

POWER100 2018

WELCOME TO THE 2018 PRINTWEEK POWER 100, OUR ANNUAL RANKING OF THE INDUSTRY'S MOST INFLUENTIAL BUSINESS LEADERS.

As ever, compiling our list of movers and shakers can be a contentious exercise, as any like-for-like comparisons in an industry as diverse as ours is no easy task. It's hard enough getting the PrintWeek team to come to a consensus, so I should imagine it must spark a fair few fierce debates across the wider printiverse.

Fortunately, it's not a task that we have to take on alone, and this year we had a record number of people taking part in our Power 100 poll, more than 4,800 of you logged a total of 7,000 nominations.

Congratulations to Reece Pemberton of Midland Regional Printers who won our prize draw.

And congratulations to all this year's Power 100 nominees, you're all deserved members of a pretty exclusive club.

And it's a club that is becoming a little more gender balanced too.

This year features a record number of women, which is something to be celebrated and hopefully signifies a long overdue and very welcome trend – and hopefully this will continue next year.

Back to this year though, where we have a new number one.

Of course, as is tradition I won't spoil the surprise here, but I can't imagine his identity will come as a massive shock to many – despite the fact that he – yes it's a man, we're not quite there yet on the gender balance – is notoriously media shy.

However, as the head of the UK's most acquisitive print group that is well on its way to fulfil his ambition of creating a €1bn turnover group, his top ranking is well deserved.

In fact, all the business leaders featured in the following pages deserve their nominations because, collectively, they're much more than simply influencers; they're innovators, inspirers and instigators.

In short, they do the exact same things print does.

DARRYL DANIELLI Editor, PrintWeek



100



Judith Donovan

Strategic Mailing Partnership

NEW

WHY The SMP is bigger than it has ever been – 400 individuals and 168 companies, it continues to grow. It wouldn't be so influential without chair Judith Donovan, who moves with "the energy of a teenager" according to one collaborator. This year, she has built campaigns in the name of mail that have been praised in the House of Commons, and still manages to pop home to the fresh air and green spaces of beautiful North Yorkshire on weekends.



99



Alex Penner

Service Graphics

NEW

WHY In the spring it looked as if the boss of a new £100m-plus group would join the Power 100, but the closure of SP Group under fresh owner Landry Kouakou stymied that. Kouakou has now brought in industry outsider Alex Penner as the new managing director of the circa-£40.5m Service Graphics business. Penner has an impressive track record and says his ethos is "building lasting relationships through honest and straightforward interaction".



98



Peter Gunning

Grafenia

2017 rank 100

WHY It's been a challenging year for Grafenia, as chief executive Gunning continues to expand its Nettl brand while simultaneously reduce its exposure to commoditised print. According to a colleague Gunning has "invincible determination and focus" which "drives belief in what we're doing across the group as we continue to transition our business". Gunning's creative flair is matched by his shoe collection. "If there's a PrintWeek Award for most bright coloured shoes, he'd win hands down!" quips the colleague.



96



Peter Bradley

Bradley Group

2017 rank 95

WHY Sport lover Peter Bradley casts his net wide – an active rugby player for the local club, an avid Manchester United fan and a generous sponsor to a number of UK motorcycle racers. This eclecticism recurs in Bradley Group's numerous milestones this year as the managing director moved subsidiary Quinns to a new multipurpose factory in Mallusk, alongside a raft of new kit.



97



Martyn Eustace

Two Sides/Print Power

2017 rank 97

WHY Eustace has at least two reasons to be cheerful. Last year's managing director recently became chairman of the well-respected advocacy group and is also celebrating its 10th anniversary. "Martyn has helped prove print and paper are truly sustainable means of communication," explains a colleague. "The simple facts, tools and resources developed by Two Sides are invaluable to our industry, as is Martyn in telling the world our products are practical, attractive and sustainable."



95



Simon Smith

CS Labels

NEW

WHY It's been a big year for CS Labels and its banker turned businessman managing director Smith. The firm's biggest investment yet, a cool £3m-plus on new premises and equipment form the foundations for the next 10 years for what he has taken from a small flexo outfit to one of Europe's leading digital specialists. He was "absolutely blown away" by winning PrintWeek's SME of the Year Award in October.



96



Richard Knowles

BCQ Group

2017 rank 94

WHY It's been a year of consolidation and development at BCQ, culminating in the acquisition and transfer of Kidlington-based printer Hunts. According to a company source, chairman Knowles is "relentlessly focused in his pursuit of the enhancement of the group, its continuous improvement and its standing within the trade" adding that Knowles is "one of the few true statesmen left in the industry". As a result, his colleagues believe "his position on the list is well merited".



93

**Nicholas Green**

Printed.com

2017 rank 96

WHY With the sale of Ravensworth, the property side of the business, founder Green has been able to focus more on his baby and the business is taking steps in the right direction. At the beginning of this year it hit the milestone of its millionth job and has continued expanding its product range. Latterly Green and his team have been looking at refreshing the production platform.



92

**Gary White**

Northside Graphics

2017 rank 91

WHY Managing director Gary Smith is not one for rest – he is just as likely to be found working in the middle of the night as in the middle of the day. In the last year the “passionate” leader who always has time to listen to his team has been working hard to make digitalprinting.co.uk both easier to use and more flexible. Winner of PrintWeek’s SME in 2017, Northside was highly commended this time.



91

**Michael Burman**

FE Burman

2017 rank 89

WHY ‘More than just ink on paper’ is how London’s FE Burman bills itself. And “more than just a managing director”, is how a right-hand man bills Burman. “He’s just a unique individual with a passion for people, print and technology. First in in the morning and last out in the evening, Michael would rather be on the shopfloor surrounded by printers than sunning himself on a beach.”



85

**Marian Stefani**

Independent Print Industries Association

2017 rank 87

WHY Everything Is Possible in Print.

That was the title of the soon to be rebranded event hosted this summer by the IPIA. And with its chief executive, almost anything is possible, reckons a colleague on the IPIA council: “Marian is tenacious and visionary. She realises our industry needs good people and is excellent at bringing them along to challenge thinking including hers, which is invariably spot on.”



78

**Paul Manning**

Rapidity

2017 rank 93

WHY It’s been another record year for London-based printer Rapidity, which helps explain why its managing director has jumped several places up the Power100. Paul Manning is looking to grow the display-side of business, having bought an Indigo 12000 to follow up the takeover of Lefa Print earlier this year. According to a colleague, “we have settled well and are seeing turnover and profits rise, with Paul spinning his magic to retain customers and win more.”



83

**Steve Cropper**

Gemini Print Group

NEW

WHY Having worked his way up through the business, starting as a van driver 40 years ago and culminating in an MBO in 2016, according to one colleague: “His absolute mission is to protect the livelihoods of and develop the careers of the 150 plus people in the business.” But not content with the rough and tumble of print, group managing director Cropper is also the loose-head prop for Plumpton Rugby Club, although colleagues are quick to point out his softer side, namely his unerring support of local charities.



90

**Mark Sears**

Heritage Envelopes

2017 rank 90

WHY As chief executive of Heritage and Mayer-Kuvert UK operations, which also includes Eagle Envelopes and Mekvale, Sears oversees one of the countries’ largest envelope businesses. “He thinks carefully about his decisions and their effect.” An example is Packmail, which reduces costs and carbon emissions, sales of which have topped 1bn. The dotting grandfather and keen cook celebrated his 60th this year and shows no sign of slowing down.



