



*Welcome to the 2019 Printweek Power 100, our annual ranking of the industry's most influential business leaders*

In some respects, this year's Power 100 has a familiar feel. While, of course, we've had a fair few 'resignations' from the membership of the industry's most exclusive club, and the 'committee' has also been forced to ask a few members to step down due to their breaking of the club's rules, we've also had a significant number of new members join – with a healthy waiting list for 2020.

It goes without saying that the club committee relishes the mammoth task of putting together the Power 100, but they have asked me to pass on their thanks to all of you that supported them this year by providing insights into our nominees and by taking part in this year's vote, which received more than 6,500 nominations.

But, despite your valuable input, this year still has a whiff of *déjà vu* about it, with, other than a handful of notable exceptions, not that much in the way of significant moves up and



**Darryl Danielli** Editor, *Printweek*

down this year's ranking.

Perhaps that's because over the past 12 months, with everything that's been going on in the economic background, it's been a case of 'keep calm and carry on' and wherever possible business leaders have, understandably,

strategically largely been focused on the basics rather than the bold.

However, that can't be said of our number one, who's business has now fulfilled his ambition of breaching the €1bn revenue target, with his sights now seemingly centred on a €2bn goal. And based on his recent activities, I suspect few would bet against him achieving the new target in the not-so-distant future.

And if that were to happen, then it could be that the committee might put him at the top of the leader board for an unprecedented third consecutive year. But let's not get ahead of ourselves quite yet – a year is a long time in print, after all.

100

**John Peat**  
EPac UK

**NEW**

**WHY** He's newly appointed at the UK's newest digital printing business. EPac UK managing director (and managing partner) John Peat brings a long track record in labels to his new role at flexible packaging disruptor EPac, which has grown rapidly in North America and plans on doing the same here in Europe, with the UK its first outpost. Peat says he has always had "a passion for pushing the boundaries" and there'll be no shortage of opportunities to do that in his new role.



99

**Judith Donovan**

Strategic Mailing Partnership  
2018 rank 100

**UP**

**WHY** When SMP chair Donovan has nothing to do, the sky will fall. Sitting on 29 wide-ranging boards and chairing nine, she's got her hands in parks, museums and multitudinous community causes. With her two honorary degrees in hand, she spent this year extending the SMP's reach, holding a member meeting attended by more than 100 people and setting up online networks to keep the mailing sector working together.



98

**Peter Gunning**

Grafenia  
2018 rank 98

**SAME**

**WHY** It's been a pivotal year for Grafenia CEO Peter Gunning in terms of putting things in place that will hopefully bear fruit – and more importantly profits – including its first Nettl franchisees in North America. A hefty £5m has been raised to back his plans, which include further signage buys. Sausage dog and dragon taps fan, Gunning writes the most entertaining (and possibly longest) results commentaries, such as: "We're relentlessly automating things done manually, or stupidly."



97

**Jonathan Tame**

Two Sides

**NEW**

**WHY** It's been a defining year for Two Sides with sustainability concerns rising on corporate agendas and membership growing globally – and the organisation's success is due in no small part to managing director Tame's leadership. "[He's] very inclusive of ideas and is happy to see colleagues taking ownership of projects," says a work mate. On the personal side, Tame is known for his skiing habit and love of a good red.



96

**Michael Burman**

FE Burman  
2018 rank 91

**DOWN**

**WHY** The FE Burman owner is held in such high regard by colleagues and collaborators because he truly, undeniably cares about print and people. As "the kind of guy who will spend an hour in reception chatting to someone about a single wedding invite", Burman still commits five days a week to his cherished business, which has enjoyed a renewed passion for printed matter among its creative clients in 2019.



95

**Simon Smith**

CS Labels  
2018 rank 95

**SAME**

**WHY** Smith will remember 2019 as the year CS Labels scooped up a selection of coveted industry awards, including for the first time *Printweek's* Label Printer of the Year. Staff are quick to sing their MD's praises saying that after another record-breaking year they expect him to enjoy the fruits of his labour with possibly a couple of extra holidays. They described him as a bank manager at heart, but believe he enjoys the print world more.



94

**Chris Knowles**

BCQ Group

**NEW**

**WHY** Stepping into the shoes of his Industry stalwart father Richard, was a big ask. However, Knowles seamlessly assumed the everyday mantle of responsibility for BCQ group and the operations of all its sites. A colleague says Knowles can be mercurial on occasions, determined and single-minded on others. "He is resolute in his pursuit of the enhancement of the group, its continuous improvement and its subsequent standing within the trade."





**93**

**Nicholas Green**  
Printed.com  
2018 rank 93 **SAME**

**WHY** Founder Green is well-known for being ambitious and working tirelessly to dominate the online digital print market. According to those he shares an office with: "He leads from the front, ever eager to push and develop Printed.com and inspire the people that work there. His fierce determination to put customers at the forefront of his thinking makes sure delivery for them is everyone's first priority."

**92**

**Gary White**  
Northside Graphics  
2018 rank 92 **SAME**

**WHY** A competitive streak has helped White to build multi-award-winning print businesses. 2019 alone has brought with it six awards finalist nominations. As managing director, his passion for print and the desire to be the best are relentless and this is mirrored in his staff. He's a believer in making business as efficient as possible and being a pioneer of automation keeps his print empire ahead of competitors.



**91**

**Phil Thompson**  
Resource **NEW**

**WHY** New entrant Thompson has plenty to celebrate. With his Leeds outfit winning SME of the Year at the 2019 Printweek Awards, he's seeing investments and acquisitions pay off towards a bright future. And it's future opportunity that preoccupies him most, with a focus on recruitment to cultivate growth and foster a new generation – it's no accident he sent the youngest member of his team onstage to accept the company's prize.

**90**

**Mark Sears**  
Heritage Envelopes  
2018 rank 90 **SAME**

**WHY** It wouldn't be the Power List without Sears' name on it. Having just reached his 30 years' service milestone at Heritage, Mark is described "as a 'flexitarian' family man who enjoys cooking, golf and driving his Tesla". Heritage has recently invested £2.5m in a brand new envelope machine expected to arrive in 2020 and has more exciting investment plans in the pipeline.

**89**

**Charlene Douglas**  
Tradeprint  
2018 rank 89 **SAME**

**WHY** It's over 12 months since Douglas took up the mantel at Dundee-headquartered Tradeprint, and she's been true to her word when she said she was aiming "to make Tradeprint stand out through the quality of its service". According to close sources, her accountancy background enables her to make informed decisions at speed and as MD she encourages colleagues to embrace change and believes you learn from mistakes.

**85**

**Simone Hindmarch**  
The Commercial Group  
2018 rank 81 **DOWN**

**WHY** No stranger to this list or the business limelight, this year MD Hindmarch has been vocal about wanting to grow her already successful family firm from £70m to £100m in 2020. Those close to her say she is dynamic, ambitious and totally focused on building a business and legacy that at its heart has strong social values and is committed to sustainable practice.

**84**

**Neil Smith**  
Blue Buffalo  
2018 rank 82 **DOWN**

**WHY** With Smith at the tiller, Blue Buffalo continues to bask in a strong and enviable market position as a leader in print procurement. With over 25 years in the industry, Smith has secured an attractive roster of clients who benefit from his in-depth expertise of knowing print inside out. Away from the office, he is fond of tinkering with vintage vehicles and hanging out in the kitchen creating some delicious dishes.



**82**

**Steve Cropper**  
Gemini Print Group  
2018 rank 83 **UP**

**WHY** In June, Gemini bought Foundry Press out of administration. But the biggest deal for Cropper in 2019 was undoubtedly his appearance at a fundraising event, where the usually retiring managing director took to the stage dripping in sequins. One colleague says "I'm not sure how Steve does it". *Printweek* isn't sure if he's referring to Cropper's ability to manage more than 180 people across numerous sites or his penchant for tripping the light fantastic in a dress.

