> Focused mgmt on productivity and accountability</li> <li>o <i>System:</i> Developed sales territories and customer prioritization</li> <li>o <i>Process:</i> Focus on proactive sales &amp; service efforts. Focus on key accounts. Focus on sales of additional products and services</li> <li>o <i>Product:</i> Revised replenishment and inventorying methods</li> </ul>

**Gregoire Tremblay**  
tremblay@carpediacapital.com

**Glen Ampleford | Vice-President**  
ampleford@carpediacapital.com