89

**Charlene Douglas**

Tradeprint

NEW

WHY Douglas has just stepped up to managing director, replacing Simon Cooper at Cimpres-owned Tradeprint, having previously been finance director. With “natural curiosity and hard work” she has got to grips with print, and sales and marketing; while characteristics of being “impressive, amiable and well-liked,” stand her in good stead as the company expands through additional products and improved customer experience.



88

**Richard Gillgrass**

Celloglas

2017 rank 88

WHY Credit, and accreditation, where it’s due: this year the decorative print finishing specialist won BPIF seals of excellence in HR and health and safety across its sites in Reading, Leicester and Leeds, as well as BRC certification. “Richard manages to pour as much enthusiasm and energy into the business as ever,” says a colleague of his avid cyclist managing director, “while still managing to keep up the miles on his bike”.



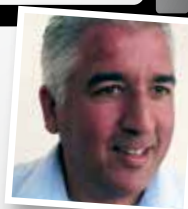
82

**Neil Smith**

Blue Buffalo Consulting

2017 rank 85

WHY As director of print procurement consultancy Blue Buffalo Smith uses his undoubted smarts to obtain and maintain good value for some of the biggest users of print around and is “understood to have secured a number of significant contracts” in the past 12 months to add to the firm’s impressive roster. His prowess continues outside of work, whether it be in the workshop restoring vintage vehicles or in the kitchen cooking up a storm.



81

**Simone Hindmarch**

Commercial Group

NEW

WHY As co-founder and managing director of the fast growing business services company she puts as much store in nurturing society and nature as she does the business. This year the firm picked up a Queen’s Award for Enterprise in sustainable development. She’s no stranger to winning, having picked up a gold for swimming in the Commonwealth Games in her teens.



87

**Sidney Bobb**

BAPC

2017 rank 80

WHY Earlier this year chairman of the British Association for Print & Communication Sidney Bobb awarded an honorary BAPC life membership to a lucky printer, vaunting his devotion to industry and willingness to share both bad as well as good experiences. Bobb, insists an industry insider, could so easily have been talking about himself: “Sidney is a true leader: focused, determined, keen to help others in the sector and a dedicated believer in the importance of print.”



86

**Mike Cross**

Micropress

NEW

WHY Micropress founder and managing director Mike Cross is spending more time cruising the seas or in his motor home but doesn’t plan to sail off into the sunset yet. He keeps a close eye on the financials and is involved in all major decisions at the Suffolk-based firm, which has grown to £18m turnover thanks to continual reinvestment. Predominantly sheetfed litho, digital and publishing are growth areas.



80

**Jon Tolley**

Prime Group

2017 rank 79

WHY That Nottingham-based Prime has an ever-growing roster of household names on its books is down to managing director Tolley. One source close to the company says: “When he meets a prospect, he digs deep to understand the goals of the business and what’s holding them back. Then he focuses on how to leverage his production capabilities to deliver the client outcome”. It’s an approach that has paid off in spades with Prime continuing to add high-profile clients to its roster.



79

**Jacky Sidebottom-Every**

Glossop Cartons

2017 rank 82

WHY This year was big. It began with a six-figure capital investment in a UK-first Brause Forza folder-gluer and ended with a host of industry and regional business-of-the-year gongs for the Stockport-based packaging manufacturer. A Power 100 regular, joint managing director Jacky Sidebottom-Every “balances her passion for her business with that for horse riding and will be a major influence in the coming year”.



78

Andy Barber

UK Mail

2017 rank 77

WHY During his first full year as UK Mail managing director, Andy Barber has been busy overseeing the rollout of new products and services from UK Mail Digital, such as its Digital Mail Portal and AR app Hovar. In June, as chair of Prokom, Leicester City-fan Barber presided over the Konica Minolta user group's second conference in Budapest. Colleagues describe him as highly respected and passionate about helping clients deliver compelling communications.



77

Tony Gill

Mosaic Print Management

2017 rank 76

WHY Family means everything to Tony Gill. If he isn't spending every spare moment with his wife and daughter – and maybe the odd round of golf – he's working hard to pull in new accounts for Mosaic, which has seen growth in the design and corporate gift markets this year. Called "larger than life" by one colleague, the chief executive welcomes his staff like family, too, keeping the place vibrant and thriving.



76

Andy Cork

Printondemand-worldwide

2017 rank 78

WHY Printondemand-worldwide has a reputation for using the latest technology to drive growth and innovation. This goes hand-in-hand with managing director Andy Cork's commitment to keep his firm lean and efficient, key traits in the highly competitive world of on-demand book and journal printing. Perhaps spurred on by his three sons' professional polo achievements, his competitive streak has driven the business to increase sales by more than 30% this year.



75

David Taylor

Lightning Source

2017 rank 75

WHY As group managing director of Ingram Content's print arm Lightning Source and senior vice-president of the group's international content acquisition, Taylor has continued to grow the group's international reach across the print-on-demand market, whilst presiding over the first full year of business since acquiring UK-based book distributor Book Network International in June 2017. A seasoned speaker and writer on all things book-related, Black Country boy Taylor is also an avid Wolves fan.



73

Stephen Docherty

Bell & Bain

2017 rank 74

WHY A proud advocate of apprenticeships, earlier this year the Glasgow book printer's MD played host to Scottish First Minister Nicola Sturgeon to demonstrate the impact of its new generation. Other highlights for Docherty included the acquisition of 21 Colour and, separately, an additional factory unit to add 2,800m² to support continued growth – all of which justifies Bell & Bain's inclusion in 1,000 Companies to Inspire Britain and, of course, Docherty's inclusion here, insists a colleague.



70

David Borlase

Centrica/British Gas

2017 rank 70

WHY With millions of customers to deal with, British Gas' print services manager has a lot on his hands. Thankfully Borlase is more than up to the task thanks to his extensive print knowledge. One industry source says he is "professional, fair and easy to talk to", adding that he's always ready to embrace new ideas that improve his customer communications and processes. In short, says the source, he's a "lovely man and an inspiration".



67

Kelly O'Sullivan

Sainsbury's Argos

NEW

WHY O'Sullivan has shaken up the print buying of these two retail icons as print management controller, having persuaded the group to move from external print management to in-house since the merger in 2016. Suppliers describe her as "technically very good" and "a great buyer". She's passionate about improving the position of women in print. The proposed Asda acquisition and its impact will make for another interesting couple of years.



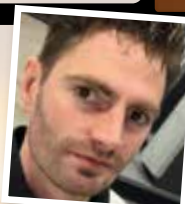
72

Philip Warner

Warners Midlands

NEW

WHY While passionate about print managing director Warner prefers to keep out of the limelight. This web offset house has managed to hold its own in a torrid sector as an increasing rarity; a family-owned firm. He has been at the helm for two decades. His son works in the business, suggesting that the fourth generation will take it on in due course. Planning permission has been granted for a new press hall and bindery, so the next phase of investment at the business is definitely going to be worth watching.



