



LARSON
PACKAGING
COMPANY

Smart. Packaging. Fast.

➤ Custom-designed precision protective packaging.

➤ Designed, manufactured and managed so you get it exactly when you need it.



We are custom industrial and technical protective packaging specialists

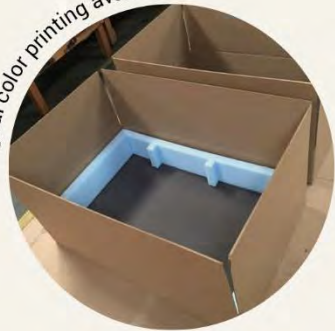


Crates, Shock Mount Bases, Skids



Customized molded cases: Pelican, Hardigg, SKB

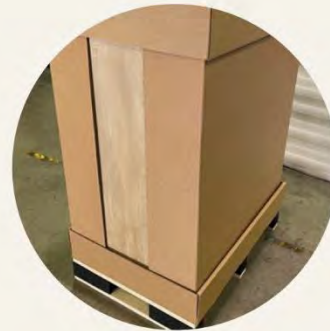
Digital color printing available



Corrugated Fiberboard Box and Foam



Plastic Box and Foam



Hybrid Packs



Fabricated Foam



ATA Cases



Pallets and other wood products



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 BAY AREA
(408) 946-4971

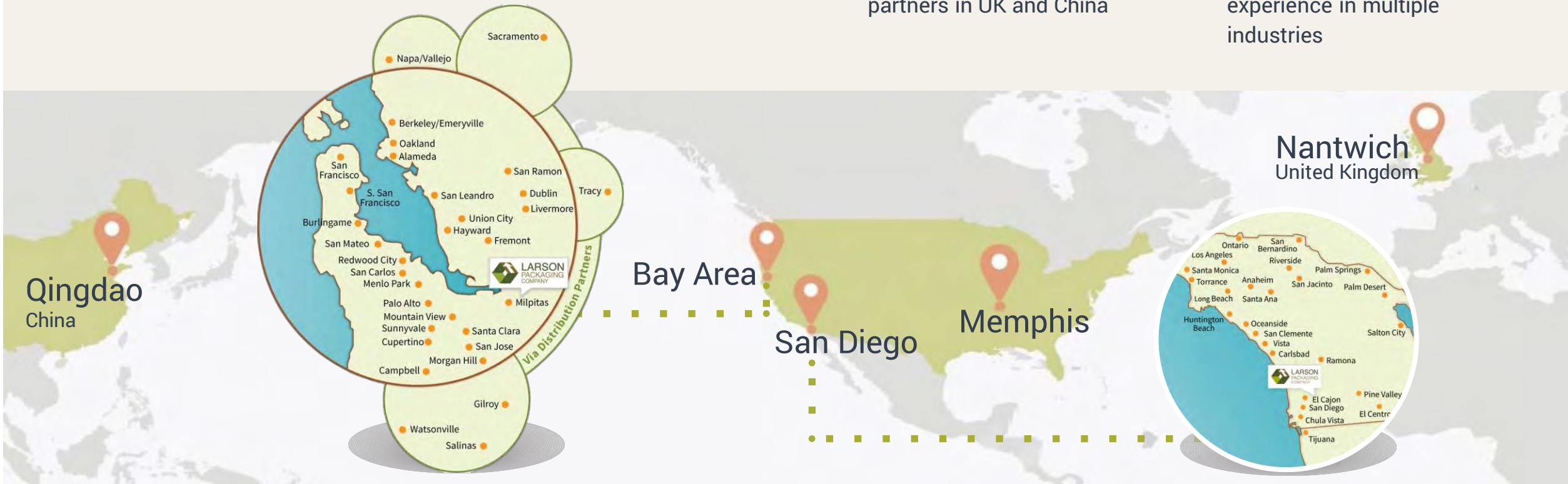
 SAN DIEGO
(619) 579-7166

larsonpkg.com

We're big enough to solve any packaging challenge, yet small enough to care about you, our customers

- > **Established company**
Operating since 1900
(as Larson Ladder company)
- > **Local focus**
100 years in Silicon Valley
& over 30 years in San Diego
- > **Global reach**
Olive Branch, MS and
partners in UK and China

- > **Multiple plants**
Milpitas, El Cajon and
Memphis facilities
- > **Comprehensive service**
Solutions for all protective
packaging needs
- > **Multi-industry experience**
Services for, and
experience in multiple
industries



