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 This is a quarterly newsletter to keep  
 our stockholders and affiliates  
 informed of new developments.

# QUATROPHONIC WORLD NEWS

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February 2001

## QMC SIGNS 3RD NATIONAL DISTRIBUTOR

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**For decades**, national record distribution meant the captive companies of the 5 majors plus the 2 independents: Navarre and M S Distributing Company. QMC was distributed by MS.

In a stunning move about a year and half ago, MS was purchased by a California start up, run into the ground and forced out of the record business — all within 180 days. Left homeless, our entire Company was stalemated for over 7 months.

As a result of this near brush with catastrophe, Michael set out to ensure this could not happen again. Our first deal was with Wildcat Distributing. They did not meet our expectations and we signed a national deal with Paulstarr Distribution. In fact, they are working extremely hard in ensuring that Urban Gypsies is a success.

As part of a long standing courtship, Michael kept in close contact with the folks at Bayside Distributing. The parent company of Tower Records (a leading retailer), Bayside is a force in the business. When a close friend of QMC's became President, our second deal was sealed. Bayside will handle Laura Purcell and other high profile releases.

Rounding our troika of companies is Extreme Distributing. Not a record distributor, per se, they are primarily designed for specialty products, like : "Cruisin' USA" and our "Hits From Six Feet Under" promotion.

With all 3 major distribution systems in place and working, we are set for the future — whatever it has in store for us. Once again, Michael's unique experience works for the Company.

## QMC AND NETCOM MUSIC JOIN!

QMC and Netcom Music announced recently a pressing and distribution deal featuring Laura Pursell. Dubbed the new "Queen of Swing" Ms Pursell has a long recording legacy and is multi-talented.

Netcom is based in Nashville but came all the way to Detroit to have "It Must Be Swing" pressed and distributed. Our nego-

tiating power and expertise proved decisive in closing this deal.

"Laura's project is just the beginning," QMC chief Quatro said recently. "NetCom has the ability to promote its products and we can distribute them. We expect a long and fruitful relationship with them," he added.



Rock On Records holds another mass meeting in our conference room. Formed by QMC artist Pazaz, with Sekou Ujamaa (far center), this label will be a major force in urban

# New Faces ...

## Sekou Ujamaa



**The hardest part** about writing an article concerning Sekou (Sak-u) is finding a place to start

Sekou has been a performer and a big hit. He's been a road manager for top acts for Tabu Recording Company and is a Black Belt in Goshin Do-Ryu.

He has been an A and R (artists and repertoire) executive that assisted with the devel-

opment of new talent.

In between, he has owned a local area restaurant, edited the Michigan Times (a Detroit entertainment publication), served in the special forces, arranged a significant concert in support of anti-hunger organizations and on, and on...

For QMC, Sekou will take our artists under this wing and ensure their acts are up to snuff and that they are managed properly. WELCOME ABOARD!

### Fun Fact # 1-

Sekou Ujamaa is a marshal arts expert, bodyguard, licensed securities courier, and professional musician!

### Fun Fact # 2 -

Your COO is a starting ice hockey goaltender and competes with the CEO in an ice hockey team entry into the Senior Olympics (even though he isn't quite yet

### Fun Fact # 3 -

According to USA Today and Billboard Magazine, the world wide record business has grown to \$40 billion yearly and that independent labels combined have a 16.6% market share — larger than that of BMG, Sony, Warner and EMI!

## From the Executive Offices: CEO: COO:

### Digital Music Distribution: Free or For Profit?

Obviously, Napster and the free music download process has been on all our minds. Over the past year, we looked at this issue intensively. I always thought the free-loaders will be out of business soon, and the right economic model will emerge.

I met with Emusic.com in Los Angeles last year and declined their offer to host our music. It wasn't clear (and it still isn't) how they can make downloadable music make economic sense.

Napster, of course, involves the sharing of music based on current technologies. Once it becomes a fee for service company (USA Today Jan. 30, 2001), other players will enter the marketplace. I predict that the predominant system for current music and future encrypted music will be chosen by AOL-Time/Warner. We will go with whatever emerges as the dominant system.

Two other trends seem clear: One, the royalty cost of downloadable music will drop to below \$10 and the retail price of CDs will also drop

**Last Newsletter** I wrote we were closing in a major mezzanine player. As luck would have it, this group backed a local Detroit area airline that had their planes seized by the FAA just 2 weeks after our meeting! Coupled with the stock market swings, and we ended up still working.

But as I write this another meeting is about to take place with another significant investor who was attracted to us by QT Holdings, LLC. This new company will showed substantial operating losses for 2000 and will show losses in six figures for this year also. These losses are passed onto shareholders who also receive an option to buy QMC shares. So, these shrewd investors not only reap a current deduction but buy into QMC's looming success. Call Glenn for details.

Maneesh's album "Glass Morning" has been pressed and we are about to begin promo shipping for design feedback. All in all we are moving forward. By next issue I'll have GREAT NEWS to report.

And, stand by for a huge **Pazaz** update.

# Featured Artist: Laura Pursell

**Born in Nashville**, singing came naturally to Laura growing up in a home reverberating with the sound of music. Her father is the internationally renowned composer/arranger Bill Pursell.

