



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

 ONTARIO
(909) 605-9333

 SAN DIEGO
(619) 579-7166

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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



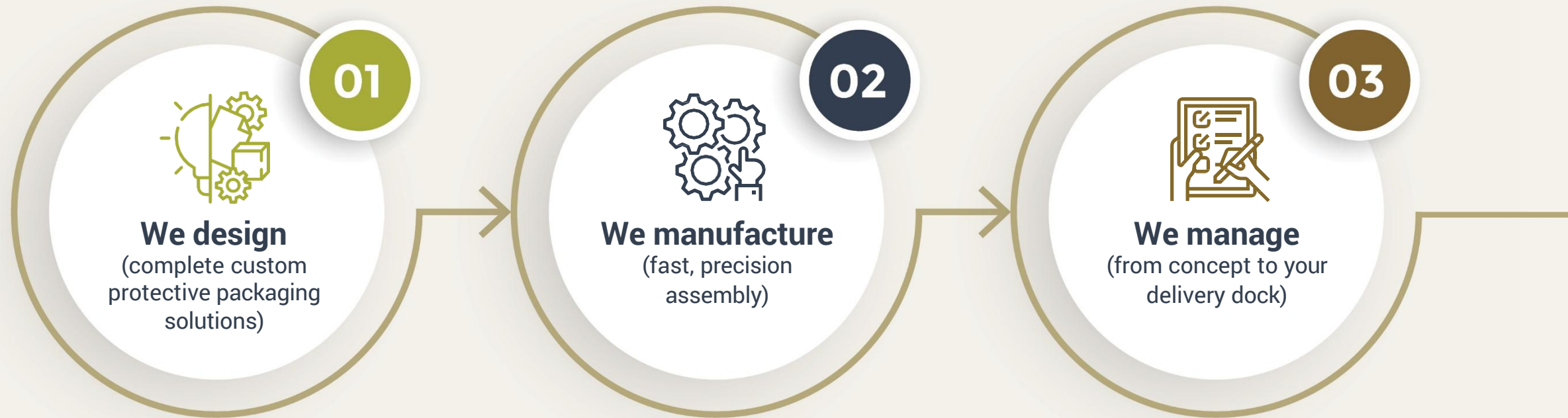
Fast
Turnaround



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



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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

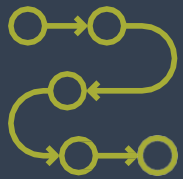


Total Cost

- > 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
Quality Management System