We fabricate and ship quickly— even under intense deadline pressures



Short Lead
Times



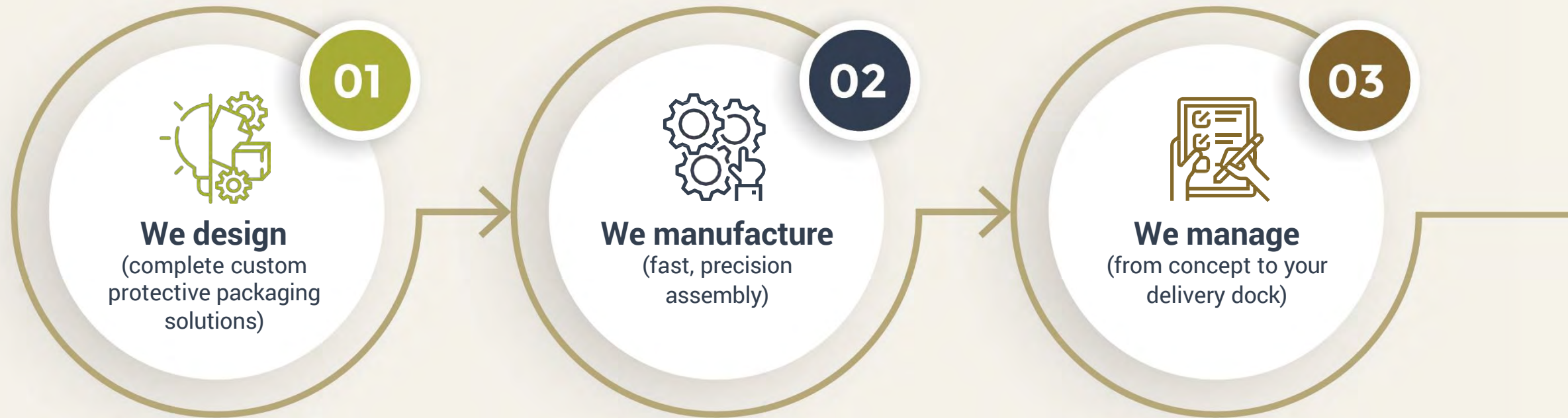
Fast
Turnaround



Accurate
Fulfillment



But we're more than just a packaging supplier (and that's great for you)



That means we solve real (and costly) protective packaging problems for expensive and fragile equipment that others cannot – or will not

PRODUCT DAMAGE



- Less chance of in-transit damage
- Lower returned goods & repair cost
- No missed deadlines or upset customers

EASE OF USE



- Toolless
- Packing and unpacking is simple and predictive
- Delivery becomes faster
- Total delivery cost is lower

MULTIPLE USE



- No material waste
- Lower cost per trip
- Increased long-term TCO
- Environmentally sustainable

ADMIN COST AND HASSLE



- Lower internal staffing cost for packaging designers and procurement officers
- Reduced warehousing and inventory management costs
- Streamlined production coordination costs

Your problem isn't
buying packaging



Companies rely on our expertise
in protective packaging to get their
products safely yet cost-effectively
to the point of use – and work!



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It's more than just buying packaging

We help you optimize for performance, usability, presentation and cost.



Performance

- > Shock & Vibration
- > Mishandling and impact
- > Environmental Factory
- > Fitment



Usability

- > Ease loading/unloading
- > Toolless
- > Multiple use
- > Organization of parts



Presentation

- > Branding
- > Reflection of quality
- > Intuitive/clear usages

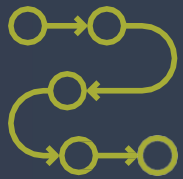


Total Cost

- > Packaging
- > Product damage
- > Operations/admin
- > Freight



Here's why we can solve even the most challenging protective packaging problems



**Strong
internal
processes**



**Latest
technology**



**Experienced,
responsive
people**

ISO 9001:2015 Certified



Our robust operational processes drive both **quality and speed**



1

Streamlined customer service & design processes



for rapid solution development

2

Large raw materials inventory



for immediate expediting and transition to production

3

Strategic critical capabilities in sourcing



to maximize quality and avoid bottlenecks

4

Velocity Scheduling System



to keep WIP low, flexibility high, and lead times short



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We make substantial technology investments to bolster precision, repeatability and responsiveness



Twin modern, high-capacity production plants



Leading Edge: Precision CNC Equipment and CAD/CAM Software



High-quality raw material purchases



In-house fleet of delivery vehicles

And our people are experienced, dedicated & committed to quality

- ✓ Talented and experienced design team
- ✓ Robust long-term relationships with the leading suppliers
- ✓ Trained, approachable and responsive customer success team
- ✓ Culture of professionalism, reliability and integrity



