Sidney Bobb
BAPC
2017 rank 96
With the sale of Ravensworth, the property side of the business, founder Green has been able to focus more on his family and the business is taking steps in the right direction. At the beginning of this year it hit the milestone of one millionth job and has continued expanding its product range. Lattily Green and his team have been looking at refreshing the production platform.

Gary White
Northisde Graphics
2017 rank 91
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, Northisde was highly commended this time.

Michael Burman
FE Burman
2017 rank 90
‘More than just ink on paper’ is how London’s FE Burman bills itself. And “more than just a managing director”, it is 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 running himself on a beach.”

Neil Smith
BlueSky Creative
2017 rank 88
As director of print procurement consultancy Blue Buffalo Smith uses his unbounded smarts to obtain and maintain good value for some of the biggest users of print around and “understood to have secured a number of significant contracts” in the past 2 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.

Marian Stefani
Independent First
2017 rank 87
Everything is possible in Print. That was the title of the slot to be rebranded event hosted this summer by the IPA. And with its chief executive, almost anything is possible, reckons a colleague on the IPA 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.”

Paul Manning
Rapidity
2017 rank 93
It’s been another record year for Rapidity, printer Rapidity, which helps explain why its managing director has been up the IPA Power too. Paul Manning is looking to grow the display-side of business, having bought an Indigo 1200 to follow up the takeover of Lafo 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.”

Steve Cropper
Gemini Print Group
2017 rank 96
Chairman and MD of Gemini Print Group, starting as a van driver 40 years ago and culminating in an IPA BDP in 2016, according to one colleague: “His absolute mission is to protect the livelihoods of and develop the careers of the 300 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 Plumperton Rugby Club, although colleagues are quick to point out his softer side, namely his unwavering support of local charities.

Michael Cross
Micropress
2017 rank 89
Micropress founder and managing director Mike Cross is spending more time cruising the seas or in his mancave 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 include turnover thanks to continual reinvestment. Predominantly sheetfed litho, digital and publishing are growth areas.

Jon Tolley
Prime Group
2017 rank 79
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.

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