**83**

**Jon Tolley**  
Prime Group  
2018 rank 80 **DOWN**

**WHY** Tolley took over the business with his brother Adrian in 1994 and it continues to go from strength to strength under his stewardship. Colleagues say he is an "engaging person who leads by example". He isn't afraid to get his hands dirty – to this end he can often be seen helping out on the shop floor. More importantly "his door is always open and he is prepared to listen and engage with his team".



**88**

**Richard Gillgrass**  
Celloglas  
2018 rank 88 **SAME**

**WHY** Eco concerns have been on the brain for Gillgrass as he led his Reading-headquartered outfit through 2019 – espousing the benefits of a circular economy to staff, and seeing how they can develop new products to fit the remit. This culminated in the launch of Mirri Eco – the world's first biodegradable large-format metallic substrate – and a BPIF seal of business excellence, fruits borne from the managing director's focused mind.

**87**

**Mike Cross**  
Micropress  
2018 rank 86 **DOWN**

**WHY** It's good times for managing director Cross with a £4m investment in a new press at Micropress, a factory extension and the company is forecasting to breach the £20m-turnover barrier in 2020. A colleague comments: "Mike enjoys holidays and racehorses. He leaves the day-to-day running of the business to his sons but still has his finger on the pulse and manages with a firm but fair approach."

**86**

**Marian Stefani**  
IPIA  
2018 rank 85 **DOWN**

**WHY** Avid ballroom dancer, and IPIA chief executive, Stefani has got the whole print sector moving and shaking this year, as the newly rebranded EPIC event expanded its purview further across the print and marketing sectors in a record year. Now, she's working to bring together a forum of print experts to exchange ideas to innovate the industry, and introduce more people to the passion and energy her colleagues adore.

**81**

**Jacky Sidebottom-Every**  
Glossop Cartons  
2018 rank 79 **DOWN**

**WHY** Glossop's managing director Sidebottom-Every has seen her business expand consistently of late: 10% over 2019 with a further 15% expected next year. As such, she has turned to concerns that a bigger business might lose touch with its clients and has worked hard this year to bring the company's culture and behaviour into focus with her senior team. "Now the next level awaits," according to one colleague.

**80**

**Russell Croisdale**  
Encore Group **NEW**

**WHY** Managing director Croisdale has had a busy year, with the Encore Group expanding both its production and its staff, now numbering 326. Despite his drive, though, colleagues say he remains personable, with a real sense of humour. "He's very easy to work with", says one collaborator. "He's very approachable and always has time for you – just a really nice guy".

**79**

**Tony Gill**  
Mosaic Print Management  
2018 rank 77 **DOWN**

**WHY** CEO Gill is described by colleagues as "inspiring, very driven and focused on improving all the time", qualities which have made his £39m business a resounding success. This year, the group has embraced new opportunities and broadened its reach, pulling in multiple new accounts – and on the side, Gill still finds time for a round of golf and quality time with his family.

78

**Teresa-Anne Dunleavy**  
Taylor Bloxham Group

**NEW**

**WHY** Dunleavy joined the business as chief executive in May after former CEO Robert Lockwood stepped down. The Harvard Business School graduate has spent 20 years working in marketing communications and events for leading global brands, such as British Airways and Toyota. Dunleavy specialises in working with companies undergoing significant structural and cultural change and, accordingly, is relishing the opportunities offered at the group.



77

**Gary Wilson**  
DG3

**NEW**

**WHY** 2019 was a crucial year in the life of DG3, with the purchase of some impressive new machinery and the acquisition of Newnorth, all under the watchful eye of Wilson. Having started his print career as an apprentice machine minder, he now has over 30 years' experience under his belt and has gone on to develop a strong reputation for being both client- and strategy-focused.



76

**Andy Cork**  
Printondemand-worldwide  
2018 rank 76

**SAME**

**WHY** Managing director Cork has had a good year, with Printondemand appearing as IPG sponsor at the London Book Fair and winning a Stationers' Company Innovation Excellence Award. His success in the challenging short-run book market is due, say colleagues, to his optimism and embrace of automation. "Andy is a breath of fresh air," says one peer. "He's efficient and has a really positive outlook. He's really easy to work with."



75

**David Taylor**  
Ingram Lightning Source  
2018 rank 75

**SAME**

**WHY** MD of Ingram Content's print arm Lightning Source and senior vice-president of the group's international Content acquisition, Taylor oversaw the successful move of its distribution arm NBNi from Plymouth to Milton Keynes this year. He's described as "very witty", approachable and inspiring with a great understanding of print. He publicly charts the progress of Wolves FC and enjoys a single-malt whisky... but don't let him catch you adding anything to it!



## Who's out

2018	Name	Company	Reason
7	Scott Barclay	Williams Lea Tag	Left business
23	Gary Rehwinkel	Coveris UK Flexibles	Left business
29	Martin Sutherland	De La Rue	Left business
32	Danny Clarke	Howard Hunt Group	In administration
37	Emma Zakka	Talk Talk	Left business
54	Robert Lockwood	Taylor Bloxham Group	Left business
61	Noel Warner	Inc Direct	Sold business
63	Aron Priest	Solopress	Changed role
64	Kevin Creechan	J Thomson Colour Printers	Sold business
74	Barry Page	DG3	Left business
78	Andy Barber	UK Mail	Didn't make list
87	Sidney Bobb	BAPC	Didn't make list
94	Richard Knowles	BCQ Group	Replaced in list
96	Peter Bradley	Bradley Group	Didn't make list
97	Martyn Eustace	Two Sides/Print Power	Replaced in list
99	Alex Penner	Service Graphics (SelmerBridge)	In administration

74

**Simon Cooper**  
Solopress

**NEW**

**WHY** New entry Cooper joined Solopress as managing director in February. With his expertise and passion for the industry, he's proved a perfect fit – with the company celebrating its two-millionth order and investing in five new machines since his appointment. A keen water polo player, Cooper is known for his strong team ethic. "He likes to empower people," says a colleague. "He's a good leader and an all-round good guy."



## New entries

2019	Name	Company
6	Sue Tait	Tag
23	Jakob Mosser	Coveris UK Flexibles
28	Mark Constance	Future
37	Clive Vacher	De La Rue
57	John Mooney	Zenith Print Group
59	James Kinsella	Bluetree Group
61	John Eager	Paragon Graphic Services
71	Tony Strong	Opus Trust Communications
74	Simon Cooper	Solopress
77	Gary Wilson	DG3
78	Teresa-Anne Dunleavy	Taylor Bloxham Group
80	Russell Croisdale	Encore Group
91	Phil Thompson	Resource
94	Chris Knowles	BCQ Group
97	Jonathan Tame	Two Sides
100	John Peat	EPac UK



73

**David Borlase**

Centrica

2018 rank 70

**DOWN**

**WHY** Industry stalwart Borlase has been with Centrica since 2003 and shows no signs of stepping down any time soon. Those that have worked with him say he's knowledgeable and professional. He also has a lighter side and according to sources has a good sense of humour and is a "joy and a pleasure" to work with. Borlase knows the industry inside out and is interested in new technology and innovation.



72

**Jon Lancaster**

Printed Easy

2018 rank 69

**DOWN**

**WHY** Printed Easy has seen an exciting year of growth since becoming an entirely web-to-print platform in September 2018 – and its success owes a lot to the "boldness" and "thoroughness" of managing director Lancaster, say colleagues. "I'd call him a bit of a pioneer in terms of digital print," said one collaborator. "He's always keen to look at the latest innovations and push them to their full capability."



