



## PRESS RELEASE

### FOR IMMEDIATE RELEASE

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Contact: Madeline Baumgartner  
Marketing Manager  
Phone: (816) 455-4000  
Email: [mbaumgartner@vanguardpkg.com](mailto:mbaumgartner@vanguardpkg.com)  
Website: [www.vanguardpkg.com](http://www.vanguardpkg.com)

### **Vanguard Companies Hires Xavier White as Client Support / Sales Representative**

KANSAS CITY, MO (February 20, 2024) -- Vanguard Companies founded in 1975, is a leading designer and manufacturer of retail point-of-purchase (POP) displays, retail packaging, industrial packaging, and fulfillment services. Vanguard has announced the hiring of Xavier White as Client Support / Sales Representative based in the St. Louis Sales and Design office reporting to Ed Econie, Regional Sales Manager. His experience with account management will help the team manage our Eastern regional market.

In this role, Xavier will be established as a trusted advisor with clients and colleagues by guiding efficient, accurate and timely coordination of the assigned project activities. He will be identifying opportunities for additional revenue growth within the assigned client account and organic sales.

Jim Beard, the CEO of Vanguard Companies, expressed his excitement about Xavier joining the company. "Xavier has valuable insights and passion. His experience will help the company's customers as he leads through collaboration with the creative services, marketing, and Eastern Regional sales team to increase the company's position within its key accounts."

Ed Econie, Eastern Regional Sales Manager, said, "Xavier is a great addition to the St. Louis Team. We are excited to bring the talents of our award-winning design team (Shop! OMA, Path to Purchase OmniShopper, AICC/TAPPI Box Manufacturing Olympics) to his accounts."

Xavier's experience was most recently for Elite Printing & Packaging, Inc. He developed and increased client relationships along with supplier relationships. Tasked with overseeing the entire process of projects including the scheduling of shipments, inventory, as well as invoicing.

### **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 costs, create brand value, sell more products, and improve their bottom line. Learn more at [www.vanguardpkg.com](http://www.vanguardpkg.com)