



**L&M Corrugated  
Container Corporation  
can provide  
your company  
with all your  
packaging needs.**

## **Customer Spotlight - Vanguard, Inc.**

With a “no surprises” policy that’s been practiced for the past 18 years, Vanguard, Inc. has earned a reputation for delivering a flawless product that meets customer expectations 99.86% of the time. That’s no small feat when you consider that Vanguard ([www.vanguardtops.com](http://www.vanguardtops.com)) has produced thousands of point of purchase displays since its founding in 1960. With their continuous commitment to quality, their partnership with L&M was a natural evolution.

Working with their L&M Corrugated Container account executive, Peter Bayliss, Vanguard has re-engineered their packaging for one of their primary product lines. “We couldn’t be more thrilled,” says Brian Gilligan, Vanguard’s President. “We’ve completely eliminated Styrofoam and other non-recyclable elements. **Our products are now shipped with 100% recyclable packaging and our customers love it.**”

Vanguard had a number of green initiatives already in place on the manufacturing side of their business. Keeping materials out of the landfill, using occupancy-sensored lighting, insulating buildings with the highest “R” value available, and using high efficiency equipment are just a few examples. Ensuring that the packaging of their products was eco-friendly was a logical next step.

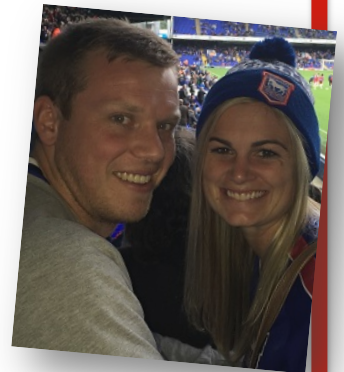
“We ship products all over the country and this packaging change has saved time and trouble for our customers too. Labor costs have been reduced as we don’t have to cut Styrofoam for every package. Everyone can recycle corrugated; that wasn’t the case with the Styrofoam. That’s an added value for our customers,” says Gilligan.

Gilligan looks forward to engineering corrugated packaging for additional product lines. “**We’ve eliminated the risk of shipping damage and increased the durability of our products,**” says Brian.

“This solution can be applied everywhere. And it’s enabled us to build on our “no surprises” practice...unless, of course, they’re pleasant surprises! We’re always happy to share those!”

## **Meet Vanguard’s Account Executive**

Peter Bayliss, an L&M Account Executive, joined L&M about a year ago. Originally from Bury St. Edmunds, England, Peter earned his Bachelor’s degree in Business Administration from Clarke University. He met his wife, Ashley, while a student at Clarke and they now call Dubuque home.



Peter’s father was in the Royal Air Force so his family had the opportunity to travel extensively and also lived in Germany for three years. That adventuresome spirit translates well to his role at L&M. “I embrace the challenge of adding new business while looking after my current customers. I’m an ambitious person and L&M is an ambitious company so it’s a good match,” says Peter.

Peter noted that L&M is continually focused on improvement by way of both technology and customer service. In his spare time, Peter and his wife enjoy traveling and watching/playing soccer.



## Meet Stacy England (STACYE@LMCONTAINER.COM)

Stacy is one of the veteran team members at L&M having joined the company seven and half years ago. Originally from Kenosha, Wisconsin, Stacy is a Customer Service Representative and focuses on servicing L&M's customers to ensure that their packaging needs are met. Between her involvement on a bowling league and raising a 7-year-old son, Stacy enjoys a busy lifestyle.



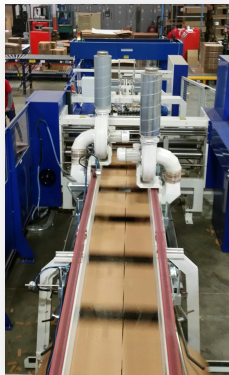
Stacy enjoys building on L&M's outstanding customer service reputation. "With my cosmetology background, I've always been focused on taking care of customers. Whether it's the right cut or the right shape, the details matter. My goal is to make sure the customer is happy ... always!"

## The EMBA 170 Quick Set

This machine has set a new standard in the world of corrugated machinery. Set-up times are extremely short, reliability is outstanding, and very high productivity ensures great service for decades to come. The EMBA 170 Quick Set will simply run, run, and run.

### QUICK FACTS

Board size:  
min. 175mm x 300mm  
max. 600mm x 1735mm  
max speed. 440 sh./min.  
26, 400 sh./h.



**ISO 9001** equips us to meet your every requirement. It is the ultimate global benchmark for quality management and a critical tool for boosting a company's success, profitability and market potential. We focus on enhanced customer satisfaction through the effective application of the system, including processes for continual improvement of the system, the assurance of conformity to customers, and applicable statutory and regulatory requirements.



### Our Core Values

- Integrity, honesty, respect ♦ Care about our customers ♦ Quality products
- ♦ Innovation/Commitment to continuous improvement ♦ Passionate
- ♦ Safe for employees
- ♦ Employees take ownership

### Our Brand Promise:

***"What YOU want. When YOU want it.  
Packaging made simple."***

**L&M Corrugated Container Corporation    [www.lmcontainer.com](http://www.lmcontainer.com)**

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