71

**Tony Strong**

Opus Trust Communications

**NEW**

**WHY** Strong has much to crow about after his first year as CEO: among other things, 2019 saw Opus Trust renew 15 client contracts and invest substantially in IT infrastructure. Despite his business acumen, though, he's "a people person first and foremost" with a door that's "always open", according to a colleague. Strong is also a dedicated family man, a former boxer – with 10 titles under his belt – and a Manchester United fan.



70

**Bill McFedries**

CFH Docmail

2018 rank 71

**UP**

**WHY** McFedries' first year as group CEO has been one of evolution, with print company CFH transforming itself into a multi-channel communications business to move with the times. According to colleagues, as someone "dedicated", "thoughtful" and "able to listen to anyone" – qualities no doubt honed through his yoga/meditation habit – he's the perfect person to lead the shift. Beyond work, McFedries is known for his love of dog training and comedy.



81



79



74



78

69

**Jody Ford**

Photobox Group

2018 rank 33

**DOWN**

**WHY** While the Silicon Valley veteran stepped down as group CEO in the autumn, following the split of the Moonpig and Photobox operations into autonomous businesses to improve their agility, he's still involved in both as a non-exec. But this will likely be his last Power 100 appearance, with the two firms' respective new CEOs, Nickyl Raitthata and Christian Woolfenden, set to make their debuts in 2020 as a result.



68

**Shahid Sheikh**

Clifton Packaging Group

2018 rank 68

**SAME**

**WHY** Anyone who knows him agrees that Sheikh is committed to giving back and sharing best practice as much he is to building a knock-out business. The string of awards he's picked up personally in 2019, as well as those won by the Clifton Packaging Group, is proof that he lives by his mantra: "Aspire to inspire before we expire". He was described fondly by colleagues as being "one of life's good guys".



67

**Philip Warner**

Warners Midlands

2018 rank 72

**UP**

**WHY** From his seat at the helm of his family print business, managing director Warner offers solid and sound business advice. Ask his peers what they think of him and they're happy to tell: "A true print visionary who never craves the limelight. His driving force has always been the welfare of the business, and foremost that the business continues to be a great place to work both for, and with."



66

**Chris Hughes**

Harrier

2018 rank 66

**SAME**

**WHY** Hughes joined Harrier in 2017 as managing director having previously held posts at Newsquest's Guardian Series Newspapers and Newsquest North West. He was recently promoted to group CEO having devised, launched and brought the newly opened Prague operation under his remit. A colleague says Hughes has "consolidated last year's double-digit growth culminating in Harrier being named by KPMG as the fastest growing business in the south west".





**65**

**Kelly O'Sullivan**  
Sainsbury's Group  
2018 rank 67 **UP**

**WHY** The Sainsbury's print management controller is a big advocate for improving diversity and a better gender balance throughout the industry. And that's why she launched The Victoria Print Network in March 2019, which encourages women in print to share success stories and support each other. With 20 years in the industry, she is passionate about encouraging flexible working and promoting the importance of mentoring.



**58**

**Alan Wright**  
Magnet Harlequin  
2018 rank 58 **SAME**

**WHY** It's been a busy year for this yogi. After purchasing Showcard Print in the spring, chairman Wright commented: "This acquisition accelerates our ambitions to provide a fast and cost-effective end-to-end route to market in the sector." He's described by workmates as being "a fantastic guy who comes from a wonderfully rich print and pre-press background. He's developed an omni-channel business that wraps itself around brands. Urbane and a good laugh!"

**57**

**John Mooney**  
Zenith Print Group **NEW**

**WHY** With more demand for their packaging and commercial work, the Zenith Print Group has recently added yet another hybrid Heidelberg to its already impressive list of machinery. The new kit follows an investment of £6m in 2018, to enable the group to grow and take on more short and long print runs. Mooney, an astute entrepreneur, should be basking in his business success.



**64**

**Barney Hosey**  
Signal  
2018 rank 65 **UP**

**WHY** Just over a year since a merger brought sister company Brightsource under Signal's banner, creating a 250-staff £52m business, and the marketing and DM print procurement operation continues to grow, hiring consultants and client-side transformation experts. Focus has been on boosting its proposition and pushing for data-driven marketing. An early bird and keen cyclist, ever-energetic Hosey is described as "generally fanatical about his fitness".

**63**

**David Nestor**  
First 4 Group  
2018 rank 62 **DOWN**

**WHY** First 4 is racing ahead, guided by the leadership of group managing director and Formula 1 lover Nestor. The Blackburn operation is seeing the payoff from a drive to integrate direct mail services into its finishing offering, an effort spearheaded by the top man himself. Even with his wide-ranging ambition, though, Nestor is sure to "look after every member of staff on the shop floor," according to a colleague.

**62**

**Gareth Roberts**  
Bishops Printers  
2018 rank 59 **DOWN**

**WHY** Managing director Roberts has been spending big this year: £4.4m on two new 10-colour Heidelberg XL 75s, an HP Indigo 12000 and two Muller stitchers – but by no means is he focusing solely on numbers. An enthusiastic cyclist, runner and cinemagoer, he brings energy and modesty to his 270-strong team, making sure to fortify his Portsmouth operation against the increased turbulence of the market.

**56**

**Louisa Bull**  
Unite  
2018 rank 55 **DOWN**

**WHY** A strong advocate of skills and training, Bull is looking to the future of the industry identifying threats and opportunities for Unite members. Colleagues believe her experience and calm approach has paid dividends as she builds links with unions across Europe and the US to respond to the problems of the global print and packaging industries. She's a massive Chelsea fan and is hoping they qualify for Europe in 2020!



**55**

**Michael Murphy**  
John Lewis & Partners  
2018 rank 56 **UP**

**WHY** Print production manager, Murphy manages the glossy John Lewis Publications on behalf of the retailer's procurement team, as well as specialising in colour management, direct mail campaigns and ad hoc print requirements. He is described by close colleagues "as a friendly, relaxed guy, dedicated to Arsenal". He's also a keen runner and jazz guitar enthusiast.

**61**

**John Eager**  
Paragon Graphic Services  
**NEW**

**WHY** Connections with the original Adare business are rife in this survey, and Paragon Graphic Services CEO Eager is one of them – you might even say "everyone knows everyone" in the Irish business world, hence the link to Paragon boss Paddy Crean that led to Eager joining Paragon. Boasting charm and broad experience Eager says "the planets aligned at the right moment" for the Paragon role and reports that the recent rebranding has "been an injection of adrenaline".

**60**

**Alison Branch**  
Park Communications  
2018 rank 60 **SAME**

**WHY** With a massive £1.7m spend on Müller Martini bindery kit this summer, Park managing director Branch has been working "tirelessly" to see her "baby" grow and grow, according to one colleague. While cycling, tennis and horse riding are her hobbies, her passion is overseeing operations at her east London business. As one colleague said: "Her energy is boundless, we do not know where she finds the time."

**59**

**James Kinsella**  
Bluetree Group **NEW**

**WHY** While he may be the 'tech geek' in the dynamic duo formed with fellow Bluetree founder and Power 100 nominee Adam Carnell, Kinsella has consistently been just as much a driving force of the business as his school friend. Something a colleague summed up perfectly: "His determination and energy is unparalleled. I've never had conversation with him where we didn't solve a problem or move something forward."

