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## News Release

Fitzhenry & Whiteside and Thomas Allen & Son Announce New Business Alliance

Sharon Fitzhenry, President/CEO of Fitzhenry & Whiteside and Jim Allen, President/CEO of Thomas Allen & Son are pleased to announce the formation of a new business alliance for 2016 that will see the two companies operate out of the Fitzhenry owned premises at 195 Allstate Parkway in Markham.

This is a new business model that Allen & Fitzhenry believe will help them not only weather the enormous changes in the publishing industry but also support growth in the future. Very simply, it is a model of mutual co-operation where combining the skills of one organization with another, and using each other's assets makes sense from a business and industry point of view. Other industries such as advertising have been doing this for a number of years to great benefit.

In no way a merger or formal partnership, this new arrangement will see Thomas Allen managing the warehouse operation for both companies, an operation comprised of both Allen and Fitzhenry employees. Allen will also become a tenant in the office as well as in the shared warehouse. Each company will retain its own telephones, computer systems, and policies for an unspecified period of time once the move-in is completed.

"The timing was right for us to consider making a move (Allen's lease on its Steelcase Road premises ends July 1st 2016) and with the changes in our industry and rising operational costs it just seemed to make sense that a competitor with the same challenges as ours might want to join forces and work together to create a larger and stronger cooperative business identity. Fitzhenry & Whiteside has a long history in distribution and publishing, and I strongly believe that we have an exciting opportunity to be working closely together for the benefit of both businesses." says Jim Allen.

Second-generation Fitzhenry owners, Hollister Doll and Sharon Fitzhenry, are equally enthusiastic.

"We have the space, and feel there are many very positive synergies to be found by working together with Thomas Allen. They have developed a strong and lasting presence in the industry, as have we. This bodes well for a dynamic alliance indeed!"

The timing of the move is to be confirmed but will take place before July 1st 2016.