

LETTER OF RECOMMENDATION

Sofia
March 2015

TO WHOM IT MAY CONCERN:

Dear Sir/Madam,

With this letter we would like to take the opportunity to certify our long and extremely fruitful relationship with Harbour Island Records. We have been working with the company for over 15 years and find them to be one of our most reliable, faithful, creative and innovative partners. Through the years, they have not only proved to be a reliable distributor, but also an irreplaceable partner in developing different marketing strategies that have been integrated within our stores pertaining to the different products we have acquired through them and for others, for which they have lent their immense marketing expertise.

It is with this faith in the business relationship that we have developed that we have also asked Harbour Island Records to begin importing different products from various grocery lines with which to supply our 17 stores. We are certain that any product and brand that they begin developing in our market will be a success. Their thorough market research, in-depth analysis of consumer habits and incredible creative capacity are a testament to the years of experience the company has. Not only do they understand the grocery market and its development since the dawn of democracy in Bulgaria, but they also hold excellent relationships with every link in the supply-chain and have proven invaluable in managing those relations through every step of the process – from import to sales.

We hope to soon welcome your brand on our shelves!

Sincerely,

Vasil Giorev

Georgi Stefanov

Dimitar Georgiev

Owners and Managers
345 Supermarket