69

Jon Lancaster

Printed Easy

2017 rank 71

WHY Jon Lancaster is settling down. This year, he's moved in with his girlfriend and their new cockapoo puppy. But domestic bliss has not made him docile as times have changed at Printed Easy. Formerly known as Falkland Press, the Letchworth operation has rebranded and moved entirely into online print. With a focus on automation and a passion for new ideas, one watcher said that managing director Lancaster has even more energy than his puppy!

71

Bill McFedries

CFH Docmail

2017 rank 72

WHY Jetting back and forth between his home in Scotland and CFH's base in Radstock, group managing director Bill McFedries has literally flown through his 2018. A major milestone for CFH was the installation of inkjet technology for the first time – a "huge investment" for the future, according to one colleague. Its successful implementation has been down to dog lover McFedries' keen strategic mind and technical knowhow.



68

Shahid Sheikh

Clifton Packaging

NEW

WHY Shahid Sheikh is so entrepreneurial there's a rap telling his life story, this sports mad managing director has a zest for life, infectious energy and a passion for packaging. Investment in new printing and laminating kit this year provide the basis for more growth at the Leicester-based £20m-plus turnover family firm he leads. As a STEM ambassador he encourages those in the classroom to aim for the boardroom.



66

Chris Hughes

Harrier

2017 rank 69

WHY Hughes was a new entrant in last year's power list and he has not rested on his laurels this year. In 2018, Harrier's managing director has bolstered his senior team, expanded the company's Devon site by a third and according to a colleague has overseen "continued double-digit growth". The colleague adds that Hughes has also "embedded a culture change programme that puts the customer right at the heart of Harrier's vision".



NEW ENTRIES

2018	Name	Company
14	Andrew Dutton	Adare International
22	Rachael Nevins	Adare SEC
26	Mark Wenham	Multi Packaging Solutions
27	Martin Woolley	The Specialist Works
28	Darren Barker	Newsprinters
32	Danny Clarke	Howard Hunt Group
46	Paul Hulley	Clays
51	Richard Hunt	Exterior Media
60	Alison Branch	Park Communications
67	Kelly O'Sullivan	Sainsbury's Argos
68	Shahid Sheikh	Clifton Packaging Group
72	Philip Warner	Warners Midlands
74	Barry Page	DG3
81	Simone Hindmarch	The Commercial Group
83	Steve Cropper	Gemini Print Group
86	Mike Cross	Micropress
89	Charlene Douglas	Tradeprint
95	Simon Smith	CS Labels
99	Alex Penner	Service Graphics
100	Judith Donovan	Strategic Mailing Partnership

WHO'S OUT

2017	Name	Company	Reason
4	Robert Whiteside	Adare	Left business
15	Matt Armitage	Kin + Carta	Left business
18	Jim Lewcock	The Specialist Works	Sold business
28	Andrew Hopkins	Newsprinters	Left business
29	Tim Whitfield	Multi Packaging Solutions	Left business
30	Mark Cruise	Sky	Left business
32	Luke Pigott	Howard Hunt Group	Left business
41	David Laybourne	Real Digital International	Replaced in list
50	Eric Lambert	Reed Business Information	Left business
51	Heath Mason	Park Communications	Didn't make list
52	Ryan Hennessey	The AA	Replaced in list
61	Nick Cole	St Ives	Left business
73	Graham Prichard	National Trust	Left business
81	Tim Peppiatt	Paperhat	Left business
83	Simon Cooper	Tradeprint	Retiring
84	Mark Simpson	Simpson Group	In administration
86	Phill Reynolds	Cestrian	Left business
92	Paul Brough	Opus Trust Marketing	Sold business
98	Jeff Richards	Npower	Sold business
99	Luke Hodson	Awesome Merchandise	Left business
			Didn't make list
			US based now

65



Barney Hosey

Signal

2017 rank 68

WHY Hosey has had a busy year as managing director of direct mail print management specialist Brightsource and sister agency Signal, culminating in a merger under the Signal brand in November, creating a 250-staff, £52m-turnover business. Integral to the success of a major Barnardo's print campaign among others, the snowboard and cycling enthusiast is described as a forward-looking innovator, passionate about people and learning with "endless energy and enthusiasm".



64



Kevin Creechan

J Thomson Colour Printers

2017 rank 67

WHY With Celtic's seventh consecutive Scottish League Championship win in 2018, lifelong fan Kevin Creechan rode equally high on another year of investment – keeping his firm at "the forefront of printing technology", according to a colleague. As his youngest daughter picks up medals for her dancing, Creechan showed off his own best moves as Print Scotland president, helping convince the Scottish government to keep its Print and Associated Services framework as a multi-supplier agreement.



63



Aron Priest

Solopress

2017 rank 64

WHY The days of working seven days a week may be behind him, but Solopress MD Priest remains as committed as ever to growing the online business he jointly founded. "He's a deeply passionate and dedicated business leader with immense drive," says a colleague. His personal highlight this year was being made a freeman of the City of London and, with a little more time on his hands, he hopes to work with The Stationers' Company to raise the profile of print apprenticeships.



62



David Nestor

First4 Print Finishing

2017 rank 65

WHY This year more than ever it has been a family affair for managing director David Nestor. In February, brother Chris joined the Blackburn company and, insists a colleague of both, "Chris couldn't have a better lead to follow. David is very hands on and likes to be involved in the day-to-day running of all aspects of the business. We've invested in enclosing and inkjet kit and business has been fantastic." When time allows, he jets off with the family to enjoy some R&R in sunny Cyprus, which we understand is generally a bit warmer than Blackburn.



61



Noel Warner

Inc Direct

2017 rank 59

WHY Inc Direct's chief executive has been what he terms "working on the business rather than in the business", focusing on acquisitions and client relationships. As someone who "always comes through on what he says", when the target and the timing are right a deal will be done. A rare football agnostic, his team is his family, and he's enjoying a growing number of grandchildren.



60



Alison Branch

Park Communications

NEW

WHY Alison Branch is a good sport. Literally. Hobbies include sailing, tennis, horse riding, skiing and cycling. However, when she walks through the doors of London-based Park Communications then managing director Branch's "passion switches to print, customers and the team," says a colleague. "She is hands-on in every aspect of our PrintWeek Award-winning group. She is the cornerstone of Park and gives everything."



59



Gareth Roberts

Bishops Printers

2017 rank 63

WHY Roberts is on a high. Earlier this year the managing director combined his passions for travel and pedal power by cycling up the Atlas mountains in Morocco. He also continued his steady ascent of the Power100 and helped move his Portsmouth print company into full 24/7 operation. "Gareth loves a challenge," says a colleague. "He is excited by the new talent coming through the business and opportunities for growth in 2019."



58



Alan Wright

Magnet Harlequin

2017 rank 58

WHY Integration with fellow Writtle Group companies Williams Murray Hamm and Identica have borne fruit this year with new business in the UK and US. Executive chairman Wright has more energy than ever as he approaches 60. That could be down to yoga keeping his mind and body nimble. Whatever the reason he remains heavily involved in the business, so won't have any extra time for his beloved garden.



57

Darren Coxon

Pensord

2017 rank 60**WHY** BPIF president

Darren Coxon has plenty to smile about. Not only has the managing director of the Caerphilly magazine specialist moved up to 57, but also hit another milestone when he turned 50. "Through and through a print businessman, Darren has an unwavering focus on building lasting business relationships with customers and suppliers," says a colleague. "He has a steely determination to run successful print businesses, but always does so with a smile on his face."



