

## Form for Nomination for “Reprographics 101” **Reprographics Industry Hall of Fame**

Name of Nominee >>>	<b>David Limbaugh</b>
Yes	<<< Living
No	<<< Deceased
N/A	<<< If deceased, year deceased?
Companies this person was involved in / associated with / during his/her active involvement in the Reprographics Business and/or Industry >>>	M&S Computing Intergraph Byers Engineering Lellyett & Rogers (L&R Services)
Country (list all) >>>	USA
Region or State or City (list all) >>>	Tennessee (Nashville and Knoxville) and Southeast
If you know this, please provide the date range that this person was active in the reprographics business and/or Industry >>>	1992 - 2010
<b>(As revised):</b> To be eligible for consideration as a Hall of Fame inductee, each person must meet at least two or more of the following criteria – PLEASE indicate which criteria applies to the person you are nominating (please select <i>all</i> that may apply):	
<b>“X” as many blocks as may apply:</b>	<b>Criteria:</b>
X	- He/She grew a company, <i>from small to much larger than the average reprographics business</i> , and, in the process, their company became a multi-country or nationwide or multi-regional or regional or dominant-specific-market-area enterprise.
X	- He/She developed and/or introduced to the reprographics marketplace technology, either software or hardware or both, that had a dramatic impact on the reprographics business and industry. Note that the inductee may have been a reprographer <i>or</i> a vendor.
	- He/She founded and/or managed an industry association group, whether non-profit or for profit, that proved to have a significant impact on the reprographics business and industry.
X	- His/Her approach to being in the reprographics business represented a unique or special development.
X	- His/Her contributions to others, as a mentor and educator and sounding board, <i>whether or not they actually knew that they were considered a mentor</i> , had a profound, significant impact on the careers of others in the reprographics business.
	- He/She put forth, over a long-term basis, a significant effort to communicate industry relevant information for the benefit of reprographers .... in an effort to help reprographers develop/grow their businesses.
<b>Using the box below, please provide a “write-up” about this person and about his/her accomplishments:</b>	
Involved with development of CAD output software at Intergraph and Byers Engineering.	
Intergraph Customer Engineer in Europe from 1982-1984.	
Managed 'Tiger-Team' Support Group for Intergraph's Core IGDS package from 1984-1988, certifying new releases.	
Helped research and develop plotting software with Byers Engineering from 1990-1992.	
Helped develop the first implementation of Dow Jones laser imaging technology with CAD software at Lellyett & Rogers.	

Created standards for Architects and Engineers' CAD production for Reprographic needs to produce construction documents while with Lellyett & Rogers.

**David Limbaugh made his mark on the reprographics industry during his career at Lellyett & Rogers in Nashville, TN.** Lellyett & Rogers operated two divisions, its offset printing division (founded many years earlier) and its A/E services division, which came into being many years after L&R was first founded.

David was with L&R from 1992 to 2010. As David put it, "L&R revolutionized the Reprographics Industry's output options, from Laser Film Plotting for Color Offset Printing Plate production to Advanced B/W plotting offerings." While some might consider David's statement a bold one, I do not; it is true!

I had the honor and privilege of working with L&R for a couple of years during my career at NGI (I was a "shared employee", working for both L&R and NGI.) David Limbaugh is a genius. I was in awe of his knowledge and talent. Working under the guidance/direction of the President of L&R Services, Bryan Dyer, David spearheaded the development of a system I referred to as the "APPS System" – Automated Plotting/Printing System." The development of this system, along with the tremendous large-format print capacity L&R assembled at its Nashville plant and an outstanding group of team members, led to L&R becoming the largest reprographer in the state of Tennessee, and, pound for pound, one of the most profitable reprographics businesses ever to grace the reprographics industry. Keep in mind that L&R was never in the "blueprinting" business – L&R never had a single blueprint or diazo machine! Yet, in spite of that, L&R became the dominant A/E reprographics business in its market area. L&R Services was (and, I imagine, still is) a serious player in the "FM" business. The APPS system David took part in developing was installed at every L&R Services FM-customer site. This system enhanced the productivity of L&R's A/E customers. At a customer-meeting years ago in Knoxville, I listened to one of the managing partners of a huge A/E firm (who was visiting Knoxville from his company's HQ's office in Nashville) say to L&R's President, "your system has increased our team's productivity .... and our company's profitability!"

One only had to listen to David Limbaugh on the phone with customers to understand his nurturing, caring manner ... and his smarts. Although he was with a reprographer, A/E people would call David for help with Intergraph issues (something not working right, they had questions) and MicroStation issues, and David would give them the answers. Given the level of service L&R's customers got, hell would freeze over before any competitor could lure away an L&R customer.

<b>Name of Person Who Completed this form &gt;&gt;&gt;</b>	<a href="#">Joel Salus</a>
<b>Your relationship to the person you are nominating? &gt;&gt;&gt;</b>	<a href="#">Former business associate and industry friend</a>
<b>Your cell phone number &gt;&gt;&gt;</b>	<a href="#">917-822-4164</a>
<b>Your e-mail address &gt;&gt;&gt;</b>	<a href="mailto:Joel.salus@mac.com">Joel.salus@mac.com</a>
<b>Date submitted &gt;&gt;&gt;</b>	<a href="#">May 31<sup>st</sup>, 2014</a>
<b>If you know it, the e-mail address of the person you're nominating &gt;&gt;&gt;</b>	<a href="mailto:david@borowatch.com">david@borowatch.com</a>

Send completed form to: [joel.salus@mac.com](mailto:joel.salus@mac.com)