

Spotlight: Future Packaging

the **FOCUS** of Future Packaging is

packing high-technology equipment and heavy machinery for shipping domestically or internationally. All modes of transportation are utilized. Future offers packaging and crating services, shock-mounted containers, air and sea van containerizing, hazardous material packing, on-site packing and crating, bar code marking and labeling, foam-in-place packaging, and wood, corrugated, or plastic containers.

Future is also one of the few companies that offers JIT (Just-In-Time) service for their customers, specifically warehousing. Crates are built to a company's specification and based on a minimum/maximum level, then stored with or without equipment in them in the warehouse until needed. This service allows the customer to preserve their cash flow and only pay for crates as their schedule dictates, a very popular benefit with the customer base.

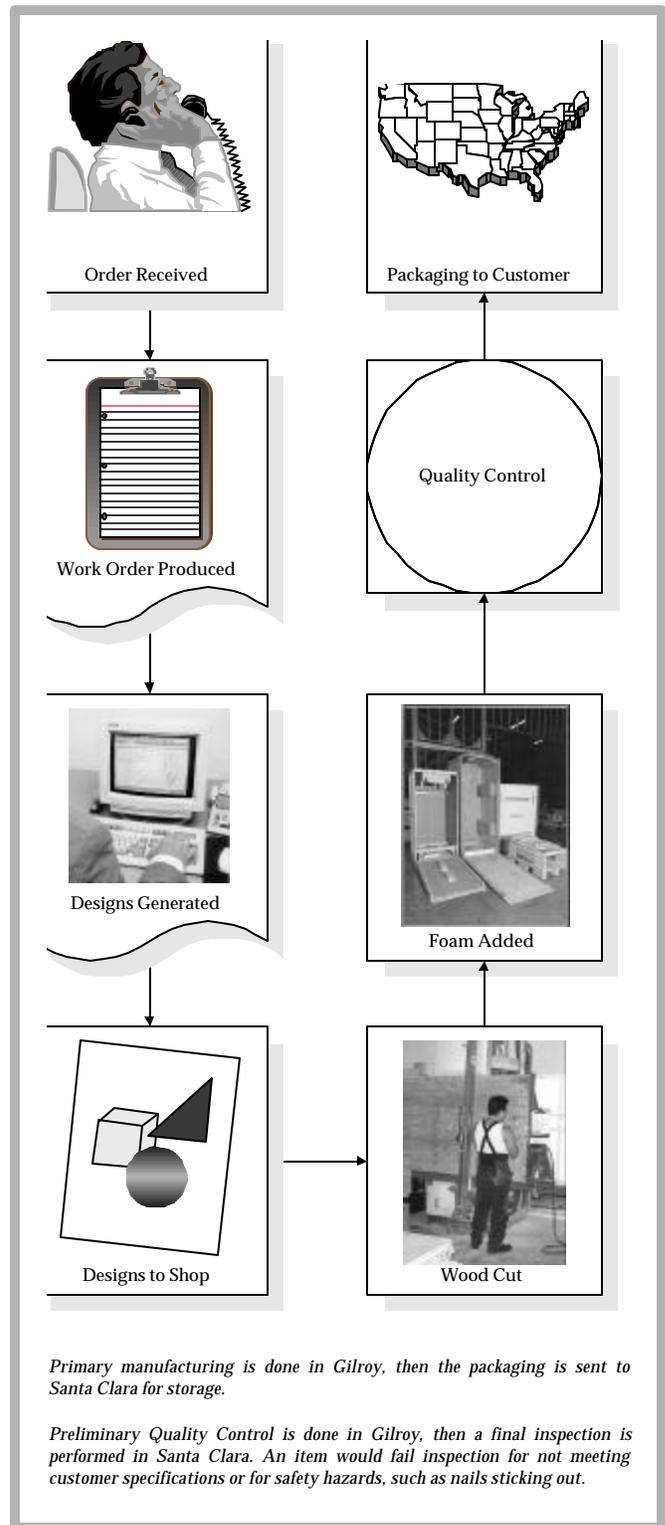
Part of the manufacturing staff performs quality control functions. Quality Control procedures are constantly improving and the goal is to become ISO 9001-certified. In addition, product design is enhanced by the use of the latest CAD/CAM technology. When combined with Future's vast experience, packaging methods and materials, this technology insures a quality design at a minimized cost. Manufacturing facilities exist in Santa Clara, Gilroy, Austin and Tijuana. Each facility is equipped with state-of-the-art equipment and a well-trained staff of employees.