**54**

**Darren Coxon**  
Pensord  
2018 rank 57 **UP**

**WHY** As the print and publishing world changes rapidly, the sector needs big dreamers like Pensord MD Coxon. This long-suffering QPR fan conjures up ambitious visions, trusting his process-driven team to fulfil them. "Articulate", "dynamic" and "cheeky", according to colleagues, his focus this year on environmental and postage pricing concerns and building a sustainable business, in all senses, that his kids can be proud of.

**53**

**Alison Kaye**  
CPI UK  
2018 rank 53 **SAME**

**WHY** 2019 has been eventful for Kaye's team over at CPI UK. Bought by entrepreneur and award-winning private investor Richard Hughes in April, the team then won the award for Report & Accounts Printer at the Printweek Awards. No stranger to the Power 100, Kaye is described by colleagues as the type of MD "who leads by example and has a great rapport with both staff and customers".

**52**

**Bradley Slade**  
SMP  
2018 rank 52 **SAME**

**WHY** Managing director Slade is known for "ensuring we have a highly motivated workforce", according to one colleague. And, with SMP growing faster than ever, that's no mean feat. But the devoted father is a consummate "man of the people", making time for everyone from board directors down to those on the shop floor – and he still manages to fit in the occasional game of squash.



60 SPENDING POWER INFLUENCE WELL CONNECTED STAR QUALITY ON THE UP KNOWLEDGE INNOVATOR

61 SPENDING POWER INFLUENCE WELL CONNECTED STAR QUALITY ON THE UP KNOWLEDGE INNOVATOR

Public vote

Vote rank	Name	Company	Proo rank
1	Robert MacMillan	HH Global	2
2	Simon Cooper	Solopress	74
3	Tony Strong	Opus Trust Communications	71
4	Jon Bailey	ProCo	48
5	Chris Ellison	OPM Group	n/a
6	Andrew Jones	Stephens & George	42
7	Kevin Stanton	Fox Group	n/a
8	Gary Peeling	Precision Printing	46
9	Patrick Crean	Paragon Group	1
10	Paul Manning	Rapidity	34
11	Gary White	Northside Graphics	92
12	Bachar Aintaoui	MBA Group	31
13	Kirk Galloway	Buxton Press	12
14	Richard Saysell	Showcard Print	n/a
15	Adam Carnell	Bluetree Group	32
16	Mark Handford	Pureprint	13
17	Jacky Sidebottom-Every	Glossop Cartons	81
18	Steve Cropper	Gemini Print Group	82
19	James Kinsella	Bluetree Group	59
20	Phil Thompson	Resource	91
21	Simon Smith	CS Labels	95
22	Alan Wright	Magnet Harlequin	58
23	Jeremy Walters	Paragon Customer Communications	10
24	Stephen Docherty	Bell & Bain	50
25	Simon Biltcliffe	Webmart	25



51

Alex Evans

Precision Colour Printing  
2018 rank 49 **DOWN**

**WHY** As managing director Evans prepares to step down from the top job at his Telford outfit in the new year, he can look back on a 2019 well spent. His departing gift to PCP is a combination of reduced downtime, improved efficiencies and solid investment alongside a roster of diverse new hires. A passionate print advocate, Evans can come away satisfied to indulge in some travelling and a focus on the family.



45

Paul Hulley

Clays  
2018 rank 46 **UP**

**WHY** Chief executive Hulley has steered a steady ship throughout 2019, in what has been a changing book market. Under his watchful eye, Clays has invested £12m in new equipment to be able to turn around short runs quickly. Known throughout the industry for being an excellent leader, colleagues say his superpower is humour, which he uses to get people on side and to seal the deal.



47

46



44

45

50

Stephen Docherty

Bell & Bain Group  
2018 rank 73 **UP**

**WHY** Following the acquisition of Caledonian peer J Thomson, Bell & Bain group chair Docherty has unsurprisingly leapt up the list this year. A committed "first-in, last-out" guy, he works tirelessly to get the best for his clients and staff. Furthermore, as proven by his attempted rescue of Latimer Trend in October, Docherty is held in high esteem thanks to his undying passion for the printing trade.



49

Richard Hunt

Global  
2018 rank 51 **UP**

**WHY** Known for being a keen negotiator who is always open and fair, OOH giant Global's head of production has a huge amount of print, material and process understanding. A colleague said: "His deep knowledge and ability allows Global to ensure that we are reactive to customer requirements and also ensure we get the right level of service and support from our print partners."



44

Neil Felton

Fespa  
2018 rank 45 **UP**

**WHY** It's been another whirlwind 12 months for Fespa CEO Felton who oversaw a successful Global Print Expo in Munich with visitor numbers up on the previous year's event. Felton leads from the front and "enjoys great camaraderie with his team". According to a source, he also has the ability to take on board "important facts about a situation to concentrate on the big picture and not be distracted by details".

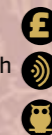


43

Stephen Esson

Penguin Random House  
2018 rank 44 **UP**

**WHY** Group publishing operations director and keen cyclist Esson has spent 2019 building relationships with suppliers across Europe, India, China and Australia, something colleagues say he is very good at "as a competent and efficient leader". Meanwhile, parent firm Bertelsmann's strongest H1 results in 12 years were attributed in part to a hugely successful year for PRH, boosted by sales of Michele Obama's memoir *Becoming* as well as a number of acquisitions.



42



40

48

Jon Bailey

Pro Co  
2018 rank 50 **UP**

**WHY** A self-confessed adventurer, Bailey is always ready to push the boundaries of his comfort zone, including, according to one source, sky diving to get some much-needed marketing inspiration. The adoration from his peers just keeps rolling in. "Forward-thinking and genuine, he's a strong and engaging leader, who always delivers on his promise for both clients and colleagues," said one colleague.



47

Roger Birkin

ImageData Group  
2018 rank 48 **UP**

**WHY** Keen gardener Birkin continues to tend not only to the greenery at home but, even as he steps away from day-to-day duties as IDG's venerable chair, he's putting his green fingers to work growing innovation at his East Yorkshire-headquartered operation. Focused on working smarter to retain and grow existing clients, even as the retail sector suffers reduced footfall, IDG has seen some big business wins this year.



46

Gary Peeling

Precision Printing  
2018 rank 47 **UP**

**WHY** More one to create opportunities than to wait around for them, Precision CEO Peeling is "one of life's winners," according to a colleague. His successes this year would concur, as the group's Where The Trade Buys trade print wing continues to thrive, attracting 700 new customers to the service monthly. As WTTB launches in Australia, this "natural sportsman" isn't about to stop competing any time soon.



42

Andrew Jones

Stephens & George  
2018 rank 43 **UP**

**WHY** It's been a busy year for chairman and group managing director Andrew Jones, who celebrated his 40th year in the business in 2019. He is described by a colleague as a man of integrity. Jones has overseen further company expansion during 2019 with an extension to its Merthyr Tydfil site ahead of the firm's second push-to-stop Heidelberg Speedmaster install. All that topped off with Wales winning the Six Nations Grand Slam!



41

Mark Gibbons

William Gibbons & Sons  
2018 rank 40 **NEW**

**WHY** A big year for joint MD Gibbons and his brother David, after they put in place an Employee Ownership Trust at the 148-year-old print firm. The aim is to secure the future for "our family - the family being the business", while simultaneously looking after the people who work there "because without people you've got nothing". Ever forthright, he describes the market as "extremely tough". On the bright side, Wolves have qualified for the knockout stage of the Europa League.



40

Trevor Janes

Tesco  
2018 rank 40 **SAME**

**WHY** In 2020, procurement manager Janes will rack up an impressive quarter-century of service at the supermarket behemoth. He started out on the bottom rung of the ladder as a print operations manager and has fulfilled a number of roles over the last 25 years. This experience has served him well with one former co-worker saying Janes' "knowledge of the print industry is second to none".



