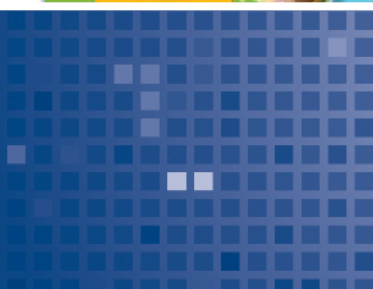
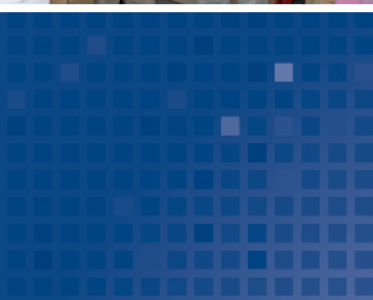


*We help you achieve the greatest return
for your packaging and precision cutting needs.*



TO the outside world, the packaging industry may seem dull. After all, a box is a box, right?

But for Mike Nyberg, president of Packnet Ltd., a designer and manufacturer of industrial and retail packaging headquartered in Burnsville, packaging involves much more than cardboard. It is an art and a science.

Some customers require fully enclosed ISPM15-certified export crates to ship large pieces of equipment overseas. Others need custom foam cushioning inside reusable containers for odd-shaped or sensitive parts. And some need attractively designed retail packaging to showcase new products.

Nyberg founded the company in 1987 to provide basic shipping and crating services. Today it is known for designing and manufacturing the broadest range of specialty packaging and cutting services in Minnesota and the surrounding region.

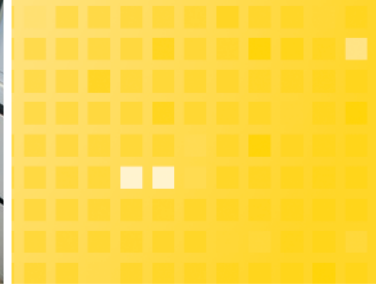
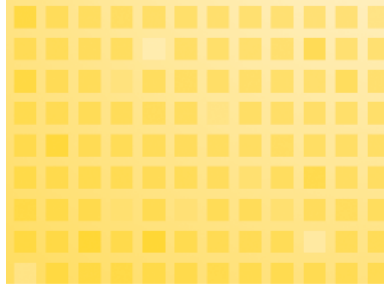
"We've been compared to the 'can do' people at NASA," Nyberg noted.

Recently, he and Dan Schultze, the company's general manager, sat down to talk about the business they've grown together over the last 20 years. Friends and neighbors since elementary school, they share the same business philosophy:

"Success is helping our customers improve their businesses," Schultze said. "We listen to our customers and respond quickly to their packaging needs. In the end, they benefit from custom, cost-effective packaging solutions."

**"SUCCESS IS HELPING OUR
CUSTOMERS IMPROVE
THEIR BUSINESSES."**

- DAN SCHULTZE, GENERAL MANAGER



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PACKNET'S HISTORY

Before starting Packnet, Nyberg worked during the summers of his college years in the packaging department for a computer refurbishing company that his parents owned. One of their biggest problems was finding a crating company with next-day service. That's when Nyberg, who was 22 and fresh out of college, saw an opportunity to start his own business.

At first, Packnet focused on transport packaging with quick turnaround times. Then it began diversifying and providing solution-oriented packaging choices for customers.

"I would sell products during the day and build them at night," Nyberg said.

The very first person he hired still works with him today. In fact, 10 out of the company's 40 employees have worked there for more than a decade.

"I'm very fortunate to have a core group of employees who know the ins and outs of our industry," Nyberg said. "They've made tremendous strides in terms of continuous improvement."

Today, Packnet operates out of two locations. Its corporate office in Burnsville includes 18,000 square feet of warehouse space for producing one-of-a-kind

wood, foam, corrugated and plastic packaging in addition to on-site and in-house export packaging services. A second facility in Faribault includes 46,000 square feet to handle high-volume, repeatable packaging as well as precision cutting services from a wide variety of materials and assembly services.

THINKING OUTSIDE, INSIDE AND AROUND THE BOX

As they led a tour through the Burnsville facility, Nyberg and Schultze waved to several employees, and pointed out many of the special projects they have completed as a team. They opened the door to a large room filled with examples of packaging and projects of various sizes, shapes and materials—everything from CNC-routed wood products to die cut corrugated plastic parts and containers to waterjet cut foam and plastic parts to specialty cases.

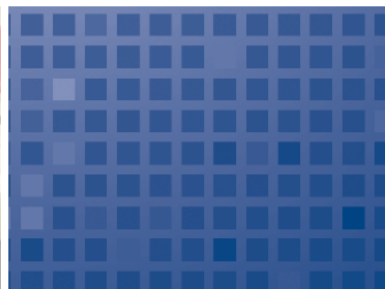
"We can manufacture our packaging to be disposable or reusable," Nyberg said, holding a corrugated plastic container. "It all depends on our customers' needs and applications."

