



COVER TO COVER

An LBS Newsletter
Summer 2024



INTRODUCING DAN NIBE & HIS INITIATIVES FOR LBS



We are excited to introduce Dan Nibe as the new President and CEO of LBS. With a proven track record in business management and a deep commitment to innovation and customer satisfaction, Dan brings a fresh perspective and strategic vision to our company.

Vision for the Future

Dan envisions a dynamic future for LBS. In the short term, he will focus on enhancing our core strengths and adapting to market conditions. Looking ahead, growth and diversification are key. While bookbinding remains our core business, identifying additional vertical markets will ensure LBS remains resilient and adaptable.

Over the next year, Dan will implement the Entrepreneurial Operating System (EOS) across all levels of the business, streamlining operations, enhancing efficiency, and fostering a culture of accountability. Additionally, a comprehensive sales plan will be developed to expand our market share, while optimizing our operations.

Navigating Industry Trends

The industry is experiencing significant shifts, and LBS is well-positioned to thrive in this evolving landscape. Our commitment to maintaining high-quality products, in-house processing capabilities, and fast turnaround times enables us to meet the demands of lower volume, short lead-time business.

LBS will diversify our product offerings to include various price points, catering to a broader customer base. This strategy will transform LBS into a one-stop source for materials, enhancing our competitive edge.

Enhancing Customer Experience

Under Dan's leadership, LBS will continue to prioritize the customer experience. Implementing Key Performance Indicators (KPIs) that measure customer satisfaction will be essential. By regularly monitoring these metrics, we can ensure continuous improvement in our services.

We are also excited to introduce new product solutions at tiered quality and price points, providing our customers with greater flexibility to match their specific needs. This approach will streamline vendor management for our clients while offering them the options they require.

A customer-first focus will remain at the core of our initiatives. By maintaining this core value, we will enhance our day-to-day business operations, ensuring that customer needs are always front and center.

Leadership and Expertise

Dan brings a wealth of experience to LBS. His leadership principles—emphasizing accountability, data-driven decision-making, and fair treatment—align perfectly with our company's values.

Dan was particularly drawn to LBS because of our exceptional company culture, which is a result of being 100% employee-owned. This unique ownership structure fosters a sense of pride and commitment among our team members, driving our collective success.

Having the right team in place is crucial, and Dan understands the importance of trust and execution in achieving our vision. His leadership will guide LBS towards achieving remarkable results, as we work together to build a stronger, more innovative company.

With Dan Nibe at the helm, LBS is poised for a future of growth and excellence. We are committed to delivering exceptional value and service to our customers, and we look forward to the exciting journey ahead. Thank you for your continued support as we embark on this new chapter together.

You can contact Dan at dann@lbsbind.com or at 515.299.7402

LBS ATTENDS BOOK MANUFACTURERS INSTITUTE'S SPRING CONFERENCE

A Notable Event for the Industry

LBS recently participated in the Book Manufacturers Institute's (BMI) Spring Conference in Washington, DC, an event that brought together key stakeholders to discuss the current state and future of the book industry. This year's conference highlighted a significant stabilization within the market. The availability of materials and demand levels, although reduced from the pandemic surge, have normalized and remain higher than pre-pandemic years.

One of the conference's standout activities was a guided tour of the Library of Congress, providing attendees with a fascinating glimpse into the nation's most extensive literary archive. This tour was a remarkable experience, nurturing a deeper appreciation for the significance of books and the printed word.

Throughout the conference, discussions emphasized ongoing trends that are reshaping the book manufacturing landscape. One notable trend is the increasing prevalence of shorter print runs and the rise of print-on-demand (POD) and book-of-one production models. These changes are driving book manufacturers to invest in advanced equipment to enhance efficiency and adaptability. In parallel, material suppliers and equipment manufacturers are developing products that support this production model, ensuring that the industry can meet current demands with agility and precision.

