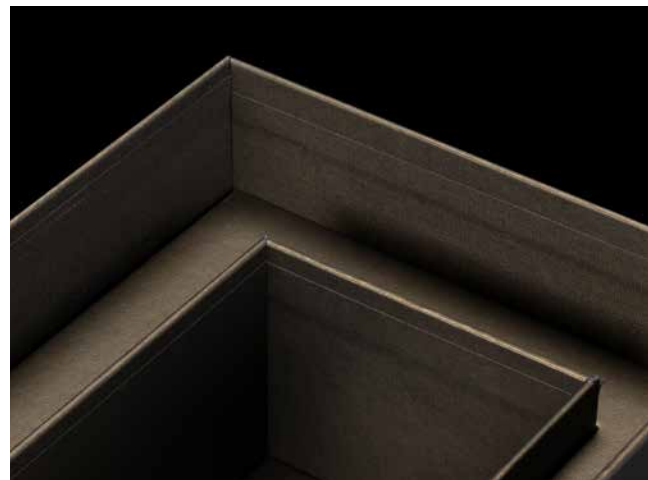
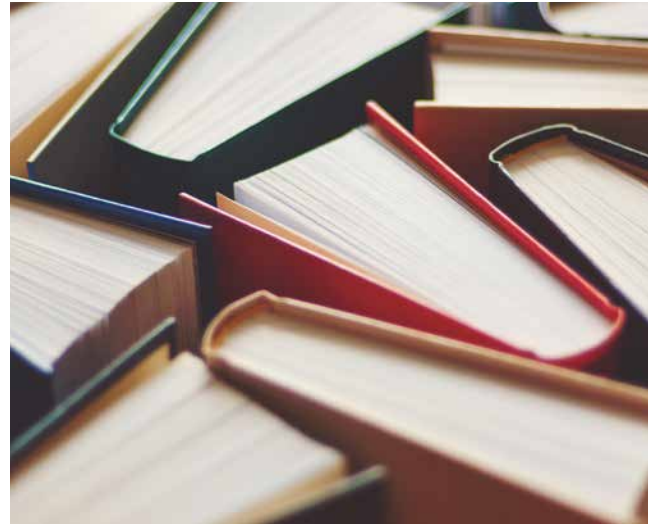




# COVER TO COVER

An LBS Newsletter  
Summer 2025



# A NEW MILESTONE FOR LBS: WELCOMING PILGRIM PACKAGING TO OUR FAMILY OF COMPANIES

**W**e are excited to announce a significant milestone in LBS's continued growth: the acquisition of Pilgrim Packaging, an Illinois-based distributor specializing in packaging products for the floral and related industries. This acquisition strengthens our employee-owned company and expands our capabilities, enhancing the value we provide to our customers.

## **A Natural Fit for LBS**

[Pilgrim Packaging](#) is a trusted distributor of materials that enhance the presentation and secure the delivery of fresh flowers, bouquets, and other floral arrangements. While their product focus differs from LBS's, the acquisition is a great fit for both companies. We share a commitment to delivering high-quality materials and outstanding customer service, making this partnership a natural extension of LBS's mission to provide comprehensive solutions across industries.

## **Dedicated Teams**

The addition of Pilgrim Packaging brings expertise and resources to LBS, strengthening our foundation for future growth while ensuring we continue delivering the high level of service and support you've come to expect. Our dedicated sales and customer service teams will continue to operate independently by division, allowing us to maintain our strong focus on customer needs and industry expertise.

## **Looking Ahead**

This latest acquisition brings valuable experience and resources that will further strengthen LBS, while maintaining our commitment to delivering the high-quality materials and exceptional customer service you rely on. Thank you for your continued partnership with LBS. We look forward to serving you as we move into this exciting new chapter.







## ALWAYS A PATH FORWARD: A VERONA® CLOTH STORY

**A** recent project with one of our book manufacturing customers put our problem-solving skills to the test. The bindery had just completed a job using our [VERONA](#) cover material and shipped the order to their client. While the books were in transit, the author requested a small additional quantity for an upcoming book signing. The challenge? The specific VERONA color was temporarily out of stock.

We quickly reviewed possible options—pivoting to a similar material that could work, or reaching out to the mill for a potential rush run. Both had merit, but neither could guarantee the right match within the short timeframe. The most practical solution was to quickly ship White VERONA to our customer, who applied a UV inkjet flood coat to replicate the original color. This approach allowed the books to be produced quickly, delivered on time, and still meet the visual and tactile expectations of the project.

