

# Print Week

## POWER 100 2017



# WELCOME to the annual PrintWeek Power 100

Welcome to our annual rundown of the industry's most influential individuals.

Every year it gets harder to put this list together, not because there's a struggle to find suitably qualified contenders, quite the opposite, more that comparing and contrasting them to develop the ranking is an incredibly subjective process.

It's not a poll of popularity, after all great power doesn't automatically equate to popularity, equally it shouldn't just be a ranking of the leaders of the largest companies, after all we have the Top 500 if you want to know which are the biggest companies in print.

What we want is for the Power 100 to reflect things like an individual's character, their motivation, their standing, their ambition and this year we've added extra weighting to their inspirational value. As illustrated by this year's new number one.

But, as is tradition, I won't spoil the surprise here, suffice to say that as the leader of a business that makes no bones about having one of the healthiest profit margins in print – despite operating in one of the toughest sectors – it made his elevation to the top spot a surprisingly simple decision.

And many of the other decisions about who's in, who's out, who's up, who's down this year's snakes and ladders board-themed ranking were made a little easier thanks to all of you that took part in our Power 100 poll. It was great to have the support of the thousands of you that took part – your 5,000 plus nominations were invaluable in diffusing the often heated discussions over the final ranking.

So, congratulations to Dale Smith, CPS co-ordinator at Coveris, who won the £100 John Lewis voucher up for grabs.

In fact, congratulations to everyone that made this year's Power 100, regardless of where you are in the ranking – it's your endeavours that help make this such a dynamic industry and, I like to think, the Power 100 such an interesting read.

**Darryl Danielli** Editor, PrintWeek

98

**Jeff Richards** Npower

2016 rank 95

**Why** Jeff Richards is switched on. The print services manager has been at energy company Npower since he was 16 and, says a colleague, "knows everything there is to know about print and the print industry", be it outsourcing printing and mailing of customer bills and statements or overseeing colour management and setting audit benchmarks. "All this he does with good grace; his smiling face reflects his great personality."



97

**Martyn Eustace**

Two Sides/Print Power

2016 rank 96

**Why** The managing director of print and paper champion Two Sides UK knows about sustainability. Not only has he enjoyed a 30-year career in paper merchandising and become a regular in the Power 100. Eustace is also an oracle on environmental sustainability. On a recent industry trip to Brazil a colleague noticed how "his skills, commitment and thorough approach dazzled South American trade groups. He's a great ambassador for British print and paper."



96

**Nicholas Green**

Printed.com

2016 rank 94

**Why** After fighting off a hostile takeover bid in 2016, this year has been a much more relaxed one for ever-sanguine Printed.com founder Nick Green. With the sale of the Ravensworth property marketing business to the owners of Zoopla, Printed.com is now firmly focused on printing, and Green's addition of an outsourced model for specialist services is apparently going great guns, generating good margins for all parties. He's renowned for his attention to detail, as well as his natty socks.



95

**Peter Bradley**

Bradley Group

NEW

**Why** Overseeing a £15m group of his own making at the age of 28, Bradley is a fresh-faced pioneer of print. "Disruptive and unafraid to change the rules", according to one colleague, the sports fanatic jumps from one project to the next at a frantic pace. With both Nicholson Bass and the Mannin Group acquired in 2017, there's no telling what corners of the sector Bradley might reach for next.



94

**Richard Knowles**

BCQ Group

NEW

**Why** It may be a well-established offset and digital print group near Buckingham, but the BCQ managing director is new to the Power 100. Another first this year is the Duplo DC-746 multi-finisher with folder – a UK first – bought to reduce production bottlenecks. It's certainly doing that, helping his company to a £10m-plus turnover. "Richard is very focused but great to work with," says a colleague, adding "it's no surprise he's made the list".



100

**Peter Gunning**

Grafenia

NEW

**Why** Just a few weeks ago, Nettl parent Grafenia launched what it says is the world's first augmented reality app for fabric displays. Also new (to the Power 100, that is) is Peter Gunning. And this is what a colleague says about the chief executive officer, who is striving to get the group to a sufficient scale: "His passion, creativity and vision are infectious and permeate all areas of our business." And beyond: "Next year he wants to take Nettl further afield globally."



99

**Luke Hodson**

Awesome Merchandise

2016 rank 100

**Why** It has been 12 years since Hodson co-founded Awesome Merchandise together with his wife Charlotte, and it's fair to say the firm's growth trajectory since has been nothing short of, well, awesome. The Leeds company now employs around 80 (three years ago it was 27) and its product range has swelled. High points this year included winning the merchandise contract for the Leeds pitch to be City of Culture in 2023. And we hear Hodson, who's just back from an important business trip to the US, has more big plans in store for 2018.



93

**Paul Manning** Rapidity

2016 rank 98

**Why** Three cheers for this self-taught pianist and guitarist. It's the third year managing director Paul Manning has made the Power 100. Meanwhile his digital company in central London has just completed its third acquisition in three years, snapping up Lefa Print. The new large-format department "has gone through the roof" according to brother Ben who doesn't do sibling rivalry. "You can judge for yourselves on the music, but his business skills are in no doubt."



92

**Paul Brough**

Opus Trust Marketing

2016 rank 91

**Why** Once again a PrintWeek Company of the Year nominee, Opus Trust Marketing and its enigmatic chief executive Paul Brough have seen another year of sales strength and are on track to hit £30m targeted sales by 2020. A renowned technophile, Brough oversaw his firm's £2m investment in new Pitney Bowes insertion lines, and this part-time guitarist spent much of his free time chilling with his family and beloved Cocker Spaniel in the Derbyshire Dales.



91

**Gary White**

Northside Graphics

NEW

**Why** It's amazing that managing director White has had any time to run the business this year, picking up no fewer than four best business gongs in recent months, most recently the UTV Award for Best Online Company. But run it he has, and it continues to grow exponentially. Described as easy-going, dedicated and focused in equal measure, he's also generous and after securing the SME crown at October's PrintWeek Awards, this year's crowning achievement, according to a colleague, he gave the entire team a congratulatory bonus.



90

Mark Sears

Heritage Envelopes

2016 rank 93

**Why** Chief executive Sears has steered Heritage to several print industry awards from the Flexographic Technological Association of late, including an environmental award this year for the introduction of its PackMail boxless format for packaging envelopes, which reduced packaging waste for customers by 60%. One colleague describes Sears as "a perfectionist in his personal life and his ambitions" who enjoys high-class dining and spending time with his growing number of grandchildren.



89

Michael Burman

FE Burman

NEW

**Why** Being his 50th anniversary at the firm, 2017 is the perfect year for one of the UK's most respected leaders to make his Power 100 debut. Said by colleagues to be "constantly challenging" received wisdom with his favorite word "why?" his "inquisitive and collaborative" nature is what makes the business stand out from the crowd. Outside of work his great passion is hockey and he's heavily involved with Southgate Hockey Club, occasionally even sporting a bruise from a seniors game.



88

Richard Gillgrass

Celloglas

2016 rank 87

**Why** Richard Gillgrass keeps moving. The managing director recently spent time on a cycle training camp in Majorca. Back home, the Reading-based print finishing managing director is about to spearhead the relocation of his Leeds operation. "It's been a very busy year for us," says a colleague. "And Richard has driven that growth by throwing as much energy into the workplace as he does in his various outside interests."



