It's more than just buying packaging

LARSON PACKAGING COMPANY

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



EQUIPMENT/
PRODUCT
ORIGIN



POINT
OF USE

What's the Problem We Solve For Customers?

You need packaging for a reason. We view ourselves not just as providers of products or packaging, but as problem solvers for our customers. Instead of simply purchasing a crate, box, case, or foam, our clients are seeking solutions to safely transport their products to the point of use and be in good working order upon arrival. We help optimize total costs, enhance presentation, and improve usability, delivering comprehensive answers tailored to your specific needs.

Packaging is a journey.

You have equipment or product located in a manufacturing facility, warehouse, storage yard or out in the field somewhere that needs to get from point A to point B (and sometimes back to point A). It's most likely going to be forklifted. It could be on a unit load, or its own load. It might go in a truck LTL or FTL. It could be less than a truckload or an entire truckload. It could go by sea, rail or airfreight.

Supply chains are abusive.

As your equipment or product journeys, it may be forklifted, stored and moved numerous times—or it may sit stationery for weeks, months or even potentially years.

At every step it can be abused - hit, dropped, tipped, handled roughly or just be vibrated over time.

When your equipment finally arrives on-site it needs to arrive undamaged and work. For applications like military and high-end IT, not working is simply not an option!

In short, your packaging has to do its job. It needs to protect your valuable products and equipment through the entire supply chain and arrive undamaged and ready-to-use. Not just most times, but each and every time.

This requires a balancing act between cost, performance, usability and presentation.

Performance

The packaging has to work to attenuate or alleviate shock and vibration effects on the actual product inside the packaging. It needs to be easy to handle, reusable and in many instances recyclable.



- Shock & vibration
- Mishandling and impact
- Environmental factory
- Fitment

Total Cost

It's not just the cost of the packaging, but one needs to think about what's the potential for product damage and how much would product damage cost, or the lost time associated with something that doesn't work when it arrives, in addition, consider the administration, operations and freight costs.

When you look at administrative costs, companies spend a lot of time managing orders and following up on expedites and reworks. Operations can be held up if there's too much inventory or too little inventory, or they run out of packaging. So, all that factors in the total cost beyond just the actual cost of the package.

- Packaging
- Product damage
- Operations/admin
- Freight

Presentation

Many customers want to reinforce their branding, maybe adding printed or stenciled branding on the packaging or handling instructions.

In addition, the quality of the packaging may affect the perception of what's inside. It needs to be intuitive and clear how the package is going to be used, loaded, unloaded and opened--particularly in an industrial or commercial aspect where these packages are often large or difficult to handle.

- Branding
- Reflection of quality
- Intuitive/clear usages

Usability

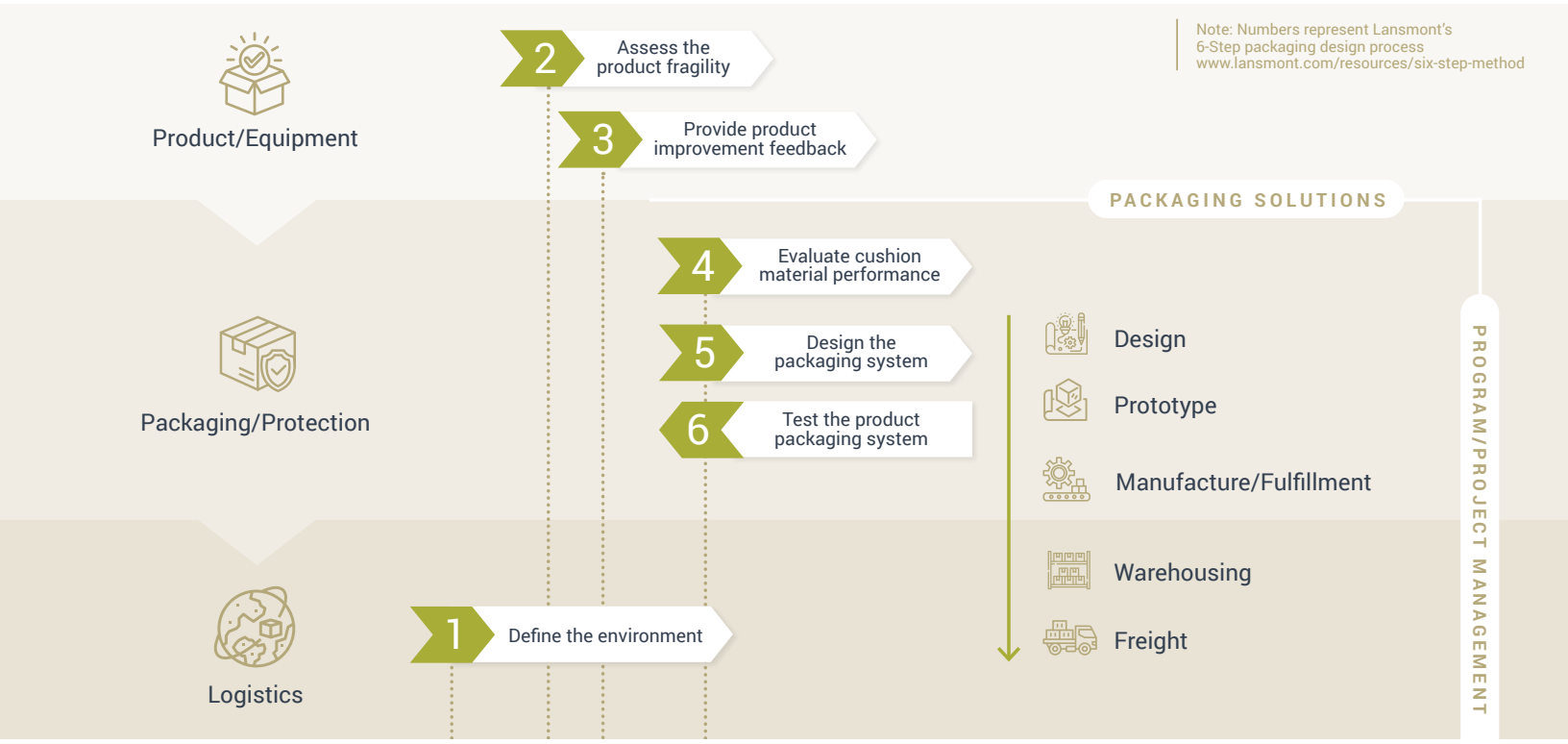
Easy to load or unload? Traditional or toolless? Reusable or single use? And what about the organization of parts inside the package? The answers to the questions are all important in terms of the overall package.

