

Policarpio, M.D

Stuga Machinery and Stürtz GmbH have announced the appointment of Domenico Policarpio as managing director of Stuga and as a member of the company's board of directors.

Policarpio has more than a decade of experience in business development, commercial leadership, and strategic management across the industrial machinery and advanced manufacturing sectors. Prior to joining Stuga, he held senior roles within the Voilap Group, where he played a key role in strengthening international partnerships and supporting market development across multiple regions.

As managing director, Policarpio will oversee Stuga's operational and commercial activities, with a focus on supporting customers, strengthening the company's engineering capability and continuing to develop the product range. His appointment also reinforces the connection between Stuga's UK manufacturing expertise and the wider resources, technology and industrial capability of the Voilap Group, bringing together the strengths of companies within the Voilap Group such as Emmegi and Elumatec.



Domenic Policarpio

Policarpio says: "I am honoured to take on the role of managing director at Stuga Machinery. The company has a proud heritage and a strong position in the UK market. My priority will be to ensure continuity and to build on that legacy alongside the talented team here at Stuga." □

Trotman and Gingell

The Residence Collection, has bolstered its senior team with two internal promotions. Jo Trotman has been promoted to sales and marketing manager. Having spent the last five years with The Residence Collection following a 23-year tenure at REHAU, Trotman will now take on increased responsibility for the brand's market positioning. Her role will focus on working closely with brand Ambassadors to enhance lead generation and support the launch of a new installer scheme. Trotman says: "I'm incredibly excited to be out on the road



Jo Trotman and Sally Gingell

meeting our customers and seeing how our support turns into tangible achievements for our fabricators."

In another appointment Sally Gingell, becomes national sales manager. With 25 years' of experience, Gingell's new role is centered on aligning the business with its fabricator network to ensure a true partnership model. She says: "The industry has changed significantly, and brand names are now leading the way as consumers demand higher quality and performance.

"Success over the next 12 months for me is about building those deep-rooted relationships. I'm looking forward to being part of the business plan for every one of our fabricators, ensuring we capture growth opportunities and navigate the changing market together." □

Supportive partnerships

Purplex Marketing has expanded its partnership-led growth strategy with commercial director Sam Cross taking on an enhanced role focused on developing strategic industry partnerships.

Cross will continue in his role as commercial director while leading the agency's growing network of partnerships with manufacturers, trade organisations, accreditation schemes and industry bodies across the construction and glazing sectors.

The move reflects increasing demand from suppliers and trade organisations seeking to support their customers with professional marketing, lead generation and business growth.

Cross says: "Across the construction and building products sector, we are seeing more suppliers and trade bodies being asked by their customers for help with marketing and lead generation. These organisations want to add value,



Sam Cross

but marketing isn't their core business.

"My role is focused on building partnerships that allow them to support their customers' growth in a meaningful way, while creating sustainable routes to market for Purplex." □

Welcome to the team

Norwich-based fabricator Genius PVC Trade Frames has announced the appointment of Karl Williamson as sales and marketing director.

Williamson joins Genius from Profine UK, where he spent four years as sales director working across the Kömmerling brand. Prior to that, he held the role of area sales manager at Window Ware.

Speaking about his decision to join Genius, Williamson says: "Genius was a customer of mine at Profine, so I already knew the business well. They have a clear understanding of what works and what doesn't and seeing how that experience has been channelled into the growth Genius has achieved, made this a very exciting opportunity." □



Karl Williamson

Abacus, part of the Contollo Group, has appointed Steve Kenny as director of project management and Paul Camac as director of cost management.

Both join the Contollo Group from global consultancy Aecom, bringing extensive experience of delivering complex construction projects across the North West and beyond, working with public and private sector clients.

Their appointments support Abacus' continued growth and investment in capability following its move into Contollo Group, which has brought together other complementary built environment consultancies including MBA, TACE, ESP and, most recently, KAM.

Endurance Doors has appointed Thomas Stockton as a business development manager.

Stockton joins Endurance with extensive sales and account manager experience. He has previously worked for leading and global companies operating across a number of industries and markets including the automotive sector, commercial catering and audio branding.

Stockton will be responsible for a territory covering northern England. His remit will entail supporting and growing Endurance's installer partner network within this region. Stockton says: "The chance to join Endurance Doors was a genuinely exciting opportunity, especially given the brand's standing in the market and the quality of its product range."



Thomas Stockton

"I am looking forward to building on these achievements and to delivering added value to installers within my area, helping them to grow and succeed." □



Mike Perry, Paul Camac, Steve Kenny, Ellis Goodfellow

Glazpart has appointed Artin Hakimi as senior product design engineer.

Hakimi, a mechanical design engineer, has extensive experience in product development across safety equipment, fire detection systems, robotics, and consumer products.

As well as mechanical design, Hakimi's specialisms include injection moulding, design for manufacturability as well as delivering innovative and cost-effective solutions from conceptualisation through to production.

Mark O'Mahoney, Glazpart operations and technical director says: "Artin joins Glazpart's in house design team in a senior designer's role, bringing his knowledge and industry experience



Mark O'Mahoney Artin Hakimi

to ensure we continue to develop, and enhance our product design team's capabilities for all our customers. "Hakimi collaborative and progressive approach will align our business objectives in giving customers a one-stop-shop, from design, prototyping through to manufacture." □

Both directors have previously worked with several of Abacus' existing clients, helping to deepen established relationships while also supporting new opportunities across residential, commercial and mixed-use development, regionally and nationwide.

Steve Kenny joins as director of project management, where he will lead the continued development of Contollo's project management capability, supporting clients through the delivery of complex, high-value schemes. Paul Camac takes up the role of director of cost management, strengthening the firm's commercial and cost advisory services. □