82

Jacky Sidebottom

Glossop Cartons

2016 rank 90

**Why** Glossop Cartons' 35th anniversary year has been a strong one, characterised by investment, recruitment, retained certifications and accolades. At the heart of it all is Jacky Sidebottom. The sales director and keen horsewoman has been key to this ongoing success, insists a colleague: "Honest and direct, Jacky has high hopes for 2018 and will play a crucial role in the major investment we already have scheduled for early in 2018."



81

Tim Peppiatt

Paperhat

2016 rank 82

**Why** During its biggest year of acquisitions yet, chief executive Peppiatt has been occupied consolidating and solidifying Paperhat's stake across print and creative media. With more negotiations in the offing for the new year, Peppiatt, labelled "the epitome of the networker and salesman" by a colleague, will likely take some time over the holiday enjoying time with his two young children and indulging his passion for cookery.



87

Marian Stefani

Independent Print Industries Association (IPIA)

2016 rank 88

**Why** When she's not saddling up for a spot of riding, the IPIA chief executive is ramping up industry horse power. In an exclusive *PrintWeek* interview this spring Stefani said she wanted membership to be "elite" – the best trade suppliers and best print managers. If anyone can do it, she can, insists an IPIA colleague: "Marian is very innovative and excellent at bringing the industry together, then taking them forward."



86

Phill Reynolds

Cestrian

2016 rank 86

**Why** Colleagues at Cestrian admit that Brexit and this year's election has made 2017 tough, but client spending resurged in the run-up to Christmas, resulting in a "fruitful" final quarter. "Down to earth and forward-thinking", managing director Reynolds has his eyes on 2018 with excursions to Europe scoping out new kit to expand his firm's capacity. New accounts and new in-house software also indicate this motorbike enthusiast will be speeding into the new year.



80

Sidney Bobb BAPC

2016 rank 72

**Why** Earlier this year the chairman of the British Association for Print & Communication (BAPC) spoke of a gender gap in science, technology, engineering or maths careers. "This is about changing society," he told *PrintWeek* in September. A colleague says: "Sidney is forthright with the industry and sometimes feels he is not being heard." Big mistake: "His industry knowledge is second to none; he's a delight and someone you can trust absolutely."



79

Jon Tolley

Prime Group

2016 rank 80

**Why** Colleagues say he's "visionary", but managing director Jon Tolley respects the past. Earlier this year his brother, production director Adrian, used *PrintWeek* to try and find a home for a 19th century Columbian Eagle press needing TLC. Unlike Prime Group, a well-oiled machine near Nottingham booming in image personalisation and personalised books. "Few people have such an understanding of how the print industry is emerging," says one of those colleagues.



78

Andy Cork

Printondemand-worldwide

NEW

**Why** When he isn't supporting and training his three sons to play polo for England, managing director Cork is "relentless" in his mission to constantly challenge and invigorate at Printondemand. Under his guidance, the firm has been making serious inroads into digital markets this year, reportedly becoming one of the first printers to produce a book of one on an inkjet device, with a view to continue doing so across 2018.



85

Neil Smith

Blue Buffalo

2016 rank 85

**Why** After more than 25 years in print, print production and print buying, it's fair to say that Blue Buffalo director Neil Smith has no gaps in his know-how. No wonder he's brought in to advise on some of the industry's biggest tenders. "He's a really bright guy who knows print inside and out, and I trust him," says an associate. Something of a gourmand, we hear his sausage rolls could give Nigella a run for her money.



84

Mark Simpson

Simpson Group

2016 rank 84

**Why** The Simpson Group chairman is described by colleagues as innovative, forward-thinking and passionate about automation, integration and online development – all among his key major business focus areas this year. The 55-year-old has recently successfully completed the New York City Marathon – his first major running event – in just four hours and eight minutes, smashing his personal target and raising more than £2,100 for the Alzheimer's Society.



83

Simon Cooper

Tradeprint

NEW

**Why** This has been a "year of rebirth" for Tradeprint, with managing director Cooper angling the firm towards projects that bring together print and technology. An avid reader, who takes inspiration from business thinkers and social scientists alike, he has been empowering his team to pitch an oar in to steer the company in a new direction. By "placing great value on his people", the recently-appointed Cooper has gained great respect among colleagues.



77

Andy Barber

UK Mail

2016 rank 76

**Why** In a year in which he was promoted to managing director, Andy Barber is now poised to preside over the newly rebranded UK Mail Digital. His beloved Leicester City may not quite have lived up to the high standards of the previous year but this multiple-hatted fellow also had time to chair Konica Minolta user group Prokom's first association conference in Vienna, while overseeing the launch of a new augmented reality app.



76

Tony Gill

Mosaic Group

NEW

**Why** He's known by colleagues to be "hardworking, honest, with an amazing gut-feel" – all attributes Gill needed this year as Mosaic continued to diversify its offering, venturing into creative design and 3D, as well as starting a new corporate gifts subsidiary. It's been a big year – not least as Gill has managed to reduce his golf handicap from 28 to 23, having only started playing in earnest in 2017.



75

**David Taylor**  
Lightning Source  
2016 rank 77

**Why** This former bookseller, group managing director at Ingram Content's print division Lightning Source, has spent the year continuing to drive growth for a market leader in the world of print-on-demand. Taylor, an avid Wolverhampton Wanderers fan, also oversaw the acquisition by Ingram of UK book distributor National Book Network International over the summer, and he is currently chair of the Book Society.



74

**Stephen Docherty**  
Bell & Bain  
2016 rank 74

**Why** Celtic fan Docherty scored in 2017. His was the first European book printer to sign a Ricoh Pro VC60000. He completed the double later this summer with a new Muller binding line. And now the managing director in Glasgow is set for another record year, adding £1m to make £14m turnover. Docherty plays an eight-seven formation – eight hours a day, seven days a week – but still finds time for family, says a colleague.



73

**Graham Prichard**  
National Trust  
2016 rank 73

**Why** While he may have cut back his hours, the National Trust print manager still delivers more than 7.2 million magazines a year. Trust handbooks meanwhile are the largest volume colour print books produced in the UK, at more than 3 million copies. "Graham works tirelessly to ensure we're using the most suitable materials and getting best value. When not keeping us all in line he's playing golf and is quite the musician too, gigging with his band," says a colleague.



68

**Barney Hosey**  
Brightsource  
**NEW**

**Why** Following the retirement of Peter Frings, Brightsource's managing director Barney Hosey enters the list, having spent the year focusing on strong client growth and new business in key sectors, along with the continued integration of its Signal marketing arm. A keen cyclist, who sets off every summer on a charity bike ride to Europe with colleagues, one staff member says "his vision for the future is incredibly motivating for the staff".



67

**Kevin Creechan**  
J Thomson Colour Printers  
**NEW**

**Why** Within and without the print sector, managing director Creechan is Scottish to the core. A staunch season ticket holder for Celtic, he is known to follow the Bhoys all over the world. While J Thomson completed a £5m tech investment in 2017, Creechan has been busy presiding over the rebranded Print Scotland. Membership growth of eight this year is just the beginning, as Creechan wants to add 10 to 15 more in 2018.



