

## **DAMCO-selected as supply chain partner of Piramal glass**

India Infoline News Service / 15:00 , May 20, 2010

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**Piramal Glass Ltd**, leading specialty glass manufacturer for the Cosmetics & Perfumery (C&P), Pharmaceutical and Specialty Food & Beverages (SF&B) industries has appointed Damco as their supply chain partner. This appointment is an extension to the business relationship that Piramal Glass had with Damco over the past few years.

Piramal Glass is among the world's top five glass bottle makers by sales in the pharmaceutical segment, and the third largest manufacturer of cosmetics bottles by capacity, with combined installed capacity of 1,115 tonnes per day, and sales of USD 250 million worldwide. Piramal Glass has a large geographic footprint, with production facilities in India, USA, Sri Lanka and sales network spread across 70 countries.

Piramal glass is the only leading Asian glass manufacturer supplying to international Marquee clients across continents.

"Our partnership with Damco will increase our speed to market, enabling us to respond to our global markets efficiently. Our supply chain is truly global and we are glad that we chose Damco who has an equally impressive global network", says Mr. Vijay Shah, Managing Director, Piramal Glass.

Mr. Shah continues: "We have very ambitious growth plans for C&P and it was important for us to identify the right partner who can support us through this dynamic period. We are confident that Damco with their experience, skills, products and IT infrastructure would be the right partner to manage our global requirements".

Mr. Shah adds: "Today our markets are very competitive and dynamic. We need a very reliable and robust supply chain to serve our key customers and to manage our production, sales and distribution. At Piramal Glass, we consider supply chain management as a key pillar that would drive our growth and capability to establish ourselves as a leading market player. We needed a partner who had complimentary capabilities to support our growth in Europe, North America, Latin America and Damco suited that profile".

Mr. Lars Sorensen, CEO, South Asia, Damco says: "We are very excited to see the confidence that Piramal Glass has shown in Damco. Our focus for Piramal Glass is to ensure a seamless supply chain, removing wastage, increasing reliability and providing a strong network that will supply Piramal's growth plans. We will continue to support Piramal Glass with opportunities through our innovative supply chain development programme