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



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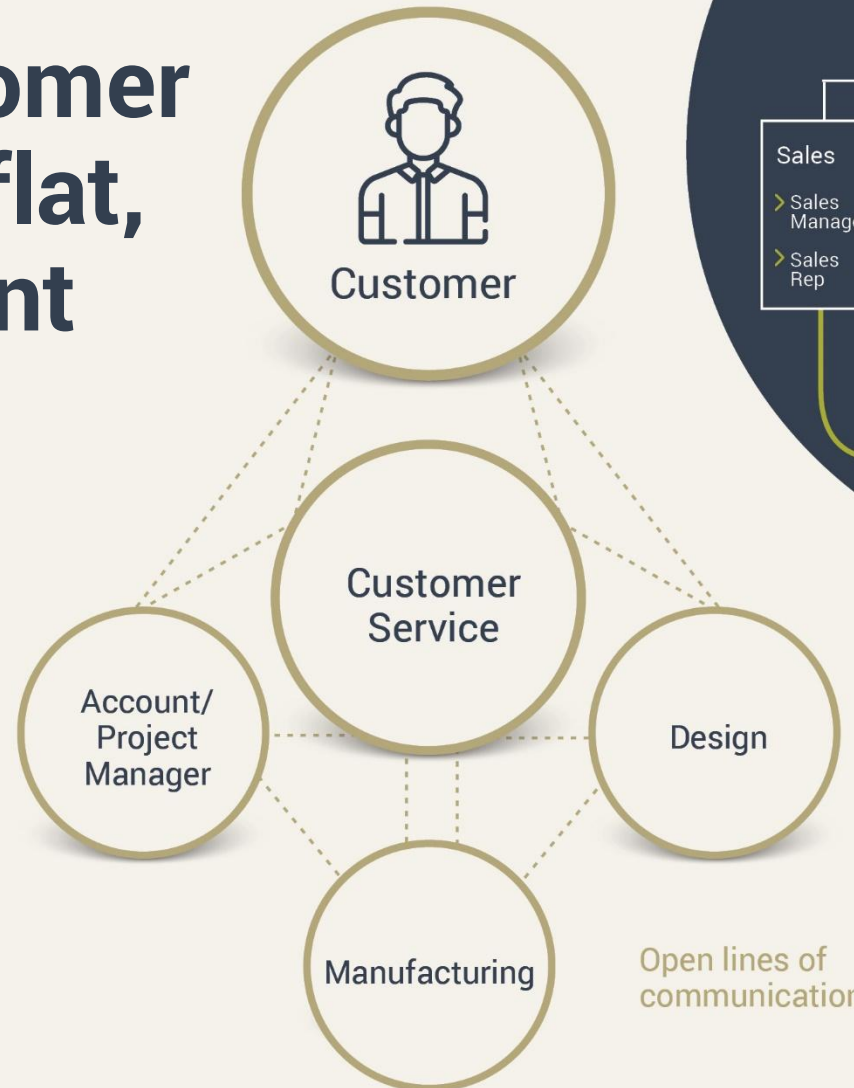
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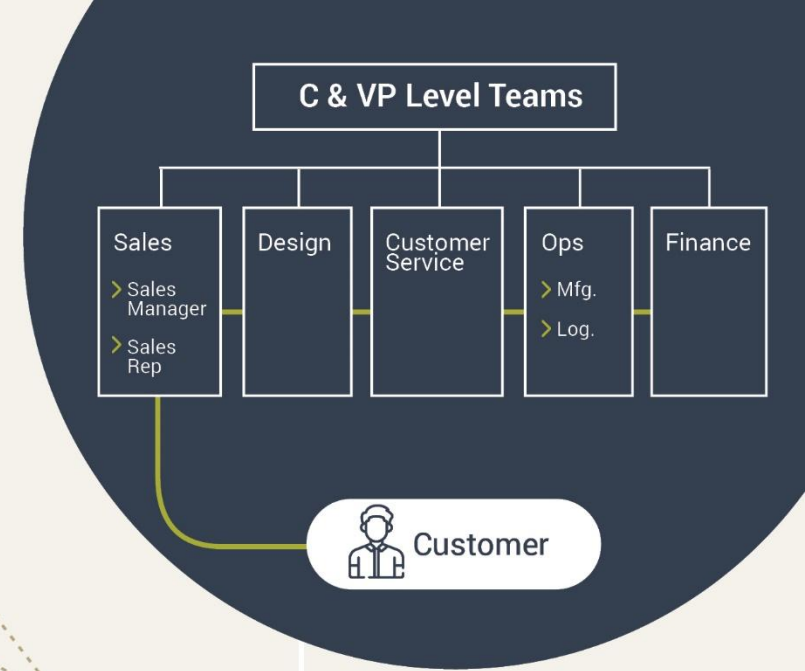
Empowering our Customer Success Team with a flat, integrated management structure means fast, accurate decisions

