

**Andrew Cairns**  
Chief Executive Officer  
Community Telco Australia Pty Ltd

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**BIOGRAPHY**

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He has extensive experience in a variety of industries from manufacturing to television and telecommunications, both in Australia and internationally. In the past few years he has applied that experience to steering start-up organisations to success.

Commencing employment with NEC Australia, he was responsible for providing telecommunication equipment solutions to Australian companies and organisations throughout South-East Asia. He was involved in providing the first 140 and 565 MBPS optical trunk systems in Australia.

As the General Manager and Director of Spoutvac Manufacturing, Andrew developed the company to capture 80 percent of the Australian market share for heavy duty mobile industrial waste management systems before assisting in the establishment of a manufacturing plant in Denver, Colorado.

He served as National Sales and Marketing Manager for Swedish engineering multinational, Asea Brown Boveri, before joining AUSTAR Entertainment as the Southern Region Operational Manager. In this capacity, Andrew took a leading role in establishing Australia's first regional pay television network.

Returning to the Bendigo region, Andrew oversaw the development of a new model in delivering telecommunications to regional Australia based on the Bendigo Bank's Community Bank® model. The Bendigo Community Telco™ pilot was so successful, the project is now being rolled out to regional communities across Australia under the auspices of Community Telco Australia™, a division of the Bendigo Bank. As CEO, Andrew's charter is to unite, engage and empower local communities to enable them to manage and control their local telecommunication market places.

Andrew remains a director of Bendigo Community Telco™ and also serves as a director of Bendigo Regional Institute of TAFE.

Andrew holds a Bachelor of Engineering (Electrical) from Footscray Institute of Technology. He is an Associate Fellow of the Australian Institute of Management, and a member of the Australian Institute of Company Directors.

He lives on 44 acres at Harcourt with his wife, Sue, and sons, Jared (13) and Mitchell (11), and is a passionate player with the Central Victorian Hockey Association.