

### SECURITY COMPANY TURNS A “TRIPLE PLAY” FOR END-TO-END SUPPORT

**SUMMARY:** Morpho Detection, a market leader in security solutions, is a long-standing client of TransPak. We have supported them through three ownership changes. Morpho manufactures airport security screening devices to detect explosives in passenger baggage for airports around the world. Morpho is a pioneer in identification and detection systems for law enforcement agencies and government.

Early on, we began our relationship by providing crating design and packaging, as well as serving their Customs Broker for their first U.S. imports, but after 9/11, the demand for Morpho’s products and services increased exponentially worldwide. They needed to keep up with demand while improving turn time and spend, while adding importing and exporting freight services.

**SERVICE NEEDS:** Morpho required end-to-end supply chain management that scaled as the company grew while improving turn times and spend on spare parts distribution, especially Next Flight Out service.

Rather than choose multiple vendors, Morpho wanted a streamlined, end-to-end process from one resource to facilitate crating, global shipping and stockroom management as well as logistics for replacement parts. Morpho required:

- High-quality crates and packaging materials for expanding global operations
- Stockroom management for all incoming raw materials
- Replacement parts expedited from warehouses to locations around the world on an expedited basis
- Import services and coordination with buying support on worldwide purchases of raw materials
- Worldwide customs compliance, along with ITAR record keeping
- U.S. Customs brokerage and record keeping
- Complex delivery solutions of large scanning equipment
- DDP solutions in each country

Morpho’s goal was to reduce costs, streamline the processes of their supply chain, improve efficiencies and ultimately service to their customers as measured in their service contracts. Emerging quickly into a global scale, expertise was required immediately in the areas of global customs compliance, U.S. compliance, expedited global freight service, depot coordination and replenishment, reverse logistics, materials management and customized crating and packaging.

#### CLIENT

Morpho Detection

#### INDUSTRY

Security Equipment

#### SERVICES

Global Supply Chain, Design, Crating, and Logistics

**SOLUTION:** TransPak has always been there in complete partnership with Morpho. As Morpho's demands grew, TransPak was there to provide consulting and expertise in the supply chain services they required. Morpho found their one source solution where they had been utilizing six vendors! As one company has complete knowledge of their highly complex supply chain, the efficiencies vastly improve in communication, compliance, service to end customer and spend.

**SERVICES PROVIDED:** TransPak has provided many services for Morpho over the last two decades, including:

- **Logistics**, including global freight forwarding, materials management, Global customs clearance management and full supply chain visibility
- **Crating**, including engineering and custom design, rigging and hoisting, and use of our proprietary CrateMaker® software
- **Packaging**, such as providing custom and stock resources, Kanban, VMI and JIT management, turnkey material planning, procurement, and fulfillment and distribution

Together, these three service areas are considered a "Triple Play," which eliminates the need for multiple service providers and offers more reliable, connected process.

**THE RESULTS:** Year over year, Morpho has continued to improve its services to their customer with a high quality experience, on time! TransPak has a team of experts working to increase efficiencies and find new solutions in all of its services. Service is proven in the safe, on time deliveries, on a global scale. Morpho receives a dedicated team focused on continuous distribution, fast turnaround time, materials and stockroom management, all movements to manufacturing floor, advanced custom crating, design and manufacturing, green production with ISO 9001 Quality Certification allowing reuse, renew and recycle confidently.

**As Morpho worked to expand services and make the world a safer place to travel, TransPak helped make it happen.**

For more than 60 years, TransPak has been building factories and developing relationships around the world to provide the most innovative and cost-effective design, production and global logistics to a variety of industries. All of our efforts are fully supported by a friendly and experienced team and advanced communications, tracking and design technology.

To learn more about how TransPak can meet your needs, please visit [www.transpak.com](http://www.transpak.com) or call 877.883.2525.

