

larsonpkg.com



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



Corrugated Fiberboard Box and Foam



Plastic Box and Foam



Hybrid Packs



Fabricated Foam



ATA Cases



Pallets and other wood products



We design and fabricate custom technical packaging for server racks, aerospace, drones, military, medical devices, and robotics—all delivered on time, guaranteed.



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)
- Global reach**
Olive Branch, MS and partners in UK and China
- Comprehensive service**
Solutions for all protective packaging needs
- Local focus**
100 years in Silicon Valley & over 30 years in San Diego
- Multiple plants**
Bay Area, Ontario, San Diego, and Memphis facilities
- Multi-industry experience**
Services for, and experience in many industries

We're more than just a packaging supplier

We help you optimize your packaging for performance, usability, presentation and cost for maximum results and savings.



We design

(complete custom protective packaging solutions)



We manufacture

(fast, precision assembly)



We manage

(from concept to your delivery dock)

We fabricate and ship quickly—even under intense deadline pressure.

We are not consultants, distributors or middlemen. We design and manufacture everything inhouse for faster lead times and total control. We can do in days what it takes other packaging suppliers' weeks (if not months) to do.

- ✓ Short Lead Times
- ✓ Fast Turnaround
- ✓ Accurate Fulfillment



We solve real problems

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

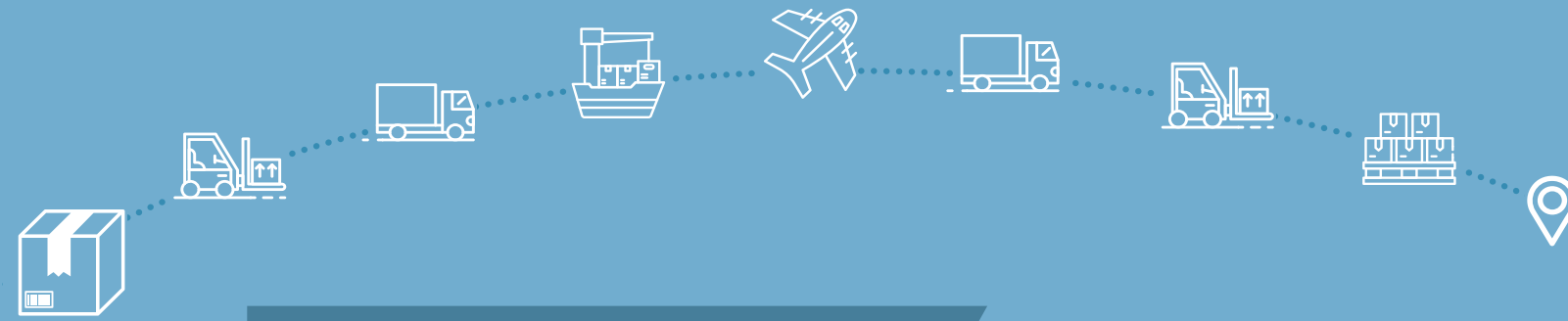


- ✓ No material waste
- ✓ Lower cost per trip
- ✓ Increased long-term TCO
- ✓ Environmentally sustainable

Admin cost & 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



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



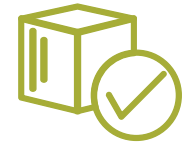
Performance

- > 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

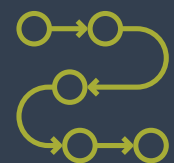


Total Cost

- > 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

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 and lead times very short

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



Twin modern, high-capacity production plants



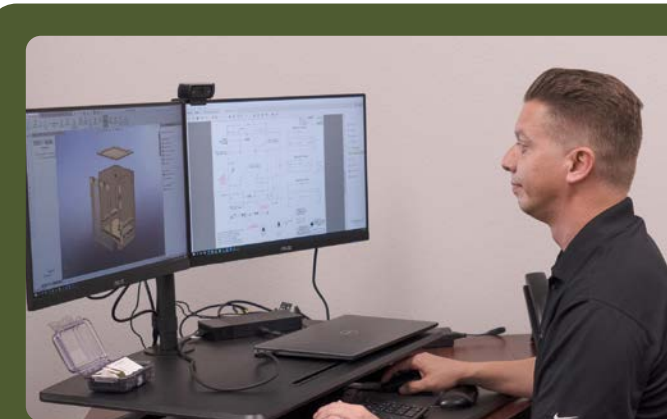
Leading Edge: Precision CNC Equipment & CAD/CAM Software



