

Company statement

16 November 2009

New three year focus at Newtrade Publishing

Following a strategic review, Newtrade Publishing Limited has launched a new mission – Energising Independent Retailers – to focus our business on providing better products and services to our customers.

Under this umbrella, the company's business units are being realigned into print, face-to-face and web operations.

The purpose is to ensure that our content and partnership with independent retailers and their suppliers is available in appropriate formats. At the same time, our aim is to ensure our content is easy-to-use and provides take-away advice and insight that helps our customers be more successful.

In moving to the new structure, the executive team has recommended that some key roles are refocused so that we can apply maximum effort to the delivery of our objectives over the next three years.

The editors of *Retail Newsagent* and *Retail Express* will report into a new post of Head of Print Media, who is tasked with growing our print publications; our events will be managed by a Head of Face-to-Face, who will oversee the Independent Achievers Academy; and our web development will be the focus of a Head of Web.

These posts will be filled by members of the existing senior team: Guy Campos, Kate Dickenson and Michael Laydon respectively.

At the same time, Publisher Paul Williams, who is responsible for delivering profitable revenues from our customer base and growing our business, will take on additional responsibility for marketing.

The existing HR Manager, Vicky Walters, and Finance Executive, Nicola Holmes, complete the executive team that reports to Managing Director Nick Shanagher.

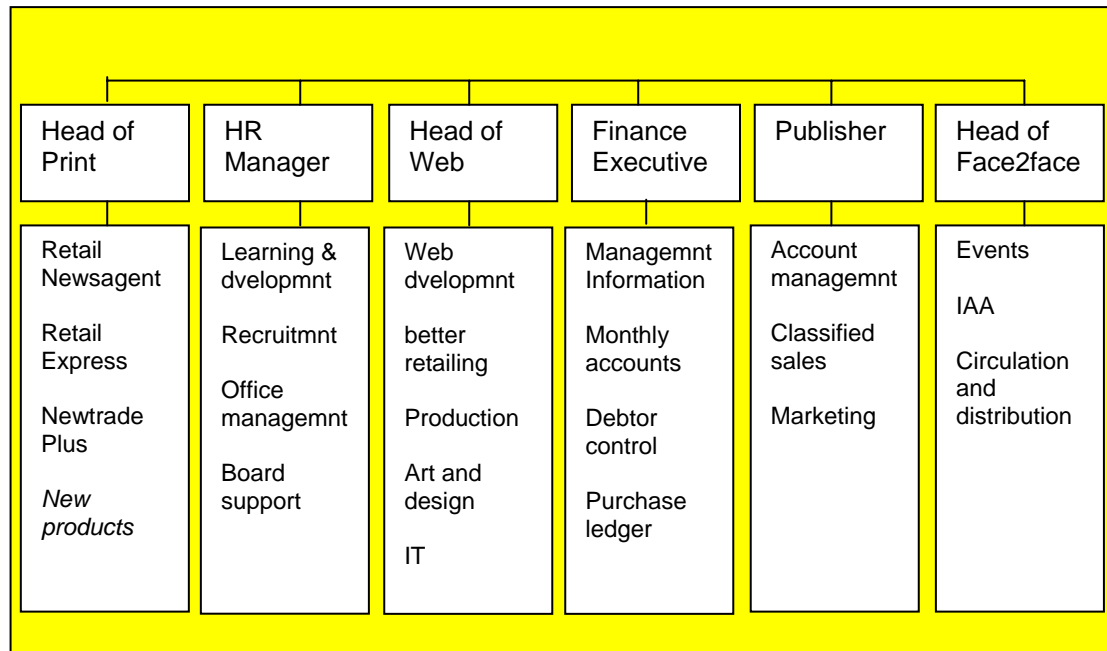
Mr Campos will retain Editor-in-Chief responsibilities on *Retail Newsagent* and we are recruiting an Editor for the magazine, with the objective of building on its track-record of success.

“There is a good future for independent local shops and these changes are about developing our business so we may better support these retailers,” said Mr Shanagher. “We already work closely with our industry partners to help independents grow their profits and this focus will help our talented teams become even more effective.”

Ends

Illustration of new focus at Newtrade Publishing

New executive team structure



Previous executive team structure