## NEW ENTRIES

2017	Name	Company
10	Chris Murray	DS Smith
13	Scott Barclay	Williams Lea Tag
23	Gary Rehwinkel	Coveris UK Food & Consumer
28	Andrew Hopkins	Newsprinters
45	James Duckenfield	Hobs Group
55	Louisa Bull	Unite
57	Robert Lockwood	Taylor Bloxham
58	Alan Wright	Magnet Harlequin
66	Adam Carnell	Bluetree Design & Print
67	Kevin Creechan	J Thomson Colour Printers
68	Barney Hosey	Brightsource
69	Chris Hughes	Harrier
72	Bill McFedries	CFH Docmail
76	Tony Gill	Mosaic Print Management
78	Andy Cork	Printondemand-worldwide
83	Simon Cooper	Tradeprint
89	Michael Burman	FE Burman
91	Gary White	Northside Graphics
94	Richard Knowles	BCQ Group
95	Peter Bradley	Bradley Group
100	Peter Gunning	Grafenia

72

**Bill McFedries**  
CFH Docmail  
**NEW**

**Why** Moving to a place in the country, where he can walk his dogs and teach himself woodworking, McFedries must be ready to take a moment to contemplate the achievements of his first full year as chief executive. Appointed in June 2016, he has applied a "structured approach" to operations at Docmail, according to his staff, with his rigorous methodology and broad base of knowledge in tech, IT, and enterprise.



71

**Jon Lancaster**  
Falkland Press  
2016 rank 66

**Why** Clarity has been the defining word for 2017 at Falkland, if you ask managing director Lancaster's team. A year of transition has seen the printer move into the higher end of the market while concluding a £4.5m investment which included building an in-house management information system. Young bachelor Lancaster is often out socialising, but is known to be "obsessed" with his "hobby" – the continued improvement of Falkland.



66

**Adam Carnell**  
Bluetree Design & Print  
**NEW**

**Why** Making his debut on our list, director Carnell's busy schedule looks to stay jam-packed. Along with co-founder James Kinsella, he has overseen the installation of £20m worth of technology across the Bluetree group, headquartered in Rotherham. The future is now certainly the focus for a man "full of energy and always ambitious", with a baby on the way and more tech developments on the cards for 2018.



65

**David Nestor**  
First4 Print Finishing  
2016 rank 67

**Why** It's been just over a year since Blackburn's First 4 Print Finishing made its first acquisition, snapping up Vitesse Mailing Preston. If this was a stressful time, managing director David Nestor didn't show it. "He has a calm demeanour and way of doing business," insists a right-hand man. "David led on the acquisition and helped it bed in really well. He's an ace at customer service and relations."



64

**Aron Priest** Solopress  
2016 rank 83

**Why** A significant rise the same year as the managing director and co-founder sold the business might seem counterintuitive, but he still heads the business and with the financial clout of PE-backed Onlineprinters, growth is still very much on the cards. In fact, the only things that have changed are that he has more time to get back into cycling. "Aron's ambitions haven't really changed, all that has is his ability to take the occasional day off," says a colleague.



70

**David Borlase**  
Central/British Gas  
2016 rank 70

**Why** British Gas has more than 8 million customers and huge print demands. A recent personalised direct mail push involved more than 6 million packs, 800,000 of them made in a day. No sweat for print services manager David Borlase. An impressed marketing agency client explains: "I've known him for 14 years and Dave is very credible from a supplier's point of view. He is very fair, knowledgeable and a superb ambassador for print."



69

**Chris Hughes**  
Harrier  
**NEW**

**Why** "It's all about the team," says a colleague of this Power100 newbie. "A year into his role as managing director and Chris has overseen tremendous growth." The District Photo subsidiary based in Devon recently launched a new personalised print platform to transform photos into artwork to underscore a number of senior appointments this year.



63

**Gareth Roberts**  
Bishops Printers  
2016 rank 71

**Why** It's in the detail, insists a colleague: "Even though we've grown to 250 people, Gareth can name any one of them, and probably their partners and children too. The personal touch matters." It's also a Midas touch: the Portsmouth B2 printer spent £3m on kit this spring and is set for sales of over £26m. "When asked what's his job, he says a 'printer' not 'managing director'. He's down to earth."



62

**Jon Bailey** ProCo  
2016 rank 68

**Why** Operating in a more strategic capacity since becoming chief executive last year, Bailey has spent 2017 taking ProCo up another gear, primarily by investing to increase its competitiveness. The company bought two RMGT Ryobi LED-UV presses this year and also became the first UK buyer of Agfa's Jeti Tauro H2500 LED printer. One colleague says Bailey is never complacent and always ensures his team are expanding, learning and moving forward.



61



## Nick Cole

St Ives – Marketing Activation  
2016 rank 60

**Why** Group managing director Cole's Marketing Activation division has had a torrid year, losing major contracts and spending much of the past 12 months in limbo as St Ives mulls over the potential sale of its print ops. But Cole remains as passionate and energetic as ever according to one colleague, and he and his team are resilient, SP Group bagging recent new business wins in the fashion retail and hospitality sectors.



60



## Darren Coxon

2016 rank 78

**Why** It's not easy at the top. Darren Coxon became BPIF president in April. A month later his company acquired fellow Welsh firm Cambrian Printers. Then, for the cause of Cancer Research Wales, he "swapped Chinese meals for Chinese walls" for a charity trek along the Great Wall. To cap it all the company managing director has shot up our Power100. "Darren is fantastic for business and great for the industry," says a colleague.



59



## Noel Warner

**Why** There are three things that the Inc Direct chief executive obsesses about detail, detail and detail, but always with a view to "excelling for customers," says a colleague. That focus has come in handy this year, with so much going on; from significant client renewals through to comprehensive change programmes and investments in virtually every area of the business. A board member of industry best practice network IPN Global, this year he became a grandfather and qualified as a St John's Ambulance first aider.



# WHO'S OUT

2016 Name	Company	Reason
10 Gareth Jenkins	DS Smith	Left business
13 Stuart Trood	Williams Lea Tag	Replaced in list
19 Barry Crich	Adare	Changed role
22 Mark Lapping	Coveris UK Food & Consumer	Left business
26 Steve Whitehead	Newsprinters	Changed role
28 Malcolm Lane-Ley	Anton Group	Company went bust
37 Mal Skelton	Immediate Media Co	Retired
40 Simon Moore	Eclipse	Company acquired
49 Dave Broadway	CFH	Changed role
53 Kieran O'Brien	Hobs Reprographics	Sold business
61 Les Pipe	Rhapsody	Retired
63 Ian Tonks	Unite	Retired
64 Nigel Jeffers	Harrier LLC	Retired
69 Peter Frings	Brightsource	Retired
75 Nick Dixon	Veriteva	Did not make list
79 Anthony Newman	Cancer Research UK	Changed role
81 Bryan Shirley	Bluetree Print & Design	Replaced in list
89 Nigel Toplis	Kall Kwik	Did not make list
92 Jon Olley	Olro Group	Did not make list
97 Ralph Wills	PH Media	Did not make list
99 Michael Jaques	Apcom (Leicestershire City Council)	Did not make list

58



## Alan Wright

Magnet Harlequin

**NEW**

**Why** After more than 40 years in the pre-media game, it's fair to say there's not much Magnet Harlequin executive chairman Alan Wright doesn't know about the business. "His management style is very hands-on, he's very into the detail," notes one colleague. At the helm of arguably the UK's biggest independent pre-media company, Wright and his team have just announced plans to take things to the next level, with an integrated offering spanning sister agencies within the Writtle group.