56

Michael Murphy

John Lewis & Partners

2017 rank 56

WHY Although he's not the only member of the John Lewis & Partners procurement team focused on buying print, as print production manager he is the most senior and handles all of the group's catalogues as well as some direct mail and POS. Colleagues say he's nice, knowledgeable and always willing to help. Outside work he's an Arsenal season ticket holder and jazz guitarist.

54

Robert Lockwood

Taylor Bloxham Group

2017 rank 57

WHY While he spent the first 18 months of his CEO role stabilising and diversifying the business, Lockwood's focus this year has been on new kit, strengthening the management team and rolling out a group sales culture at the 80-year old business. Described as a smart business leader who "empowers his team, rather than micromanages", his strategic shift has returned the circa £28m business to profit. "For an accountant, he's also got a very nice demeanour and strong sense of humour," joked one colleague.



52

Bradley Slade

SMP Group

2017 rank 53

WHY Colleagues say managing director Slade runs a tight ship, leads by example and willingly rolls up his sleeves to help staff. This year he was integral in securing a five-year contract extension on a major account, while away from work charity and golf reign. At Christmas he delivers presents to children's and old people's homes dressed as Santa, while a golfing handicap of two has earned him the nickname of 'The Peckham Pouncer'.



55

Louisa Bull

Unite

2017 rank 55

WHY A mixed year for Unite's national officer for the Graphical, Paper, Media & IT Sector. A high point was finally getting the Print Trailblazer apprenticeship scheme approved. Otherwise it's been a tough year with a number of blows to UK print including the campaign to keep the UK passport contract in the UK, which she led, proving to be fruitless after De La Rue threw in the towel. She didn't get her wish for a repeat of Chelsea winning the Premier League either.



53

Alison Kaye

CPI UK

2017 rank 54

WHY Ali, as the CPI UK divisional general manager of STMA and Commercial prefers to be known, is a customer-focused people person. It's been business as usual since CPI's purchase this summer by Circle Media Group, in that it has been embracing new technology and responding rapidly to customer needs. An injury from a five-a-side match with a client has put paid to football but fortunately not dancing.



51

Richard Hunt

Exterior Media

NEW

WHY Despite the onslaught of digital into out of home, print is holding its own due to innovations from people like Exterior head of production Richard Hunt, who is responsible for a spend in excess of £20m. He's added sparkle to print, literally, with metallic bus wraps, and then there's the sweet smell of success coming from new perfumed ads on the London Underground.



50

Jon Bailey

ProCo

2017 rank 62

WHY "Jon is hugely inspirational, with the ability to drive people to greater heights than they thought possible" says one colleague of ProCo's chief executive. In 2018 that led to the firm being crowned PrintWeek's Company of the Year, no mean feat given that in 2017 it lost a major client. Undaunted, that spurred him to ask customers what they wanted and then hone the firm's offering to deliver it. "That's pure Jon," said one peer. "Where others see a challenge, he sees an opportunity."



48

Roger Birkin

ImageData Group

2017 rank 47

WHY Chairman Roger Birkin never takes his eye off the ball. Last year IDG spent big on kit, with investment rolling into this year in East Yorkshire and Brighton. On the pitch, IDG currently supports the under-14 football club in which his grandson plays. "Sport is where Roger began to understand values of hard work, accountability, teamwork, competition," says a colleague. "He strives to keep us top of the table in data-driven print and visual communications."



46

Paul Hulley

Clays

NEW

WHY A big year for Clays chief executive Paul Hulley, who, following the book printer's sale by St Ives to Elcograf, stepped up from MD. He's learning Italian to help communicate with the new owners. As a leader he is convivial, good humoured and able to get people onside, a stark contrast to Donald Trump, the subject of the excoriating *Fire and Fury*, which Clays printed at start of the year.



49

Alex Evans

Precision Colour Printing

2017 rank 48

WHY "When he gets the time he likes dining out," says a colleague. Alex Evans has a lot on his plate, because he also likes spending big on the shopfloor; this year investing over £1.2m on stitching kit to double productivity, just for starters. The managing director then ordered punch-and-bend kit with a side order of three thermal plate processors before enjoying a sweet moment by helping his Telford company be crowned Catalogue Printer of the Year at the PrintWeek Awards.



47

Gary Peeling

Precision Printing

2017 rank 49

WHY It's all in a day's work for chief executive Gary Peeling. Precision Printing, fast on course for £30m turnover, recently managed to fire out 75,000 orders in just one day. WhereTheTradeBuys meanwhile is growing at 90% per year and will represent 50% of group turnover by 2020. "Gary believes that growth is now driven by sophisticated service providers and the benefits online offers rather than just low prices," says a colleague.



45

Neil Felton

Fespa

2017 rank 46

WHY It's been another busy year for Fespa's chief executive. As well as reporting a 22% increase in visitor numbers at the organisation's main European expo, its international portfolio goes from strength to strength. Colleagues laud Felton's ability to "think outside the box" and never being afraid to get his hands dirty supporting colleagues, even when it comes to clearing rubbish at Fespa events. And that's not all - according to an insider he regularly treats colleagues to his "famous curry and lemon drizzle cake".



PUBLIC VOTE RANKING

Vote rank	Name	Company	Proo rank
1	Aron Priest	Solopress	63
2	Robert MacMillan	HH Global	5
3	Andrew Dutton	Adare International	14
4	Scott Barclay	Williams Lea Tag	7
5	Chris Ellison	OPM (Labels & Packaging) Group	n/a
6	Adam Carnell	Bluetree Design & Print	42
7	James Kinsella	Bluetree Design & Print	n/a
8	Gary Rehwinkel	Coveris UK Food & Consumer	21
9	Jon Bailey	ProCo	50
10	Patrick Crean	Paragon Group	1
11	Martyn Eustace	Two Sides/Print Power	97
12	Steve Cropper	Gemini Print Group	83
13	Andrew Jones	Stephens & George	43
14	Robert Lockwood	Taylor Bloxham Group	54
15	Anthony Evans	APCOM (Swansea Council)	n/a
16	Kirk Galloway	Buxton Press	6
17	Emma Zakka	Talk Talk	37
18	Alan Wright	Magnet Harlequin	58
19	Bachar Aintaoui	MBA Group	36
20	Mark Handford	Pureprint	12
21	Gary White	Northside Graphics	92
22	Mike Cross	Micropress	86
23	Dean Williams	Simpson Group	n/a
24	Marian Stefani	IPIA	85
25	Rachael Nevins	Adare SEC	22

47 **Stephen Esson**
Penguin Random House
2017 rank 44
WHY With the future of PRH's sole UK monochrome book supplier, Clays, on a more certain footing following its acquisition by Italian firm Elcograf in May, group publishing operations director Esson has perhaps breathed a little easier of late. A colleague says keen cyclist Esson, who "is regularly on a mountain range with his bike", has amazing knowledge of the book printing industry and was a pioneer in the digital printing movement.