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



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

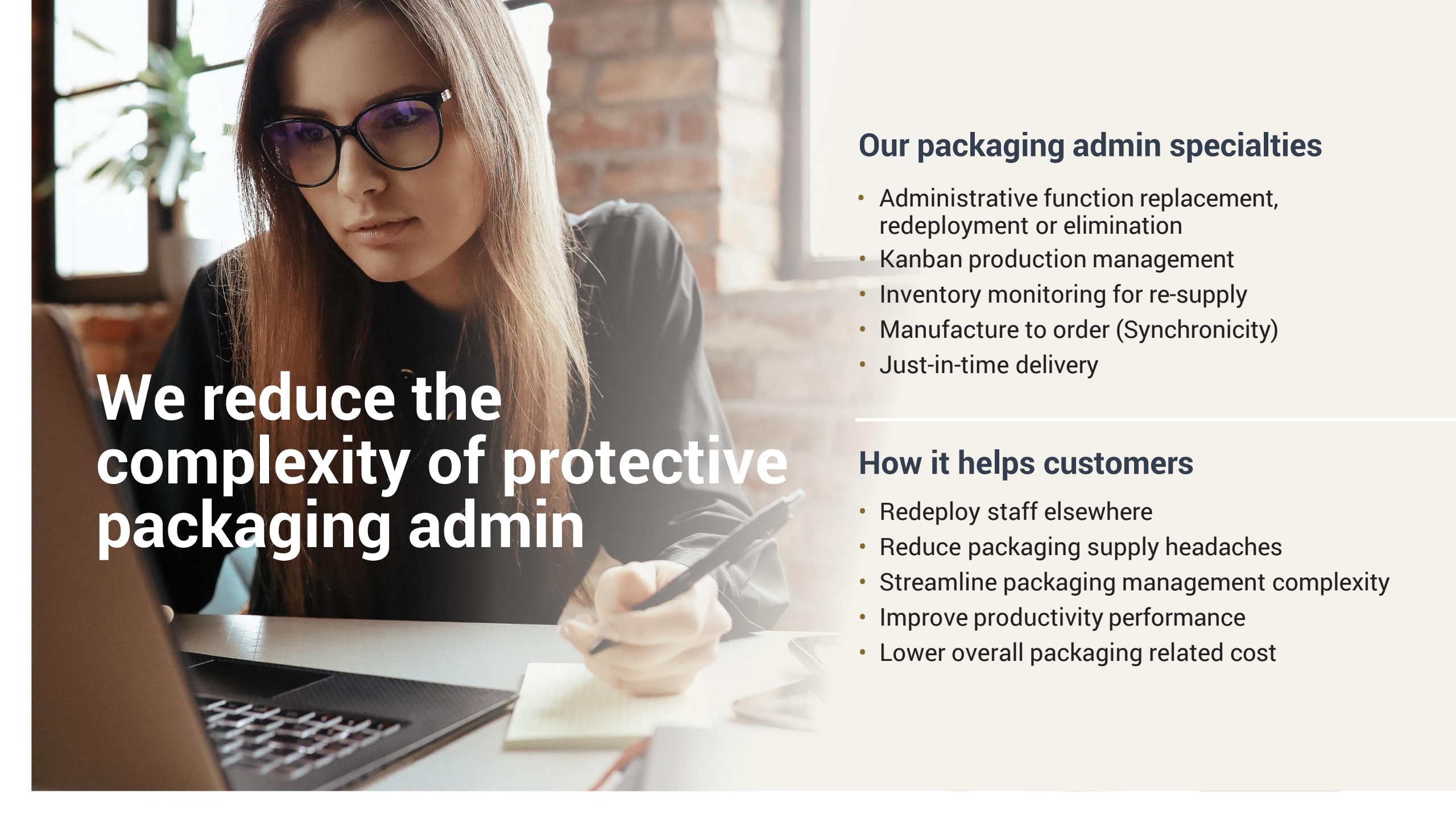


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**We reduce the
complexity of protective
packaging admin**

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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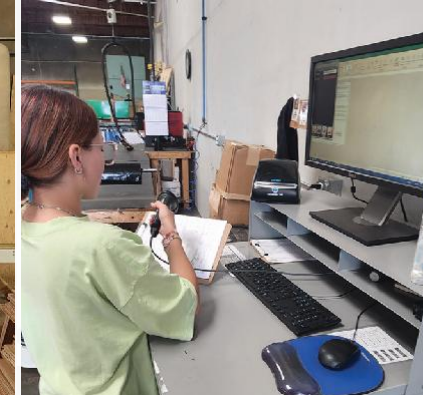
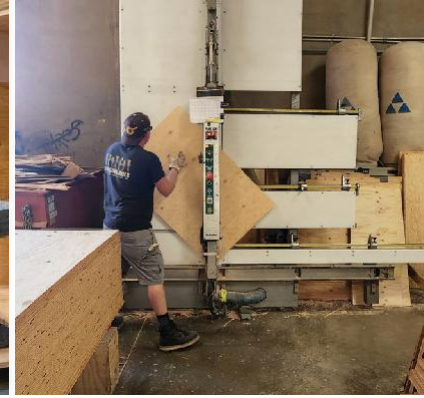
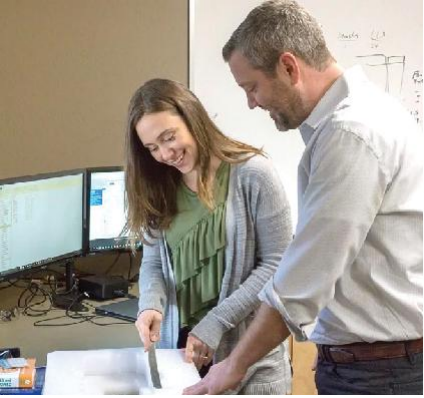


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Smart

- 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

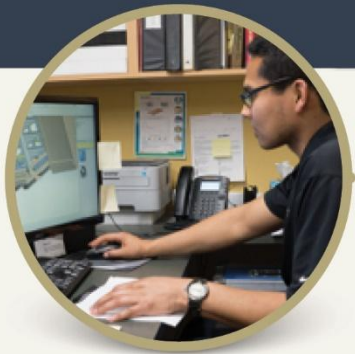


Fast

- 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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