



bay cities®  
PACKAGING & DESIGN

Bay Cities' Expertise with





## Bay Cities' Expertise with Costco

### Your Trusted Partner

- We are a preferred resource for Costco's suppliers bringing unique, high-quality products to valued members through innovative and impactful display programs.
- We foster an environment of innovation, sustainability, and community support, ensuring that our partnership delivers exceptional value and enhances the Costco experience of new vendors.



### Strategic Retail Relationships

- Serves as an ambassador, working closely with the Costco buying teams, planners, order specialists, and logistics team to streamline processes.
- Service provider for over 28 years, demonstrating long-standing expertise and trust.
- Deep understanding of the Costco retail style guide and alignment with their sustainable packaging goals.
- Executed more than 600+ successful programs for Costco

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### Display and Packaging Standards

- Designs Costco-compliant 48" x 40" palletized displays, ensuring functionality, safety, and efficiency for members and employees.
- Creates display-ready packaging with minimal handling required, aligned with Costco's goal to reduce excess packaging and waste.
- Follows Costco's butterfly skirt and shroud requirements for specific display types.

### Pallet and Packaging Engineering

- Utilizes CHEP/PECO pallets adhering to strict specifications for strength, safety, and material quality.
- Ensures packaging passes ISTA pre-shipment tests and withstands transit conditions, dynamic loads, and varying environmental factors.
- Compliance with dynamic stacking strength requirements to avoid product damage under load.



### Approval and Compliance

- Produces line drawings, 3D renderings, and white/printed samples for Costco buyer approval.
- Provides structural packaging designs and schematics for load and truck configurations to meet Costco's approval process.

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## Routing and Logistics

- Manages routing for collect and prepaid shipments with strict adherence to Costco's traffic department protocols.
- Completes routing request forms for POs and collaborates with regional traffic contacts to coordinate efficient shipping.
- Ensures compliance with delivery appointment scheduling and trailer requirements to prevent refusals or chargebacks.

## Handling and Labeling

- Implements optimum pallet handling techniques for "NO TOUCH" delivery to Costco, including high-quality stretch wrapping and cube optimization.
- Utilizes standardized shipping labels and BOLs, ensuring clear, accurate documentation for Costco's systems.

## Chargebacks and Risks

- Minimizes risks associated with non-compliance, such as defective packaging, improper pallets, and delayed shipments, to avoid chargebacks and penalties.
- Ensures OTIF (On-Time In-Full) performance through careful adherence to delivery and routing schedules.

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