

# IntraNews

Titus Group Newsletter / July 2022



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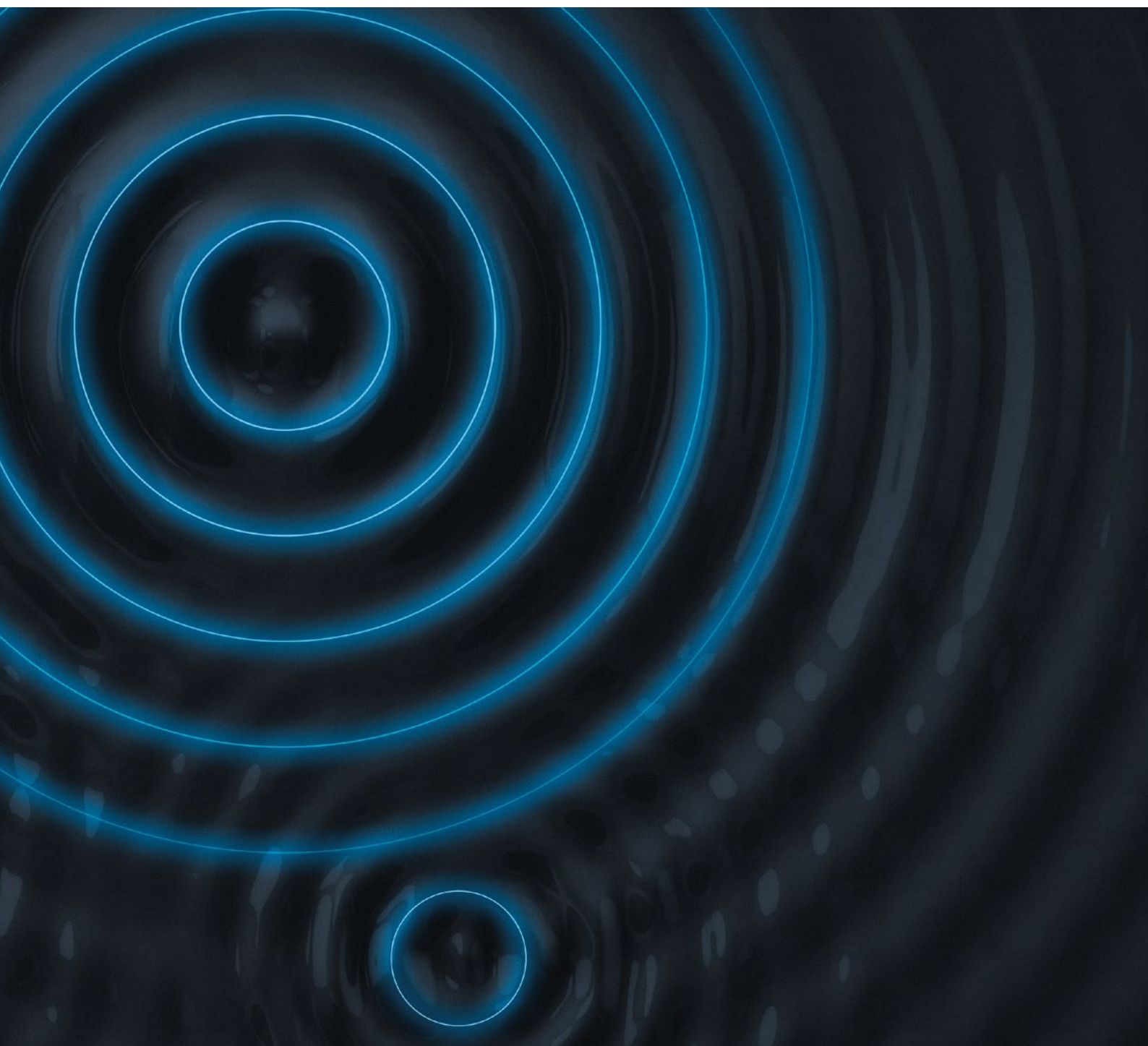
**Titus Plus Adria**