57



## Robert Lockwood

Taylor Bloxham Group

**NEW**

**Why** Gamekeeper turned poacher, well paper merchant turned printer, according to colleagues he's been pivotal in turning around the £27m business and continuing its aggressive drive for diversification into DM, POS and FM since he became chief executive last year. "He has revitalised the business and changed it from a production-led to sales-led organisation," says a colleague. Away from work, the lifelong Chelsea fan is happiest charging around in his 1950s Lincoln blasting out 1960s R&B.



56



## Michael Murphy

John Lewis Partnership

2016 rank 62

**Why** When it comes to print trends, where John Lewis leads, others tend to follow. "People will say 'we want to do what John Lewis is doing', they produce things that others want to copy," notes one print supplier. Ensuring the end-result matches brand expectations is "professional, loyal and fair" print production manager Michael Murphy, who handles the £3.2m-plus print spend that helps set the tone of the retailer's customer communications.



55

**Louisa Bull** Unite  
**NEW**

**Why** As the recently appointed national officer for the Graphical, Paper, Media & IT Sector of the UK's largest union, it's only fitting that Bull has ink in her veins. Coming from "print family" and having worked her way through the union ranks at *The Daily Telegraph*, she's described by a colleague as being "extremely capable" and her driving passion, when not in the stands at Stamford Bridge, is developing a new skills strategy for the industry.



54

**Alison Kaye**

CPI UK

**2016 rank 59**

**Why** Managing director of both CPI Colour and CPI's STMA division, each of the business arms Kaye heads up have continued to invest this year and delivered sales growth by offering a broader range of services. One colleague said she is "motivational and fun with a clear direction and strategy for the business" while another said she is "highly thought of, respected and admired, incredibly hard-working and sets the pace".



53

**Bradley Slade**

SMP Group

**2016 rank 58**

**Why** In a year in which SMP Group scooped the Out-of-Home Printer of the Year prize at the PrintWeek Awards, managing director Bradley Slade, who enjoys a spot of skiing in his spare time, found himself presiding over a number of significant contract renewals. A colleague says: "In a challenging and overcrowded marketplace, Bradley has focused on improving the quality of SMP's service offering."



47

**Roger Birkin** IDG**2016 rank 51**

**Why** "Roger likes tending his garden; as a perfectionist he has been known to be outside from dawn till dusk," says a colleague. Inside he's no less demanding, working round the clock as executive chairman of £20m-turnover ImageData Group (IDG). This year IDG spent £1.5m on new kit, and another £1m is already allocated for next year, along with more time in the garden, no doubt. "Roger has an unerring ability to make things happen outside and in."



46

**Neil Felton** Fespa**2016 rank 50**

**Why** It's just as well Neil Felton likes travelling. He'll be doing a lot in 2018: Fespa's Asian show returns to Bangkok in February 2018, the chief executive is gearing up for shows in Mexico and Eurasia, while the event comes to Berlin in May. "Neil is a great motivator," says a well-impressed colleague. "That's because he's so motivated himself and lacks nothing in diligence and preparation. He really does take in the bigger picture."



52

**Ryan Hennessey** AA**2016 rank 57**

**Why** Like his favourite club – Man City – Ryan Hennessey is on the road to big things. The head of marketing services for the UK's largest motoring group spent the past year transforming fulfilment for the AA. All print and fulfilment across the group is now centralised, generating savings in print and post, while use of digital printing is on the up. "He's amiable, friendly and professional," says a senior marketing supplier, "always the perfect gentleman."



51

**Heath Mason**

Park Communications

**2016 rank 55**

**Why** Heath Mason is a safe pair of hands, and a good job too. Discretion, confidentiality and a scrupulous approach to data protection are integral, according to Park Communications' website. It also sums up the chief executive's star qualities. "He's passionate about excellence in print, integrity in behaviour and client engagement," says a right-hand man of this keen sailor who recently oversaw big investments in KBA litho kit and large-format work.



45

**James Duckenfield**

Hobs Group

**NEW**

**Why** His ambitious growth plans to double sales of the £35m-turnover diverse group may have stalled slightly this year, with the business having to buy out its founder after his unexpected decision retire, but they're back on track now. Described by a colleague as "possibly the smartest chief executive in print" the father of three (number three arriving just last week) has a forensic eye for detail, something he honed in previous corporate lives.



44

**Stephen Esson**

Penguin Random House

**2016 rank 46**

**Why** PRH's long-established group publishing operations director commands a huge print spend, and a huge amount of respect. Described as a "tough but fair" negotiator, two years on from the momentous decision to award St Ives Clays sole supplier status, we can't help wondering if he would do things differently on reflection. "When you're that big a customer, something like that is very destabilising for the industry and it's changed things in the market," notes an observer.



50

**Eric Lambert**

Reed Business Information

**2016 rank 44**

**Why** Very much a year of focusing on the day job, RBI production and editorial systems director Lambert and his team have continued to work on the three-year print contracts in the UK and The Netherlands that the B2B publisher renegotiated in 2016. According to a colleague, Lambert is passionate about Formula One and only too happy to offer advice and a helping hand to those in need.



49

**Gary Peeling**

Precision Printing

**2016 rank 54**

**Why** This mover and shaker is also a "watcher and thinker" whose business approach is "both subtle and quiet", says an insider. The chief executive however made lots of noise this year to celebrate his company's 50th birthday. Peeling moved base to Dagenham, installed a new LED-UV press, and beta tested an HP Indigo 12000 to eye up potential sales of £23m this year – plenty of sensual delights for this watcher and thinker.



48

**Alex Evans**

Precision Colour Printing

**2016 rank 56**

**Why** "Alex is a savvy businessman, takes no nonsense and has a lot of teeth when he needs to bite," says an industry insider. Earlier this year the managing director got a taste of the East for a no-nonsense £2.7m. His business in Telford, Shropshire, ordered from Japan a European-first nine-colour Mitsubishi perfecter sheetfed press to deliver unique magazine printing techniques – and more sales opportunities to sink his teeth into.



43

**Andrew Jones**

Stephens &amp; George

**2016 rank 48**

**Why** This summer, chairman and group managing director Jones' company – now the biggest sheetfed printer after the demise of Anton – rounded off the first phase of a major finishing spend after taking delivery of a Polar Pace 200 guillotine. This came shortly after the installation of a second Stahlfolder TH 82-P and took the company's bindery spend in the last two years to £6m. One colleague says the passionate rugby and cricket fan's knowledge of print is "second to none".



42

**Ian Kendall**

Reflex Group

**2016 rank 45**

**Why** Following the Brexit vote, managing director Kendall decided Reflex should ramp up investment to counteract the impact of higher material costs and fewer European workers. This year the firm bought 17 new presses and made two acquisitions – TRS Design & Print in Manchester and WyPrint near Leeds. One colleague describes Kendall as "an increasingly rare animal in printing – the successful British entrepreneur, proud of the heritage and of Reflex's independence".