43 **Andrew Jones**
Stephens & George
2017 rank 43
WHY In recent years, chairman and group managing director Andrew Jones has presided over a steady investment drive at the Merthyr Tydfil-based company, most recently completing a two-year, £5m finishing upgrade in March and a £4m press spend in June. Colleagues say that rugby-fan Jones, who will celebrate 40 years with S&G on 1 August 2019, always looks for opportunities and innovation and is a tough but fair negotiator whose hand-shake is his bond.



42 **Adam Carnell**
Bluetree Design & Print
2017 rank 66
WHY Adam Carnell is thinking about the future in more ways than one. As a new dad, it's only natural to have one eye on what's ahead. This has carried over into his work at Bluetree and Route One, with the arrival of a new Screen Truepress this year ahead of the UK's first Landa SiOP Nanographic press in 2019. For director Carnell, the future is bright, and he's got it in his sights.



38 **Richard Moross**
Moo
2017 rank 39
WHY Growth at Moo has continued apace this year, under the guidance of charismatic founder and chief executive Richard Moross, with the business on track to hit its £100m sales target by 31 December. Product highlights included launching a Seth Godin workbook collaboration while Moross accepted a Queen's Award for Enterprise for Moo's patented Prinfinity technology. Outside the printisphere Moross and 40 Moo colleagues raised more than £30,000 completing the Yorkshire Three Peaks Challenge.



37 **Emma Zakka**
Talk Talk
2017 rank 36
WHY One senior member of the printing industry who has known Talk Talk's senior print production manager for more than 10 years says it's a privilege to do business with Zakka as "she is one of the nicest and smartest people I've had the pleasure to work with". According to sources Zakka is "meticulous, methodical and a real detail person". This combination of attributes is why she is "deserving of a place in the Power 100".



36 **Bachar Aintaoui**
MBA Group
2017 rank 35
WHY Described as a "hugely charismatic chairman" with "an unwavering focus on group-wide investment and strong client relationships", earlier this year Aintaoui cut the ribbon on MBA's refurbished London HQ, which now features an indoor putting green no less! The business also launched a new division, DOTs, to support inbound customer communications for its clients. "Bachar is class personified and runs his business as a smooth entrepreneur who knows how to deliver great service and achieve great value for it," says a rival.



HIGHEST RISERS

2018	Full name	Company	2017
42	Adam Carnell	Bluetree Design & Print	66
50	Jon Bailey	ProCo	62
30	Ian Kendall	Reflex Group	42
84	Paul Manning	Rapidity	93
7	Scott Barclay	Williams Lea Tag	13
33	Jody Ford	Photobox Group	38
15	Richard Gray	Prinovis	20
41	James Duckenfield	Hobs Group	45
17	Patrick Headley	Go Inspire Group	21
5	Robert MacMillan	HH Global	9
59	Gareth Roberts	Bishops Printers	63
57	Darren Coxon	Pensord	60
64	Kevin Creechan	J Thomson Colour Printers	67
93	Nicholas Green	Printed.com	96
65	Barney Hosey	Signal	68
66	Chris Hughes	Harrier	69
54	Robert Lockwood	Taylor Bloxham Group	57
62	David Nestor	First4 Print Finishing	65
79	Jacky Sidebottom-Every	Glossop Cartons	82
82	Neil Smith	Blue Buffalo	85
23	Nick Snelson	APS Group	26
8	Paul Utting	Walstead Group	11
9	Jeremy Walters	Paragon Customer Communications	12

41 **James Duckenfield**
Hobs Group
2017 rank 45
WHY The Hobs CEO has ambitious plans for the diverse group he acquired two years ago. While the plan might be taking slightly longer to come to fruition than the "born strategic thinker" might have initially hoped, it's certainly on the right tracks. M&A this year included an under the radar deal to buy Canon UK's 3D printer reseller business over the summer and the far higher profile acquisition of the bulk of the collapsed Callprint business, which was rolled into Hobs Repro.



40 **Trevor Jones**
Tesco
2017 rank 40
WHY Tesco procurement manager Jones, who is responsible for sourcing direct mail and plastic cards for the UK's largest retailer, last year delivered the Clubcard reissue to 16 million customers and more than 300,000 colleagues. Not content with standing still, Jones also recently gained his MCIPS qualification. At weekends he likes nothing more than a long walk with the family and their cockapoo, Eric.



35 **Yves Rogivue**
Konica Minolta Marketing Services
2017 rank 33
WHY After two years at the helm of Konica Minolta Marketing Services, global CEO Rogivue has navigated through the choppy waters of some senior-level restructures in 2018 to move the business further down the route of marketing activation, digital and social media. He has overseen the launch of the company's new Retail Performance offer with one colleague stating the business's success was "down to Yves' unwavering enthusiasm and passion" for the industry.



34 **Rob Moore**
SKG
2017 rank 34
WHY Starting his SGK journey 20 years ago as managing director of Schawk! Moore has gone on to become regional managing director for the global brand and member of its global executive leadership team. Skiing holidays with his family and meals out at Bradford's Mumtaz curry house is how he unwinds, but having overseen yet another year of growth at SGK it's perhaps his favourite quote that drives him: "Only the paranoid succeed".



39 **Mark Gibbons**
William Gibbons & Sons
2017 rank 37
WHY We can think of a couple of reasons why this has been a pretty good year for the forthright and focused Mark Gibbons, joint managing director of the West Midlands web printer alongside his brother David. One is that operating margins at the firm have nudged up in the face of what he describes, with some understatement, as a "highly competitive" market. The other is that, despite a recent run of bad form, his beloved Wolves have been doing better than expected in the Premier League.



33 **Jody Ford**
Photobox Group
2017 rank 38
WHY In his third year as chief executive, Jody Ford has overseen acquisition of online cards and gifts retailer Greetz, a move to a new HQ, and the opening of tech hubs in Paris and Manchester. "Under his leadership we have rolled out a hundred new products, a new technology platform and a brand refresh," says a proud colleague. "We also completed migrating Europe's largest photo database to the cloud, while Moonpig saw double-digit growth again."

32 **Danny Clarke**
Howard Hunt Group
NEW
WHY Earlier this year Danny Clarke told *PrintWeek*: "I'm really excited about where the market is going". With good reason, adds a colleague of his managing director. "We aim to grow turnover to £100m through acquisitions and technology investments." The dad of two and keen Arsenal fan is, adds the colleague, "energising, adept and charismatic; refreshing and inspirational in leadership; astute in his interpretation of customers' current and future needs – which is fundamental to shaping our business."



TOP 25 SUPPLIERS

Rank	Name	Company
1	Peter Jolly	HP Indigo
2	George Thompson	Harrison Scott
3	Rico Back	Royal Mail
4	Gerard Heanue	Heidelberg UK
5	Keith McMurtrie	Tharstern
6	Dave Allen	Premier Paper Group
7	David Hunter	Antalis
8	Tim Carter	Ricoh
9	Wayne Barlow	Canon UK
10	Mark Cannons	Xerox UK
11	Tim Cox	Vpress
12	Chris Broadhurst	Fujifilm Graphic Systems
13	Andy Cook	FFEI
14	Kirstie Whitehead	Key Recruitment
15	Eddie Williams	Agfa UK
16	Paul Franklin	Konica Minolta
17	Bryan Godwyn	Intelligent Finishing Systems
18	Mike Gee	Denmaur Paper Media
19	John Haslam	GF Smith
20	Darren Chard	Kodak
21	Nick Wells	Whistl
22	Nicola Bissett	Optimus Group
23	Matthew Elliott	Elliott Baxter
24	Terry Garvey	EFI
25	Steve Turner	Komori UK

31
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Matt Jolly

John Brown Media
2017 rank 31

WHY Overseeing production at one of the world's largest media agencies is no mean feat, especially with paper price increases hitting hard this year. Matt Jolly has luckily been able to use his print knowhow and extensive market relationships to keep John Brown on top. The production director is said to encourage good team spirits among his 15-strong crew, though the father of three's hands are just as full at home.



