

**41** £ Well connected

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



**40** £ Well connected

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



**39** Star quality

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



**35** £ Well connected

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



**34** Well connected

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




HIGHEST RISERS

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

**38** £ Well connected

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



**33** £ Well connected

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



**32** Well connected

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



**37** Well connected

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



**36** £ Well connected

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



**31** £ Well connected

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



TOP 25 SUPPLIERS

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

\* According to the public vote