Laura moved to LA in 1991 to pursue a childhood fascination with acting. About this time she began studying music with Leonard Reed a respected jazz artist with roots extending all the way back to the Cotton Club in Harlem. Going back to the piano, and working with vocal coach Bob Corff, fully rounded out her continuing musical education.

Beginning with singing background vocals at the Hudson Theatre in Los Angeles, Laura has had success “under the lights.” With repeat gigs in such diverse venues as the Moon River Brewing Company in Georgia, the San Ysidro Ranch in Santa Barbara and Money Tree in Toluca Lake CA, Laura has finely honed her stage presence.

Soloists such as Carl Saunders

(trumpet) and guitarist Ron Anthony have joined Laura on stage. Grammy award winning sax player, Rusty Higgins, appears on QMC’s featured release, “It Had To Be Swing.”

Jazz is also an interest of Ms Pursell. Stanley Naftaly of the Santa Barbara Jazz Society made Laura a member after hearing her live at Andria’s, also in California.

Laura has released two singles on the Netcom Music label. “Am I Naive” and “Let It Rain” were both released to radio in February of last year. 2000 was the same year that “Swing” was finished.

“Swing” contains 14 of the best swing/jazz tunes ever written and was produced and arranged by Rusty Higgins. Having achieved rave reviews from Les Brown, Ralph Carmichael and the LA Jazz Scene, we expect great things for this truly superior artist and this remarkable and critically acclaimed CD.



**Check out Laura Live! If you're near Tarzana, CA on February 18, 2001 stop in at Monteleone's starting at 7.30 until 10.30 pm!**

**“Beautiful! Congratulations, Laura! My favorite is your rendition of “The Song Is You.” Wonderful choice of tunes, great arrangements and a sensational band!”**

**Les Brown— Band Leader of Renown**

## OUR ARTISTS ON THE WEB

**Be sure to check out our artist websites. Soon each one will have their very own web presence:**

**Laura Pursell:** [www.laurapursell.com](http://www.laurapursell.com)

**Pamela West:** [www.pamelawest.com](http://www.pamelawest.com)

**Pazaz:** <http://www.quatrophonic.com/pazaz.htm>

**Maneesh Sharma:** [www.winterleoncour.com](http://www.winterleoncour.com),

**QMC Artist Link Page:** <http://www.quatrophonic.com/artists.htm>

And coming soon, **Urban Gypsies:** [www.quatrophonic.com/urbangypsies.htm](http://www.quatrophonic.com/urbangypsies.htm)

# Where Are They Now And What Are They Doing There?

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We make products that become  
 immortal

**Pam West:** If you've called the office lately trying to reach Pammie Sue, you were disappointed.

Pam is a temporary resident of the Big Apple where she is rubbing shoulders with Big Bird and the other characters at the Children's Television Workshop. She's also working a bit AND finishing her next project — a children's book

and CD that will be both entertaining and instructional. With help from Pazaz and others, this is destined to be both fun and a major seller.

Will she come back to us?

Well, Jess is still in the Detroit area, so it's a good bet. Of course, it may be hard pulling her away from all those gigs she's playing in NY! But, Michael can be persistent.

**Abby Schwartz:** Now here is an enigma wrapped in a riddle (or is it a riddle wrapped in an enigma?). Last seen studying middle high German at the University of Michigan, Abby, still the editor emeritus of this erstwhile publication, is on leave for awhile from her real life here with us. She'll be back, they always come back.

**You!!** Have we missed you lately? Did you notice a yellow sticker on the outside of the envelope? If you did, it means the address we have for you is WRONG and our next newsletter probably won't reach you. Please give us a call with your new address and current contact information. By the way, all the rest of you should give us a call so we can ensure your records are up to date.

## Quatrophonic Music – Catalog & Price List

Artist	Genre	Media	Price
Michael Quatro Vision	Classic Rock/Pop	CD	\$16.99
Ocean Song Single	Donating \$2 for each single to save the oceans.	Cassette	\$ 9.99
Maneesh Red (Glass Morning)	Rock	CD Single	\$ 6.99
Randy Scott Future	Jazz/New Age	CD	\$16.99
Pamela West Dweller on the Threshold	Progressive Pop Eclectic Blues Rock	CD	\$16.99
Urban Gypsies w/ Louie Love, Kurtis Blow, Michael Quatro	Rock/Rap-Rock	CD	\$16.99
Speed Caesar Speed Caesar	Alternative Rock	CD Cassette	\$13.99 \$ 8.99
Johnny Respect Demo	Alternative Rock Demo	CD Mini	\$8.99
Inner City Section featuring Pazaz	Rap/Urban/Hip-Hop	CD	\$14.99
Art Quatro Oldies by an Oldie	Old Favorites on Piano	CD Cassette	\$13.99 \$ 8.99
Laura Pursell It Had To Be Swing	Swing!	CD	\$15.99
Michael Quatro Vision	Three Music Videos	Video	\$15.99
Cruisin' USA	National Version of Woodward Dream Cruise	Video	\$15.99
<b>QUATRO CLOTHING</b> Baseball Hat	Cloth/Metal Buckle	S-M-L-XL – White, Black, Blue, Green, Tan	\$18.00
T-Shirt	Front Embroidery	“	\$18.00
Golf Shirt Sweatshirt	Front Embroidery	“	\$23.00