## PUBLIC VOTE RANKING

Vote rank	Name	Company	Proo rank
1	Robert MacMillan	HH Global	9
2	Phill Reynolds	Cestrian	86
3	Chris Ellison	OPM (Labels & Packaging) Group	n/a
4	Gary Rehwinkel	Coveris UK Food & Consumer	23
5	Mike Phillips	The Delta Group	16
6	Jon Bailey	ProCo	62
7	Paul Brough	Opus Trust Marketing	92
8	Bachar Aintaoui	MBA Group	35
9	Danny Clarke	Howard Hunt Group	n/a
10	Scott Barclay	Williams Lea Tag	13
11	Paul Manning	Rapidity	93
12	Patrick Headley	GI Solutions Group	21
13	Marian Stefani	Independent Print Industries Association	87
14	Richard Knowles	BQ Group	94
15	Gary Peeling	Precision Printing	49
16	Gary White	Northside Graphics	91
17	Miles Linney	Linney Group	6
18	Jon Tolley	Prime Group	79
19	Alan Wright	Magnet Harlequin	58
20	Jacky Sidebottom	Glossop Cartons	82
21	Simon Tabelin	Brilliant Media	n/a
22	Kirk Galloway	Buxton Press	1
23	Tim Peppiatt	Paperhat	81
24	Charles Jarrold	BPIF	14
25	Peter Bradley	Bradley Group	95

**41**

**David Laybourne**  
Real Digital International  
▲ **2016 rank 47**  
**Why** According to a colleague, 2017 has been a "big project year" for managing director Laybourne. And while overseeing a multimillion-pound digital and post-press re-equip, as part of a strategic shift to expand into new markets, has been his professional focus, completing his house renovation was the personal 2017 highlight. Sadly though, with so much going, the "calm and measured" business leader whose "door is always open" hasn't had as much time for watersports as he would have liked.

**40**

**Trevor Jones**  
Tesco  
▲ **2016 rank 43**  
**Why** Described by one colleague as a straight talker who doesn't do "fancy food", Tesco procurement manager Jones is said to be passionate and knowledgeable about all things print and continues to be responsible for sourcing direct mail, including Clubcard mailings, all mailed staff communications and POS. A keen cyclist, Jones is looking forward to his next challenge of cycling in the Swiss Alps.

**39**

**Richard Moross**  
Moo  
▲ **2016 rank 41**  
**Why** With rumours abuzz that Moo is heading for stock market flotation, its effervescent founder and chief executive Richard Moross, who turned 40 this year, continues to run a tight ship. This year he has overseen Moo's relocation from its Stratford facility to a premises double the size in Dagenham, and was integral in the launch of its Cotton Business Cards, which are made from 100% white t-shirt offcuts.

**35**

**Bachar Aintaoui**  
MBA Group  
▲ **2016 rank 38**  
**Why** London-based MBA's chairman Aintaoui, described by a colleague as driving the group's "quest to be a leader in customer communications", continues to lead from the front, and this year has overseen further technology investments in finishing, along with allowing the group's world-first combination of three Ricoh Pro VC60000 machines to bed in. "Bachar continues to lead from the front with unrelenting enthusiasm and inspiration," adds the colleague.

**34**

**Rob Moore** SGK  
▲ **2016 rank 35**  
**Why** Having led the negotiations, SGK's chief executive Rob Moore oversaw the acquisition of VCG Group in January, and he has since worked to integrate the two businesses, along with overseeing a fourth consecutive year of growth. A keen runner, in April he could be seen completing the Boston Marathon in under four hours. A colleague says Moore is "equally as focused on operations as he is on innovation".

## HIGHEST RISERS

2017	Name	Company	2016
1	Kirk Galloway	Buxton Press	52
21	Patrick Headley	GI Solutions Group	42
64	Aron Priest	Solopress	83
60	Darren Coxon	Pensord	78
48	Alex Evans	Precision Colour Printing (PCP)	56
63	Gareth Roberts	Bishops Printers	71
82	Jacky Sidebottom-Every	Glossop Cartons	90
62	Jon Bailey	ProCo	68
41	David Laybourne	Real Digital International	47
56	Michael Murphy	John Lewis Partnership	62
59	Noel Warner	Inc Direct	65
52	Ryan Hennessey	The AA	57
43	Andrew Jones	Stephens & George	48
54	Alison Kaye	CPI UK	59
93	Paul Manning	Rapidity	98
51	Heath Mason	Park Communications	56
49	Gary Peeling	Precision Printing	54
53	Bradley Slade	SMP	58
47	Roger Birkin	IDG	51
46	Neil Felton	Fespa	50
6	Miles Linney	Linney Group	10
9	Robert MacMillan	HH Global	13

**38**

**Jody Ford**  
Photobox Group  
▼ **2016 rank 33**  
**Why** Two years after being made chief executive, Jody Ford has overseen a highly acclaimed refreshing of the Moonpig brand, made a number of senior appointments and signalled the group's intent to strengthen its position as a leading European personalisation business. A colleague says: "We are moving to an iconic landmark development in the heart of London's creative and technology community in 2018 - a place that captures the spirit and essence of Jody's creative input."

**33**

**Yves Rogivue**  
Konica Minolta Marketing Services  
▼ **2016 rank 30**  
**Why** Presiding over his first full year at the newly christened Konica Minolta Marketing Services, chief executive Rogivue has hit the ground running, overseeing a name and branding change and the integration of Ergo, Charterhouse and Indicia into this new incarnation, not to mention passing his high seas open water sailing license. "Yves' energy and vision has been central to our business's evolution," says a colleague.

**32**

**Luke Pigott**  
Howard Hunt Group  
▲ **2016 rank 34**  
**Why** Luke Pigott opens up his latest mean machine, a super-fast Böwe Systec inserter installed this spring at the Dartford site. Keeping on top of technology has helped the direct mail service provider rack up around £70m turnover. At the heart of this fine-tuned marketing machine if its high-achieving, highly demanding chief executive. "Under Luke's leadership," says a colleague, "Howard Hunt has grown considerably and is driving further progression through all of our agencies."

**37**

**Mark Gibbons**  
William Gibbons  
▲ **2016 rank 39**  
**Why** William Gibbons' joint managing director just can't understand why it seems impossible for some of his web offset compatriots to see sense. Even after all that transpired at Polestar, there's still a price war going on out there and it makes him despair for the industry. "He says it as it is. He's a hard businessman, but fair, and he sticks to the knitting," says an admirer. No doubt the league-topping performance of his beloved Wolves has provided a welcome bright spot.

**36**

**Emma Zakka**  
Talk Talk  
▲ **2016 rank 36**  
**Why** Telecoms may be going mobile, but print isn't going anywhere. Needs for billing and marketing are still formidable, especially for the Talk Talk titan with 4 million customers and a mind-boggling 250m GB customer downloads a month. This is where Emma Zakka talks the talk. The senior print and production manager "is very professional, passionate and great fun to work with," says a colleague. "Her knowledge and expertise are second to none."

**31**

**Matt Jolly** John Brown  
▲ **2016 rank 32**  
**Why** Alongside continued work for major clients like Waitrose, Emirates, and the RBS, production director Jolly's work in the pre-production and production department at John Brown has seen the launch of a major new product for international department store brand Stockmann. Passionate about martial arts and Gillingham FC, he heads up a team of 15 people and manages the firm's output not only in the UK but also Dubai, Boston and Finland.