A highlight of the event was our own Director of Sales Operations, Patrick Spellman, receiving the Rising Star Award. This accolade, now in its fifth year, recognizes emerging leaders in the book industry who are making significant contributions to their companies, communities, and the industry at large. Patrick's dedication and innovative approach have distinguished him in a competitive field, marking him as a formidable force in the book manufacturing sector. This year, for the first time, BMI honored two recipients of the award, celebrating both an Active (printer) member and an Associate (supplier) member, which underscores the collaborative spirit of the industry.

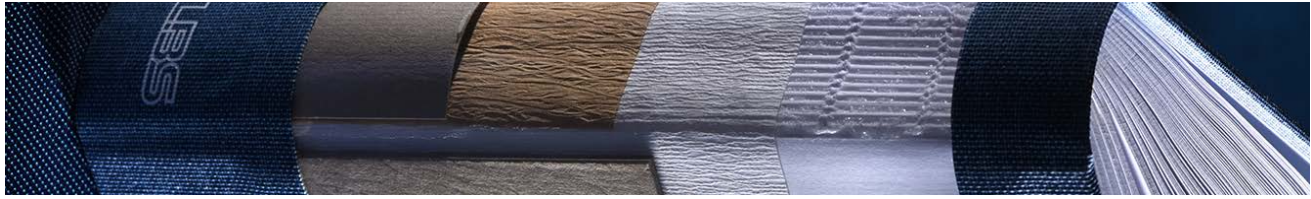
The BMI Spring Conference served as a platform for industry professionals to exchange insights, celebrate achievements, and explore future innovations. LBS is proud to be part of this dynamic community, contributing to and learning from the collective efforts to advance the book manufacturing industry. We extend our congratulations to Patrick Spellman and all the honorees whose dedication and vision continue to drive the industry forward.



Recipients of the BMI 2024 Rising Star award

*Bridget Freidel, Lead CI/Lean Business Process Analyst at Thomson Reuters
Patrick Spellman, Director of Sales Operations at LBS*





REINFORCING MATERIALS IN BOOK MANUFACTURING

Innovations and Best Practices

The selection of reinforcing materials is vital for ensuring the durability and longevity of hard cover books. These materials play a crucial role in maintaining the structural integrity of the spine, especially as the industry moves towards on-demand production runs. This article explores the evolution of reinforcing materials with special considerations for short production runs, and the marking of capping materials to enhance production efficiency.

The Role of Reinforcing Materials

Reinforcing materials are applied to the spine of the book block before the cover is attached. They provide necessary support, enabling the book to withstand repeated handling and use. The effectiveness of these materials is measured by their durability, flexibility, and resistance to environmental factors like moisture.

Modern Reinforcing Materials

Crepe paper has been a traditional choice for spine reinforcement. Advancements in materials science have created new alternatives, such as GS5L or GP2R, which offer improved properties:

- **Enhanced Durability:** These materials are designed to last longer, even with extensive use.
- **Moisture Resistance:** Many modern materials resist moisture, preventing degradation.
- **Increased Strength:** They offer better structural support, reducing the risk of spine damage.

Marking of Capping Materials

To further increased production efficiency, the marking of the head (or tail) of capping materials is a service offered by LBS. This practice helps address orientation issues that can occur during bookbinding:

- **Reduced Errors:** Clear markings help ensure correct orientation, reducing mistakes.
- **Greater Efficiency:** Correctly oriented materials streamline the production process.

Reinforcing Materials in On-Demand Binding

The shift towards on-demand book production has necessitated improvements in efficiency and accuracy, forcing material manufacturers to develop products that reduce machine setup times or streamline production steps.

One aspect is the printability of reinforcing materials, allowing the transfer of barcodes directly into the spine reinforcement material on the overlap. This offers several benefits:

- **Improved Tracking:** Simplifies tracking during production.
- **Greater Efficiency:** Reduces the need for any additional labeling, which speeds up the production processes.
- **Accuracy:** Minimizes errors when identifying and sorting books, which is crucial in large-scale operations.