# Top 25 suppliers

Rank	Name	Company
1	Peter Jolly	HP Indigo
2	George Thompson	Harrison Scott
3	Rico Back	Royal Mail
4	Ryan Miles	Heidelberg UK
5	Keith McMurtrie	Tharstern
6	Andy Cook	FFEI
7	Dave Allen	Premier Paper Group
8	David Hunter	Antalis
9	Tim Cox	Vpress
10	Dani Novick	Mercury Search & Selection
11	Tim Carter	Ricoh
12	Matthew Elliott	Elliott Baxter
13	Nick Bridge	Xerox UK
14	Nick Wells	Whistl
15	Terry Garvey	EFI
16	Steve Dryden	Flint Group
17	Eddie Williams	Agfa UK
18	Darren Chard	Kodak
19	Nicola Bisset	Optimus
20	Douglas Gibson	Infigo Software
21	Wayne Barlow	Canon UK
22	Andy Kent	Fujifilm Graphic Systems
23	John Haslam	GF Smith
24	Kirstie Whitehead	Key Recruitment
25	Paul Franklin	Konica Minolta



## 38

**Richard Moross**  
Moo  
2018 rank 38 **SAME**

**WHY** Another year of global growth for Moo saw sales of nearly £110m for 2018, with much of its success coming from the US. Moross has focused on Moo's next five-year strategy and is testing the water for a customer-crowdfund for future investment. Described as an inspiring and approachable leader with a passion for design, Moross, along with colleagues, ran three 10km events in a day in separate US cities for charity in 2019.

## 39

**James Duckenfield**  
Hobs Group  
2018 rank 41 **UP**

**WHY** Earlier this year Hobs Group published *Spellbind*, a designer's guide detailing the history of print. The idea behind the guide, which was Duckenfield's brainchild, was to showcase what can be achieved using different printing processes and finishes – specifically what Hobs Group can achieve. He's described by colleagues as positive, a great communicator and "honest in what he expects of people". Away from the coal face Duckenfield is a keen rugby fan.

## 37

**Clive Vacher**  
De La Rue **NEW**

**WHY** Turnaround expert Vacher was parachuted into the ailing business as CEO earlier this year and it's fair to say his tenure has been eventful, with the company warning its very existence was threatened. However, Vacher, who holds a private pilot's licence and is described as a "brilliant leader with excellent intercultural skills", has developed a cost-cutting plan, which he hopes will help the company soar again.

## 36

**Yves Rogivue**  
Konica Minolta Marketing Services  
2018 rank 35 **DOWN**

**WHY** Over the past 12 months, global CEO Rogivue has presided over a restructuring of Konica Minolta Marketing Services' print procurement division and has led what the business terms "a cultural transformation", ensuring the smooth integration of new senior management roles. A keen sailor and skier along with his family, Rogivue is described as a sincere person who cares about everything he does.

## 35

**Rob Moore**  
SGK  
2018 rank 34 **DOWN**

**WHY** SGK's regional MD and member of its global executive leadership team, Everton FC fan Moore, who is described as having "excellent attention to detail when involved in a project", has recently seen his responsibilities expanded to cover more locations. This year SGK has grown its Design and Content capability alongside further developments in pre-press, and also introduced HubX, which enables clients to gain control of their packaging content through a cloud-based workflow tool.

## 34

**Paul Manning**  
Rapidity  
2018 rank 84 **UP**

**WHY** The highlight of 2019 for Manning was undoubtedly Rapidity walking away with the accolade of Company of the Year at the Printweek Awards. A passionate advocate of the importance of SMEs in print, the award was richly deserved, much like his rise of 50 places here. Manning is an "outstanding motivator who is truly committed to pushing the boundaries," says a colleague. "His enthusiasm and innovation are contagious."

64

£

SPENDING POWER

📶

INFLUENCE

🔗

WELL CONNECTED

★

STAR QUALITY

📈

ON THE UP

🧠

KNOWLEDGE

💡

INNOVATOR

33

**Matt Jolly**John Brown Media  
2018 rank 31**DOWN**

**WHY** According to one industry source, Jolly, who has been with the company for nearly 15 years, has forgotten more about printing than most people will ever know. He has high standards and it's little surprise when you consider John Brown Media's client roster includes exacting clients like Waitrose. Earlier this year John Brown Media also launched a new magazine for TV channel ITV, with an initial print run of 500,000.



32

**Adam Carnell**Bluetree Group  
2018 rank 42**UP**

**WHY** Carnell co-founded Bluetree a decade ago with his childhood friend James Kinsella. From humble beginnings, the group currently employs circa 350 people across its multiple brands and turns over more than £40m. This year it continued to push boundaries by adding a Landa StoP Nanographic press to its impressive armoury of equipment. Carnell's "ambition is contagious and this has resonated through the entire business," says a colleague.



32



31



26



29

31

**Bachar Aintaoui**MBA Group  
2018 rank 36**UP**

**WHY** A successful year for MBA Group, under "charismatic" group chair Aintaoui, saw the company grow sales from £40m to £60m, boosted in part by the acquisition in March of Inc Direct, adding a number of new clients to its books. Other landmarks for the business this year include significant equipment investments in London and Warrington, high-profile client signing for its digital contact centre, as well as new central London offices opening in the coming weeks.



30

**Darren Barker**Newsprinters  
2018 rank 28**DOWN**

**WHY** Barker, who has been with the News UK group for nearly 20 years, took over as managing director of Newsprinters last year from Andrew Hopkins – prior to taking on the mantle he headed up the company's logistics function. According to colleagues his "experience and knowledge" of the business are second to none and make him the ideal candidate to steer Newsprinters forward.



29

**Martin Woolley**The Specialist Works  
2018 rank 27**DOWN**

**WHY** Start spreading the news: CEO Woolley is now a fully fledged New Yorker. For the foreseeable, his focus is on chasing lucrative e-commerce opportunities for The Specialist Works across the pond, but don't expect him to lose sight of what's important. "He's growth-minded," according to one colleague, "with one eye always on the future. The other eye remains firmly on the teams around him, ensuring that they stay happy and healthy."



28

**Mark Constance**

Future

**NEW**

**WHY** Constance could see his workload significantly increase off the back of Future's acquisition of magazine and digital publisher TI Media. But there is little chance that this would phase Future's head of production given his "peerless understanding of the operations and logistics environment across the print media sector". Highly respected in the industry, he demands high standards from those he works with.



27

**Mark Wenham**Multipackaging Solutions  
2018 rank 26**DOWN**

**WHY** As part of multinational giant WestRock, it could be easy for MPS to get lost in the noise but, since its acquisition in 2017, it has continued to stand out both in the UK and abroad, thanks largely to executive vice-president Wenham, who oversees the company's healthcare output. A litho printer by trade with three decades' experience, his steady wisdom has brought further investment and growth in 2019.



26

**Lascelle Barrow**Augustus Martin  
2018 rank 24**DOWN**

**WHY** Augustus Martin's joint managing director and Fespa president is an industry stalwart – he's also an avid Spurs fan, poor fella. The past 12 months have been a relatively low-key period for the business, which Barrow built from scratch with Barrie Dix. He plays a very active and key role at Fespa, according to one print source who says Barrow is "always there for insightful and supportive advice".



