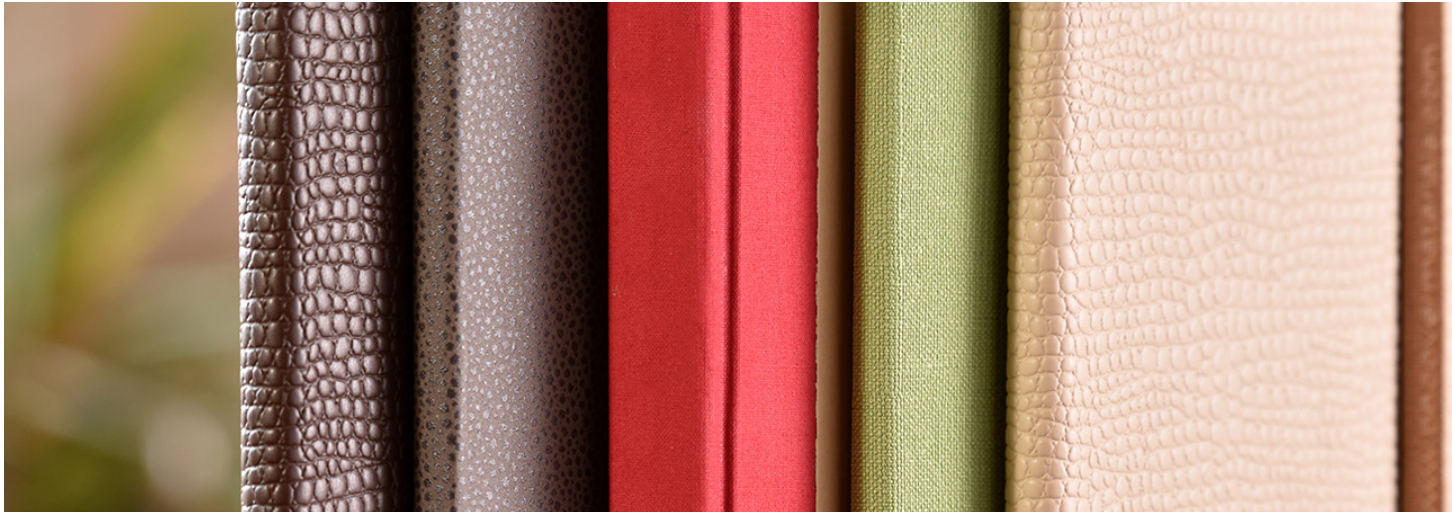




COVER TO COVER

An LBS Newsletter
Autumn 2024



NAVIGATING SUPPLY CHAIN DISRUPTIONS: LBS HAS YOU COVERED!

The recent Longshoremen strike on the East Coast, like past events such as the Suez Canal blockage, highlights how global logistics can face unexpected disruptions. Book binderies and packaging manufacturers are especially vulnerable to delays, which can impact production schedules.