It also highlighted one of VERONA's strengths—its excellent printability. In fact, this characteristic opens up opportunities for our customers to create custom-colored cloth for unique projects without waiting on mill production or having to meet minimum order quantities from the manufacturer for custom color matches.

“LBS is more than a supplier—they're a partner who helps us succeed, even when the timeline is challenging. Their quick thinking and practical approach made it possible for us to meet our customer's deadline without compromising quality.”

It's a clear example of our guarantee in action: *never without a solution, we always have accessible options.*



# INTRODUCING PRIMESELECT™ BOARD: HIGH-PERFORMANCE, SUSTAINABLE, AND COMPETITIVE

**I**n the world of bookbinding and luxury packaging, the right board is essential for creating products that are both durable and visually striking. As demand for sustainable, high-performance solutions grows, LBS is proud to introduce PRIMESELECT™, our new, exclusive cover board designed to meet the needs of today's most demanding projects. Made from 100% recycled material, PRIMESELECT is ideal for a variety of applications, from book covers to high-end packaging.

## Strategic Sourcing & Premium Quality

PRIMESELECT is the result of strategic sourcing, ensuring both consistent performance and superior quality. This board offers the durability and rigidity you expect from high-end products while providing an exceptional value. With a competitive price, PRIMESELECT is positioned as a smart, high-performance option for those looking for quality at a reasonable cost without compromising strength or finish.

## Numerous Calipers

PRIMESELECT is available in a range of standard calipers as well as high-density options, allowing for flexibility across different project needs. Whether you're designing for books, packaging, or custom projects, PRIMESELECT offers the perfect solution. For more information on available calipers, [visit our website](#) or contact us for personalized recommendations.

## Expanding In-House Board Cutting Capabilities

Alongside the introduction of PRIMESELECT, LBS is also making a strategic investment in expanded board cutting capabilities. This investment will allow us to provide shorter lead times and greater flexibility, ensuring we can meet your specific needs with even more precision and efficiency. Stay tuned for more details once the new equipment and facility are fully operational.

At LBS, we understand the importance of testing materials on specific equipment to ensure compatibility and performance. We are happy to provide samples for review or trial runs to help you evaluate PRIMESELECT for your operations. Contact us today to explore how this new product can add value to your designs.



# MEET ERIC HOLDMEYER

*Director of Sales*

Meet Eric Holdmeyer, our Director of Sales, who joined LBS in March 2025. Eric oversees both our sales and customer service teams, working to ensure both departments continue to enhance the customer experience. We spoke with Eric to hear about his experiences and vision for the future of LBS.

**Q: What has your experience been like at LBS so far?**

**Eric:** It's been a great experience! LBS has such a strong, experienced team, and I've really enjoyed learning from both our employee-owners and our customers. My goal is to ensure we're meeting our customers' needs as effectively as possible. I've had the chance to travel alongside our sales team for customer visits, which has given me a deeper understanding of how we can continue to offer flexible, responsive solutions.

**Q: You've also worked with our teams to expand our capabilities. Can you tell us more about that?**

**Eric:** One of the key areas we've been focused on is expanding our board cutting capabilities. By offering this service in-house, we can respond to customer orders more quickly and with greater flexibility. It's something we're really excited about because it allows us to meet our customers' specific needs with increased speed.

**Q: You've navigated some market disruptions since joining our team. How has LBS managed through those changes?**

**Eric:** Yes, the industry has seen its fair share of challenges over the last several months, but one of the things that sets LBS apart is our ability to adapt. As a distributor with a broad range of products, we've been able to stay nimble, offering alternative solutions and keeping customers informed as things evolve.



**Q: What excites you most about the future at LBS?**

**Eric:** I'm really excited about our growth. With expanded capabilities like board cutting and our focus on maintaining strong relationships with customers, I see a lot of potential for LBS to continue being a trusted partner and one-stop shop in the industry. Our employee-owned culture creates an atmosphere where everyone is committed to delivering excellence, and that's a huge advantage for us as we continue to grow.

**Q: Outside of work, what do you enjoy doing?**

**Eric:** I'm an Iowa native, so I love spending time outdoors with my wife and four kids. We enjoy hiking, boating, and staying active together as a family. I also love college football—go Cyclones!

**Thank you Eric!**

Contact Eric at [erich@lbsbind.com](mailto:erich@lbsbind.com) or 515.299.7423

## LBS HOLIDAYS & INDUSTRY EVENTS

- Labor Day: September 1st
- BMI Book Manufacturing Mastered: September 16th | New York, NY
- Printing United: October 22-24th, 2025 | Orlando, FL
- BMI Fall Annual Conference: November 1-3rd, 2025 | St. Augustine, FL