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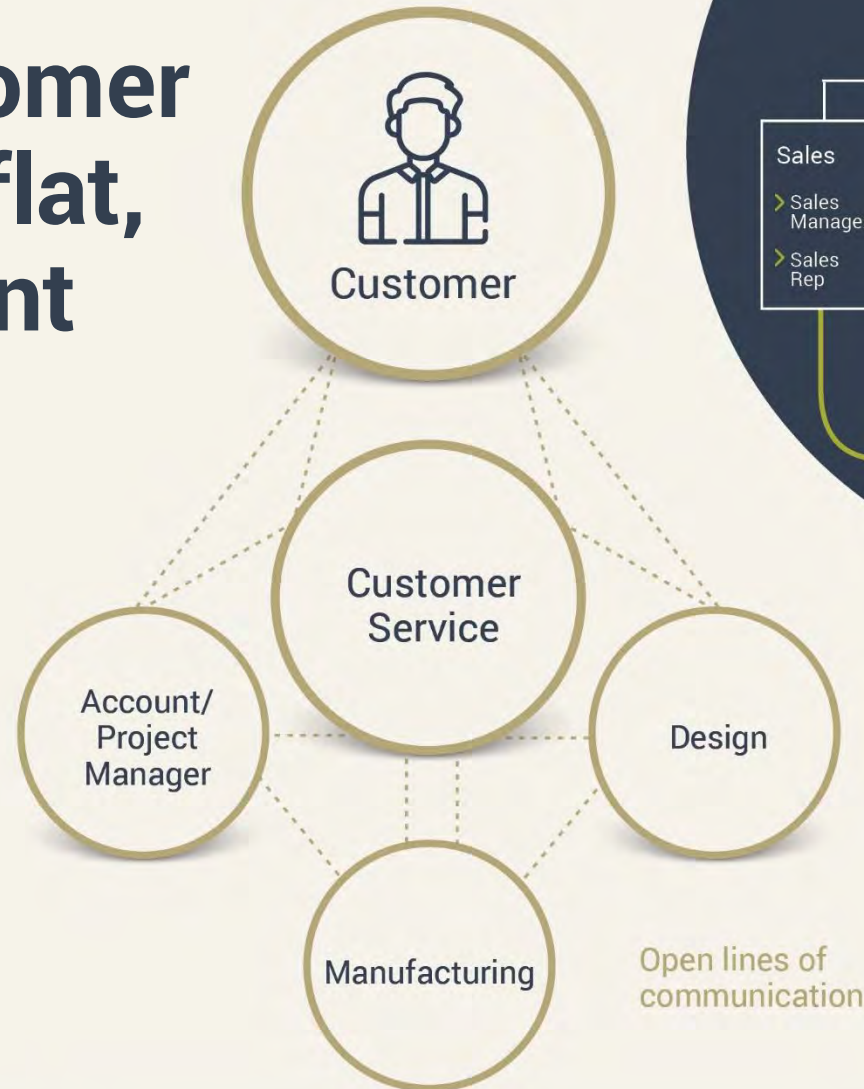
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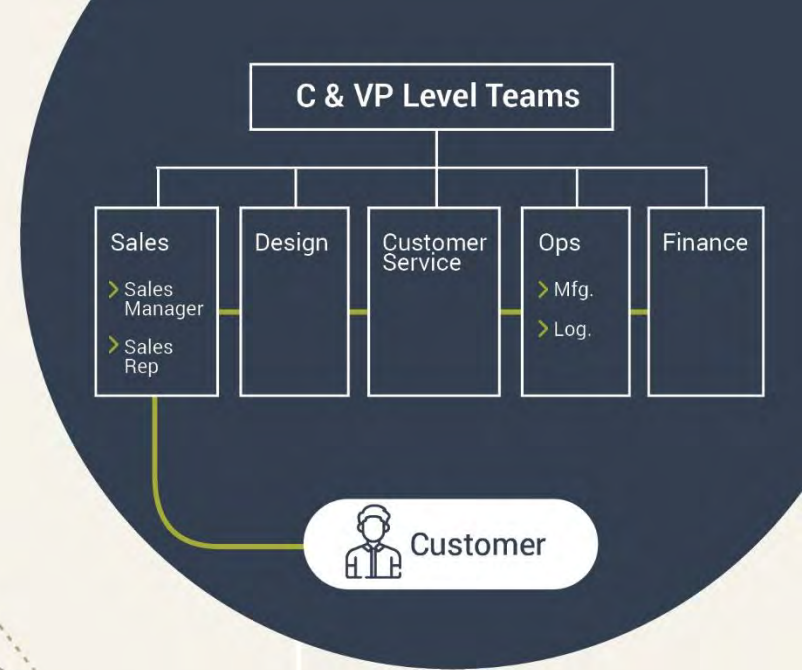
Empowering our Customer Success Team with a flat, integrated management structure means fast, accurate decisions