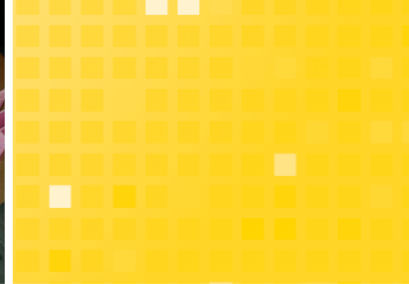
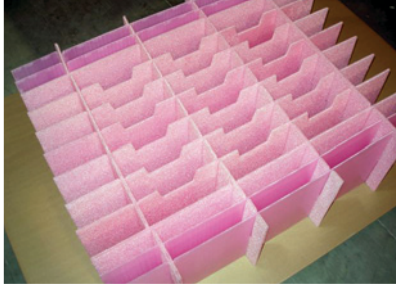
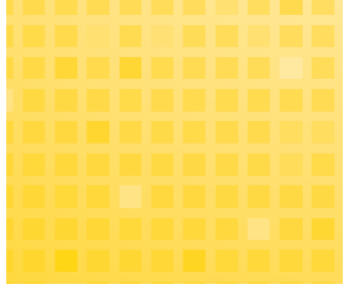
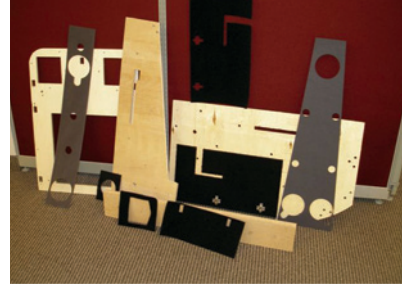
Packnet's primary specialty is one-way or reusable packaging from materials such as wood, corrugated, foam and plastic. The company also is a dealer/distributor for many packaging-related products, from handling indicators to corrosion inhibitors to hard shell cases. Packnet recently added waterjet cutting, CNC routing and rapid prototyping to its list of capabilities.

One of Packnet's more unique products is the Slot-Lock™ container, which is a collapsible wood container that can be used for a variety of purposes. Unlike traditional wood boxes, the Slot-Lock™ container can be set up or knocked down in seconds because it isn't held together by staples, nails or screws. In addition, it can be reused and may be less expensive than traditional one-way crates.

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- MIKE NYBERG, PRESIDENT





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“I THINK MOST COMPANIES WOULD BE SURPRISED TO LEARN HOW MUCH THEY COULD SAVE BY MAKING A FEW SIMPLE CHANGES TO THEIR PACKAGING.”

- DAN SCHULTZE, GENERAL MANAGER

Packnet often takes on many unique projects as well—projects that don't involve packaging at all. The company has fabricated parts for musical instruments, furniture components, even displays and signage found at Kwik Trip and Super America stations. Recently, the company die cut hundreds of silhouettes of German Shepherds. They have been placed on golf courses and city parks to scare away geese.

“There's almost no limit to what we can engineer and manufacture. Our packaging expertise has evolved into being a material converter with endless possibilities,” Schultze said as he closed the door behind him.

SAVING TIME, SAVING MONEY

Packnet's customer base may be diverse, but there's one challenge common to all of them.

“Every company is looking for ways to save time and money,” Nyberg said. “The right packaging is so important because it improves handling, minimizes or eliminates damage, and reduces overall costs.”

Packnet takes a systemic approach to packaging and manufacturing and may even recommend putting more cost into the product itself to reduce the cost of the packaging. Other times it may suggest reusable packaging to cut down on waste disposal costs. Nyberg and Schultze can recall many ways the company has

helped customers reduce costs and improve quality at the same time.

Team Industries, for example, virtually eliminated all product damage and disposal costs by working with Packnet to identify its specific packaging needs. As a result, Packnet developed the Perma-Pal rotational-molded pallet box, which saves the job shop thousands of dollars in shipping-related costs each year. It also saves space and time.

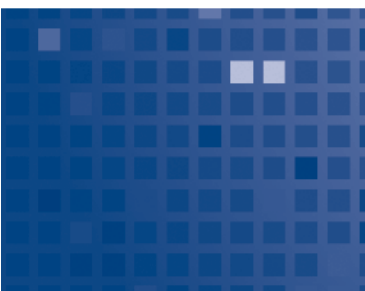
The Trike Shop, a family-owned business that manufactures conversion kits for motorcycles, worked with Packnet after experiencing numerous instances of damage to its fiberglass kit during shipment. The result was a crate made out of corrugated fiberboard and wood that not only looked more professional, but also saved a significant amount of labor and money. Each container now takes 20 minutes to assemble as opposed to 120 minutes the previous style of packaging required.

“I think most companies would be surprised to learn how much they could save by making a few simple changes to their packaging,” Schultze said.

Another way he said companies can cut costs is by consolidating all of their packaging needs with one supplier. Packnet's wide range of capabilities and systemic approach to pricing has been effective in reducing bottom line costs.

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**“WE PRIDE OURSELVES ON
OUR RESPONSIVENESS,
ENGINEERING AND
QUALITY”**

- MIKE NYBERG, PRESIDENT

THE COMPLETE PACKAGE

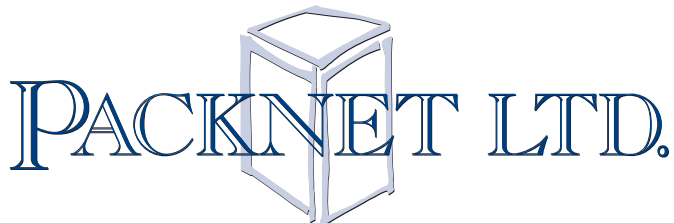
In addition to offering the widest range of services in the industry, Packnet is committed to providing the highest level of customer service.

“We pride ourselves on our responsiveness, engineering and quality,” Nyberg said. “In fact, we have been the highest-rated supplier for the last 10 years in a row for a local billion-dollar manufacturing customer.”

Once the packaging has been manufactured, Packnet can deliver it for companies to pack themselves, send a team of mobile packaging technicians to pack off-site, or simply perform the packaging function at Packnet’s facility where transportation carriers to pick up at Packnet’s site.

Whether companies need one-of-a-kind or high-volume packaging or precision-cut parts, Nyberg makes this promise: “We’ll help you achieve the greatest return for your packaging and precision cutting needs.”

**Foam • Wood • Plastic • Corrugated • Reusables • VCI’s
Cutting Services • Retail Packaging Design**



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