28
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Darren Barker

Newsprinters
NEW

WHY Appointed managing director of Newsprinters in June this year, Barker joined News UK in 2000 and has held many key roles with a focus primarily on print, logistics, wholesale and operations. He believes that the brand, products, people, and passion for delivering quality service day-to-day across commercial, manufacturing and supply chain are Newsprinters' key strengths and those that he and his leadership will build upon in the future.



25
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Simon Biltcliffe

Webmart
2017 rank 27

WHY How do you sum up such an ebullient character in 70 words? Biltcliffe continues to drive Webmart forward. In a busy 2018 for the business he launched the Webmart Portal – a campaign management platform – and a new trade print management platform. According to a colleague the Webmart chief executive is “fast paced and driven – he knows exactly what he wants and how to get there” and is also a good mentor who is “generous in sharing his knowledge and empowering people”.



30
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Ian Kendall

Reflex Group
2017 rank 42

WHY The driving forces behind managing director Kendall's culture for Reflex have been described as “always moving forward, doing something of value each day, delivering more than expected, engaging in conversation, helping to solve problems, and creating a place of entrepreneurship and empowerment”. Enabling freedom of creativity and expression for all employees, this has led Reflex to further acquisitions – namely Kingsway Printers and Fusion Flexibles – and strong organic growth in 2018.



27
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Martin Woolley

The Specialist Works
NEW

WHY Martin Woolley had a spicy 2018 – perfect for a lover of Indian cuisine. Between lunch breaks at the Dishoom restaurant by his central London office, the chief executive successfully completed a management buyout of the media agency over the summer. Key to Woolley's success in the top job, according to one colleague, is how much the new entrant cares about people – a delicate balance of being considered and considerate.



24
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Lascelle Barrow

Augustus Martin
2017 rank 25

WHY He may be in his (very) early seventies, but co-owner Barrow shows no signs of slowing down, let alone retiring from the £50m business he founded with Barrie Dix in the 1960s. “There's absolutely no chance of him taking a back seat, he loves the smell of ink in the morning,” says a colleague of Fespa's print ambassador. “Print is his passion, if there's a new way of doing something or a new technology, he's on it.”



29
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Martin Sutherland

De La Rue
2017 rank 24

WHY In March, De La Rue learned it would lose its prestigious contract to produce UK passports to an overseas competitor, with pricing chief executive Sutherland described as “incredulously low”. Ultimately shareholders will hold Sutherland responsible for the loss, and there has subsequently been a rethink about the group's Identity Systems offering. He's described as “pragmatic” and outside work, the married father-of-two continues to enjoy fitness-related sports and completed an ascent of Mount Toubkal in Morocco in February.



26
▲



Mark Wenham

Multi Packaging Solutions
NEW

WHY New to the Power100 and to his current post at Multi Packaging Solutions is keen golfer and family man Mark Wenham. The Leicester-based executive vice-president of MPS Europe has, however, been with the group 22 years, and in his new role has responsibility for all European operations. A colleague says: “During his tenure Mark has directed the business through strong growth and overseen an unprecedented investment programme resulting in new equipment at every location.”



23 **Nick Snelson**
APS Group
2017 rank 26
WHY At the time of writing a team of 50 APS staffers were on a virtual journey to Lapland, pedalling, swimming, cycling and running the 3,574km in aid of various charities. Group managing director Nick Snelson, who is described as "very down to earth", is among those taking part. Snelson has invested heavily in gearing up for growth, and in on-boarding the huge Government contract it won in 2017, which hasn't been without its challenges. APS now awaits the outcome of the BBC's £3m print and mailing tender, where APS is the incumbent supplier.



22 **Rachael Nevins**
Adare SEC
NEW
WHY To say that 2018 has been a rollercoaster year for Adare SEC would be an understatement. But the ride culminated in the company's former chief financial officer Nevins stepping up to CEO in late September. And while she has kept a fairly low profile, she's widely respected and colleagues describe her as "a true leader – very tenacious and driven". According to a company source Nevins has already come up with a new business plan for the business and is "executing it at the moment".



21 **Gary Rehwinkel**
Coveris UK Flexibles
2017 rank 23
WHY With a background in chemical engineering, Coveris UK Flexibles' business unit president Rehwinkel has been at the helm of the company's continued drive for ambitious change in the packaging industry, via its sustainability strategy Pack Positive, which is aligned with UK Plastics Pact and Courtauld 2025 targets. Rehwinkel is also a passionate sports fan who enjoys playing golf and supporting US college football team Alabama Crimson Tide with his family.



16 **Mike Phillips**
The Delta Group
2017 rank 16
WHY Delta Group went big earlier this year, lining up the UK's first EFI Nozomi C18000 monster flatbed. One of Europe's biggest wide-format businesses, Delta is the alpha and omega of innovation and progressive thinking thanks in large part to its executive chairman. Phillips refuses to let Delta stand still, says one colleague, which explains why he appointed a new CEO last year to help drive forward his strategic vision for the business.



15 **Richard Gray**
Prinovis
2017 rank 20
WHY Prinovis UK managing director Richard Gray takes a "consultative but also decisive" approach to running the UK's sole publication gravure printer. The £68m firm has scored some big wins among publishing and retail clients this year, including the return of *Hello!* magazine from the continent. A new phase beckons, with work underway to install the low-mileage M600 web press from G&H, set to be operating in early 2019. "He's had a good year," says an associate. "Now all we need to do is find him a decent tailor!"



14 **Andrew Dutton**
Adare International
NEW
WHY Joining Adare International as chief executive in November 2016 and overseeing a focus on continued growth, innovation and profitability ever since, Dutton has previously held equivalent leadership positions in several large international organisations in the business services sector. Outside work he is likely to be found spending time with his family though he also enjoys the gym and running – often followed by a great meal and a glass of wine.



20 **John Brewis**
Reach Printing Services
2017 rank 22
WHY Reach Printing Services – previously Trinity Mirror Printing – added Westferry Printers to its network in 2018 following the acquisition in February of Northern & Shell's publishing assets. With a management style described as inclusive and empowering, pragmatic managing director Brewis leads "a really great team" that have also facilitated the successful fulfilment of the print and distribution contract for *The Guardian* and delivered a successful start-up to Reach's extended *Metro* contract.



19 **Jamie Robinson**
CCL Industries
2017 rank 19
WHY Robinson is both one of the Toronto-headquartered packaging and labelling giant's European vice-presidents and managing director of CCL UK's home and personal care division. As the largest part of the group's UK operation, CCL Label has continued to invest in the latest technology to facilitate its development of new products, for both its existing and development markets, and to further production efficiencies.



