



# COVER TO COVER

An LBS Newsletter  
Spring 2025



# NAVIGATING SUPPLY CHAIN DISRUPTIONS: LBS KEEPS YOU COVERED!

**T**he global supply chain continues to face challenges, and pending tariffs on imported materials add another layer of complexity for book binderies and packaging manufacturers. Much like past disruptions—including the Longshoremen strike and international shipping delays—these changes could impact costs, lead times, and product availability. At LBS, we're prepared to help you navigate these shifts with confidence.

## A Reliable Sourcing Strategy Amid Tariff Uncertainty

With tariffs on the horizon, now is the time to evaluate your sourcing strategy and explore options to mitigate potential cost increases or supply disruptions. Many essential materials, such as cover board, are typically imported from Europe or Asia. While LBS works with these leading international suppliers, we also have strong relationships with domestic mills that manufacture our exclusive PRIMEONE™ branded cover boards—ensuring a consistent and reliable supply for our customers.

Additionally, cover materials, reinforcing materials, and other critical components may also be affected by tariffs. To stay ahead of potential challenges, LBS is proactively negotiating with our vendors and evaluating our stocking position on key products. Our goal is to minimize disruptions and provide stability for our customers.

## Adapting with Expert Guidance

If tariff-related adjustments require a shift in materials, our experts are here to guide you through testing and selection to find the best fit for your needs. Whether you need domestically sourced cover board, alternative cover materials, or assistance evaluating the best path forward, we're committed to supporting you every step of the way.

## Stay Ahead of Supply Chain Challenges

Uncertainty is a given in today's market, but with LBS as your partner, you can stay ahead of disruptions and maintain your momentum. Contact us today to discuss how we can help you develop a resilient sourcing strategy that minimizes risk and maximizes efficiency.

**We're here to help—your success is our priority!**

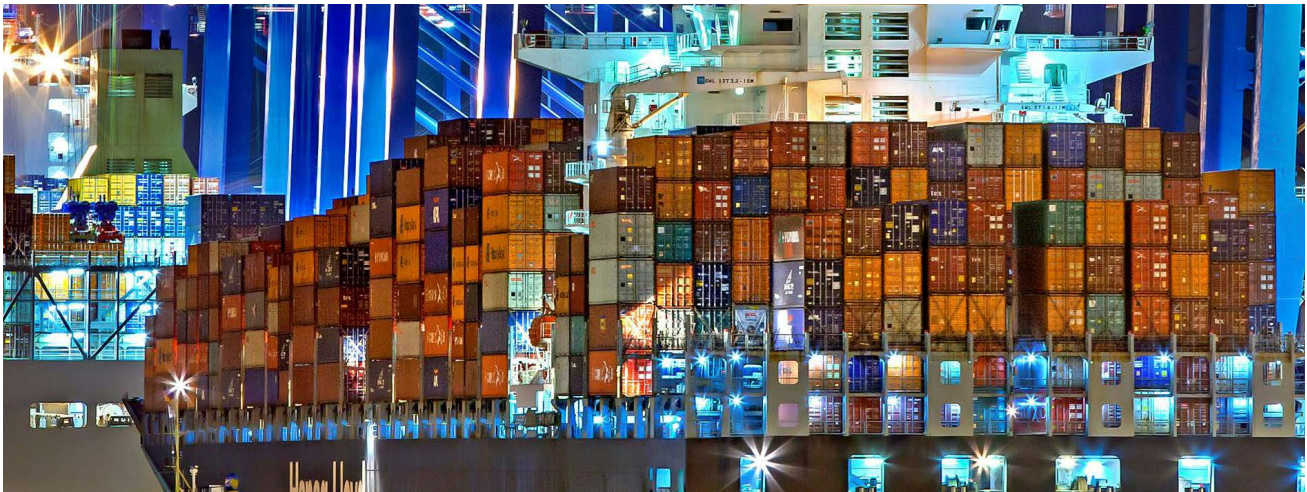




Photo Credit: LuxePack on LinkedIn

## LBS INVESTS IN CONTINUOUS EDUCATION & INDUSTRY CONNECTIONS

**A**t LBS, we believe in the power of continuous education and the value of building strong industry relationships. This past month, our team members had the opportunity to attend two important industry events: PubWest in New Orleans and LuxePack Los Angeles. These conferences provide invaluable insights into market trends, emerging technologies, and customer needs—all of which help us serve our customers better.

### PubWest: Exploring the Future of Publishing

PubWest is a premier publishing event that brings together a variety of talents from the book industry, including authors, publishers, manufacturers, and suppliers. Our team attended a variety of sessions to gain insights into key industry topics such as print-on-demand versus offset printing, the impact of AI in publishing, and strategies to maximize revenue from existing titles. These discussions provided valuable takeaways that will help us support our customers in the evolving publishing landscape.

### LuxePack Los Angeles: A Deep Dive into Luxury Packaging Trends

LuxePack Los Angeles is a dynamic event, bringing together leaders in luxury packaging, particularly in the beauty and cosmetics industries. A key takeaway from the conference was the importance of differentiation in packaging design. Brand owners are seeking materials and solutions that make their products stand out in an increasingly competitive market. With LBS's extensive range of cover materials, we are well-positioned to provide unique and high-quality solutions for luxury packaging needs.

### Strengthening Our Industry Presence

These events reinforce our commitment to staying at the forefront of industry trends while also giving us the chance to meet our customers face to face. By continuously investing in our team's education and market knowledge, we ensure that LBS remains a trusted and innovative partner for our customers.