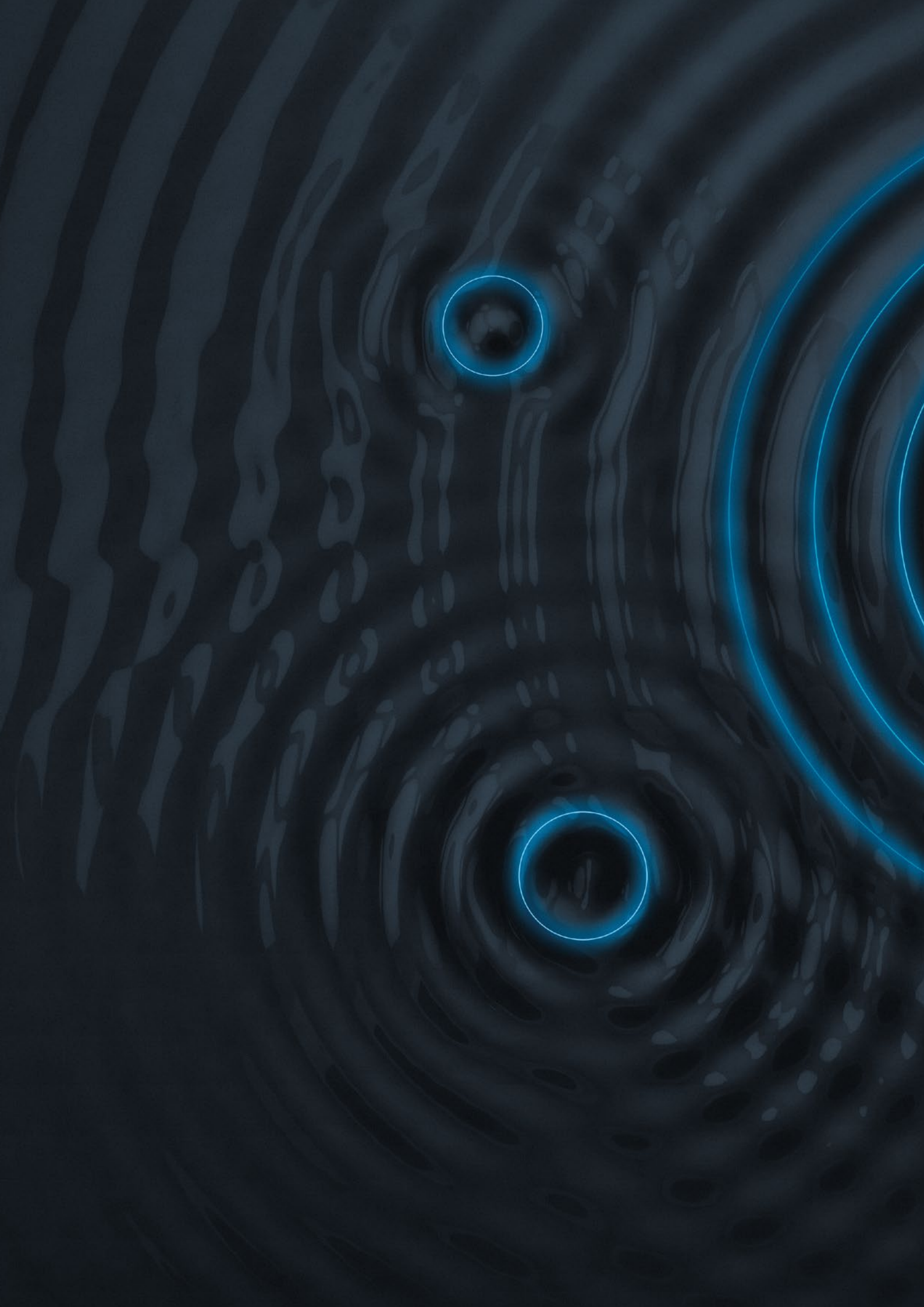
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# Editorial

**Robert Appleby**, Executive Chairman

**T**itus Group performed well in 2021/22! Profits increased worldwide by 24% (+12.5% above the prices of 2020/21). The production in Dekani was particularly impacted by the continuous increases in costs and shortages of materials. We never expected to 'run out' of plastics resins! The global 'bounce back' in sales affected the whole components' industry. Lead times on orders went out to 90 days from the normal 30 days. This increased stress in customer service that had to work hard to keep customers calm and provide definitive delivery dates amid uncertainty and repeated price increases to keep up with cost increases. This June, the back-order situation has been reduced to two months' demand.

Uncertainty is in the outlook period with a possible decline in sales as the effects of the disruption of the Ukraine war reduce consumers' optimism and high inflation on energy costs drain household budgets. Raw materials, energy, sub-components, outsourcing, labour and freight costs all escalated significantly during the opening phase of the Covid pandemic. The effects of the breakout of a Eu-

ropean war are anticipated to reduce demand particularly in the affected region which accounts for up to 10% of Titus' European sales.

Our objective for 2022/23 is to maintain profitable operation on which we are dependent to finance the large investment in capacity worldwide. We have added 40% to the Group's operations floor area and invested in added capacity in all regions and in all products. New product launches have continued at the same pace as the past two years as we maintain our objective to have 50% of sales from products less than five years old.

The Group's Net Debt increases are supported by bank borrowings and the large increase in 2021/22 will continue to be absorbed into 2022/23 - 2023/24.

We will all be working to make 2022/23 another successful growth year and maintain the momentum! •



# Titus EU Management Restructured

**Martina Kuzmič**, Director of Titus Group Marketing

**In May 2022, the EU Division's Management was restructured with the introduction of a management board, including Joe Appleby as Chairman and three members, responsible for three specific business areas.**



**Andelko Burić** has been appointed as Managing Director Titus EU with responsibility for the European business, including its plans and results. He retains his role as CFO and manages Titus Europe Finance and Administration, including the supporting functions of HR, IT, QMS.



**Tadej Gosak**, now CEO S&M Europe, is responsible for Titus EU Sales, Marketing and Customer Service. Being responsible for long-term strategic growth of the EU Division, Tadej

manages five EU Sales Regions with support of five Regional Directors: **Phil Beddoe** - UK, **Cesare Gattini** - South-west Europe & North Africa, **Christian Drenth** - DACH, Central and Northern Europe and **Marko Korelc** - Southeast Europe, Middle East, part of Africa. **Valmi Valentič** is now EU Key Account Management Director, coordinating the development of partnerships with corporate key customers.