High-quality raw material purchases



In-house fleet of delivery vehicles



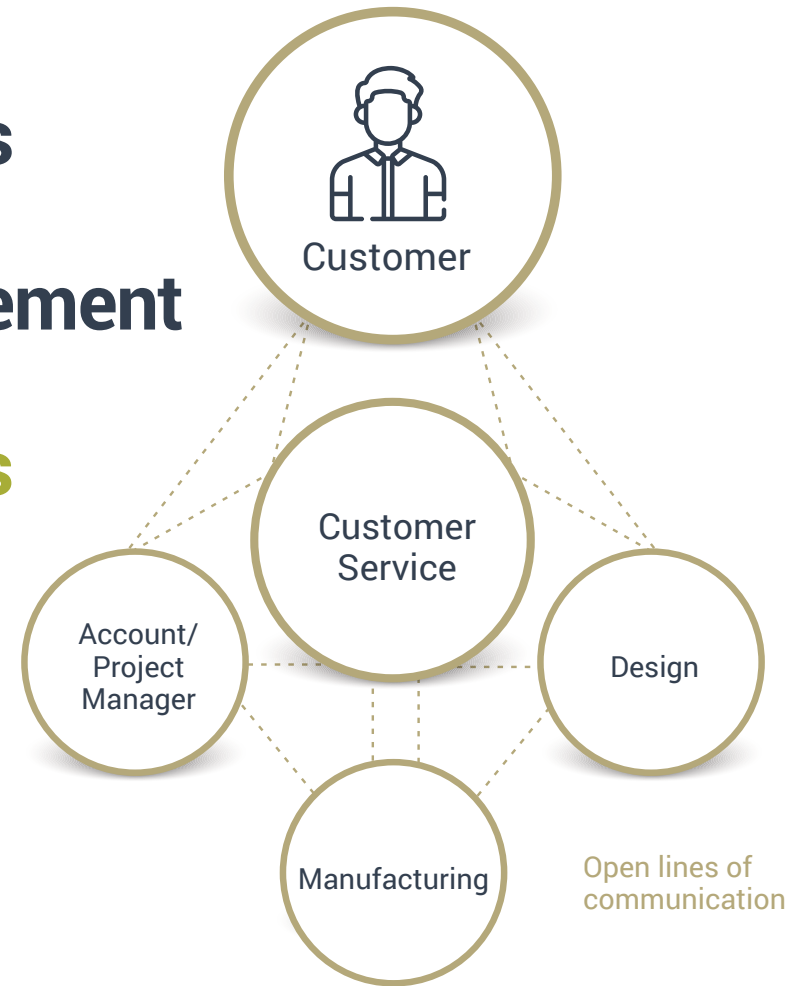
And our people are experienced, dedicated & committed to quality

- ✓ 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

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

Four benefits of our radical management approach

- ✔ **Customization**
We work with you to make a solution not sell you a product
- ✔ **Accuracy**
Right information on-hand for the right decisions
- ✔ **Nimbleness**
Line-level decision-making for speedy action
- ✔ **Frictionless**
Enjoy 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