67



SPENDING POWER



INFLUENCE



WELL CONNECTED



STAR QUALITY



ON THE UP

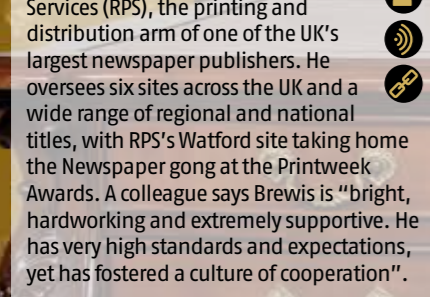
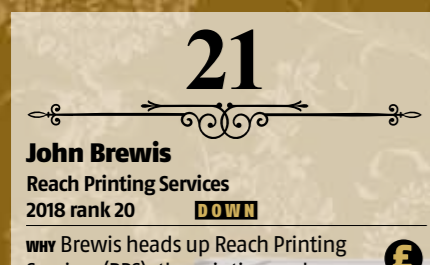
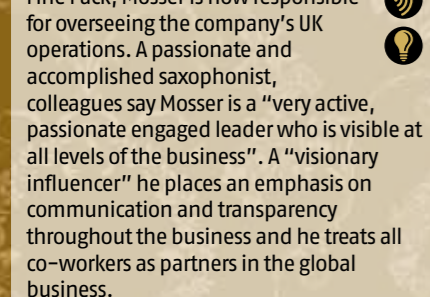
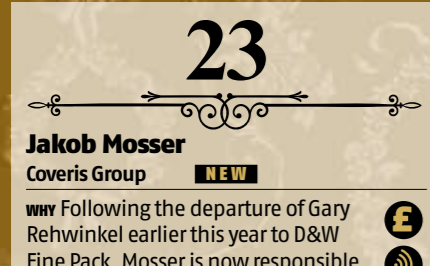


KNOWLEDGE



INNOVATOR





## 25

**Simon Biltcliffe**  
Webmart  
2018 rank 25 **SAME**

**WHY** Where do you start with Bilty? A true futurist, Webmart's founder never shies away from seeking and leading new advances in the sector and his enthusiasm is infectious. He also likes to develop and nurture much-needed fresh talent in the industry. "Simon is a great example of someone who has a clear passion for print and is very aware of how the industry is growing and changing," says a colleague.

## 24

**Rachael Nevins**  
Adare SEC  
2018 rank 22 **DOWN**

**WHY** Nevins stepped into the hot seat at Adare last September after the company endured a tumultuous period. Many in the industry saw her as a safe pair of hands and so it's proven, since she took over the reins stability has been the watchword at the business, according to several sources. A colleague says Nevins is "a tenacious, driven leader who is currently delivering her three-year business plan with great success".

## 18

**Jamie Robinson**  
CCL Industries  
2018 rank 19 **UP**

**WHY** Robinson, who is vice-president and managing director of home and personal care Europe at CCL, joined the Toronto-headquartered business in early 2014. CCL boasts it is one of the world's largest label makers and it continues to grow both in the UK and globally. Its latest financial results saw the company register a solid increase in sales in a tough market, suggesting Robinson is doing a good job at the helm of its UK operation.

## 17

**Ian Kendall**  
Reflex Group  
2018 rank 30 **UP**

**WHY** Since co-founding the business in 2002 with Mike Turner, Reflex's CEO has overseen more than 20 acquisitions, which have helped to fuel the group's continued growth, but green fingered Kendall, who loves a bit of Stevie Nicks and admits to sporting a mullet in the 1980s, isn't likely to rest on his laurels. Away from the office this industry stalwart likes walking his dog and has a "bit of a thing" for classic cars.

## 16

**Mike Phillips**  
Delta Group  
2018 rank 16 **SAME**

**WHY** While executive chair Phillips has stayed put on this list, his more than 25-year-old, ever-expanding print and marketing group certainly has not stayed put this year. With a major rebrand and restructure, as well as a series of new appointments to the board, Delta has certainly benefited from Phillips' "strong leadership", as well as "foresight" and an "incredible ability to energise", which his colleagues commend him for.

## 23

**Jakob Mosser**  
Coveris Group **NEW**

**WHY** Following the departure of Gary Rehwinkel earlier this year to D&W Fine Pack, Mosser is now responsible for overseeing the company's UK operations. A passionate and accomplished saxophonist, colleagues say Mosser is a "very active, passionate engaged leader who is visible at all levels of the business". A "visionary influencer" he places an emphasis on communication and transparency throughout the business and he treats all co-workers as partners in the global business.

## 22

**Nick Snelson**  
APS Group  
2018 rank 23 **UP**

**WHY** JCB enthusiast Snelson spent 2019 digging for opportunity, overseeing the continued European expansion of his company, with strong retention of major contracts and new high-profile wins alongside the launch of APS' new onsite agency model. The MD's passion for growth both financially and geographically is driven by an inspirational "entrepreneurial spirit", according to colleagues, who are inspired by his creativity and ingenuity to keep surfacing buried treasure.



## 15

**Andrew Dutton**  
Adare International  
2018 rank 14 **DOWN**

**WHY** Dutton became chief executive of Adare International following a restructure of the group and since then he has quietly gone about helping get the business back on an even keel. He has a wealth of experience to call on as he steers Adare forward, having worked for a number of FTSE100 and mid-cap private businesses, spanning numerous different industry sectors, both domestically and across the globe.

## 14

**Richard Gray**  
Prinovis  
2018 rank 15 **UP**

**WHY** There's a buzz about Prinovis UK, and not just because MD Gray has taken up bee-keeping. While the publication gravure market is in decline, Gray's operation has benefited from closures at continental rivals and Brexit jitters, resulting in work being repatriated to the Speke factory. The move into web offset has proved "very attractive to the market" and opened up a new revenue stream. "He's enjoyed another positive and busy year," says an associate.



## 13

**Mark Handford**  
Pureprint  
2018 rank 12 **DOWN**

**WHY** While it's rumoured that Pureprint CEO Handford is contemplating retiring from the £65m-plus business in the not-too-distant future, he showed no signs of slowing down in 2019. "The big investments in Inca and HD Indigo 12000 presses this year, the VW Group print management contract win and international sales growth show Mark is in good form," says a colleague. A brace of Printweek Awards also cemented the group's reputation for complex, added-value work.

## 12

**Kirk Galloway**  
Buxton Press  
2018 rank 6 **DOWN**

**WHY** CEO Galloway describes himself as the "hirer, firer, tea boy and cleaner" – but his success at Buxton suggests he's rather more. The company, which produces more than 54 million publications annually and was shortlisted for Printweek Company of the Year 2019, is ably led by a man described by a colleague as "charismatic, knowledgeable and passionate" with "unstoppable drive". When he's not doing business, Galloway can be found on the fairway.

## 21

**John Brewis**  
Reach Printing Services  
2018 rank 20 **DOWN**

**WHY** Brewis heads up Reach Printing Services (RPS), the printing and distribution arm of one of the UK's largest newspaper publishers. He oversees six sites across the UK and a wide range of regional and national titles, with RPS's Watford site taking home the Newspaper gong at the Printweek Awards. A colleague says Brewis is "bright, hardworking and extremely supportive. He has very high standards and expectations, yet has fostered a culture of cooperation".

## 20

**Mark Cornford**  
Integrity Print  
2018 rank 18 **DOWN**

**WHY** Integrity Print MD Cornford is facing a challenge familiar to many a print boss: decline in what had been a core market of pre-print for bank statements and similar documents. As a result he has been quietly plugging away at building new opportunities for the group. "We're doing loads but being cautious," he says. He's still got his sheep farming 'hobby' and his next major non-print project is to plant 1,000 trees, so it's good to see him doing his bit for the planet.

