

# CONNECTIONS

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## HIGHLIGHTS

Hannaford & Dumas expands  
Digital Forum is March 25  
Industry leaders help Haiti  
The people on your bus



# Hannaford & Dumas Commercial Printers is growing

## New hires and promotions at Woburn, Mass. firm

Hannaford & Dumas, Commercial Printers has bolstered its sales staff with the addition of two new employees while also announcing two internal promotions at the Woburn, Mass. Company.

Industry veteran **Chuck Duggan** has been named sales manager at the company and **Paul Marshall** is the newest account executive, reported company President Steve Bryer.

Fifteen-year employee **Jason Parks** is the company's new production planner and **Amanda Warren** has joined the company fulltime as a graphic designer/prepress technician after completing a college internship at the company.

### 2009: A year of reinvestment

"The previous year was a year of re-investment through team building, capability enhancements, adding bindery and digital printing space, and serious assessment of what is needed for success in this new market," Bryer said. "Shrinking budgets have made job runs smaller, but we have more projects to produce overall. Although 2009 was not our highest revenue year, the amount of projects we produced was and continues to increase. We realized this past fall that we need more people to keep the operation running smoothly."

As sales manager, Duggan's goal is to lead the sales team to continue to grow the client base and better their customers' overall experience. Prior to joining Hannaford & Dumas, Duggan has worked as an equipment sales representative for Ikon, and has served in senior management capacities at Unigraphic Inc., also in Woburn, and at Globalware Solutions in Haverhill.

Marshall brings balanced background of working in manufacturing, customer service and sales at printing companies, most recently having spent eight years at Neoprint in nearby Chelmsford.

As new production planner, Parks has earned the title after seamlessly filling a needed role in production



Left to Right: Chuck Duggan - Sales Manager, Paul Marshall - Account Executive, Jason Parks - Production Planner and Amanda Warren - Designer/Prepress

with consistent assistance to Plant Manager Mark Sirois. Parks said at Hannaford & Dumas 15 years ago through a cooperative job program as a high school student.

After three years at the company, he joined the U.S. Army and served for 10 years before returning to the company as a second man on a six-color press. Since that time he has filled in at numerous positions and roles on the production floor and throughout most of last fall assisted the plant manager.

As production planner, he will have responsibility for setting the plant's production schedule.

Amanda Warren is a recent graduate from the Mass College of Art with a degree in graphic communications. She spent her final college semester working as an intern at the company.

During that time she was an integral part of the recent marketing efforts for the company, she used her skills on behalf of the clients to help enhance their work, and she assisted prepress with their growing demands as the project load increased.

For more information, visit [hannaforddumas.com](http://hannaforddumas.com)

## Soren Larsen joins KBA as senior VP

**Soren Larsen**, a veteran printing equipment senior sales executive, has joined KBA North America, a global press manufacturer KBA North America as its senior vice president of sheetfed sales.



Larsen will oversee the entire sheetfed sales force in North America. He will report directly to Mark Hischar, KBA North America's president and chief executive officer, and serve

as part of the press manufacturer's executive management team.

Larsen entered the printing industry in 1978 and brings with him 32 years of experience in sheetfed press technology and products, sales management, marketing and general management. He has held executive sales positions in the graphics art industry.

Hischar described Larsen's appointment "an excellent addition to our executive management team."

KBA North America is a member of the KBA Group, a global supplier of sheetfed, webfed, and digital offset presses located in Dallas.