13 **Charles Jarrold**
BPIF
2017 rank 14
WHY The fact that the BPIF's chief executive has helped to grow the federation's membership numbers in a market where total head count continues to contract, speaks volumes about Jarrold's leadership skills. Despite having to make what one colleague describes as some "tough decisions" over the past few years, Jarrold insists that the BPIF conducts all of its business in a "fun way". The colleague adds: "Charles is a great ambassador for the Industry always thinking of ways to make our members successful."

12 **Mark Handford**
Pureprint Group
2017 rank 7
WHY While some suggest Pureprint's CEO has had a relatively quiet 2018, according to one colleague: "It's been a positive year, the large-format and direct mail sides have been especially strong". The firm was also lauded for its international sales growth by the *Sunday Times*. Although a brief foray into litho web-to-print took a little shine off the usually glowing business. However, as one watcher said: "Mark always looks to the long game and usually comes out on top."



18 **Mark Cornford**
Integrity Print
2017 rank 19
WHY You'd be hard pushed to find someone with a sunnier outlook than Integrity Print's Mark Cornford, he always seems to look on the bright side of life and his positivity and can-do thinking clearly rubs off on his team. "I'd rather be small and pure than big and full of poison," he says of his business outlook. Diversification through M&A has continued at the group this year. Fun fact: he keeps a flock of nearly 50 sheep, and says: "It's a hobby to take my mind off the challenges we all face."



17 **Patrick Headley**
Go Inspire Group
2017 rank 21
WHY Go Inspire's customer-focused and guitar-playing CEO's passion for print is infectious. While the necessary restructure of the 4DM business was perhaps a lowlight, there have been plenty of highlights: beefing up the management team, significant kit spends, and making the business "a more professional group". As one colleague says: "Pat's greatest strengths are that he is visionary, passionate and energetic and is a champion for the channel, not just Go Inspire. When he talks about print he lights up the room."



11 **Stephen Goodman**
YM Group
2017 rank 8
WHY It will be another couple of months before we get to see YM's latest set of figures, but chief executive Goodman seems quietly satisfied with progress. Highlights of the past year include Lettershop's innovative paper wrap offering, which is set to go group wide, along with continued improvement at YM Chantry. He has a management style that's described as "collaborative" and is also "resilient and sticks to the task in hand", while an associate quips: "he's got a good sense of humour for an accountant."

10 **Chris Murray**
DS Smith
2017 rank 10
WHY "A year ago," says a colleague, "we set ourselves some basic targets: to reduce risk in our business; improve customer service to previously unachieved levels, and build strategic partnerships with those customers." The packaging giant did them all, while also pledging 100% sustainable packaging by 2025. And leaving just enough spare time for managing director Chris Murray to enjoy a few rounds of golf and walking his dog along the Northumberland coastline.



MAYBE NEXT YEAR

Full name	Company
Rob Alonso	Opus Trust Marketing
Michael Ayerst	VGL
Derek Bell	GPS Colour Graphics
Tanya Dunbar	CPI UK
Chris Ellison	OPM (Labels & Packaging) Group
Anthony Evans	APCOM (Swansea Council)
Mark Farrimond	The Envelope Works Group
Simon Hampton-Matthews	ACPME/UWE Bristol
Stuart Kellock	Label Apeel
James Kinsella	Bluetree Design & Print
Nigel Mackay	River Publishing
Daniel Pattison	Augustus Martin
Koli Pickersgill	Immediate Media
Sarah Powell	Immediate Media
Barry Stephens	Real Digital International
Simon Summers	Cestrian
Simon Tabelin	Brilliant Media
Sharon Thompson	Immediate Media
Nigel Toplis	Kall Kwik
Dean Williams	Simpson Group

9 ▲

**Jeremy Walters**

Paragon Customer Communications

2017 rank 12

WHY As CEO of highly acquisitive Paragon's £250m Customer Communications business, Walters has one of the most exciting jobs in print. After all, this year alone his business has bought parts of the collapsed FT Solutions business, St Ives Management Services (SIMS), and Imprimus, formerly Stralfors. Walters is described by colleagues as a "great listener" who's key strength is his ability to digest a range of views, from both clients and his management team, which then help shape his decisions. "He's never frightened to have his mind changed, but, equally, he'll never shy away from difficult decisions." The unabashed Saints fan is also a great motivator, imbuing an energy and enthusiasm into the business. "Jeremy very much makes us feel like we're part of one team, with a common goal." All of which has come in very useful when it comes to merging the disparate cultures that make up the CC business, not to mention averting strike action at its Nottingham site.



8 ▲

**Paul Utting**

Walstead Group

2017 rank 11

WHY 10 years ago Paul Utting, then chief executive of Wyndeham Group, was staring disaster in the face after the Icelandic banking collapse resulted in the failure of the group's leading lender. What a difference a decade makes. Wyndeham was subsequently acquired by Walstead, and Utting is now group chief executive of a €730m (£650m) business that has widened its ambitions from consolidation in UK web offset to the bigger playing field of continental Europe. "The European offset and gravure is an €8bn sector, even with the reduction in publishing. It's still a massive sector," he asserts. Utting is an accomplished business leader who has "the remarkable ability to make the right decision when it counts and get the ardent buy-in from his colleagues," according to one associate. Somehow, he also managed to find the time to take up the triathlon last year and says of his current performance level: "I get round the course".



7 ▲

**Scott Barclay**

Williams Lea Tag

2017 rank 13

WHY In his role as the global BPO giant's head of strategic sourcing across the EMEA, Barclay is responsible for the business's procurement across the region. However, markets further afield and non-print applications have been the focus of late, with the acquisitions of Canada-headquartered digital content and social media agency THP and US-based computer-generated imagery specialist Taylor James. While the business has signalled that it plans to use its £90m war chest strengthen the business's omni-channel and global offering, as one industry watcher notes: "It's still print and the EMEA region that brings home the group's bacon, and Scott is a pivotal part of that." The wiry Scot's personal highlight this year was taking part in a white-collar boxing bout, where he raised thousands of pounds for Cancer Research UK. And while he described the training regime as "gruelling" all the hard work paid off – he won!



6 ▼

**Kirk Galloway**

Buxton Press

2017 rank 1

WHY While a fall of five places from last year's well-deserved number-one slot might, under ordinary circumstances, be a signifier of challenging year, in the case of Buxton and its CEO Galloway it couldn't be further from the truth. The business continues to go from strength to strength. According to colleagues, Galloway is "scrupulously fair", but has an "insatiable desire" for Buxton to succeed and woe betide anyone or anything that gets in the way of that goal. A keen golfer, when time allows, Galloway is very much his own man, which must make board meetings with his father, chairman and mentor, an equally strong personality, lively to say the least. While a record sixth PrintWeek Company of the Year crown was just out of reach, Galloway was magnanimous and it would take a brave soul to bet against a 2019 comeback. "It's a truly incredible operation," said one rival. "It's hard to think of a better run business in print".