**Igor Hrvatin** started a new role as Titus Europe Chief Operations Officer (COO). This organisational change joins the previously separate function of Supply Chain & Procurement with Operations, Quality and Engineering into Titus EU Operations, focused on ensuring both stable and efficient operations as well as long-term development of production resources in Dekani and Europe.

Igor is going to tackle the challenges in his new position as COO with his wealth of experience and knowledge acquired in 30+ years of leading different processes in Dekani organisation and managing large projects in both Operations and Supply Chain,

enriched by a global perspective from his most recent position as Global Sourcing Manager.

**Igor** commented: *"We are very pleased that Titus Group continues dedicating a significant portion of its investments to establish production of new products in Dekani as well as increasing capacities in our existing range. The main focus of our endeavours in the next twelve months will be to efficiently integrate and bring to full efficiency a large set of new machines for the production of hinges and dampers which will release pressure on our core product categories. Our teams are very excited and engaged in the introduction of a new T-type hinge variant which comes with a tool-free mounting feature. Enlarged production facilities being installed in coming autumn do not just simply add to our capacities but are an opportunity for remodelling all our production and logistic processes for higher efficiency and improved material management."* •

# Titus Plus Adria

**Stjepan Grgić**, Area Sales Manager

**The story about Titus Plus Adria started 30 years ago. In 1992, the company Cro Lama, part of Lama company, was founded. Cro Lama was distributing Lama products mainly to the Croatian market. From the beginning and over the years, the team has counted from two to four people who increased the business each year.**

The company was located in a small place called Rakitje, near Zagreb. The offices and the warehouse were adapted several times and extended

to the maximum space to accommodate 300 palettes. Over the years, the business has grown and there has been a need to make some changes to keep up with the market.

In 2019, Titus started rebranding. We appointed a strong distributor, Furnir Zagreb, who serviced about 150 customers and the stock from Cro Lama. Josip Novačić, Area Sales Manager, continues to look after our 15 biggest and most strategic customers who are buying products directly from Dekani. After finishing this process, we moved

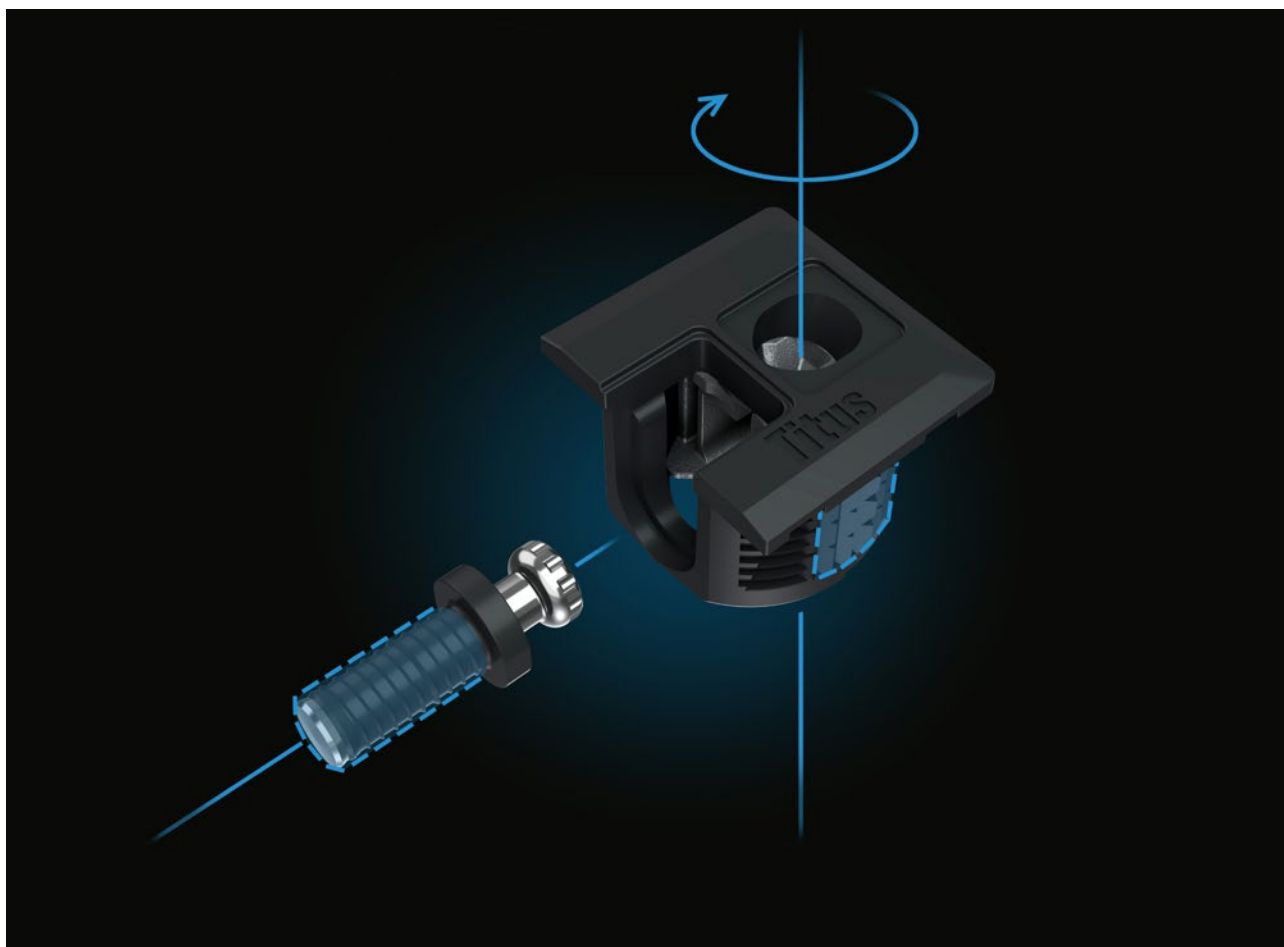
to a new place in Zagreb where our new offices are with our three-member team: Josip Novačić, who is in charge of the Croatian market, Stjepan Grgić who oversees seven markets in SE Europe, and Ljiljana Kralj as accountant. With support from Director Anđelko Burić, we continue developing. After the renaming to Titus Plus Adria, we successfully finished rebranding and positioning Titus on the Croatian market.