## 19

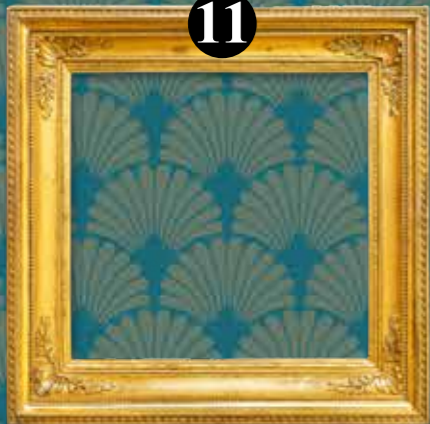
**Patrick Headley**  
Go Inspire Group  
2018 rank 17 **DOWN**

**WHY** It's been a mixed year for Go Inspire's CEO who in April announced a restructure at the firm's Solutions site in Kettering following a strategic review, which resulted in job losses. However, sometimes business leaders have to make tough decisions and Headley isn't one to swerve them, especially when it's for the greater good of the business. A colleague says he is "determined in his belief for the business to achieve its strategic goals and is enthusiastic in sharing his vision".

## Maybe next year

Name	Company
Rachel Aldighieri	Direct Marketing Association
Paul Brough	Bakergoodchild
Tanya Dunbar	CPI UK
Chris Ellison	OPM (Labels & Packaging) Group
Mark Farrimond	The Envelope Works Group
Alan Griffiths	Mail Solutions
Jason Hammond	The Delta Group
Julian Hocking	Nationwide Print
Mario Krajniewski	Mailing and Marketing Solutions
Neil Lovell	The Printing Charity
Mike Malpas	Hampton Printing (Bristol)
Daniel Pattison	Augustus Martin
Richard Saysell	Showcard Print
Ian Smith	Severn
Kevin Stanton	Fox Group
Simon Summers	Cestrian
Roger Whittaker	Sheard Packaging
Dean Williams	Simpson Group
James Williams	Curtis Packaging
Ralph Wills	PH Media

11



**Stephen Goodman**

YM Group  
2018 rank 11 **SAME**

**WHY** Low-profile (hence the empty picture frame) YM Group chief executive Stephen Goodman has "had his head down this year making sure everything stays on track", according to one associate. The Chantry site has certainly proved particularly challenging, by all accounts, and we await news of YM's expected refinancing with interest. "He's very approachable and his door is always open



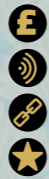
– unless it's shut," a colleague adds. More often to be found in smart jeans and a nice shirt than fully suited and booted, he's described as "a good boss" who allows his senior team to "do a huge job in manufacturing and sales and do the job properly" while he focuses on the numbers. He enjoys skiing holidays, and is a fan of Manchester United and rugby – but didn't make it to the World Cup in Japan, which given England's eventual performance in the final is perhaps for the best.

10



**Jeremy Walters**  
Paragon Customer Communications  
2018 rank 9 **DOWN**

**WHY** A graduate of the 'Nick Dixon Academy of partying printers' CEO Walters is probably more professional than party these days, after all he heads up the largest UK operation in Paddy Crean's rapidly expanding Paragon empire. However, he certainly hasn't lost his people skills and is described by one colleague as a "top bloke and deserves to be number one one day". He is also an "inspirational" leader



who has a passion to succeed, and while he leads from the front, he insists on bringing everyone with him and communication and building strong teams have been critical to his business's success. That's not to say he shies away from tough decisions, and his leadership skills were pushed to the max this year, with the company announcing plans to close its fulfilment site in Jarrow and cut jobs at its Nottingham site as a result of a review of staffing arrangements.

9



**Charles Jarrold**  
BPIF  
2018 rank 13 **UP**

**WHY** The BPIF unveiled a new look earlier this year as part of a rebrand to solidify its position as a "modern, membership-based organisation", according to CEO Jarrold. Crucially this year the federation won government approval for Level 3 Trailblazer apprenticeships and to top things off it reported a slight increase in turnover. It is hoped that the apprenticeship scheme will help to attract much needed fresh



blood into the industry, which the BPIF says is the fifth largest print sector in the world – the federation's latest facts and figures also revealed the UK print industry currently turns over £14bn and employs around 112,000 people. A colleague says that Jarrold "continues to represent the industry to ensure that we get the necessary support from government, in particular training so that we have the skills for the future". Despite the difficult economic times the print industry is currently enduring "Charles always promotes the industry in the best light".

8



**Chris Murray**  
DS Smith  
2018 rank 10 **UP**

**WHY** Every good business needs a sense of purpose and, for UK & Ireland managing director Murray, DS Smith's was due for a little renewal in 2019. Public perceptions on plastic are changing, and so Murray set about this year enacting a new top line for the company: to 'redefine packaging for a changing world', with a focus on sustainable packaging innovation and plastic replacements to DS Smith's product offering. Described by



colleagues as "empowering", "energetic" and "continuously driving for improvement", Murray's vitality has been a key driver in the packaging giant's strong year. Well on the way to selling off its plastics division and integrating Spanish acquisition Europac, DS Smith is an increasingly international presence with Murray holding down the home turf. He surely likes it that way, being able to spend plenty of downtime with his three beloved children, as well as the occasional cheeky round of golf.

7



**Paul Utting**  
Walstead Group  
2018 rank 6 **DOWN**

**WHY** It's been another busy year for Walstead Group chief executive Paul Utting, including restructuring across Europe and of course here in the UK with the sad closures of Grange and, imminently, Southernprint. "We have to make sure our core business is right-sized ever year. I say to my team we start each year with a blank sheet of paper," he notes. "Volumes are under pressure and it's been a year of increasing



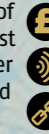
costs: ink, energy and transport as well as paper." He's praised by colleagues for "continuing to drive the business with enthusiasm and passion... Paul is completely engaged in it and even though he's removed from day-to-day operations he's still in touch with the coal face," says one. Utting relaxes by cycling and running, and the odd triathlon. And he's relishing the continental challenge with its variety of cultures, while continuing to hone his language skills: "My German is okay and I'm doing Polish phonetically."

6



**Sue Tait**  
Tag **NEW**

**WHY** Tait's CV reads like a who's who of the UK printing industry over the past three decades. She started her career at Watmoughs Graphics and enjoyed stints at St Ives, Pindar and Bezier before joining Williams Lea Tag in 2012. As head of strategic sourcing EMEA and global head of compliance and sustainability at Tag, she is responsible for the company's supply chain solutions across more than 1,000 vendors in Europe – she is also a member of the Tag EMEA



board. Away from the office this self-confessed rock chick, who regularly attends festivals and gigs, is an active member of her local parish council and supports youth sports initiatives in Nafferton, Yorkshire – she personally sourced more than £700,000 in funding, grants and donations to finance the creation of a new sports club for the village.

5



**Andy Blundell**  
Communis  
2018 rank 3 **DOWN**

**WHY** Following Communis' acquisition by US group OSG late last year, and its subsequent delisting from the stock market, many industry watchers wondered what the future might hold for chief executive Blundell, who has occupied the role for the last 10 years. As it turns out it was very much a case of 'carry on as you were'. In an interview with *Printweek* earlier this year, Blundell said that OSG



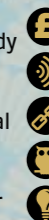
had given the business access to new technologies and international markets. According to colleagues he is a "highly visible presence in the business" and regularly tours Communis sites and offices, both in the UK and overseas, meeting clients and local teams. Away from the office he "makes the most of the outdoors", partaking in fly fishing for salmon and trout and running. He also enjoys photography, art and reading – not that he has much time for any of these things given how full on his day job is.

