



## **The Harry Fox Agency and RightsFlow Enter Download Licensing Arrangement**

May 12, 2008 - The Harry Fox Agency, Inc. (HFA), a leading U.S. music rights licensing organization, and RIGHTSFLOW, a provider of licensing and royalty services, announced today that they have entered a licensing arrangement for full-length, permanent digital downloads.

“We are very excited to begin this relationship with HFA,” stated Patrick Sullivan, President and CEO of RightsFlow. “Our clients look to us to provide a turnkey outsourced solution for publishing licensing and royalty administration. Working with HFA is a key step that will allow us to license and account more swiftly and efficiently, allow our clients to get more product available for sale, and create a greater value for all.”

“This arrangement illustrates how HFA provides business solutions that facilitate the distribution of music by enabling RightsFlow to act as a licensee on behalf of its clients,” said Gary Churgin, President and CEO of HFA. “Rightsflow will use HFA’s bulk licensing system to handle mechanical licensing, ensuring that publishers and songwriters are properly compensated under U.S. law.”

HFA began offering bulk digital download licensing in 2002. HFA represents over 1.9 million songs from almost 35,000 music publishers for mechanical licensing within the U.S. Under American Copyright Law, mechanical licenses are required for music to be distributed through online music services. The current U.S. statutory mechanical rate is 9.1¢ for songs five minutes or less and 1.75¢ per minute for songs over five minutes.

### **About HFA**

Established in 1927 by the National Music Publishers’ Association, HFA represents almost 35,000 music publishers for their licensing needs in the United States, issuing licenses and collecting and distributing the associated royalties. In addition to being the premier mechanical licensing agent in the U.S., HFA is dedicated to finding new ways for its affiliates publishers to recognize value for their catalogs, including lyrics and tablature. Further, HFA provides collection and monitoring services to its publisher clients for music distributed and sold in over 95 territories around the world. For more information about HFA, or to become an affiliate publisher or a licensee, see [www.harryfox.com](http://www.harryfox.com).

### **About RIGHTSFLOW**

Privately held NY-based RightsFlow, LLC is a music, media and entertainment-focused Professional Services & Outsourced Music Licensing Service company. RightsFlow specializes in intellectual property licensing and copyright management, helping companies in music and media fields save time, save money, and sell more content. The RightsFlow team has over 20 years of music and entertainment industry experience in business development, rights negotiations, and creating and running a variety of successful innovative programs. For more information on RightsFlow’s services and management team, visit [www.rightsflow.com](http://www.rightsflow.com).

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