

CEO Note: Sustainability and Shipping

A Series of Messages from our CEO... Jo Major

It is encouraging to see major companies announce increasingly ambitious plans to address sustainability. In this note, we'll discuss some very specific actions that we have taken to push to sustainability, and we will tie that work to improving the economics for our customers.



Shipping is a large part of our cost structure and the largest part of our company's carbon footprint. To address this, we've redesigned products and packaging to improve shipping efficiency and consolidated parts suppliers, and worked to localize them around our manufacturing facility in Taiwan. This has dramatically reduced air freight and packaging.

Before this effort, getting 10 antennas to an end customer involved 14 boxes and four shipment flights. In addition, the average shipment was 50% air, which is very common with many packaging systems. Now, two air shipments are required to get the product to the customer, and only one box is used throughout the entire process. The packaging density is >95%, i.e., the product takes up nearly all of the shipment volume.

- **Packaging reduction of >90%**
- **Flights required to get product to end customer reduced by 50%**
- **Air volume shipped reduced by ~50%**



Another effort focused on our commonly used VESA bracket. About 2.2 liters of air shipped with each bracket, and each bracket had to be shipped twice, resulting in shipping costs being the dominant expense for the end customer. Localizing the supplier and redesigning the bracket reduced this to one shipping step, reduced the number of boxes by 50%, and reduced the wasted shipping volume by 75%.

- **Shipments reduced by 50%**
- **Boxes reduced by 50%**
- **Wasted shipping volume reduced by 75%**

The reuse of packaging, and of simplifying our supply chain, coupled with giving preference to carbon-neutral shippers are just some of the actions we're taking to address climate change.

We are committed to developing solutions that better support our customers while dramatically reducing environmental impact, and hope that these examples help you better understand some of the actions we've already taken.

Want to learn more about our efficiently packaged SensRF-101 Antennas?

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