## TOP 25 SUPPLIERS

Rank	Name	Company
1	Peter Jolly	HP Indigo
2	George Thompson	Harrison Scott
3	Keith McMurtrie	Tharstern
4	Dave Allen	Premier Paper Group
5	Moya Greene	Royal Mail
6	David Hunter	Antalis
7	Gerard Heanue	Heidelberg UK
8	Tim Carter	Ricoh
9	Tim Cox	Vpress
10	Bryan Godwyn	Intelligent Finishing Systems
11	Matthew Elliott	Elliott Baxter
12	Douglas Gibson	Infigo Software
13	Kirstie Whitehead	Key Recruitment
14	Mike Gee	Denmaur Independent Papers
15	Eddie Williams	Agfa UK
16	Chris Broadhurst	Fujifilm Graphic Systems
17	Greg Hayes	Sun Chemical
18	Andrew Morrison	Xerox UK
19	Wayne Barlow	Canon UK
20	Nicola Bissett	Optimus Group
21	Mark Bristow	Friedheim International
22	Steve Dryden	Flint Group
23	Neil Sutton	Komori UK
24	Dani Novick	Mercury Search & Selection
25	Bob Usher	Apex Digital Graphics

\* According to the public vote

**30**

## Mark Cruise Sky

2016 rank 31

**Why** Like most, Sky has made some tough calls this year due to inclement economic conditions. Power 100 mainstay and head of print Cruise worked across several teams at Sky to keep the company efficient and "do more with less", while still keeping output quality high. Even in uncertain times though, he is said to remain "a brilliant character – and very Irish", proudly brandishing photos of his beloved dog Niko to everyone he meets.



**28**

## Andrew Hopkins

Newsprinters

**NEW**

**Why** Taking the reins shortly before Power 100 went to press, new managing director Hopkins now heads up an organisation that has undergone a significant year of change. Adding The Daily Mail, The Mail on Sunday and The Glasgow Metro contracts, as well as Waitrose's in-house paper, has meant that night press capacity is almost at 100%. And since July, Newsprinters has been operating as a standalone division reporting into News UK.



**27**

## Simon Bittcliffe

Webmart

2016 rank 27

**Why** A rebel with a cause, Simon Bittcliffe talks and dresses in a well-measured street style that endears him to people from all walks, from rock guitarists and company vice presidents alike. The print procurement business chief executive, insists a left-hand man, "continues to see the benefits of his Marxist-capitalist business model across all levels of the business and ensures innovation and technology are at the forefront of Webmart's priorities."



**26**

## Nick Snelson APS

Group

2016 rank 23

**Why** APS Group's managing director Nick Snelson says the APS Group's strapline, "make more possible" is intrinsic to everything the business does. "It's an amazingly traditional business that seems to punch above its weight. Whatever the secret to tendering is, they're obviously very much aware what it is," says an industry associate. Personal highlights will no doubt include meeting the Queen at the Queen's Awards bash at Buckingham Palace over the summer.



**25**

## Lascelle Barrow

Augustus Martin

2016 rank 23

**Why** According to one colleague, Barrow's passion for print and his £50m wide-format firm is as bright today as it was in the early 1960s when he co-founded the business. "I can't think of anyone else who, at his age and with the resources he has at his disposal, wouldn't just be floating around the Caribbean on a boat rather than choosing to come into East London every day to play with printing machines." What more can you say?



**24**

## Martin Sutherland

De La Rue

2016 rank 24

**Why** A fitness sports enthusiast, father-of-two Sutherland is described by associates as a clear thinker with a pragmatic approach and a focus on creating positive momentum. And momentum has certainly been growing quickly for the De La Rue chief executive's business, which designed and printed the new £10 note for the Bank of England as well as for all the Scottish issuing banks this year and saw its half-year 2017 revenue leap by 29%.



23

**Gary Rehwinkel**

Coveris UK Food &amp; Consumer

**NEW**

**Why** Taking over as president/chief executive of the packaging giant's UK Food & Consumer arm earlier this year, sports fan Rehwinkel – previously president of Coveris' Performance Packaging Group in the US – has hit the ground running. In 2017 the business committed £10m investment in new capabilities and equipment to support its cartonboard, flexible film and label divisions, which included the strategic acquisition of various assets from collapsed Gelpack Industrial.



22

**John Brewis**

Trinity Mirror Printing

**2016 rank 21**

**Why** Described by colleagues as "a safe pair of hands", managing director Brewis has overseen the PLC's printing operations during a mixed year for Trinity Mirror, which closed a raft of local newspapers and reported a print revenue slump of more than 10% in the first half of 2017. On a more positive note, the group agreed new multi-year printing contracts with Johnston Press and secured a five-year contract to print *The Guardian*.



21

**Patrick Headley**

Go Inspire Group

**2016 rank 42**

**Why** A significant jump reflects a momentous year that kicked off with the acquisition of the Eclipse group of companies, creating an £80m-plus print powerhouse, and culminated in GI Solutions' 25th anniversary celebrations. And the Eclipse deal means that the "visionary and a natural CEO" has less time to gig with The Hoo Haas, but more opportunity to achieve his professional goals. "You cut him in half and it's all about the good of the company and the good of the industry and driving both forward," says a colleague.



17

**Mark Cornford**

Integrity Print

**2016 rank 16**

**Why** Integrity Print managing director Cornford is praised for his strong business ethics, and for being "an all-round top bloke". "He knows how to manage a declining market, while reinvesting in stuff that's not declining", says one industry peer. Investments in labels kit, security printing and group accreditations have been part of the mix this year, but we wouldn't be surprised if more M&A is on the cards for the perennially perky Cornford.



16

**Mike Phillips**

The Delta Group

**2016 rank 15**

**Why** One of Europe's largest wide-format businesses, Delta expanded big time this year, which is just as well. In a *PrintWeek* Q&A last Christmas Phillips warned that lack of ideas and investment were the biggest threats in 2017. No chance of that: "Mike has an incredible ability to energise and drive innovation," says a colleague of the chief executive who recently launched a multi-channel marketing management tool and is gearing up for 50% growth.



## MAYBE NEXT YEAR

Name	Company
Rachel Aldighieri	Direct Marketing Association
Michael Ayerst	VGL
Derek Bell	GPS Colour Graphics
Andy Berg	Walstead Group
Danny Clarke	Howard Hunt Group
Steve Cropper	Gemini Print Group
David Danforth	Image Data Group
Judith Donovan	Strategic Mailing Partnership
Chris Ellison	OPM (Labels & Packaging) Group
Anthony Evans	Apcom (Swansea City Council)
Mark Farrimond	The Envelope Works Group
Simon Hampton-Matthews	Association of Creative & Print Managers in Education/UWE (University of the West of England)
Symon Hindmarch-Bye	The Commercial Group
Paul Hulley	St Ives Clays
Koli Pickersgill	Immediate Media
Sarah Powell	Immediate Media
Chris Smith	Halstan
Simon Tabelin	Brilliant Media
Sharon Thompson	Immediate Media
Philip Warner	Warners Midlands

20

**Richard Gray**

Prinovis

**2016 rank 20**

**Why** After its first full year in the service of the Daily Mail and the Telegraph Media Groups – two of its biggest clients yet – Prinovis has been incredibly busy. That hasn't stopped managing director Gray from making sure his group can deliver quality across the board. Quiet and committed, his investment in the People Agenda has increased employee engagement to 68%, getting his trusted team further involved in the future of the company.