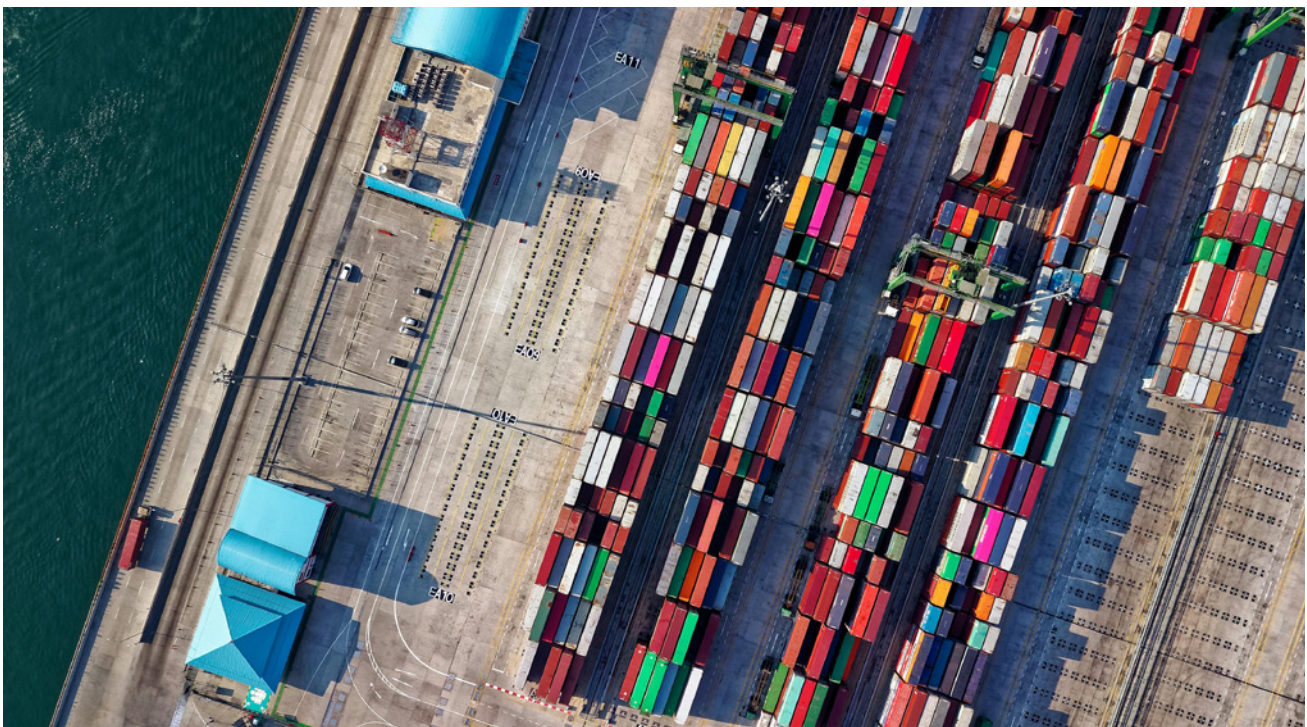
At LBS, we're well-positioned to help you adapt. Our extensive product portfolio, sourced from both international and domestic suppliers, ensures we can always offer an accessible solution. If pivoting to alternative materials is warranted in light of supply chain disruptions, our expert team will guide you through testing to find the best fit for your needs.

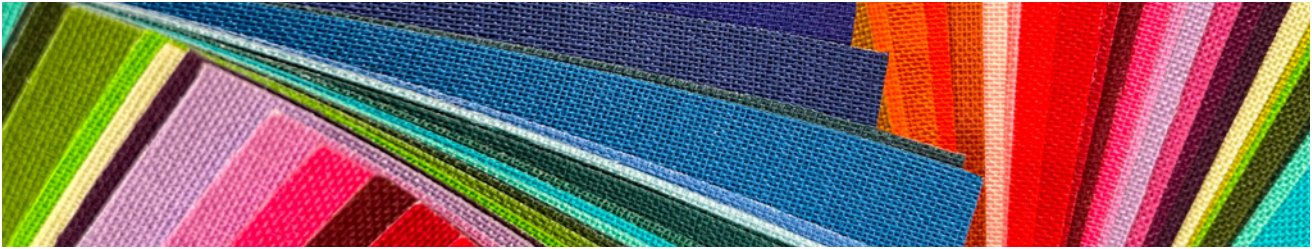
Evaluating Your Sourcing Strategy

With strike negotiations set to resume in January 2025, now is the time to reflect on recent disruptions and assess potential vulnerabilities. LBS's diverse product offerings provide the flexibility needed to keep your production running smoothly, even in challenging times.

Our goal is to offer high-quality materials and peace of mind. Should you need assistance exploring alternative products, our team is here to help. Contact LBS today to ensure your business remains resilient in the face of future supply chain challenges.

We're Here to Help—Your Success is Our Priority!





A DEEP DIVE INTO THE WORLD OF COVER MATERIALS

At LBS, we understand that the cover of your book or package is more than just a protective layer—it's the first thing people see, touch, and experience. Whether you're working on a hardbound book or designing luxury packaging, the right cover material can set the tone for your entire project. That's why we offer an extensive range of cover materials, each designed to create both a visual and tactile experience.

A Plethora of Options

Our selection spans from classic book cloth, offering timeless sophistication, to innovative specialty papers that can mimic the look and feel of leather, woven fabric, or even provide a soft, velvety touch. These materials allow you to craft an experience, whether you're looking for something traditional or cutting-edge.