All we do is we make custom packaging. We can optimize the packaging design. We can work with your logistics team and 3PL's.

We manage the entire packaging program. Our job is to optimize the entire packaging program and solve problems for You, the customer.

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

Our 6 Step Packaging Process*



How Do We Solve it?

Our goal is to optimize your total cost-per-trip without sacrificing your packaging protection.

This starts with taking the time to learn your business, considering factors such as product fragility, supply chain needs and environmental factors.

Our smart and experienced inhouse design team will then set about designing and prototyping the packaging system according to strict engineering standards, using materials and design methods that maximize internal product safety, presentation, reusability and ease of use. We support this with integrated Business Management and Quality Management Systems to ensure production is consistent and repeatable and you receive products with zero defects.

We can manage the program and project management and we provide the packaging solutions.

- We can handle design.
- We can do the prototyping.
- We can manufacture, fulfill it, and work to coordinate other suppliers, whether it's rigging for large equipment, for packing, if you're kitting in a warehouse, and ultimately working with logistics providers on the warehousing and the freight.

*We Follow the Lansmont 6 Step Process

The diagram above outlines our 6 Step Packaging Process based on the proven principles of Lansmont.

STEP 1: We start by defining the environment, logistics and supply chain forces that the product is going to face during transit and in the warehouse.

STEP 2: We assess the product's fragility to see how susceptible it is to damage. Our tests may even include the use of a vibration table or drop-shock testing machine. This tells us exactly how the product packaging needs to perform.

STEP 3: We provide this information to our customers to assist with their internal design processes. This intel often leads to an improvement in the product to make it easier and safer to ship.

STEP 4: We evalute the optimal cushioning system taking into account our mantra of performance and total cost. This could be a certain type of foam, wear rope isolators or many other cushioning solutions we have developed over the years.

STEP 5: We put research into action and design the best possible packaging solution.

STEP 6: We will prototype the packaging if required. This may even be a reiterative process as opportunities for further improvement are identified and reworked into the final package design. We do some of this testing in-house, but can also coordinate with testing facilities. This can be iterative.

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

Larson Packaging Company and its employees are committed to consistently providing defect-free, custom industrial packaging products and services, on-demand, and with total customer satisfaction and continual improvement. Our values are why we can develop and maintain real relationships with our employees, suppliers and customers.

Our Values



Let us solve your packaging problems



Foam sets and inserts



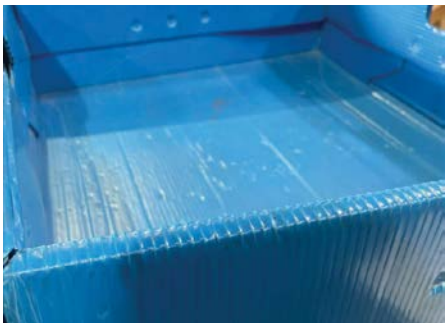
Crates



Cases (ATA, Pelican, and SKB)



Hybrid packaging



On-demand box and foam



Pallets and other wood packaging

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LARSON PACKAGING COMPANY

ISO 9001:2015 Certified Quality Management System

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