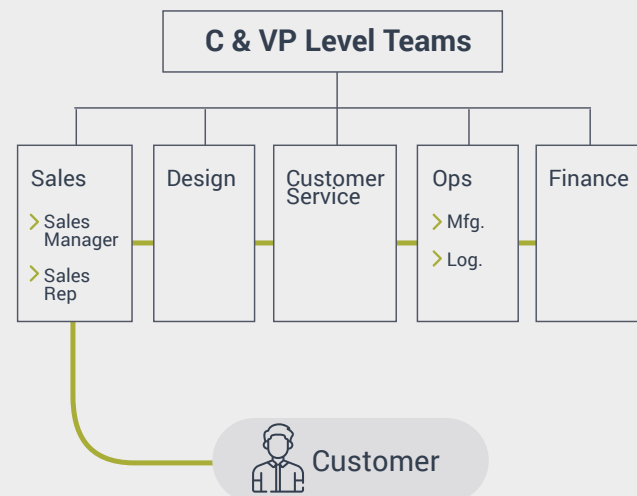
We reduce the complexity of protective packaging admin

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



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

Synchronicity

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



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

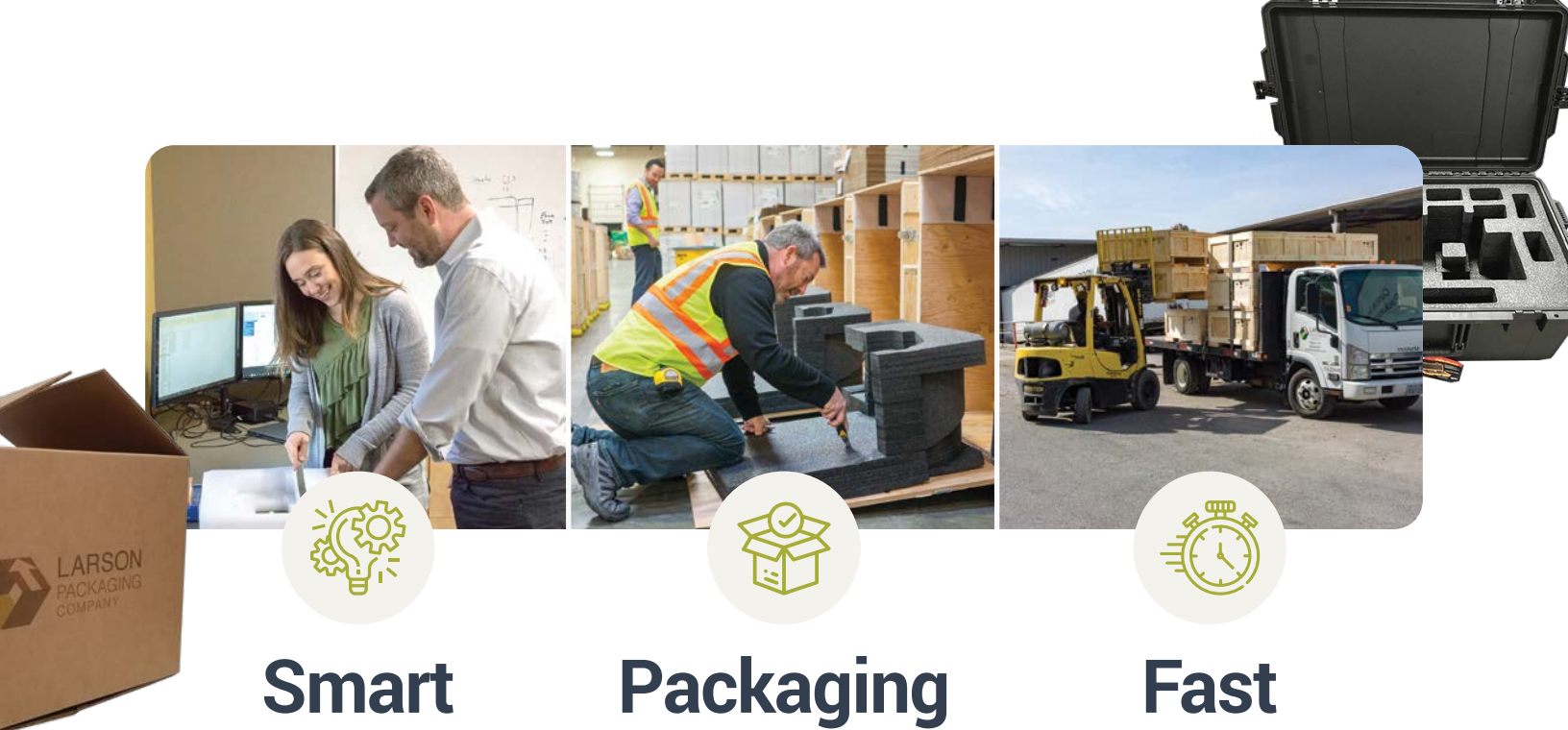
- Redesigned export crates with higher performance foam cushioning system with almost zero in-transit damage
- Created synchronized inventory tracking with the customer and their 3PL to ensure their sufficient inventory to ship that day. Production synchronized to meet their ongoing needs and updated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



