



WHAT YOU WANT. WHEN YOU WANT IT. PACKAGING MADE SIMPLE.

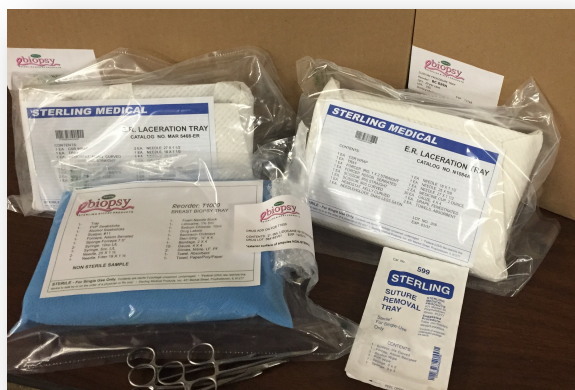
**L&M Corrugated  
Container Corporation  
can provide  
your company  
with all your  
packaging needs.**

## Customer Spotlight - Sterling Medical Products

***Proudly assembled and sterilized in the USA*** is the tagline for Sterling Medical Products, a family-owned business based in Prophetstown, IL. Like L&M Corrugated Container Corporation, Sterling Medical Products prides itself on building strong partnerships with its suppliers and customers. Company members take pride in the work they do and treat each product as though it will be used on one of their own family members.

Sterling's commitment to quality doesn't end with the product. Sterling Medical Products Manager, Russ Casson, believes that the packaging provided by L&M Corrugated Container Corporation adds value to their product. "The packaging is built to our specifications so that the trays fit easily and are transported safely," says Russ. A reliable packaging solution is a vital component of their quality equation.

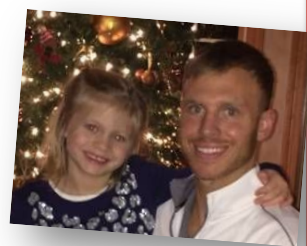
Casson has worked with Devon Schneider, L&M Corrugated Container's Account Executive for the past year. "Meeting our customers' quality requirements is a priority," says Casson. "With over 450 different trays, kits and instruments, we rely on the custom packaging solutions offered by L&M."



## Meet Sterling Medical Product's Account Executive

Devon Schneider joined the company in 2009 following his graduation from the University of Wisconsin-Platteville where he earned a Communications/Business degree. His first role with the company was as a customer service representative in Zion, IL. Due to a staff vacancy, Devon also was able to help out with design and eventually became the Shipping/Scheduling Manager. A year ago, he was promoted to Account Executive and now works from the Platteville location. Devon's territory takes him on the road in northwest Illinois.

In his spare time, Devon continues to play basketball, a sport he played while at UW-Platteville. He also enjoys spending time with his daughter, Addison, who is now a first-grader! Devon enjoys being part of the L&M family and helping to grow the company.



***"I'm a pretty competitive guy,"  
says Devon. "I enjoy letting my  
customers and prospective  
customers know just how  
great L&M is!"***

## How Board Grades Impact You

Our strategic partnerships grant us access to a wide range of specialty boards. L&M operates as a 'sheet plant' which means that we buy corrugated sheets directly from many sheet suppliers in the exact size and specification you need. This enables us to maintain minimal stock inventory which increases our efficiency ... and that savings is passed on to you!

Often produced in limited quantities or on an intermittent basis, specialty boards can require greater lead times.

Not sure what board grade you need? Just call – we'll be happy to explain the differences and ensure that your order is exactly what you need!

***For the best opportunity possible, please place orders by 12:00 p.m.  
to receive warehouse shipment the next day.***

### TYPICAL LEAD TIMES:

#### 3-5 Business Days

B Flute: 150-B; 32ECT-B; 200B

C Flute: 150-C; 32ECT-C; 200C; 40ECT-C; 44ECT-C; 125-C

Double Wall: 48ECT-BC; 275-BC; 51ECT-BC; 350-BC

#### 4 Business Days

Hazmat; E Flute

#### 8 Business Days

Government Board Grades; Triple Wall

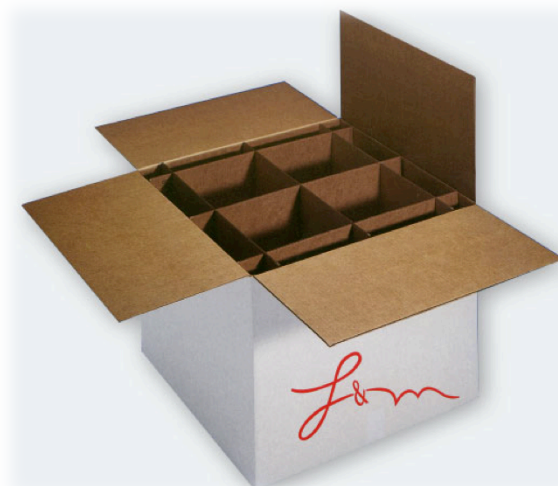
B Flute: 40ECT-B; 44ECT-B; 55ECT-B; 275-B

C Flute: 55ECT-C; Non-Test

Double Wall: 61ECT-BC; 71ECT-BC; 400-BC; 450-BC; 500-BC

Miscellaneous: 33# Medium; 35# Nomar 70; 36# Medium; 41# Clay-Coated; 42# Solid Bleached;

56# Nomar 70; 69# Mottled White; Any white-inside only; Any Coating



**ISO 9001** equips us to meet your every requirement. It is the ultimate global benchmark for quality management and a critical tool for boosting a company's success, profitability and market potential. We focus on enhanced customer satisfaction through the effective application of the system, including processes for continual improvement of the system and the assurance of conformity to customer and applicable statutory & regulatory requirements.



#### **Our Core Values**

Integrity, honesty, respect ♦ Care about our customers ♦ Quality products  
♦ Innovation/Commitment to continuous improvement ♦ Passionate  
♦ Safe for employees

#### **Our Brand Promise:**

***"What YOU want. When YOU want it.  
Packaging made simple."***

**L&M Corrugated Container Corporation    [www.lmcontainer.com](http://www.lmcontainer.com)**

**L&M West location:** 32 Insight Drive, Platteville, WI 53818

Customer Service Phone: 608-348-5554 / Email: [CSW@lmcontainer.com](mailto:CSW@lmcontainer.com)

**L&M East location:** 10680 88th Ave., Pleasant Prairie, WI 53158

Customer Service Phone: 262-842-1900 / Email: [CSE@lmcontainer.com](mailto:CSE@lmcontainer.com)