

## Kendall, Chan and Whitehead join Australian Community Media

FRIDAY, DECEMBER 20, 2019 - Australian Community Media has capped a transformative first six months of private ownership with the appointment of a Chief Revenue Officer and the engagement of two media industry veterans as strategic advisers.

Tony Kendall, one of Australia's most experienced and dynamic media executives, has joined ACM as Chief Revenue Officer after completing a three-month review of its sales operations.

Nick Chan, a former CEO of Bauer Magazines, and Robert Whitehead, a former senior Fairfax Media executive, have also been engaged to work with ACM Chief Executive Officer Allen Williams on the next phase of ACM's strategy and transformation.

ACM executive chairman Antony Catalano said he was delighted to have Mr Kendall formally join the team.

"Together with the engagement of Nick Chan and Robert Whitehead this demonstrates the high calibre of people ACM is attracting," Catalano said. "Together we are now working to transform ACM into a modern media business with a strong focus on digital revenues."

Mr Kendall said: "I am excited to be joining the team at ACM at what is a dynamic time for our business as we look to expand our revenue streams, build a world-class sales team and provide the best solutions for our customers."

In other appointments, former Domain Commercial Strategy Director Paul Tyrrell will oversee trade and consumer marketing and Anna Hosking will join ACM from News Limited as Commercial Director - Victoria.

"In January, 2020 the ACM sales operations in Melbourne will be brought in-house, ending our long relationship with Brown Orr Fletcher Burrows," Mr Kendall said. "Anna will lead the new Melbourne operation and we are thrilled to have someone of her capability joining us to lead a team of highly talented account executives."

Anna joins the commercial leadership team of Scott Corcoran, Sharon Fitter, Craig Chapman and Sam Woods.

Mr Catalano said the changes demonstrated the pace at which ACM was moving and transforming its business model to become a powerful voice in Australia's media landscape.

"These new appointments cap off what has been a fantastic and transformative first six months for ACM," Mr Catalano said.

"Restructures in our sales and editorial teams, the merger with the Bendigo Weekly, re-establishing our Canberra Parliament House bureau, the launch of the new Explore travel magazine in our 14 daily newspapers and the investment in Prime are among the many changes that have happened in the short amount of time since we took control of ACM on July 1.

“These moves are aimed at providing a total advertising solution for clients while strengthening ACM’s editorial offering to better engage readers,” he said. “The changes augur well for an exciting 2020.”

**Tony Kendall** - Previously Chief Revenue Officer of HT&E -- Here, There & Everywhere -- (formerly APN News & Media), Tony has led media sales across print, digital, radio and outdoor assets. He was CEO of Australian Radio Network, operator of the KIIS and Pure Gold networks, Director of Sales at Bauer Media Group and held a number of senior positions over 23 years at News Limited, including Group Advertising Sales Director, Chief Executive Officer at News Magazines and Senior Vice-President, Sales, for the New York Post.

**Nick Chan** - A former CEO of Bauer Magazines and Pacific Magazines and former Group COO of Seven West Media, Nick advises on media and technology investment and implementation. He is also chairman of ASX-listed Betmakers Technology Ltd, based in Newcastle.

**Robert Whitehead** - A long-time Fairfax Media executive, with roles including director of group publishing, group operations and head of marketing, Robert was also editor of The Sydney Morning Herald. He works with scale-up tech companies and is a project lead for the International News Media Association. He is a director of McPherson Media Group, a regional publisher based in the Goulburn Valley.

**Anna Hosking** - Until recently Group Sales Director at News Corp Australia for three years, Anna grew up in a small country town and appreciates the important role that local media plays in regional communities. She previously held sales director and media director positions at APN Australian Regional Media and has also worked in advertising sales roles for Reader’s Digest Association and regional television.

**Paul Tyrrell** - Formerly Domain Commercial Strategy Director, where he spent six years working closely with sales to help to build the business at both trade and consumer level, Paul previously held head of marketing roles at Tattersalls, Sportsbet.com.au, Sigma Pharma and Sumo Energy.

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