

NORM

**NATIONAL ORGANISATION FOR REPRODUCTION RIGHTS IN MUSIC
IN SOUTHERN AFRICA LTD**

RATE CARD 2010



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LIBRARY MUSIC MANAGER
TELEPHONE: +27 (011) 447 8870
FAX: 0866 632 566
EMAIL: COLLENM@NORM.CO.ZA

POSTAL ADDRESS:

P.O BOX 78187, SANDTON , 2146

PHYSICAL ADDRESS:

TAARIQ CRESCENT, 30 JELICOE AVENUE , ROSEBANK

VISIT WWW.NORM.CO.ZA

➔ [GENERAL INFORMATION]

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Production Music is specifically written for inclusion in audio and/or audiovisual productions but more than that, it is music already recorded for convenient synchronisation and or dubbing into these productions. Its range encompasses recorded versions of classical works, fanfares, musical bridges, stings...in fact any type of musical accompaniment or backing to almost any scene.

ADVANTAGES OF PRODUCTION MUSIC

Production Music is an inexpensive and readily available source of recorded music. It is licensed in most cases at published rates and pre-clearance is not necessary. Production Music allows you to pay a set fee, in order to use both the composition and recording.

OBTAINING PRODUCTION MUSIC

To obtain Production Music, you contact a Production Music publisher, tell him what sort of productions you intend making and he will be pleased to recommend a relevant selection of discs.

WHO THE PUBLISHERS ARE

A full list of NORM publishers and contact details are available on pages 10-14.

SPECIAL CONDITIONS

First time users of our members' Production Music are required to sign a Letter of Undertaking. This document will broadly set out your obligations to, and the rights of, the Production Music owners.
When planning the use of music, you should remember that a valid licence must be obtained by paying the relevant royalty and other fees BEFORE the production is transmitted, broadcast, shown, exhibited, distributed, hired, exploited or used in any way.

Once you have dubbed or synchronised the track(s) into your production, you must send NORM a Music Cue Sheet showing all the required information. NORM will then issue an invoice with the relevant licence fees.

You must not exploit your production until these fees have been paid.

It should be strictly noted that only non-exclusive licences are issued for the use of NORM members' Production Music.

For any further information that you may need, please contact NORM.

NORM reserves the right to request samples of any productions made and to make verification visits to ensure that our members' repertoire is being correctly licensed.

NORM and/or its members retain the right to take legal action including but not limited to the levying of additional fees as may be deemed appropriate from time to time for late licence applications or non-submission of cue sheets.

SCHEDULE OF RATES REVIEWED ANNUALLY



[AUDIO VISUALS, CORPORATES DVDs, LIVE EVENTS]

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CODE	DESCRIPTION	up to 100 copies	up to 1000 copies	up to 5000 copies	up to 10 000 copies	up to 50 000 copies	over 50 000 copies
F3	Presentations exhibited in Educational Institutions and excluding any form of advertising	R 50.00	R 80.00	R 140.00	R 180.00	R 300.00	R 540.00
F2	AVs presentations, product launches, promotions, incl. In-house staff presentations exhibited to a non-paying audiences	R 160.00	R 250.00	R 440.00	R 790.00	R 1,500.00	R 3,030.00
F6	AVs presentations, product launches, promotions, incl. In-house staff presentations exhibited to a paying audiences	R 380.00	R 610.00	R 950.00	R 1,700.00	R 3,250.00	R 6,500.00

All published fees are subject to a 25% discount where over twenty 30 second units are used per individual production

Rates are given in Rands for a minimum of 30 seconds or part thereof per each separate use and exclude VAT @ 14%

[DOCUMENTARIES & TELEVISION PROGRAMMES RATES FOR INTERNATIONAL USE]

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	All Media (excl. DVD/Local Broadcast)	DVD's unlimited	Online
Per 30 Seconds	R450.00 per 30"seconds or part thereof	R550.00 per 30" or part thereof	R500.00 per 30" or part thereof
Per programme	R9 600.00 (1 to 30 minutes)		
	R15 000.00 (1 to 60 minutes)		

[TELEVISION SA]

Including closed circuit TV, and in-flight

CODE	DESCRIPTION	South Africa only	All Africa excl. South Africa	Individual African country
T1	Broadcast programmes for terrestrial flighting excl. Closed circuit, any form of advertising and pay/cable	R 150.00	R350.00	R 75.00
T2 A & B	Broadcast programmes for satellite and closed circuit, including in-flight and pay/cable networks excl. any advertising.	R 100.00	R 300.00	R 50.00
T3	Satellite, Pay/Cable Advertising eg. MNET/DSTV	R 1,670.00	R 5,020.00	R 850.00
T4	Terrestrial Advertising eg. SABC/ETV	R 1,850.00	R 5,600.00	R 900.00
T5	Closed Circuit Television Advertising	R 560.00	R 1,700.00	R 280.00
T6	Combined Television Network Advertising	R 3,350.00	R 10,050.00	R 1,675.00
T7	Transmission of AV to demonstrate a named product or infomercial on Satellite and Closed Circuit television	R 400.00	R 1,230.00	R 200.00
T8	Transmission of AV to demonstrate a named product or infomercial on normal or terrestrial television	R 650.00	R 1,950.00	R 300.00