Tangible customer benefits

- **Customization:** solutions not products
- **Nimbleness:** decisions authorized at line level
- **Accuracy:** right information is always on-hand
- **Frictionless:** for a seamless vendor experience



Supported by management, technology and culture



Traditional siloed structures: the customer is at arm's length and responsiveness and accuracy is lower, and decision making slower.

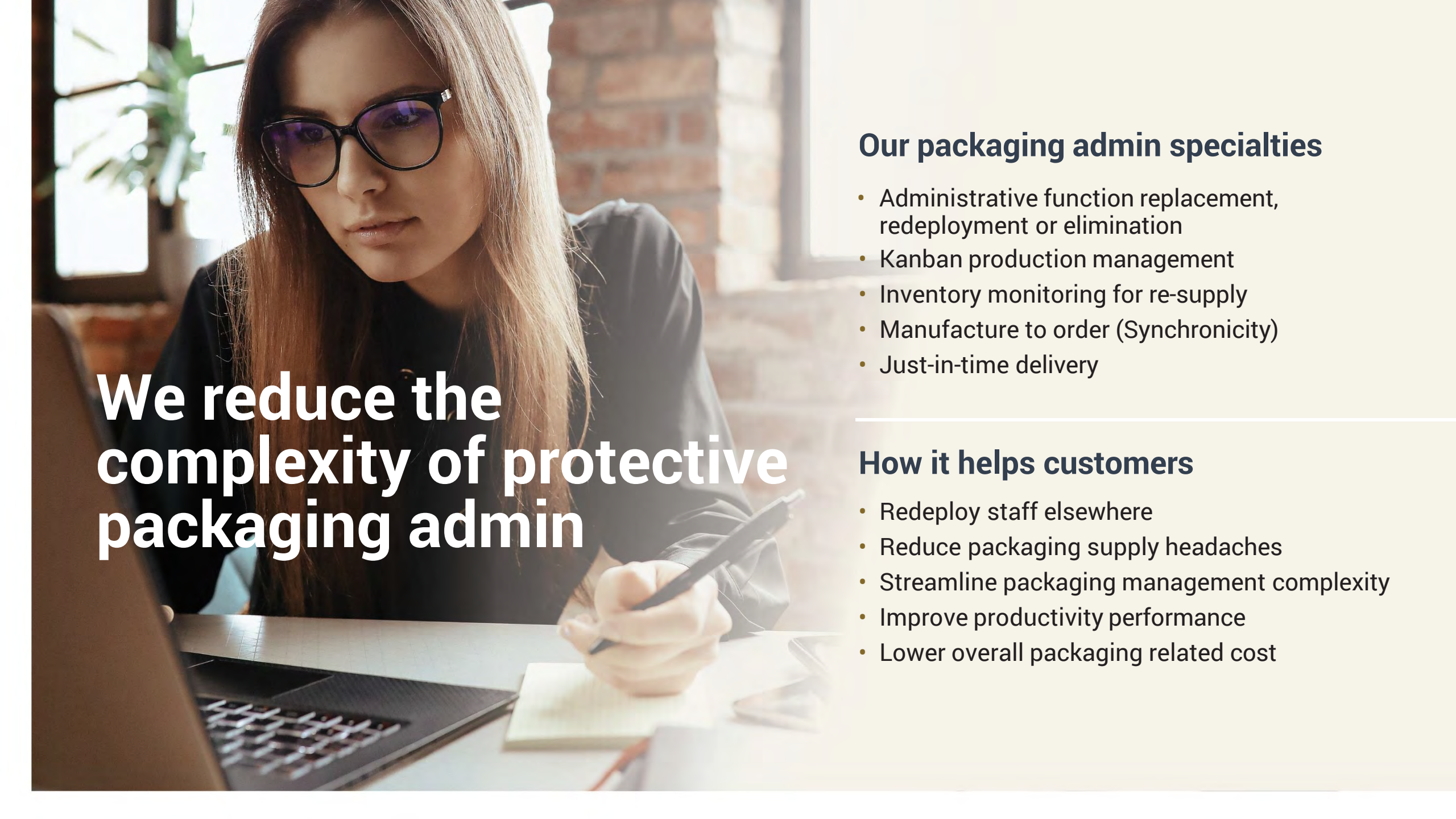
Our values are
why we can develop
and maintain real
relationships with our
employees, suppliers
and customers