The first 30 years are behind us and we hope to have many more in front of us! •



# System 6 2<sup>nd</sup> Generation

Bojan Cerar, Product Manager Connectors



**In spring 2022, Titus has launched an updated and improved version of System 6, which has been on the market for quite some years now and has been recognised as a success story in different parts of the globe. Following the trends and listening carefully to the customers, modifications in terms of design and technical features were made.**

SYS6, as it is called within Titus terminology, represents a connector system used for face boring technology, which does not require CNC machines and therefore is simpler to use and even drilled on site. With this type of connection, Titus is supplying quality connections for storage, wardrobes, walk-in closets and other structural connections where space is limited. It can widely be used for shelving as well thanks to Wedgefix, a housing without the cam inside.

We can proudly say that our System 6 is the fastest connection in the category on the market, achieved by knock-in housing and Quickfit technology dowel. It is popular thanks to a Wedgefix and Quickfit dowel combination, enabling less actions needed to connect the shelf, and on the other side permitting easy and »clean« removal or repositioning of the shelf up and down without being afraid of damaging the panel.

What are the differences to our current System 6? Everybody will immediately notice its square design, being different from all other products available worldwide.

Special attention was put on the housings to be knocked inside predrilled holes, easily and with no rotation. When closing the connection, you can feel the difference because your

knuckles will be far away from the panel thanks to an increased angle of the screwdriver position.

If anyone would like to see the metal look of the housing, we can offer two solutions; pre-installed cover caps with access for screwdriver and a retrofit one, which can be slid on after installation giving a real trendy metal appearance.

Available colours will still stay as they were, with the option of outrigger and non-outrigger version as well. Expectations on this product are quite optimistic, especially knowing that with the new System 6 we can approach a wider customer selection as with our current one. •

# Slidix Centro

**Uroš Tenko**, Application Engineer

**Slidix is a comprehensive range of damping solutions for applications in various internal sliding door systems, wardrobes, various drawer systems from cabinet slides to refrigerators. The wide range of our Slidix family provides solutions for every type and weight of doors.**

Slidix Centro is conceived for middle door soft closing and centring. Its integrated parts are Titus hydraulic dampers with 50mm damping stroke, which assure reliable soft closing in both directions, consistent performance at any closing speed and a smoother soft closing with reduced to almost zero re-bouncing. They also reduce the pull-open force assuring the door

opening is easy and comfortable. Slidix Centro can be easily fine-tuned to specific requirements of customer's sliding system depending on weight, friction, and speed. Slidix Centro has a compact design. What does that mean for manufacturers? Less impact on their design and minimal need for adaptation of their wardrobes. Our advanced and modular approach provides full customisation. Dampers and springs of various forces offer optimal soft closing on doors from 15 to 40kg.

Slidix Centro has a dedicated activator that works also in combination with other Slidix mechanisms to offer a complete damping in all directions. Slidix Centro is an excellent choice

- **Dedicated activator**
- **Compact design**
- **50mm damping stroke**
- **Soft closing on doors from 15 to 40kg**
- **Full customisation**

for soft closing of big wardrobes with three or more doors. But it can be also added to any two-way runner system like in drawer cabinets, kitchen islands or double-sided pull-outs in pharmacy equipment or shop displays. •





# Slidix Family for Soft Closing of Shower Doors

Natalija Baljić, Marketing



**S**liding shower doors are becoming more and more popular thanks to their space saving. Many customers in Europe already use Titus Slidix, a comprehensive range of damping solutions for applications in a wide range of industries including soft and safe closing for sliding shower doors.

Slidix for sliding shower door application provides consistent performance

on doors from 15 to 40kg on materials such as glass and plastic, with most commonly used damping stroke in such applications of 50mm to assure efficient damping at any closing speed.