[TELEVISION CONTINUED]

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- Blanket Licence arrangements between NORM and the TV Broadcasters (SABC / MNET / ETV), cover the fees for the use of music in general programming broadcasts, provided accurate music cue sheets are completed and supplied with every new recording, to the broadcasters. These arrangements do not apply should you be using the music in production of advertising spots, corporate radio international broadcasts, sponsored programmes or other types of usage where a separate licence should be applied for directly to NORM.
- Fees will be charged for Pilots/Demos at R100.00 (incl. VAT) per 30 seconds or part thereof for TV advertising.
- **IN THE CASE OF BROADCAST ADVERTISING, NORM REQUIRES FLIGHTING CODES TO BE SUBMITTED. RATES ARE CHARGED PER SPOT/CODE CONCEPT**
- Tag Ending Changes: Where a series of commercials are produced and the only variation is the end line tag ending i.e. 2 days to sale. 1 day to sale, a special licence is now available. This licence is charged at the corresponding rate plus 100% and entitles the licensee to unlimited tag ending changes, provided the original commercial has been licensed at the full rate card fee for the same broadcast territories. STAND ALONE REPRODUCTIONS WILL BE CHARGED AT THE FULL RATE.
- **Extended Commercials : For commercials that are over 30 seconds in length, the following apply:**

A 40 second commercial is charged at the 30 second rate plus a third.

A 50 second commercial is charged at the 30 second rate plus two thirds.

[FILM & CINEMA]

Rates are given in Rands for a minimum of 30 seconds or part thereof per each separate use and excludes VAT @ 14%

F1.A	Student Films (Non Paying Audiences) i.e. AFDA for Academic purposes	R 75.00
F1.B	Film Festival Only (Non Paying Audiences)	R 150.00
F1.C	Feature Films (Budget up to R5 million)	R 300.00
F1.D	Feature Films (Budget R5 million and over)	R 500.00
F4	Cinema Advertising (South Africa only)	R 980.00
	Cinema Advertising (All Africa only)	R 3,500.00
	Cinema Advertising (Individual African country)	R 300.00

***Exceptions: Algeria, Egypt, Kenya, Morocco and Nigeria**

World, Europe Northern America clearances available on Request.

All published fees are subject to a 25 %discount where over twenty 30 second units are used per individual production

[AUDIO ONLY RECORDINGS]

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CODE	DESCRIPTION	up to 100 copies	up to 1000 copies	up to 5000 copies	up to 10 000 copies	up to 50 000 copies	over 50 000 copies
A2	Public recorded performances by means of audio CDs, MP3 players and similar devices in stores , supermarkets, in-flight and telephone on -hold systems advertising a named product	R 190.00	R 300.00	R 475.00	R 850.00	R 1,600.00	R 3,200.00
A3	Public recorded performances by means of audio CDs, MP3 players and similar devices in stores , supermarkets, in-flight and telephone on -hold systems NOT advertising a named product	R 80.00	R 120.00	R 210.00	R 400.00	R 700.00	R 1,450.00

LICENCE VALID ONLY FOR 3 YEARS

NOTES:

To be licensed under these rates, the audio productions that contain Production Music must consist mostly of spoken words. That is the use of the Production Music must be strictly incidental to the overall content of the production ,eg. a comedy album where the Production Music is background to skits.

Audio Productions for retail sale , primarily for the commercial exploitation of the music, are specifically excluded and cannot be cleared under these rates.

Please contact **Collen Mampane** in the Production Music department if you have any questions regarding this use

TELEPHONE: +27 (011) 447 8870

FAX: 0866 63 2566

[RADIO]

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Rates for all Other Countries outside of Africa available on application

CODE	DESCRIPTION	South Africa only	All Africa excl. South Africa	Individual African country
R 1	Broadcast Radio Advertising	R 930.00	R 2,800.00	R 460.00
R 2	Broadcast Radio Programmes excl. any form or advertising/sponsorships	R 120.00	R 350.00	R 60.00
R 3	Community Radio promos only NOT advertising	R 90.00	R 300.00	R 45.00
R 4	Community Radio Advertising	R 140.00	R 420.00	R 70.00

NOTES:

The following Rules apply for South Africa only.

- (a) In Store radio when distributed nationally R1 rates apply
- (b) Community rate (i.e. broadcast on one station designated by the I.B.A as a community station) where broadcast is no more than one community station the R1 rates shall apply.
- (c) Radio Advertising with more than ONE language will be charged 20% for each additional Language
- (d) In the case of broadcast advertising , NORM requires flighting codes to be submitted. Rates are charged per spot/code concept.
- (e) Fees will be charged for Pilots/demos at R40.00(incl VAT) per 30 seconds or part thereof for radio advertising and R85.00 (incl VAT) per 30 seconds or part thereof for TV advertising
- (f) Tag Ending Changes: Where a series of commercials are produced and the only variation is the end line tag ending i.e. 2 days to sale. 1 day to sale, a special licence is now available. This licence is charged at the corresponding rate plus 100% and entitles the licensee to unlimited tag ending changes, provided the original commercial has been licensed at the full rate card fee for the same broadcast territories. STAND ALONE REPRODUCTIONS WILL BE CHARGED AT THE FULL RATE.

