



## DISTRIBUTION SELECT AND OUTSIDE MUSIC FORM STRATEGIC ALLIANCE TO STRENGTHEN INDEPENDENT DISTRIBUTION ACROSS CANADA

Canada's Two Leading independent Distributors Forge a Relationship to Create Opportunities in the Independent Music Sector

Montreal, October 2018: Distribution Select and Outside Music Distribution, two of Canada's leading Independent distributors, today announced that the two organizations will join forces to enhance their impact in music distribution. Effective December 1st, Select and Outside will merge their sales and distribution services, while maintaining independent offices in Montreal and Toronto, respectively. Outside Music will continue to be operated by Founder and President Lloyd Nishimura, while Select, lead by Vice-President Christian Breton, will continue to head up the Montreal Select team and oversee the combined efforts of Outside and Select. Select also has satellite offices in Toronto and Vancouver.

Nishimura will also continue to operate the Outside Music Label and Management company, alongside label President Evan Newman.

Said Nishimura, "This coming year we celebrate 25 years of supporting great artists and amazing labels. We are happy to announce an alliance that will allow for continued support of our artist and label partners for years to come".

Added Breton, "I spent 14 years of my career working at Outside Music, and have immense respect for their commitment and their longevity. I know that, as a combined force, we can enhance our label support, and maintain great service to our retail partners. We can also offer new labels an excellent alternative in both the French and English markets, particularly those that remain dedicated to a physical sales presence.

Both Select and Outside have a significantly higher percentages of physical sales compared to the overall industry, despite the market volatility.

Said Anne Vivien, Executive Vice President of Music for Quebecor, "This is an exciting time for independent music in Canada. While we are a business in transition, we still have a viable physical business, as well as many growth opportunities in both the French and English markets. We look forward to building with Outside and their labels, and forging new relationships with labels that are looking for an exciting independent alternative".



### **About Outside Music**

Outside Music Distribution Inc was founded in 1995 by Lloyd Nishimura and steadily grew from a two person operation to a well respected distribution company working with some of the world's best independent labels for the Canadian territory. Headquartered in Toronto, Outside Music is also a label and management company that has worked with dozens of successful Canadian recording artists.

### **About Select**

Select Distribution is the largest independent distributor of CDs and videos in Canada, and is the dominant player in the Quebec market, with over 65% of the French music share in the province (Soundscan, 2017).

Select represents a catalogue of over 8,200 audio titles and 12,700 video titles, and services over 2,770 points of sale across Canada.

It is headquartered in Montreal, with offices in Toronto and Vancouver. It is a division of telecommunication and media giant Quebecor Media.

### **About Quebecor**

Quebecor, a Canadian leader in telecommunications, entertainment, news media and culture, is one of the best-performing integrated communications companies in the industry. Driven by their determination to deliver the best possible customer experience, all of Quebecor's subsidiaries and brands are differentiated by their high-quality, multiplatform, convergent products and services.

Quebecor (TSX: QBR.A, QBR.B) is headquartered in Québec and employs more than 10,000 people in Canada.

A family business founded in 1950, Quebecor is strongly committed to the community. Every year, it actively supports more than 400 organizations working in the vital fields of culture, health, education, the environment and entrepreneurship.

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For further information contact:

#### **Outside Music Distribution**

Lloyd Nishimura  
416 461 0655 x325  
[lloyd@outside-music.com](mailto:lloyd@outside-music.com)

#### **Distribution Select**

Christian Breton  
514-380-4083  
[Christian.Breton@quebecor.com](mailto:Christian.Breton@quebecor.com)