The primary services provided for the Air Liquide Equipment Technology Group are export and domestic pack on site, design and manufacturing of crates and packaging. Future's relationship with Air Liquide is very strong, with Future striving to provide the best service possible at the most competitive rates.

Future Packaging's high service standard has generated a well-known customer base, which includes many Fortune 500 companies, including Air Liquide. Says Finance Director, Robert Sparkman, "We have looked to establish long-term relationships with our customers and

we are very pleased and happy to have Air Liquide ETG in our family of 100% satisfied customers."

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Future Packaging, cont'd

Unique to Future Packaging, computerized cutting greatly increases the company's efficiency. The dimensions are simply entered, then the cutting begins.



Benefits Offered By Future Packaging:

- Expertise
- On-call Service
- Cost Reductions
- Custom Stocking

Expertise: Rufino Vega immediately brought packaging experience to the business when he purchased it, and has been building on that craft for the last 25 years. Future's on-site workers at Air Liquide perform with excellence.

One of our regulars, Leo Hernandez "...does the best work we've ever seen..." per Lorenzo de los Angeles, Admin. Analyst within ETG.



Shop Square Footage:

Santa Clara: 70,000

Gilroy: 70,000

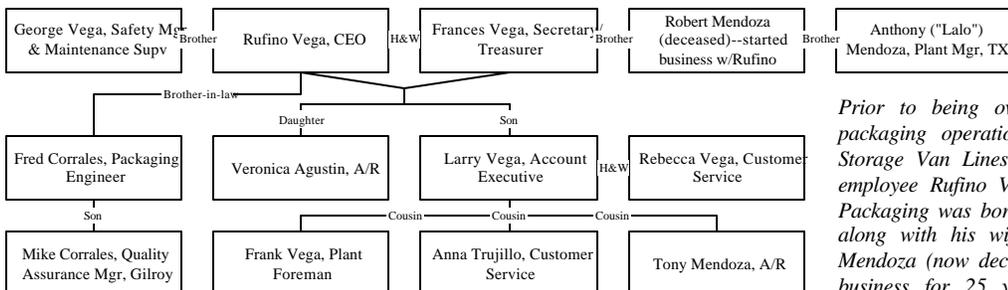
Austin: 100,000



On-call Service: Future is basically on-call for ETG anytime we want them. Generally, Future requests a 24-hour lead time from customers but will complete a project the same day, as a special request.

Cost Reductions: Over the last three-to-four years, Future has developed a method of reducing costs to Air Liquide. By using fewer and less expensive materials, coupled with improved designs, Future has saved us about \$6400 per year...just over 10%.

Custom Stocking: Future Packaging has stepped up to the plate by keeping custom-built crates in stock for Air Liquide, as well as for a few other major customers. They have even suggested that if we are ever out of space, that they could transport our equipment to their site to build the crating, and ship to the customer from there.



A Family Affair

Prior to being owned by the current principals, the packaging operation was owned by Lyons Moving & Storage Van Lines. When Lyons decided to shut down, employee Rufino Vega purchased the assets and Future Packaging was born. Started in 1973 by Rufino A. Vega, along with his wife, Frances and her brother, Robert Mendoza (now deceased), Future Packaging has been in business for 25 years serving primarily the Northern California market, although the company has done on-site packing overseas for special expertise in the design, testing and fabrication of various shipping containers.