Results

<p>SAVED \$200,000</p> <p>per year in product damage</p>	<p>The new crate design slashed packing and shipping times from 30+ mins to 3 mins</p> <p>PER PACKAGE PER PACKAGE</p>
<p>Reduced inventory by \$50,000 with no late shipments</p>	<p>A dramatic reduction in warehouse floor space used for packaging</p>

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



Smart

Packaging

Fast

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

- 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

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



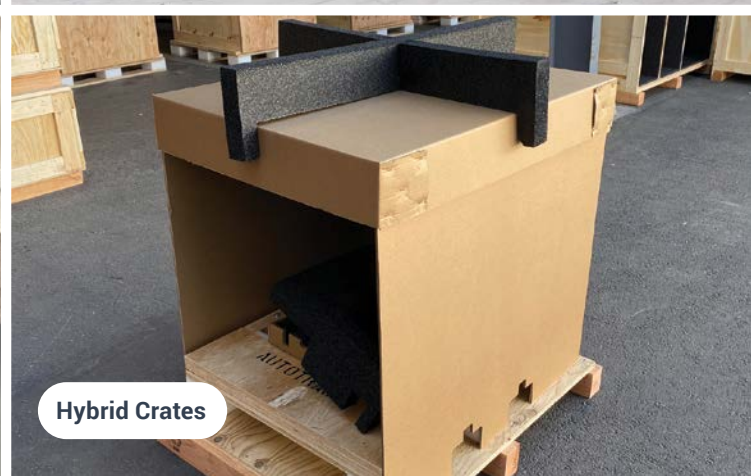
Foam Sets & Inserts



Rack Crates



Crates



Hybrid Crates

Partner with us to be an extension of your team



Design Manufacturing Fulfillment Customer Service You, the customer



Molded Cases



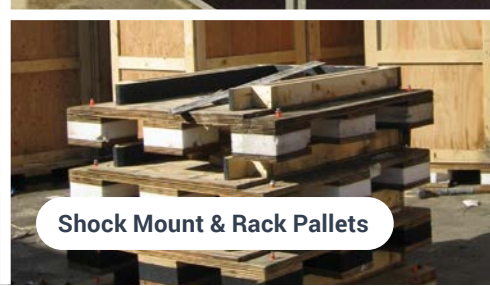
ATA Cases



Corrugated Fiberboard & Plastic



Heavy-Duty Skids



Shock Mount & Rack Pallets



Pallets



LARSON
PACKAGING
COMPANY

ISO 9001:2015 Certified
Quality Management System



Bay Area
Milpitas, CA

(408) 946-4971

1000 Yosemite Dr,
Milpitas, CA 95035

**Orange County/
Inland Empire/
Los Angeles**

Ontario, CA

(909) 605-9333

500 S Etiwanda Ave,
Ontario, CA 91761

San Diego
El Cajon, CA

(619) 579-7166

280 Cypress Ln
El Cajon, CA 92020

Memphis
Olive Branch, MS

(662) 240-2404

10291 State Line Rd
Olive Branch, MS 38654

larsonpkg.com