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Stölzle Glass Group

Stölzle Glass Group expands sales offices

‘These new offices strengthen our world-wide representation,’ said Mr Schick. ‘They will enable our clients, both existing and prospective, for our Prestige and Beauty high-end glass bottles to receive maximum support in their dealings with the Group.’

Sales Director for Stolzle France SAS is Franck Legrand. He will work primarily in France but also cover Spain. Previously M. Legrand was Commercial and Development Director of Europe at Bormioli Rocco. He has 20 years’ experience in both the development and sales sides for high-end Perfumery and Cosmetics. For Stolzle, Franck Legrand is re-organising the business division of the Prestige and Beauty side of the company. This involves both Prestige Spirits and Perfumery and Personal Care; Stölzle is known for providing high-end glass bottles in these areas. The new office under Franck Legrand will ensure maximum support is given to clients in France and Spain, expanding the company’s position in both countries.

Vice President Sales and Marketing for Stolzle Glass USA Inc is Xavier Adnet, who also comes with some 20 years’ experience in the glass industry. Having started in tableware, in 1998 he moved into the Perfumery and Cosmetics side as Head of the London office for SGD, Saint Gobain Desjonquères, moving in 2001 to take charge of the US market for Bormioli Rocco.

‘My aim is to position Stölzle in the US in the high-end, luxury side of the Prestige and Beauty markets,’ said Xavier Adnet. ‘Stölzle offers clients three great advantages: Firstly, the Group currently operates four different glass factories, in Austria, Poland, the Czech Republic, and the United Kingdom, each specialising in a different area, each bringing a particular technical expertise. Secondly, the UK factory has benefited from a recent programme of major investment. It is highly efficient and cost effective, and its high production output is combined with the largest capacity decoration



Glass USA should be seen as a local supplier. Our New Jersey warehouse will stock and ship direct to clients. A final advantage is that Stölzle Glass is part of CAG, a 1bn Euro group with around 5000 employees; Stölzle itself has around 1000. Other companies in the group provide plastic, aluminium and aerosol products, plus a filling facility.

‘With Stolzle Glass USA, the American market is offered a uniquely advantageous opportunity in the field of high-end glass bottles,’ said Mr Adnet.

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