Titus solution is moisture-proof and ensures quiet, safe and bounce-free opening and closing of shower doors, which is especially important in case of glass doors. All is gathered in a

compact design with low impact on the application, which means that the shower door manufacturer needs less adaptation to fit mechanism to different doors specifications. •



A compact design with low impact on the application

*“Our **Slidix TE** and **Slidix II** fit perfectly into the profile design and dimensions. Customers used to have damped drawers in their kitchen, so the application for shower door cabins is well appreciated. We are present on the market with the most important shower producers: in Italy with Duka, in Germany with Kermi and in Spain with Profiltek (Supplier for Leroy Merlin)”, commented Jonathan Lang, Area Sales Manager, France.*



# New Assembly and Control Machine for GE DW Pressure Sensor

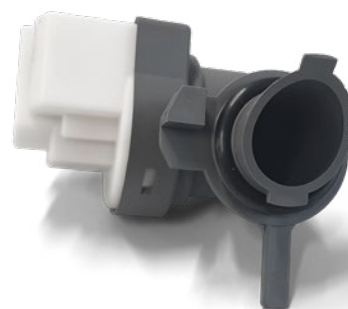
Igor Slavec, R&D Automation Manager



**A** new automatic assembly machine is designed to assemble and control the new version GE DW PS pressure sensor which is used in home appliances like washing machines and similar applications.

The reason for this investment has come from the constantly increasing demand for home appliances on the market and its influence on the whole supply chain of high-volume manufacturers. With the new production machine, ITW can reduce production costs and introduces a new type of product.

The new machine, that produces a modified type of pressure sensor with new connection for the well-known global company, enables pneumatic connection of testing pressure equipment. In the end, each part is laser marked. The overall production equipment efficiency is constantly monitored. The machine has already been successfully settled and accepted at Titus facilities and the testing phase has been confirmed with an MSA protocol. ITW have just started their first preproduction with satisfaction and their first supplies are going on the market. •



# Strategic Partnership with M.E.Y.F. Ramirez

**Monika Pertot**, Marketing



**An important Titus customer in Spain is M.E.Y.F. Ramirez, a specialist in wholesale trade of fittings for the furniture sector.**



M.E.Y.F. Ramirez, S.L. began the distribution of specialised products for the furniture industry in

1975, in a small hardware store and with only two employees. Today, with more than 30 employees, they are the main hardware bagger in the Iberian Peninsula and offer the Titus products to the main RTA furniture manufacturers in Spain. Their extensive experience in the hardware bagging sector, together with the fast and effi-

cient manufacturing process as well as with the capacity to meet the demanding market, allow the company to offer a wide variety of bagging services to their customers. Titus began supplying

M.E.Y.F. in 2005 and has become a key partner for the connection fitting market for customers who require the bagged product. •

*"M.E.Y.F. always examines with interest our new products and product concepts. After their excellent feedback on the introduction of the new Cam5000, we proposed to update their range with the new System 6. This new product range has been very well received by M.E.Y.F. and they believe they are capable of achieving very interesting results in the market. We are sure that this new design will*

*generate great excitement among their customers. Our great service and reliable products give M.E.Y.F. a strong and stable position in the market despite strong competition. M.E.Y.F. closely follows our developments in all types of products and helps us by providing market information and customer feedback."*

commented **Jordi Barbé, Regional Sales Manager Iberia, Spain.**



# Titus Precision

**Matthew Hurley**, CEO Titus Group North America

**I**n January 2022, Titus Tool Company acquired Precision Plastics in Columbia City, Indiana, USA. Precision brings over 60 years of manufacturing experience and a long history supplying the automotive sector. The combination will enhance Titus' capabilities by providing added capacity to meet our current customer needs.

The integration is expected to be completed by the end of the 2023 fiscal year when Titus Precision should be fully capable of manufacturing and distributing all current products. The Titus Precision team includes Rodney Hardesty - Vice President of Manufacturing, Chris Addison - Manufacturing Manager, Rick Martinez - Maintenance Manager and Jimmy Ostler - Application Engineer.



We had the first customer visit to the new facility. We received seven people from Sauder from the Purchasing, Engineering and Quality departments. Sauder Woodworking Co. is North America's leading producer of ready-to-assemble (RTA) furniture and one of the top furniture manufacturers in the United States. •



## Rodney Hardesty

### Vice President of Manufacturing

Rodney has 35 years of experience with Precision Plastics being promoted to the Vice President of Manufacturing. His expertise in manufacturing and his enhanced knowledge in design and development will be valuable in the expansion of the Titus Precision facility. "The integration of the new division, Titus Precision, is well underway and on plan" confirmed Rodney Hardesty.



## Chris Addison

### Manufacturing Manager

Chris has over 10 years' experience with Precision Plastics as Process Engineering and Tool Shop Manager. With his knowledge in manufacturing processes, he will be a significant asset to manage all manufacturing processes.



