

## **Shibley Associates Returns to Prior Ownership**

### *Shibley to Reestablish Leadership Role in Business Development Consulting*

**Kaysville, Utah – October 6, 2009** -- Shibley Associates announced today that the previous owners of the company have reassumed full operational control and ownership of the company, effective immediately. Shibley was acquired in 2006 by Logistic Specialties Incorporated (LSI). This separation frees Shibley to return to its original mission of helping clients win business.

Shibley provides consulting and professional development services to large and small companies in aerospace and defense, IT, telecommunications, healthcare, systems integration, professional and financial services, construction management, and other markets.

“We are refocusing our resources on our core business – helping clients *win business* in competitive environments,” said Stephen P. Shibley, President and CEO. “Our management team is experienced and our client base is loyal. We will continue to help our clients win business, enabling them to compete more effectively - now and in the future.”

During 2008, Shibley helped clients on competitive bids worth over \$200 billion. Shibley has affiliates in 15 countries.

“Our industry best practices continue to be recognized as the standard for effective business development,” said Larry Newman, author of the award-winning Shibley *Proposal Guide*, now in its third edition. “These best practices are taught in our extensive training curriculum and are applied everyday by consultants engaged with clients on strategic bids.”

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### **About Shibley Associates**

Since 1972, Shibley Associates has provided organizations and individuals with business development professional services focused on winning business in highly competitive environments. With over 200 consultants worldwide, Shibley supports major business development projects from strategy development, capture planning, proposal development, process improvement, and web-based and classroom learning - resulting in a client win rate of over 82%.

Shibley, a leader in business development consulting, provides services to 23 of the top 25 U.S. Defense contractors and has worked with 43 of the top 50 Fortune 500 companies to improve competitive win rates. For more information, visit the website at [www.shibleywins.com](http://www.shibleywins.com) or contact us at 888.772.9467 (WINS).