15

**Matt Armitage**

St Ives

**2016 rank 6**

**Why** One way or another this could be the last Power100 appearance for St Ives chief executive Matt Armitage. Last year we said the coming year would be crucial, and it's certainly turned out that way for the group's legacy print businesses, which were effectively put up for sale in March. The share price descended to an all-time-low of 37.3p over the summer, but has recovered somewhat since. Fixing the print issues, somehow, is "a top priority" for the embattled chief executive. Watch this space.



14

**Charles Jarrold**

BPIF

**2016 rank 14**

**Why** The Fed's chief executive has had a typically busy year: from helping companies to access the climate levy rebate scheme, succeeding in getting the government to agree the trailblazer apprenticeship should offer specialist options and graduating the second cohort of Level 5 Graduate Management Programme students. He's also seen the BPIF's London back office functions relocate to the home of print, St Bride's, saving a tidy sum in rent – something that no doubt warms his trained accountant heart.



13

**Scott Barclay**

Williams Lea Tag

**NEW**

**Why** New owner and a new name for the Power100 to boot, it's certainly been an interesting year for the UK's largest print BPO. As head of strategic sourcing, EMEA, a role he's held for the past two years, Barclay is responsible for managing a €1bn spend. He's also a passionate rugby fan and coaches several U14s teams, at local and county level, and still finds time to play occasionally "although at a slower pace nowadays", says a colleague.



19

**Jamie Robinson**

CCL Industries

**2016 rank 18**

**Why** With more than 20 years of food industry experience behind him, Robinson is currently managing director of CCL UK's home and personal care division as well as one of the Toronto-headquartered packaging and labelling group's European vice presidents. 2017 kicked off in fine style for the group when in February it completed its acquisition of Innovia Films, the producer of substrate for the polymer £5 note.



18

**Jim Lewcock**

The Specialist Works

**2016 rank 17**

**Why** The "constantly enquiring mind" of Lewcock never had a chance to rest this year. Handing off his chief executive role to Martin Woolley in January, he oversaw the acquisition of Pace Media – US TV and video advertising specialist – this summer. Despite his adventures in modern forms of communication, "his soul remains die-cut and on 150gsm silk" as the firm's Partnership Network signed up 75 UK print brands and counting.



12

**Jeremy Walters**

Paragon Customer Communications

**2016 rank 9**

**Why** When it's former US owner DST announced it was looking to sell its £165m UK operation last summer, a process that took almost a year, it could have been an unsettling time for the business. But the UK arm's "calm, collected and inclusive" chief executive ensured "business as usual" was more than just words. "And with new ownership, a new name and a new focus and Jeremy at the helm the future is extremely bright," says a colleague.



11

**Paul Utting**

Walstead Group

**2016 rank 12**

**Why** Walstead chief executive Paul Utting may be irked about the impact Brexit is having on business in the UK, but he's not letting it hold back the group's ambitions. Who could have imagined that one of Polestar's 96pp presses would end up at a Walstead plant on the continent? "He continues to drive the business forward, and is completely focused on and committed to making Walstead bigger and better. It's a fantastic story," enthuses one associate.



10

**Chris Murray**

DS Smith

**NEW**

**Why** New to the packaging giant and Power100, Chris Murray is straight in at number 10. The managing director of the packaging division joined this January from Rio Tinto Group. "Chris has strong personal drive and ambition," says a colleague. "He takes a systematic, disciplined approach and knows how to manage complex international manufacturing businesses." Outside the office, this keen runner and golfer can often be seen walking his dog along the Northumberland coastline.



09

**Robert MacMillan** ▲

HH Global

2016 rank 13

**Why** It's been another busy growth year for HH Global, with expansion always around the corner, financial results continuing to move in the right direction and significant contract wins and extensions galore. As ever, group chief executive MacMillan, an avid Fulham fan, has presided over the growth with aplomb, overseeing a recent recapitalisation that enabled the Leatherhead-based group to acquire the PostNL Print Management, giving it a second Dutch base. Alongside an impressive set of record financial results, the group has been recognised by both the *Sunday Times BDO Profit Track 100* as one of the UK's fastest growing companies and also won an Amazon Growing Business Award. "Robert's boundless energy, passion and commitment to the business is infectious, and he is the most approachable global CEO that you can imagine," says a colleague. In the year to come, among other things, MacMillan will be trekking the Himalayas with colleagues for charity.



08

**Stephen Goodman** ▼

YM Group

2016 rank 5

**Why** YM Group chief executive Stephen Goodman was at the helm of a big, bold move with the purchase of the former Polestar Chantry site and the 64pp short-grain web from Polestar Sheffield in 2016. At the time he cited "good growth opportunities for our business" in publications, but it's not yet clear if this has really come to fruition. The good news included winning the Express Newspapers supplements that were previously printed on the continent, while the bad news was... it's the Express. By Goodman's own admission it will take until next year to establish the Chantry business as self-sustaining. But despite what colleagues describe as "a tough year", with some parts of the business affected by Brexit jitters, he asserts that the group overall is "performing well and making money". Described as "a down-to-earth grafter who's focused on the plan and the delivery of that plan", he's a fan of the oval ball when not scrutinising a spreadsheet.



05

**Andy Blundell** Communis ▼

2016 rank 4

**Why** The Communis chief executive has headed up another successful year for the business, which increased sales for a seventh consecutive year and continued to expand its international presence, boosting its overseas revenue to 30% of the group total in the first half of 2017. Significant multi-year contract renewals were completed for Nationwide, Virgin Money and Co-op, and HSBC awarded the firm a five-year contract to produce its marketing communications. The company also invested in a new processing facility for its ECM Connect digitisation platform in Leeds. Colleagues say Blundell is a "visible leader" who continues to take a key role in the company's client relationships and challenges his staff to spend as much time as possible with existing clients to understand their specific needs. Also becoming a non-executive director at educational resources provider RM this year, Blundell resides in rural Derbyshire but has a house in the Hebrides which he uses for R&R.



04

**Robert Whiteside** Adare ▼

2016 rank 2

**Why** Could this be Robert Whiteside's last appearance in the *PrintWeek Power 100*? It's 15 years since he was first promoted to the board of Adare, and, following the decision to separate the Adare businesses into two earlier this year, the Adare Group has now been dissolved. Whiteside has become chairman of both Adare International and Adare SEC, with each business now having its own chief executive. "He's kind of disappeared, I feel like he's out to pasture now", observes one colleague. Whiteside is described as "a salesman front to back, he always behaves like he's in sales and he can put a positive spin on anything". With a management style that some describe as "direct and very positive", and others view as "quite abrasive" it's fair to say that keep fit fanatic Whiteside isn't afraid to make waves, as evidenced by the appointment of industry outsider Richard Slee to run the Adare SEC business.



07

**Mark Handford** Pureprint Group ▶

2016 rank 7

**Why** By his own high standards, 2017 has been a pretty quiet year for the Pureprint chief executive, certainly in terms of big kit installations or M&A activity at least. "Mark's never quiet, as anyone who knows him will testify, but after the massive site reorganisation last year, this year has been about processes and bolstering the management team and the team generally to future proof the business," according to one colleague. While the man himself hasn't been making too much noise, the circa £60m group has been staying equally quiet about some big under the radar contract wins that have kept it busy this year. Described by another colleague as having a "steel trap memory" and a "ridiculous eye for detail" he's known for being forensically over every part of the business, which as it grows must become ever more challenging – the answer, he never sleeps: "I've lost count of the number of emails he sends in the middle of the night," says one of the colleagues. "Fortunately he doesn't always expect an immediate reply."