Factors to Consider When Selecting a Cover Material:

Frequency of Handling: If your product will be handled frequently, durability becomes a crucial factor. Book cloth and specialty materials designed for high-wear environments may be ideal for items like reference books or luxury catalogs that will see heavy use.

Decoration and Finishing: Consider how you plan to decorate the cover. Some materials, such as smooth paper or certain cloth finishes, take better to foil stamping, embossing, or debossing. If you plan on intricate designs or multi-step decorating processes, choosing a material that complements those techniques will save time and ensure a professional finish.

Budget: Cost is always a factor. Premium materials like textured fabrics or genuine leather might offer a more luxurious feel but can impact the overall budget. If cost-efficiency is important, there are many mid-range options that still offer quality and aesthetic appeal without compromising your bottom line.

Equipment Compatibility: The type of equipment you're using for production is another critical element. Some materials perform better on specific types of binding and finishing machines. We recommend consulting with our experts to ensure you choose a material that runs smoothly with your equipment, minimizing waste and ensuring efficiency.

Expert Guidance and Online Tools

At LBS, we not only offer a wide variety of materials but also provide the tools and expertise to guide you in making the best choice. On our website (www.lbsbind.com/cover-materials), we offer advanced filtering options that allow you to narrow down your search based on texture, color, and functionality. And our online color guide gives you the ability to explore materials in various hues, helping you visualize the perfect match for your project.

Every project has its unique needs, and selecting the right cover material can be the difference between a good product and a great one. With our range of high-quality materials, expert guidance, and tailored support, LBS is your partner in bringing your vision to life—one cover at a time.

EMPLOYEE OWNERSHIP MONTH

The Benefit of Partnering With an ESOP

October is Employee Ownership Month, a time to celebrate the positive impact employee-owned businesses have on their employees, communities, and most importantly, their customers. As a 100% employee-owned company, LBS is proud to be part of this movement, and we want to highlight how our ownership model creates unique advantages for those who choose to partner with us.

What Employee Ownership Means

LBS operates as an ESOP (Employee Stock Ownership Plan), which means each employee has a stake in the success of the company. This ownership structure fosters a culture where every team member is committed to excellence, innovation, and customer satisfaction. We're not just employees—we're owners with a vested interest in ensuring your success.

The Benefits to Our Customers

Working with an employee-owned company like LBS means you're partnering with a team that goes beyond a typical vendor relationship. Here's why that makes a difference for you:

1. Accountability at Every Level

As owners, each employee at LBS takes full responsibility for the quality of service and products we deliver. Every decision we make is viewed through the lens of long-term success, and that success hinges on meeting and exceeding your expectations. We take ownership—literally—of every interaction and every outcome.

2. A Motivated Team

Employee-owners are driven by the shared goal of growing the business sustainably. This means you can count on us to be proactive, innovative, and always ready to find the best solution for your needs. When employees are invested in the success of the company, they are more engaged, creative, and dedicated to delivering the best results for customers.

3. Long-Term Relationships Built on Trust

Our goal isn't just to sell products—it's to build lasting partnerships. Because each team member has a personal stake in the company's success, we approach every relationship with a long-term perspective. We're committed to fostering trust, ensuring transparency, and providing consistent support. We see ourselves as an extension of your team, working collaboratively to help you succeed.

4. Community and Sustainability Focus

Employee-owned companies tend to be deeply rooted in their communities, and LBS is no exception. As owners, we understand that our success is tied to the well-being of our employees and the communities we serve. We make decisions that are not just economically sound but socially responsible. This mindset translates into sustainable practices, ethical business decisions, and a commitment to making a positive impact on the industries we serve.

Celebrating Employee Ownership Month

This October, we celebrate Employee Ownership Month by reaffirming our commitment to our customers, employees, and the communities we serve. We are proud to be part of an employee-owned company where each of us is empowered to drive success, and we believe that this model is a key differentiator in the quality of service and support we provide.

Thank you for partnering with LBS. When you work with us, you're not just working with a company—you're working with a team of dedicated employee-owners who are passionate about helping you achieve your goals.