## Rick Martinez

### Maintenance Manager

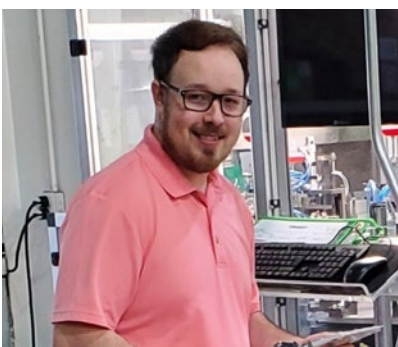
Rick has 15 years of experience with Precision Plastics in the maintenance department. Rick has valuable knowledge in all areas of the maintenance field, including 10 years' experience with automation equipment. He is responsible for machine integration into the Titus Precision facility.



## Tammy Jurju

### Human Resources Manager

Tammy has been with Precision Plastics for almost 35 years. Starting in Customer Service, then moving to Office and Human Resources Manager. She works closely with the management team to provide the necessary information to maintain good communication between all Titus Precision employees.



## Jimmy Ostler

### Application Engineer

Jimmy has 9 years of experience with Titus, including working as an intern for 7 of those years: 3 years during high school and 4 years during college. During this period, he has been working in IT, Engineering, Quality, AP/AR and on Production Floor, and his skills include experience in 3D Printing and CAD NX11. Now, his responsibilities include coordinating the various teams integrating the new equipment and production at Titus Precision. He has a BS in Mechanical Engineering from Indiana Institute of Technology.



# Eurocucina Milano

**Uroš Mihelčič**, Marketing Manager



**I**n June, we visited this year's Eurocucina in Milano, where the latest trends in furniture industry are established. Our key objective was to understand the design and construction direction, kitchen manufacturers are setting with their developments. Between some of the biggest manufacturers in Europe and the world of kitchens we noticed some clear directions we can incorporate in our understanding of kitchen market.

Throughout the exhibition you could notice a clear trend to a darker and more uniform furniture finish than in previous years. Dark grey fronts with no visible handles dominated some of

the major manufacturers such as Nobilia, Scavolini, Aran ect.

Push to open solutions for handle-less furniture were present in almost every manufacturer exhibition signalling a key development in future designs. Another interesting feature we also noticed with almost every kitchen manufacturer were slide and hide solutions for kitchen niches – master door that hides the kitchen but can be tucked away when necessary. These two features follow current living area design direction where kitchens are more a part of a living area than a separate chamber and with this it needs to incorporate a certain living room feel. Following this trend, you could notice

some dark finishes to hinges which were installed on the darker fronts that supports our TeraBlack direction of cabinet hardware.

With our understanding of the major trends in furniture design and understanding the overall market we have the marketing, R&D, technical and production resources to be well placed to continue as an important partner to furniture manufactures globally.

Overall, a healthy exhibition emerged after Covid-induced sabbatical and showed us a clear development of design that will come in following years. •

**Eurocucina showed us a clear development of design that will come in following years.**





# Exhibitions' Report 2022

Efi Nikolaidou, Group Communications Coordinator

**F**urniture hardware trade shows are an important part of Titus Group's marketing activity. They are a great launch pad for our new products, they offer us the chance to do live demonstrations of our latest innovations and give great opportunities for networking with partners, existing customers and new prospects.

During the last year and after the easing of Covid restrictions, we've had the opportunity of participating at most of the furniture hardware trade shows across the globe.

## KBIS Orlando



**On 8-10 February 2022**, we participated at **KBIS 2022** in Orlando, USA, North America's largest trade show dedicated to all aspects of kitchen and bath design. With the expansive show floor filled with the freshest designs from over 600 leading brands, it gave us and our attendees the ultimate destination to network, exchange ideas and build business.

*"The team secured more than 200 leads while meeting long time and new prospective customers."*

**Jim LeGacy, Sales and Marketing Vice President,** commented.

## KBB Birmingham

**KBB Birmingham** is the UK's leading kitchen, bedroom and bathroom event. For four days, from **6-9 March 2022**, we welcomed members of the KBB community to our booth. During this biennial event, we had the opportunity to showcase our latest product innovations and furniture hardware trends connecting with leading kitchen and bathroom manufacturers and development buyers.



*"We were delighted with the show, and with the visitors' enthusiastic response to the many new and proven products on our stand. The show was smaller than on previous occasions as some of the big brands in our sector had decided not to exhibit. Nevertheless, it attracted 12,400 visitors and the Titus stand was busy throughout. Overall, it was a very successful and enjoyable four days."*

**Gary McMahon, Marketing Manager Titus UK,** commented.



## EUROGUSS

On **8-10 June 2022**, Titus Technologies had a great three-day reception at EUROGUSS Nürnberg Messe GmbH.

This year's **EUROGUSS 2022** show was exciting with the Titus stand busy throughout the three days of the show.

