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CURRY  
PRINTING  
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## Trump's Tips

"Every job we produce, from small to very large, is a custom job. You first and foremost must be a good listener and identify your customer's needs, so that you can make suggestions to achieve the best possible product."

— John Mina



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# MaineJobs SPOTLIGHT:

## Curry Printing

### John Mina, President

#### How did you get started?

My parents, James and Evelyn, started this family business 35 years ago. (It was a franchise for a very short time – that’s where “Curry” comes from.) My parents had no experience operating a printing company, but made up for their lack of knowledge with hard work and perseverance. I joined in 1981 after graduating from UMaine. My wife, Cindy, handles much of the administrative duties and is quite involved since my dad passed away and my mom retired.

#### What training did you have?

Zero experience. Fresh out of college, I assumed I would serve in some administrative role. My folks had other



**“Efficiency, trust and dependability are the key elements in the printing business,” says John Mina of Curry Printing. (Photo by Merry Farnum)**

plans. I spent many years running equipment in production. Although I did not understand it at the time, my experience in production proved invaluable when I eventually took control of the everyday operation of the business.

#### What is a typical day on the job like?

I prepare the more extensive estimates, review all work in progress, and communicate with both production and sales staff. I am constantly looking for ways to make our company better and unique. Today’s technology allows me to work at home early or late. It is important for me to see my 6-year-old

daughter, Alyson, off on the school bus in the morning.

#### What skills are essential to your job?

Every job we produce, from small to very large, is a custom job. You first and foremost must be a good listener and identify your customer’s needs, so that you can make suggestions to achieve the best possible product.

#### What’s your favorite part of the job?

Hands-down, bringing in new customers and earning their trust. I enjoy finding solutions for our customers and believe that people in Maine see the value of

working with local companies. Efficiency, trust and dependability are the key elements in the printing business.

#### What’s the greatest challenge?

Communication is vastly different than it was just two years ago. There has been much talk about a paperless society, but I am not buying that. I believe the need for print will be here for many years to come. The difference is, we are printing smarter and more efficiently. Keeping up with ever-changing technology, and the cost of upgrading equipment, present my biggest challenges.

#### Who succeeds in the job?

You must have great organizational skills. I have been extremely fortunate to have outstanding, dedicated staff, past and present, who truly know what it takes to make everything click.

#### What advice would you offer to someone interested in a job in this field?

Printing has changed more in the last decade than in the previous 250 years, when Ben Franklin was a printer. It will continue to change. Become educated, and analyze the industry. Ask lots of questions, and don’t fight change – embrace it.

**Curry Printing**  
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