LBS'S CONSULTATIVE APPROACH

Supporting Customer Success During the Implementation of New Equipment

At LBS, we take pride in our consultative approach, working closely with customers to ensure they have the right materials for their evolving needs. Recently, one of our longtime customers in the book manufacturing industry invested in new equipment, and our team stepped in to provide expert guidance and support, helping them maximize the return on their investment.

One of the key steps in this process was conducting trial runs using specific materials, including endsheets tailored for the new equipment. These trial runs are critical, as they allow both LBS and our customers to evaluate how materials perform under real production conditions. Testing helps fine-tune machine settings, identify potential adjustments, and ensures that the materials chosen will run efficiently, minimizing downtime and waste while enhancing overall output quality.

In this case, endsheet size played a significant role in the testing phase. Different equipment may have varying handling capabilities, requiring specific endsheet dimensions for optimal performance. Working closely with the customer, we provided multiple endsheet sizes to determine which would deliver the best results based on the machine's specifications. These tests not only helped the customer train on the new equipment but also ensured the endsheets fit perfectly within the machine's capabilities, leading to smoother production and improved efficiency.

While this example focused on endsheets, LBS offers the same level of consultation across a wide range of materials. Whether it's cover boards, adhesives, reinforcing materials, or cover materials like cloth and specialty paper solutions, we ensure that every product recommendation is tailored to meet the unique demands of the customer's equipment and production processes. Our goal is to help our customers achieve seamless integration of new materials, boosting both performance and productivity.

Throughout the trial period, we maintained continuous communication, reviewing results and offering material recommendations that further enhanced their operations. Thanks to this collaborative effort, we successfully identified the endsheet styles and sizes that worked best for their new equipment.

At LBS, this ongoing exchange reflects our commitment to being more than just a supplier – we're a partner in our customers' success, offering tailored solutions to meet their unique needs and helping them stay competitive in an ever-evolving industry. We look forward to continuing to support this customer, and many others, with our industry knowledge, innovation, and personalized service!

MEET LORI SYKES AND TONY NELSON

Lori, you've been with LBS for 15 years, and Tony for 11. What brought you to LBS, and what has kept you here?

Lori: I joined LBS through our former division, Corporate Image, where I learned about luxury packaging and presentation materials. What's kept me here is the culture. As employee-owners, we're all working toward the same goals, and that sense of ownership is powerful.

Tony: I've always been drawn to the technical side, helping customers choose materials that work well with specific bookbinding equipment. LBS gave me the chance to deepen that knowledge, and like Lori, the collaborative culture keeps me here.

You both bring different strengths—Lori, with materials, and Tony, with equipment expertise. How do you collaborate?

Lori: We cross-reference each other a lot. I focus on the look and feel of materials, while Tony ensures they'll work smoothly on the customer's equipment. It's about matching aesthetics with functionality.

Tony: Exactly. We both have unique insights, and by collaborating, we create better solutions for our customers, ensuring their projects run smoothly and look great.

How does being part of a 100% employee-owned company impact your roles?

Lori: It creates a deeper sense of responsibility. We're not just employees; we're co-owners, so we're invested in delivering the best results for our customers and each other.

Tony: Definitely. Knowing that our success directly affects the entire company makes us more committed to helping our customers in a way that builds long-term relationships.

Contact Lori at loris@lbsbind.com or 515.299.1011
Contact Tony at tonyn@lbsbind.com or 515.299.7431

Interviewer: You both recently attended the Book Manufacturing Mastered event in Massachusetts. What were your key takeaways?

Tony: One of my main takeaways was the need for book manufacturers to really hone in on their strengths and get exceptionally good at them. This will help manage costs and improve efficiencies across the board.

Lori: I completely agree. The event was packed with valuable information from the panelists, speakers, and roundtable discussions. It was a fantastic opportunity for publishers, printers, manufacturers, and vendors to come together and share insights about the book industry.

Interviewer: Thank you both for your insights and for sharing your experience from the event!



LBS HOLIDAYS & INDUSTRY EVENTS

- *Thanksgiving: November 28th & 29th, 2024*
- *2024 BMI Annual Conference: October 26th-28th in Naples, FL*
- *Christmas: December 24th & 25th, 2024*
- *New Year's Day: January 1st, 2025*