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We reduce the complexity of protective packaging admin

Our packaging admin specialties

- Administrative function replacement, redeployment or elimination
- Kanban production management
- Inventory monitoring for re-supply
- Manufacture to order (Synchronicity)
- Just-in-time delivery

How it helps customers

- Redeploy staff elsewhere
- Reduce packaging supply headaches
- Streamline packaging management complexity
- Improve productivity performance
- Lower overall packaging related cost

We can even be your complete, outsourced protective packaging provider and manager

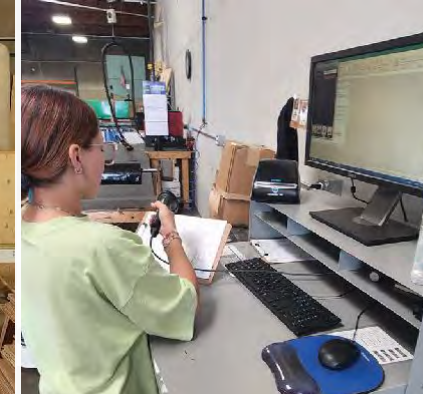
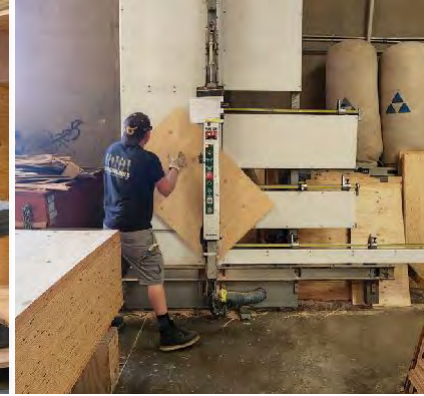
Synchronicity



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Smart

- Experienced, professional design team engineering products that perform
- Easy to use, load and unload
- Reusable packaging where appropriate
- Enlightened management and customer success team



Packaging

- Design and manufacture custom shock and vibration protective packaging—with precision when required
- Full line of products manufactured all under the one roof—crates, cases, foam, corrugated
- Business coherence—we do packaging: nothing else

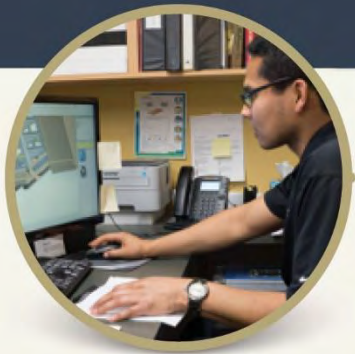


Fast

- Industry leading lead times
- Fast prototypes and samples
- Flexible, high velocity production capable of miracles
- On time, every time



Partner with us as an extension of your team



Design



Manufacturing



Fulfillment



Customer Service



You, the customer

CASE STUDY

Synchronicity

Californian medical device company saves \$250k+ p.a. with Synchronicity



Challenge

- In-transit packaging failures were resulting in devices arriving at an overseas destination where no one could fix the damaged devices
- Cumbersome packaging design: timewaster to pack and ship
- Too much packaging inventory in the system resulted in warehouse clutter and wasted space
- Unresponsive vendor, especially on new product needs



Solution

- Redesigned export crates with higher performance foam cushioning system with almost zero in-transit damage
- Created synchronized inventory tracking with the customer and their 3PL to ensure their sufficient inventory to ship that day. Production synchronized to meet their ongoing needs and updated daily.
- Customer service and design work closely with the customer on a daily basis to meet packaging demands


Results

SAVED \$200,000
per year in product damage



The new crate design slashed packing and shipping times from  **30+ mins** to **3 mins**
PER PACKAGE PER PACKAGE

Reduced inventory by **\$50,000** with no late shipments

A dramatic reduction  in warehouse floor space used for packaging

The new packaging program runs with less than 1 FTE focused on the packaging, which allowed the customer to redeploy headcount and focus on their core business



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Next steps:

1

Work on design

2

Give you a quote

3

Packaging Optimization Workshop

Packaging Optimization Workshop Agenda



Virtual or onsite discovery workshop



Analyze packaging requirements



Identify end-to-end optimizations



Establish ROI and economic case



Presentation of findings



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