We look forward to future industry events and the opportunities they bring to strengthen partnerships, gain new insights, and showcase the expertise that sets LBS apart. Looking ahead, we are excited to announce that LBS will be exhibiting at LuxePack New York in May, and we can't wait to connect with many of you there!



LBS Regional Territory Account Manager Lori Sykes at PubWest 2025

# FINDING THE PERFECT BOND

*A Deep Dive into LBS's Glue & Adhesive Offerings*

**W**hen it comes to bookbinding, case making, and luxury packaging, choosing the right adhesive is just as crucial as selecting the right board, cover material, or finish. At LBS, we offer a comprehensive range of high-quality glues and adhesives—whether you're looking for strength, flexibility, or ease of use, our adhesive solutions are formulated to provide optimal performance for your application.

## A Variety of Adhesives for Every Need

LBS offers an array of adhesive options, each suited to specific manufacturing processes and materials:

- **Dextrin-Based Adhesives** – Known for their fast tack and high solids content, dextrin adhesives are widely used in case making and general bookbinding applications. They offer excellent adhesion to paper, board, and cloth.
- **Hot Melt Adhesives** – These adhesives provide a strong, flexible bond and are commonly used in perfect binding and spine gluing. Their rapid set time ensures efficiency in high-speed production environments.
- **Protein Glues** – Also referred to as animal glue, these adhesives offer superior flexibility and durability. They are ideal for case making and applications that require a strong, long-lasting bond.
- **Resin-Based Adhesives** – Formulated for exceptional strength and adhesion, resin-based adhesives are used in demanding applications such as luxury packaging and specialty bookbinding where durability and high performance are critical.

## A One-Stop Shop for Adhesives & Materials

LBS sources our adhesives from a variety of leading manufacturers, ensuring we provide high-quality solutions for our customers. As a one-stop shop, we have the knowledge and expertise to make recommendations for the best products to use with our other materials, including cloth, specialty paper, cover boards, and endsheets. Our team understands the unique compatibility requirements of different materials and can guide you in selecting the ideal adhesive for your specific needs. Plus, we can often ship your adhesives alongside other materials, helping you save on freight costs and reducing the time spent coordinating multiple vendors.

## Expert Guidance & Reliable Supply

When was the last time you evaluated your adhesive selection? Advancements in adhesive technology continue to improve efficiency, reduce equipment maintenance, and enhance product performance. Exploring new options or sourcing from a trusted supplier like LBS could help streamline your operations and improve results. Our experienced team is here to guide you in selecting the right adhesive for your materials and production processes. Plus, with our commitment to maintaining a reliable inventory, you can trust us to have the adhesives you need when you need them.

**For a full overview of our adhesive offerings, check out our [Glue & Adhesives Product Guide](#) or contact us today to discuss your specific needs!**



# MEET DILLON DYER

*West Coast Regional Territory Account Manager*

We're thrilled to welcome Dillon Dyer to the LBS team as our new West Coast Regional Territory Account Manager! We caught up with Dillon to learn more about his background and what excites him about his new role at LBS.

**Q: Dillon, welcome to LBS! Can you share a bit about your background and what led you to join our team?**

**Dillon:** Thank you! I've spent over 25 years in the adhesives and packaging industries, working in sales and technical support. My experience has given me a deep understanding of how to help customers find the right solutions, especially when it comes to adhesives. What excites me about joining LBS is the opportunity to work with a team that has such a strong focus on customer service and providing tailored solutions. I'm looking forward to applying my expertise in adhesives to help our clients achieve their goals, while also growing my expertise with the wide range of materials LBS offers.

**Q: With your experience in adhesives, you've certainly been familiar with the materials used in book and package manufacturing. How does this new role at LBS expand your ability to serve customers?**

**Dillon:** That's a great question! In my previous roles, I always understood how different substrates affect adhesive performance, and that knowledge has been key in recommending the right adhesives. What I'm excited about at LBS is having the full spectrum of materials at my fingertips. It's not just about adhesives anymore—I can now offer solutions that include boards, cover materials, reinforcing materials, and more. This means I'm able to help our clients create their projects exactly how they envision, with the perfect combination of materials that work together seamlessly. It's a fantastic opportunity to support customers in a more comprehensive way.



**Q: You are located in Oregon and our go-to contact for clients on the West Coast. How will your location affect how you service our clients?**

**Dillon:** Oregon is a great location for me to serve our West Coast customers. I'm just a short drive away from most of the regions I cover, so I can meet clients in person, provide on-site support, and build stronger relationships. Being local helps me stay connected to the people I'm working with, and I love that I can respond quickly to customer needs. It's all about making that personal connection and offering the best service I can.

**Q: What excites you most about your new role at LBS?**

**Dillon:** I'm excited about the opportunity to work with such a talented team and to be able to offer our customers a broader range of solutions. I've always enjoyed helping clients solve problems with adhesives, but now, I get to offer the full suite of materials! Plus, LBS's commitment to employee ownership and our strong company culture really resonates with me, and I'm excited to be part of a team that values both professional and personal growth.

**Thank you, Dillon!**

Contact Dillon at [dillond@lbsbind.com](mailto:dillond@lbsbind.com) or 503.470.9137

## LBS HOLIDAYS & INDUSTRY EVENTS

- *Memorial Day: May 26*
- *BMI Spring Conference: April 27-29*
- *LuxePack NY (LBS to exhibit): May 7 & 8*