*"Attending Euroguss was a great opportunity to keep in touch with existing customers and an invaluable opportunity to get new prospects. These were two of our main goals and I am pleased that we were successful in achieving them both. An interesting observation from the precision die casting industry is that the trends favour light-weight precision components and smart material consumption, which is a principle we at Titus Technologies are dedicated to upholding to as well. It comes to no surprise, that our precision die casting parts and components, which were exhibited, got the most attention from visitors. Not only do they show*

*our extensive expertise and knowledge in precision die casting, they also convey the image to our customers that, as a global and European supplier, we provide quality, stability and security, which they can rely on. Participating at Euroguss gave us reassurance, that we are working in the right direction and that we are able to address the expectations of our customers. The visitors were very engaged, informed and very much interested in what we had to show. The exhibition exceeded our expectations and we are looking forward to other similar events."* Commented **Martin Holtkämper, Global Manager TitusCast.**



## Medwood Athens with distributor Wagner

On **1-4 April 2022**, together with our distributor in Athens, Wagner, Titus participated at **Medwood Athens 2022**, the international exhibition of the wood and furniture industry in Greece. Medwood is the ideal event for companies in the timber industry to show their new products and display new trends in the timber industry to the targeted public. The fair met high standards for both exhibitors and visitors and with more than 15,000m² of exhibition area, Medwood was the ideal place for timber addicts to explore the new trends in the timber industry, discover the advancements in the building techniques, and meet other timber enthusiasts. The response was huge as people had missed the live interaction during the two years postponement and wanted to see what is new. We presented our standard range of products together with some new innovations. The stand attracted a lot of interest and we had meetings with all our customers together with many potential prospects.



*"Our Tekform Slimline Tacto touch opening system for handleless drawers received the biggest interest, and visitor reaction was very positive. Also, we received a very positive reaction to our TeraBlack range of products, a new and popular furniture trend. The fair brought us very good feedback and we are very happy that we were part of it. The Greek market seems to be promising and we are expecting new business to come."*

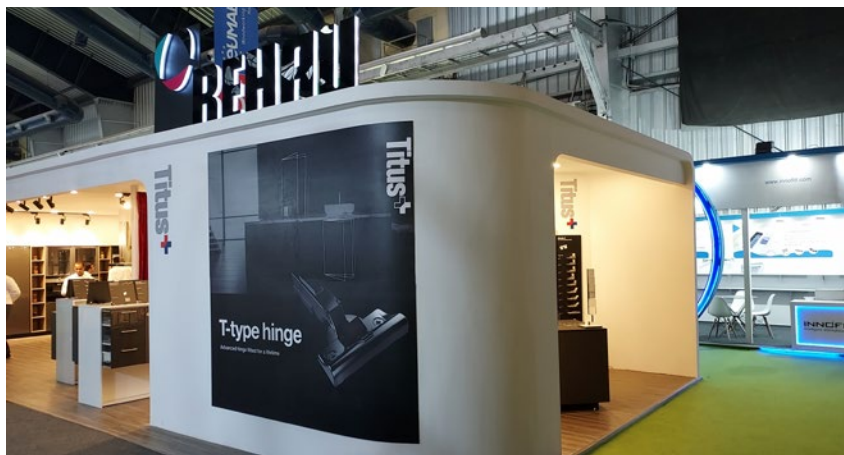
**Stjepan Grgić, Area Sales Manager.**



## Indiawood with distributor REHAU India

This year, on **2-6 June 2022**, Titus had the opportunity to participate in **Indiawood 2022** show in Bangalore, India with our new distributor REHAU

India, the German brand that brings over 25 years of selling experience and a long history supplying interior solutions for the furniture and the kitchen sector.



*"We had a good show in Indiawood. We met a lot of professionals, producers and retailers who appreciate Titus' availability through well-established wide client base in India, that will further strengthen our competence by providing added sales and technical support and infrastructure to meet the customer needs. The addition of REHAU India team will enhance Titus' delivery capabilities of furniture components to all Indian customers."*

**Hirdesh Dutt Sharma,**  
Sales Manager India.



## FIMMA Maderalia Valencia



From **29 March to 1 April 2022**, we participated with great success at **FIMMA Maderalia 2022** in Valencia, Spain, the international fair of materials, technology and components for furniture, interior design and contract projects. According to the Spanish Association of Wood Trade and Industry, the quantity and quality of the exhibits was remarkable and visitor numbers exceeded the best expectations, of even the pre-pandemic figures, with 10% more visitors.

*"We were happy to attend this year's Maderalia. Titus' long-term '4 Routes to Market' approach envisages a growing share of distribution in the Iberian Peninsula. For this reason, we appreciated the opportunity to meet our valued customers and distributors at the live event after this long break."*

Commented **Jordi Barbé,**  
Regional Sales Manager  
Iberia, Spain.

# Customer Service Team Slovenia

Monika Pertot, Marketing

**C**ustomer support is more than just traditional processing of orders and deliveries. It is an important part of the promise the brand makes to its customers. In the past, people were choosing which companies they did business with, based on price or the product offered. Nowadays, the overall experience is often the driver, where the line between products and services is blurring, and customer experience has become part of the product or service itself adding an immense amount of value to a product.

Acquiring a new customer can cost five to ten times more than retaining an existing one. The most effective way to achieve this is to inspire employees to care about the level of service they provide. To appreciate the role of the customer service department, we should firstly understand the value of customer satisfaction, that is generally expressed as a ratio of the performance and the customer's expecta-

tions. It is true that salespeople sell the first experience with the company, but it is the 'comprehensive experience' assured by every interaction with our company that determines customer satisfaction, and consequently repeated business.

