



CUBISCAN®

A group of hikers is shown in a mountainous landscape. The hiker in the foreground is wearing a blue jacket, a white beanie, and sunglasses, and is using trekking poles. Behind him, several other hikers are visible, though they are less distinct. The background shows rugged mountains under a cloudy sky. The text 'CUBISCAN ORIGINS' is overlaid in the center in a white, sans-serif font, with a blue horizontal line underneath it.

CUBISCAN ORIGINS

CUBISCAN ORIGINS

- Founded in 1987
- Early pioneer in the dimensioning industry
- Design, develop, manufacture, and sell products
- Based in the USA: Farmington, Utah
- Private company with 100+ employees
- Partnership for 20 years with German company
- Together we share 30+ worldwide distributors
- Most recognized worldwide dimensioning brand
- Became an ESOP in 2020



A group of hikers is shown in a mountainous landscape. The hiker in the foreground is wearing a blue jacket, a white beanie, and sunglasses, and is using trekking poles. Other hikers are visible in the background, also equipped with gear. The text "CUBISCAN PHILOSOPHY" is overlaid in white, with a blue horizontal line underneath it.

CUBISCAN PHILOSOPHY

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- We want to be a “trusted guide”
- Objectively educate customer prospects
- Provide test equipment
- Let equipment (and vendor) prove themselves
- Honor customer wishes and decisions
- Business will take care of itself



CUBISCAN PRODUCTS



Cubiscan 325



Cubiscan 100



Cubiscan 1200



ESOP

- I owned 53% of a privately-held company. My options were:
1) stay the course, 2) sell to third-party, 3) create an ESOP.
- An ESOP allowed: other shareholders to sell their privately-held stock (harvest wealth), provided the best long-term opportunities to our employees, and honored/preserved the relationships with our German partner and international Distributors.
- I stayed to see that things worked, to help colleagues with the transition, and to assure employees, German partner, and Distributors of continuity.
- Now, after 5 years, sale of 53% is 100% seller-note transaction.
- Retained Chairman of the Board position.



A group of hikers is shown in a mountainous landscape. The hiker in the foreground is wearing a blue jacket, a white beanie, and sunglasses, and is using trekking poles. Behind him, several other hikers are visible, though they are less distinct. The word "DISCUSSION" is overlaid in white capital letters, with a blue horizontal line underneath it.

DISCUSSION



CUBISCAN[®]