06

**Miles Linney** Linney Group ▲

2016 rank 10

**Why** Linney Group is frequently cited as one of the most-admired companies in the business, and it's easy to see why. "I look at them as an exemplar," says one admirer. The sixth-generation family firm sets great store in its people and, under managing director Miles Linney, this is about much more than lip service. "The family put so much energy into generating a positive culture at the business – a lot of people talk about this but at Linney they place a consistently high value on it. That makes the business stand out, and it come from the family and from Miles," says an observer. Linney is described as being both "very humble, and very astute", and he's open to being challenged when colleagues have a different opinion. "That's why people tend to stay here for a very long time". While missing out on the Sainsbury's tender was no doubt a low point, we hear the group has recently bagged a new win with a blue-chip retailer that should put a smile on his face, even if England's performance in The Ashes hasn't.



03

**Mark Scanlon** Walstead Group ▼

2016 rank 1

**Why** While this could be viewed as a relatively quiet year for Walstead chairman Mark Scanlon, compared with the Polestar-related dramas and M&A deals that peppered 2016, there's no doubt that his pedal remains firmly to metal when it comes to driving the group forward. Further buys – but only at the right price – are still on the radar at home and abroad and he appears to be relishing the cross continental stature the group now enjoys. Walstead has reported consolidated results for the first time, albeit for a half-year, and now bills itself as "the largest and most profitable independent web offset printing business in Europe" with ambitions to become the biggest. It's no doubt significant that former PLC boss Ron Marsh has joined the board as a non-exec, along with M&A expert Julian Rothwell who has taken up an executive role. We don't think Scanlon will be sailing off into the sunset on his boat – he denies calling it HMS Walstead – just yet.



02

**Patrick Crean** Paragon Group ▲

2016 rank 3

**Why** This has been a year when Paragon's chief executive could easily have been elevated to the very top spot in our Power 100, and it's really only Crean's own reticence and desire to keep out of the limelight that has stopped that happening. Print's international man of mystery remains as busy as ever. He's an exceptional person, as well as an exceptionally private one. Perhaps Crean likes to keep it that way because, as one associate puts it, "it means everyone underestimates him". As has been demonstrated by the astonishing growth record at Paragon, this would be a big mistake. Crean is the sole shareholder at the company and following the acquisition of DST's UK Customer Communications wing, Paragon's biggest buy to date, sales at the group have now topped €600m, taking Crean ever-closer to his €1bn sales goal. Praised for his "phenomenal work ethic" and honourable approach to business, the Crean story shows just where a lot of very, very hard work can get you.



# POWER 100 2017

# 01



**"He can be ruthless and I respect him for that. You know where you stand"**



## Kirk Galloway Buxton Press

▲ 2016 rank 52

**Why** This has certainly been a landmark year for Buxton Press and its chief executive Kirk Galloway, not least because of his elevation to the top spot at the family-owned firm, where his father and business mentor Bernard is chairman. The publications printer provides a shining example of how to consistently succeed in a challenging commodity print market – and of the importance of making decent profits as the foundation for a sustainable business. The firm's stellar financial performance, with operating margins breaching 20% for the first time in its last financial year, has seen Buxton Press deservedly carry off *PrintWeek's* coveted Company of the Year trophy for an unprecedented fifth time. And what of the man himself? "He's a tough guy who runs a very tight ship. He's a real grafter and very hands-on, with a 'management by walking about' style," notes one supplier to the business. Another associate says: "He can be ruthless and I respect him for that. You know exactly where you stand". And while Galloway jokingly refers to himself as "the hirer, firer, tea boy and the cleaner", the Buxton formula should provide inspiration for print bosses up and down the country, and indeed around the globe: focus on what you're good at, invest in the right equipment to produce those products in the most efficient way possible, keep improving your processes, reinvest regularly based on a plan, look after your people, and – crucially – believe in the old adage that turnover is vanity, profit sanity. "He's a private person and not one of those people who like having their ego tickled," notes another observer. In the case of Galloway and his beloved Buxton Press, no tickling stick is required as the results speak for themselves.

POWER 100 2017

## ALPHABETICAL LISTING

Aintaoui Bachar	35	Jones Andrew	43
Armitage Matt	15	Kaye Alison	54
Bailey Jon	62	Kendall Ian	42
Barber Andy	77	Knowles Richard	94
Barclay Scott	13	Lambert Eric	50
Barrow Lascelle	25	Lancaster Jon	71
Biltcliffe Simon	27	Laybourne David	41
Birkin Roger	47	Lewcock Jim	18
Blundell Andy	5	Linney Miles	6
Bobb Sidney	80	Lockwood Robert	57
Borlase David	70	MacMillan Robert	9
Bradley Peter	95	Manning Paul	93
Brewis John	22	Mason Heath	51
Brough Paul	92	McFedries Bill	72
Bull Louisa	55	Moore Rob	34
Burman Michael	89	Moross Richard	39
Carnell Adam	66	Murphy Michael	56
Cole Nick	61	Murray Chris	10
Cooper Simon	83	Nestor David	65
Cork Andy	78	Peeling Gary	49
Cornford Mark	17	Peppiatt Tim	81
Coxon Darren	60	Phillips Mike	16
Crean Patrick	2	Pigott Luke	32
Creechan Kevin	67	Prichard Graham	73
Cruise Mark	30	Priest Aron	64
Docherty Stephen	74	Rehwinkel Gary	23
Duckenfield James	45	Reynolds Phill	86
Esson Stephen	44	Richards Jeff	98
Eustace Martyn	97	Roberts Gareth	63
Evans Alex	48	Robinson Jamie	19
Felton Neil	46	Rogivue Yves	33
Ford Jody	38	Scanlon Mark	3
Galloway Kirk	1	Sears Mark	90
Gibbons Mark	37	Sidebottom Jacky	82
Gill Tony	76	Simpson Mark	84
Gillgrass Richard	88	Slade Bradley	53
Goodman Stephen	8	Smith Neil	85
Gray Richard	20	Snelson Nick	26
Green Nicholas	96	Stefani Marian	87
Gunning Peter	100	Sutherland Martin	24
Handford Mark	7	Taylor David	75
Headley Patrick	21	Tolley Jon	79
Hennessey Ryan	52	Utting Paul	11
Hodson Luke	99	Walters Jeremy	12
Hopkins Andrew	28	Warner Noel	59
Hosey Barney	68	White Gary	91
Hughes Chris	69	Whiteside Robert	4
Janes Trevor	40	Whitfield Tim	29
Jarrold Charles	14	Wright Alan	58
Jolly Matt	31	Zakka Emma	36

## HOW WE DID IT

The rules for inclusion were as follows: entrants must be UK-based and must be directly involved in the printing industry. We have focused on printers and buyers in every sector from newspapers to packaging. Suppliers can be found in a separate boxout (p51) based on the public vote. Our icons indicate what makes these individuals so special and include *PrintWeek's* coveted accolade, the 'Owl of Knowledge'.