Since 2020, Titus has had address a completely new set of circumstances - from increased orders and new staff to higher production due to the boom of consumers' durable home renovation spending. During that time, the Dekani Customer service team was facing all the challenges to support customers.

*"We were all under pressure to manage the impact on our daily workflow. All increases in demand and the*

*situation with new people acquired in the team, materials and transport shortfalls, and increased orders required more time-management and*

*flexibility from our side to actively support the company's processes and meet customer needs."*  
Commented **Kristina Žakelj Petelin**, Head of Customer Service.

*"Support is an integral part of the product experience. Receiving fast, efficient, personalised support and a seamless experience is what consumers generally expect from brands these days."*

*"Taking care of customer needs and solving their problems. The principle of customer service is simple, practicing is more challenging", continued Kristina. "Everything begins with the solution-focused approach. The key to move forward in life is to know that we have control. No matter the situation, never give up."*

**Dekani customer service members actively manage the challenges of daily communication about the processing and coordination of customer orders and deliveries. Their activities, from handling questions to addressing concerns promptly and professionally, are indispensable for maintaining solid customer relationships.**



**Kristina Žakelj Petelin**

Head of Customer Service Moldova, Ukraine, Russia, Thailand, Sri Lanka



**Barbara Fantulin**

Customer Service Titus USA, Greece, Hungary, Italy





**Simona Marinič**

Customer Service UK, Africa, Norway, India, Kingfisher



**Valentina Čendak**

Customer Service France, Italy, Spain, Netherlands, Belgium, Bulgaria, Romania, Kingfisher



**Helena Suton**

Customer Service IKEA



**Veronika Zen**

Customer Service Slovakia, Lithuania, Turkey, Middle East, Denmark



**Tina Korošec**

Customer Service Titus Tekform Australia, China, Singapore, Poland



**Mojca Cimerlajt-Fodero**

Customer Service Germany, Croatia

# Titus Welcomes...



**Ben Dredge**  
Regional Sales Manager, Titus UK

**We are pleased to announce the appointment of Ben Dredge to our sales team in the UK as a Regional Sales Manager.**

Ben has considerable experience selling to the Kitchen, Bedroom and Bathroom industry and understands both the products and requirements of customers to help build long lasting relationships. In his previous position as an Area Sales Manager in a major industrial and manufacturing region within the UK, he managed a large number of accounts varying in size and complexity.

In addition to his relevant experience, Ben has excellent organisational, management and social skills providing a positive partnership experience for new and existing customers. Ben also has an active home life with a young family.



**Jim LeGacy**  
Vice President Sales and Marketing,  
North America

**Following the recent acquisition of Precision Plastics LLC by Titus Tool Company Inc, Jim LeGacy joined Titus Tool Company Inc on 1 February 2022 as Sales and Marketing Vice President as part of the integration of the two companies.**

Jim has considerable leadership experience in Sales and Marketing in the North American market. His job is to integrate sales with Group marketing strategies to directly focus on our main 'Routes to Market': furniture, kitchen, RV OEMs, functional hardware distribution, damping, automation and die casting technologies and automotive and die casting precision moldings. Jim's recent position as General Manager of GE Plastics USA, Mexico and Canada and his end-to-end market experience managing plastic processors and OEM manufacturers underlines his experience for understanding the complexities of the structures of our high-volume componentry businesses. Jim has been a strategic, collaborative leader and his appointment is to help align our sales efforts onto the markets introduced with our acquisition of Precision Plastics with our current Titus markets. He has a Bachelor of Science degree in Psychology from North Adams State College. Jim currently resides with his family in North Attleborough, Massachusetts.



**William Rosales**  
Sales Manager West Region, USA

**We are pleased to announce that William Rosales joined Titus Precision on 18 April 2022 as Sales Manager for the West US.**

William has over 15 years' experience working in OEM and distribution technical sales. He brings with him many connections from the cabinet industry to Titus. William resides with his family in Chula Vista, California.



# Titus Welcomes...



## Dan Gallagher

**Sales Manager East Region, USA**

**Join us in welcoming our newest USA team member Dan Gallagher as Sales Manager for the East Region.**

Dan has a degree in Plastics Engineering along with many years of Technical Sales experience working with OEM's, Distribution channels and throughout the supply chain. Dan also ran a successful residential construction business for about 10 years. He understands the cabinet and closet industry from an installer perspective. Dan lives with his family in Plymouth, Massachusetts.



## Paul McCue

**Application Development Sales Manager**

**Join us in welcoming our newest USA team member Paul McCue as Application Development Sales Manager.**

Paul has over 25 years of experience in technical business development roles in the contract manufacturing space. Working with technologies covering injection molding, silicone molding, dampers, steel fabrication and composite laminations. Paul has a broad range of experience that includes individual components, multi-material sub-assemblies, and complete box builds throughout diverse industries, including building materials, appliances, medical device, automotive/transportation, electronics/telecom, and industrial markets. Paul resides with his family in Chicago, Illinois.





**Issue** 2/2022

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If you have any suggestions or wishes, please  
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