



PRESS RELEASE

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Vanguard Companies Appoints Billy Cozad Regional Sales Manager – Kansas City, MO

KANSAS CITY, MO (May 23, 2022) -- Vanguard Companies (“Vanguard”), founded in 1975, is a leading designer and manufacturer of value-added point-of-purchase displays, retail-ready packaging, industrial packaging products and related assembly, logistics and fulfillment services. Today Vanguard announces the appointment of Billy Cozad, Regional Sales Manager – Kansas City, MO

“We look forward to having Billy join the Vanguard Companies where his leadership, expertise, and vision will help drive our KC team and the company values in all actions,” said Jennifer Wulf, VP Sales. “Collaborating with our St. Louis and Bentonville sales leadership, he will be expanding our critical foothold in the KC market in industrial packaging while expanding our display business and building our future.”

Billy will help shape the next chapter of Vanguard’s future by executing the Kansas City sales strategy, team development, and strategic relationships. As a cross-functional leader, he will be responsible for driving organizational change to develop a focused sales team that protects Vanguard’s key revenue streams, while also diversifying and growing the business.

A veteran of the packaging industry, Billy is a respected sales leader with experience building and guiding teams, while working cross-functionally with other departments, to achieve organizational goals. He most recently worked for Great Northern Corporation as Vice President of Sales, Packaging. There he led the sales team managing budgets, negotiated contracts, warehousing agreements, price increases, and assigned pricing levels to all packaging projects.

“Vanguard is delighted to welcome Billy aboard to lead the Kansas City sales team,” said Chris Stoler, CEO. “I look forward to Billy managing the Vanguard brand via industry and community engagement while building and deepening key relationships.”

About Vanguard Companies

Vanguard Companies is one of the industry’s leading corrugated merchandising solution partners. Our expertise in point-of-purchase displays, signage, retail-ready packaging, industrial packaging, and e-commerce packaging is demonstrated across every retail sector. These products are amplified by our creativity, high-end graphics, digital printing, fulfillment services and program management capabilities.

We combine the latest shopper intelligence, award-winning design innovation, and technology to provide the most effective omnichannel display and packaging solutions. We are committed and focused on helping companies reduce program cost, create brand value, sell more products, and improve their bottom line. Learn more at www.vanguardpkg.com