Reinforcing materials are a critical component in book manufacturing, influencing the durability and longevity of books. As the industry continues to evolve, material advancements will ensure that books remain robust and high-quality, ready to endure the rigors of time and use.

Ask our LBS experts for their recommendations regarding your equipment and production runs.

MEET JOSE ESPINAL

The Newest Member of Your LBS Sales Team

Welcome to the LBS family, Jose! Can you tell us a bit about your background and what brought you to LBS?

Jose: Thank you! I'm thrilled to be here. I've spent many years in the cover board industry, working closely with the book industry. Over the years, I've developed a deep understanding of the market and its unique needs. Before joining LBS, I worked on the supplier side, and during that time, I admired LBS's customer-centric approach and commitment to integrity. It was clear that LBS always did the right thing for their customers, and that really resonated with me.

That's wonderful to hear. What made you decide to join our sales team?

Jose: Joining LBS felt like a natural progression for me. I had always respected the way LBS operated and valued their customers. When the opportunity arose to join the sales team, I knew it was the right move. The supportive culture here is amazing, and being part of a 100% employee-owned company that genuinely cares for its employees and customers made the decision even easier. I was welcomed with open arms, and it already feels like home.

We're excited to have you with us. How do you think your experience will benefit our customers?

Jose: With my extensive experience in the cover board industry, I bring a wealth of knowledge that can help our customers make informed decisions. I've seen the industry from both the supplier and now the distributor's perspective, which gives me a unique insight into the challenges and opportunities our customers face. I'm here to be a resource for them, to understand their needs, and to provide solutions that add value to their businesses.

We're glad to have you on board, Jose. Is there anything else you'd like our readers to know?

Jose: Just that it's an exciting time to be at LBS, and I'm grateful for the opportunity to grow with such a passionate and dedicated team. I'm really looking forward to meeting and working with everyone. My door is always open, and I'm here to help in any way I can. I'm looking forward to building strong relationships with our customers and contributing to their success.

Thank you, Jose! We are excited about the expertise and enthusiasm you bring to the team. Welcome once again to LBS!

Jose Espinal is the Regional Territory Account manager for Illinois, Indiana, Michigan, and Minnesota

You can contact Jose at jespinal@lbsbind.com or at 331.219.5486



LBS HOLIDAYS & INDUSTRY EVENTS

- *Independence Day: July 4-5*
- *Labor Day: September 2*
- *Printing United Expo: September 10-12, 2024 in Las Vegas, NV*
- *Book Manufacturing Mastered: October 1 in Cambridge, MA*
- *2024 BMI Annual Conference: October 26-28 in Naples, FL*



A FAREWELL TO LBS PRESIDENT & CEO

Celebrating Rob Mauritz's career as he announces his retirement

Today, we want to acknowledge the remarkable career of Rob, who has announced his retirement as President & CEO of LBS, effective July 3, 2024. Throughout his tenure, Rob's transformative leadership and unwavering dedication have guided LBS through pivotal milestones and challenges, leaving an indelible mark on our company.

Under Rob's leadership, LBS expanded its service offerings and solidified its position as a comprehensive provider of materials to major book manufacturers. His vision has propelled LBS from a library binding supplier to an industry leader.

A highlight of Rob's tenure was when LBS was named the 2023 Employee Owned Company of the Year by the Iowa/Nebraska Chapter of The ESOP Association, underscoring Rob's commitment to our employees and our shared success.

As Rob transitioned to the role of Strategic Advisor on June 3, we welcomed Dan Nibe as our new President & CEO. With his proven track record in operational excellence and strategic leadership, Dan is well-positioned to lead LBS into its next chapter of growth and innovation.

Rob, your 30+ years of dedication have shaped LBS into the company it is today. We extend our heartfelt thank you for your leadership and wish you the best in your well-deserved retirement.