4



**Miles Linney**  
Linney  
2018 rank 4 **SAME**

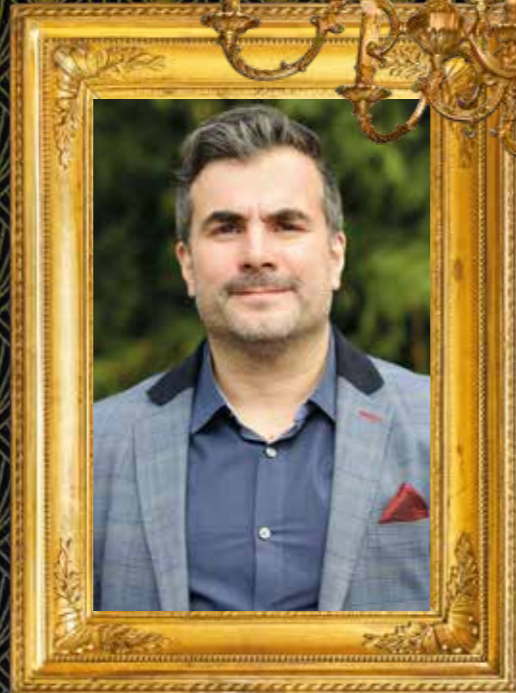
**WHY** CEO Linney says it's been "noses to the grindstone and another steady year" for the £105m group, with stronger growth and another 100 employees taken on, taking the total to 1,200. At the firm's Mansfield supersite a new 9,300sqm unit has been built to provide extra space for work-in-progress, campaign work and call-offs. Automated retrieval systems are next on the shopping list. "We do a lot of things for clients above and beyond



printing," he notes, and says the firm now employs "more software developers than printers". But despite that other recent investments include multiple B2 HP Indigo presses and a brace of EFI Vutek large-format printers. He takes a keen interest in the financial health of the industry in general, but most of all, of course, Linney. Away from the cut and thrust of marketing services he's been delighted by new sustainability initiative Regenerate, and has also had something of a wine-based epiphany that could result in some juicy cast-offs. "After 20 years of collecting Claret I've decided I only like Burgundy!"

Alphabetical listing

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<b>Barrow</b> Lascelle	26	<b>Kendall</b> Ian	17
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<b>Birkin</b> Roger	47	<b>Knowles</b> Chris	94
<b>Blundell</b> Andy	5	<b>Lancaster</b> Jon	72
<b>Borlase</b> David	73	<b>Linney</b> Miles	4
<b>Branch</b> Alison	60	<b>MacMillan</b> Robert	2
<b>Brewis</b> John	21	<b>Manning</b> Paul	34
<b>Bull</b> Louisa	56	<b>McFedries</b> Bill	70
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<b>Carnell</b> Adam	32	<b>Moore</b> Rob	35
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<b>Crean</b> Patrick	1	<b>Nevins</b> Rachael	24
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<b>Cropper</b> Steve	82	<b>Peat</b> John	100
<b>Cross</b> Mike	87	<b>Peeling</b> Gary	46
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<b>Esson</b> Stephen	43	<b>Sidebottom-Every</b> Jacky	81
<b>Evans</b> Alex	51	<b>Slade</b> Bradley	52
<b>Felton</b> Neil	44	<b>Smith</b> Neil	84
<b>Ford</b> Jody	69	<b>Smith</b> Simon	95
<b>Galloway</b> Kirk	12	<b>Snelson</b> Nick	22
<b>Gibbons</b> Mark	41	<b>Stefani</b> Marian	86
<b>Gill</b> Tony	79	<b>Strong</b> Tony	71
<b>Gillgrass</b> Richard	88	<b>Tair</b> Sue	6
<b>Goodman</b> Stephen	11	<b>Tame</b> Jonathan	97
<b>Gray</b> Richard	14	<b>Taylor</b> David	75
<b>Green</b> Nicholas	93	<b>Thompson</b> Phil	91
<b>Gunning</b> Peter	98	<b>Tolley</b> Jon	83
<b>Handford</b> Mark	13	<b>Utting</b> Paul	7
<b>Headley</b> Patrick	19	<b>Vacher</b> Clive	37
<b>Hindmarch</b> Simone	85	<b>Walters</b> Jeremy	10
<b>Hosey</b> Barney	64	<b>Warner</b> Philip	67
<b>Hughes</b> Chris	66	<b>Wenham</b> Mark	27
<b>Hulley</b> Paul	45	<b>White</b> Gary	92
<b>Hunt</b> Richard	49	<b>Wilson</b> Gary	77
<b>Janes</b> Trevor	40	<b>Woolley</b> Martin	29
<b>Jarrold</b> Charles	9	<b>Wright</b> Alan	58



3

**Mark Scanlon**  
Walstead Group  
2018 rank 2

DOWN

**WHY** This year has seen Walstead drop the old Wyndeham name and bring its print ops under the Walstead brand. It's also seen further shrinkage at its UK sites, and while Scanlon looks into his crystal ball and maps out a 10-year plan, the group remains on the lookout for more acquisitions, most likely further afield and in complementary markets. "We've looked at a number of new things but we don't buy everything we look at," says an associate. Scanlon says it has been "a testing year" thanks to the ongoing malaise in the market. And, indeed, the "maelstrom" caused by events at continental rival Circle Media, which shut or sold most of its plants. This has caused issues for others, Walstead included, with key stakeholders such as credit insurers getting jittery. "Insurers want to know what's going on and we've been going overboard being proactive with suppliers and credit insurers," he says. We're still expecting Walstead backer and majority stakeholder Rutland Investments to be replaced by a new investor but no news on that as yet.



2

**Robert MacMillan**  
HH Global  
2018 rank 5

UP

**WHY** MacMillan jumped up the power list this year thanks to HH Global posting record financial results. Full-year revenue was up 22.2%, with the company enjoying a compound annual growth rate of 34% since 2014. It makes for impressive reading, but the news wouldn't come as a surprise to people who know MacMillan well. One source says the former Fulham FC and Southampton FC youth team player is "driven to the point of ruthlessness – some would say beyond!" This drive has served him well with HH Global establishing a presence in 44 countries around the world since MacMillan, who is group chief executive, led a management buyout of the business back in 2003. In addition to posting stellar financial figures, this year saw the company complete the multimillion-euro acquisition of Italian print managing and brand marketing company Alecom and it has just secured a £100m investment from Blackstone. HH Global also snared some lucrative contracts in 2019, including a multi-year POS deal with supermarket giant Asda.



1

**Patrick Crean**  
Paragon Group  
2018 rank 1

**WHY** When the time came to decide who could replace Paragon Group chairman and chief executive Patrick 'Paddy' Crean at the top of PrintWeek's Power 100 list this year, the decision was obvious: no-one could. Crean remains firmly in place in the top spot thanks to another remarkable year for his Paragon Group (and it is his, Crean is the principal shareholder).

In 2019 there were plenty of tasty opportunities to satisfy Crean's seemingly insatiable appetite for M&A deals, but the most significant of all was Crean's biggest buy to date, the takeover in October of RR Donnelley's £200m-plus turnover European Global Document Solutions business. That deal propelled Paragon beyond Crean's €1bn-turnover goal. So what next? Retire? Sell up? Nope. Crean now has a new target and that's to double sales and get to €2bn next. And who would doubt his ability to do that?

A fellow industry CEO comments: "I have to take my hat off to him, I like his style and I'm very impressed with what he's doing. I think he'll target America next, there's a lot of opportunity there."

Despite his stellar status Crean remains as unassuming and limelight-shunning as ever – we're not allowed to print his picture. One recent recruit reports being in a meeting and only realising afterwards that the quiet chap in the corner was actually the big boss. "People underestimate him, and he likes it that way," says an associate, while Crean himself is always keen to big up his team, describing his trusted execs as "all number one people". And indeed they are, but he is THE number one.



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 (p64) based on the public vote. Our icons indicate what makes these individuals so special and include *PrintWeek's* coveted accolade, the 'Owl of Knowledge'.