



**Corrugated Container Corp.**

What YOU want; When YOU want It...

*Packaging made simple*

## Customer Spotlight –



SKYLINE  
FURNITURE  
MFG.

Skyline Furniture is a family-owned and operated wholesale furniture company located just outside of Chicago. Founded in 1946 by Norman Wecker, Skyline is known throughout the industry for their fashion-forward design and handcrafted quality. And while many things have changed since its start almost 70 years ago, many of the most important things about running their business have remained the same.

Today the business is run by Norman's son and granddaughter, Ted & Meganne Wecker. Many of the company's employees are second generation family members. In fact, all the employees are like family. Relationships are valued and are a part of the company's sustained success.



**Dan Moreno, Purchasing Manager at Skyline Furniture**, has worked with **Dan Carter, L&M Corrugated Container's Account Executive** for the past three and a half years. "We have a high quality product," says Moreno. "We have found that an equally high quality box is vitally important to our

customers. L&M's packaging solutions enhance our brand. It also protects our product thereby reducing the potential for damage and returns."

Moreno noted that door-to-door delivery has become commonplace in the upholstered furniture industry. Customers order direct from large retailers like Amazon.com and Target. Online sales are a key component of their business and customers expect delivery to be efficient and hassle-free. Strong packaging solutions are a key component of that equation.

Working with Carter, his L&M account executive, Moreno has established a process whereby a blanket purchase order enables him to ensure on-time delivery of his packaging needs. "I monitor the number of boxes that we're using and can easily adjust the shipment of boxes to meet our particular needs that month," says Moreno. "This process enables us to maintain our inventory without having to store excess packages," he added. "L&M supplies us with 30,000 to 40,000 boxes annually...our system works...It's a great partnership!"

**L&M Corrugated Container Corporation can provide your company with all your packaging needs – from custom packaging to standard stock boxes to foam protection to your shipping tape.**

## Meet Skyline Furniture's Account Executive

Dan Carter, an L&M Account Executive, joined the company 11 years ago. He has 40 years of experience in the corrugated packaging industry and has experienced first-hand L&M's rapid growth. "I especially enjoy working with the new salespeople who have come on board in recent years," says Dan. "They have helped to grow the business and positioned us as a major player in the industry."

Now semi-retired, Dan and his wife, Connie, live in Wauconda, IL. They enjoy escaping to their condo in Naples, Florida. Spending time with their three adult children and 5 grandchildren is a high priority for them. Dan is also an avid sports fan and enjoys listening to all genres of music.



Dan Carter,  
L&M Account Executive



Dan Moreno, Purchasing  
Manager at Skyline Furniture

## On A Desktop Near You . . . Customer Care Web Portal!

We have added a web portal to our website that's all about you . . . our customer!

Need to order a product? *Click here!*

Need to view production status of your order? *Click here!*

Need to track your shipment? *Click here!*

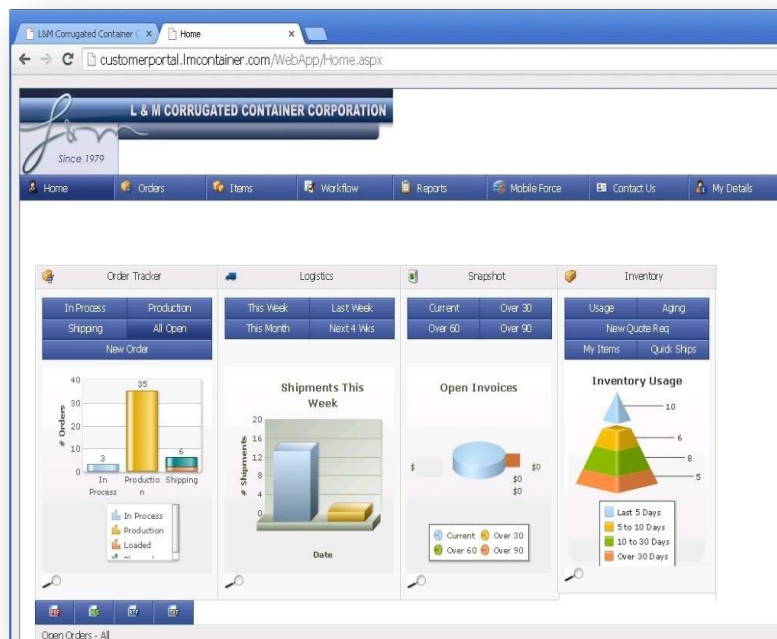
Need to check your warehouse inventory? *Click here!*

All this and more is just a click away! So explore and find ways that we can help you!

Ask your Account Executive how to get started, or email your request to

[cse@lmcontainer.com](mailto:cse@lmcontainer.com) for Pleasant Prairie customers or

[csw@lmcontainer.com](mailto:csw@lmcontainer.com) for Platteville customers.



**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 ♦ Hard working  
♦ 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)

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