5 ▲

**Robert MacMillan**

HH Global

2017 rank 9

WHY Chief executive MacMillan has spearheaded another successful growth year at HH Global, which reached the 1,000-employee milestone in 2018 and was recognised by both the *Sunday Times* HSBC International Track 200 and Top Track 250 rankings. The company secured all of its strategic contract renewals and extensions this year while new business wins included Walmart China, JD Sports EMEA and MetLife USA. The integration of PostNL Print Management following last year's acquisition, meanwhile, "went incredibly well", with new colleagues thriving with the wider HH Global team. A born networker described as "completely open, and always on-hand for any client or employee needs", MacMillan continues to be actively involved in all regions, making clear his infectious passion and energy for the business. HH Global is not his only success story, though. He also became assistant manager of Lindfield Sharks under 12s this year, and the team is on target for promotion!



4 ▲

**Miles Linney**

Linney

2017 rank 6

WHY It's been a busy year of recruitment, investment and winning new accounts for Linney and managing director Miles Linney. The long-established family business won a chunk of M&S point-of-sale work at the beginning of 2018, one of a number of new business wins after the shake-up caused by events at St Ives and SP Group. The company has quietly taken on 200 new employees, and has just begun construction of a new 9,300m² fulfilment and distribution centre next to its Mansfield supersite, which will involve a £5.5m spend. Linney, together with his brother Charles, make for a highly effective duo at the top of the group, combining charm, humour and affability with a seriously detailed understanding of what's going on in their business and target markets. Outside of work, you might find him sailing along the beautiful North Norfolk coast, and perhaps enjoying the occasional pint of Woodforde's Wherry afterwards.



3 ▲

**Andy Blundell**

Communis

2017 rank 5

WHY Court approval has just been granted for Communis' acquisition by US billing services group OSG, which will open the customer communications and marketing services group up to a much wider array of technology. Prior to the takeover, Communis had already experienced another strong period under chief executive Blundell's watch. Revenues and profits were both up in the company's 2017 results and 2018 was off to a similarly strong start, with sales up 9% for the half-year and overseas revenue growing to represent 34% of group sales. Recent major business wins have included a new five-year contract from insurer Zurich for outbound communications, and the expansion of an existing contract with a large FMCG business. Communis staff appreciate the opportunity to engage directly with Blundell, who regularly takes the time to "walk the floor" at both UK and international company locations. Away from work he makes the most of the outdoors and enjoys both fishing and running.



2 ▲

**Mark Scanlon**

Walstead Group

2017 rank 3

WHY Walstead Group chairman Mark Scanlon used to work with Paragon's Paddy Crean back in the duo's Adare days, and it will be fascinating to see which of these two former colleagues hits the €1bn-turnover landmark first – they both now have that figure very much in their sights. Scanlon's approach typically involves taking over large chunks of business from corporate sellers who are exiting a market or country, with the most recent example being the addition of more than €200m in turnover through the purchase of what was RR Donnelley's Polish printing business. He's described as "extremely driven" and "relentless" in finding the right opportunities for the group to pursue. We wouldn't be surprised if the UK business adopted the Walstead moniker to bring it in line with the rest of the group, and eagerly await the outcome of the NM Rothschild review that could bring on board new investors and further fuel the M&A drive. He keeps fit by weightlifting and cycling, after which he might just enjoy the occasional glass of red.



PATRICK CREAN
PARAGON GROUP
2017 RANK 2

"His analysis of other people's businesses is frighteningly accurate"

WHY It's 20 years since chief executive Patrick Crean and chairman Conor Donnelly (who retired in 2013) teamed up to acquire Moore Corporation's £134m turnover European business forms and labels businesses in a £45m deal. More or less constant M&A activity has been behind Paragon Group's astonishing growth trajectory ever since, as the group has snapped up an incredibly diverse range of businesses. This year alone has involved seven further deals, most recently the Debenhams point-of-sale wing Magenta, and who knows what else could already be in the pipeline – there's bound to be something. Crean's business acumen is renowned, as is his ability to act quickly when an opportunity presents itself through his team of trusted lieutenants including group vice-president of corporate development John Rogers. One might imagine Crean having a sort of 'Who's Who' spreadsheet that is constantly updated with all of his potential acquisition targets. That said, Paragon's track record in M&A is now so established, he's also probably on speed dial for anyone looking to sell a print-related business, distressed or otherwise. One industry associate says of the Irishman: "He is exceptionally switched on and driven. His analysis of other people's businesses is frighteningly accurate." He's also someone who surrounds himself with talented people, and, while shunning the spotlight himself says it's his colleagues who deserve the plaudits. "What drives me is success for the people that I work with, and security for my family – it's only with their support that I've been able to make Paragon a success," says the ever understated Crean. The group is now organised in three divisions, with pro-forma sales breaching €736m as Paragon nears Crean's €1bn sales target. The question is, what will happen when he gets there?

ALPHABETICAL LISTING

Aintaoui Bachar	36	James Trevor	40
Bailey Jon	50	Jarrold Charles	13
Barber Andy	78	Jolly Matt	31
Barclay Scott	7	Jones Andrew	43
Barker Darren	28	Kaye Alison	53
Barrow Lascelle	24	Kendall Ian	30
Biltcliffe Simon	25	Knowles Richard	94
Birkin Roger	48	Lancaster Jon	69
Blundell Andy	3	Linney Miles	4
Bobb Sidney	87	Lockwood Robert	54
Borlase David	70	MacMillan Robert	5
Bradley Peter	96	Manning Paul	84
Branch Alison	60	McFedries Bill	71
Brewis John	20	Moore Rob	34
Bull Louisa	55	Moross Richard	38
Burman Michael	91	Murphy Michael	56
Carnell Adam	42	Murray Chris	10
Clarke Danny	32	Nestor David	62
Cork Andy	76	Nevins Rachael	22
Cornford Mark	18	O'Sullivan Kelly	67
Coxon Darren	57	Page Barry	74
Crean Patrick	1	Peeling Gary	47
Creechan Kevin	64	Penner Alex	99
Cropper Steve	83	Phillips Mike	16
Cross Mike	86	Priest Aron	63
Docherty Stephen	73	Rehwinkel Gary	21
Donovan Judith	100	Roberts Gareth	59
Douglas Charlene	89	Robinson Jamie	19
Duckenfield James	41	Rogivue Yves	35
Dutton Andrew	14	Scanlon Mark	2
Esson Stephen	44	Sears Mark	90
Eustace Martyn	97	Sheikh Shahid	68
Evans Alex	49	Sidebottom-Every Jacky	79
Felton Neil	45	Slade Bradley	52
Ford Jody	33	Smith Neil	82
Galloway Kirk	6	Smith Simon	95
Gibbons Mark	39	Snelson Nick	23
Gill Tony	77	Stefani Marian	85
Gillgrass Richard	88	Sutherland Martin	29
Goodman Stephen	11	Taylor David	75
Gray Richard	15	Tolley Jon	80
Green Nicholas	93	Utting Paul	8
Gunning Peter	98	Walters Jeremy	9
Handford Mark	12	Warner Noel	61
Headley Patrick	17	Warner Philip	72
Hindmarch Simone	81	Wenham Mark	26
Hosey Barney	65	White Gary	92
Hughes Chris	66	Woolley Martin	27
Hulley Paul	46	Wright Alan	58
Hunt Richard	51	Zakka Emma	37

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 (p47) based on the public vote. Our icons indicate what makes these individuals so special and include *PrintWeek's* coveted accolade, the 'Owl of Knowledge'.