(g) Extended Commercials : For commercials that are over 30 seconds in length, the following apply:

- A 40 second commercial is charged at the 30 second rate plus a third.
- A 50 second commercial is charged at the 30 second rate plus two thirds.

All Prices exclude Vat @ 14% unless otherwise stated

[ONLINE AND MOBILE]

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All Prices exclude Vat @ 14%

CODE	DESCRIPTION	NON-ADVERTISING	ADVERTISING
NET 1	Background music on a web/wap page on section of the website	R 340.00	R 720.00
NET 2	Streamed programming or webcasting - content specifically made available online in a 'streaming' (play only) format where NO permanent copy is retained	R 180.00	R 380.00
NET 3	Permanent downloads used in a context in which a permanent download is retained by the end user eg. in a viral marketing mail	R 630.00	R 1,330.00
NET 4	Downloadable Music tracks - no duration applicable as they are usually 25 seconds long	12% of end consumer price	

Please note: All rates above apply to digital delivery via internet, Intranet and Mobile Networks. The rates include the rights to reproduce both the underlying musical work and the sound recording

Licence valid for 3 years

➔ [MUSIC PUBLISHERS]

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Below is a list of Production Music publishers we represent, for a more comprehensive list of the libraries each publisher represents you can visit our website www.norm.co.za

EMI MUSIC PUBLISHING

Dave Penhale

Tel: (011) 453 3463

Cell: (083) 616 0654

dpenhale@emimusicpub.com

www.playkpm.com

ABACO
X-RAY DOG
BAOBAB
CARLIN
CASTLE
COLOURSOUND LIBRARY
D-TUNED
FTV MEDIA
JUICE MUSIC
KOSINUS
KPM
MEGATRAX MUSIC
MTOMMA LIBRARY
THE SCENE
MUSICHOUSE
NFL
OFF THE SHELF
OGM
SELECTED SOUND
SILVERPOINT
SPECTRUM
STRIPSOUNDS
CAVENDISH (FROM AUGUST 2008)
THE ARTFUL RECORDED MUSIC LIBRARY
THE DED GOOD MUSIC LIBRARY
VIDEO HELPER
WEST ONE
ZEBRA PRODUCTION MUSIC
HUDSON
ROUGE MUSIC
DE WOLFE
SONIC OZAULT

SYNCHROMUSIC MANAGEMENT

Terry Meredith

Cell: (083) 447 3644

terry@synchronmusic.biz

Louise Bulley

Cell: (083) 5383894

louise@synchronmusic.biz

www.synchronmusic.co.za

SONOTON , SONOTON MAIN LIBRARY
SONOTON AUTHENTIC SERIES
SONIA CLASSICS
COMMERCIAL LENGTH CUTS
COMMERCIALS NON STOP
INTERSOUND (CONTEMPORARY)
INTERSOUND (SPOTS)
RELIABLE SOURCE MUSIC
TREDE COLLECTION
FOCUS
GEORGE SALTA
ONLINE PRODUCTION MUSIC
TELE MUSIC
IMAGE/FABLE MUSIC
IMTEL JINGLES
MEDIA TRACKS
PARRY MUSIC
STANDARD MUSIC LIBRARY
MUSIC CANDY
MUSIC FOR SPORT
LOS ANGELES POST MUSIC
PLANIT MUSIC
STOCK MUSIC
DENNIS MUSIC
SOUNDIVA
EPIC SCORE
LOS ANGELES POST
SONIC QUIVER
PLAN8 MUSIC
MUSIC BOX
IN THE GROOVE MUSIC
MUSIQUE AND MUSIC
SONOTON TRAILER TRACKS VIRTUAL
FOREGROUND MUSIC
COSMIND MUSIC LIBRARY
PRODUCTION MUSIC ONLINE



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➔ [MUSIC PUBLISHERS]

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UNIVERSAL MUSIC

Phillip Jacobs

Tel: (011) 907 7888

Cell: (083) 601 2258

Phillip.jacobs@unmusic.com

www.unippm.co.za

ATMOSPHERE
YOGO MUSIC
FIRST DIGITAL MUSIC
ACCESS MUSIC
ACCESS PROMO SERIES
ATMOSPHERE: ARCHIVE
ATMOSPHERE: KITSCH
ATMOSPHERE: TV
BEST 4
BEST OF ZTS
BIGSHOTS
BPM CLASSICAL SERIES
BPM EXPLORER SERIES
BPM SCORE MUSIC SERIES
BRUTON
BRUTON CLASSICAL SERIES
BTV
CEZAME
CHAPPELL
CHAPPELL AV
CHAPPELL CLASSICAL SERIES
CHAPPELL WORLD SERIES
CHRONIC TRAX
CHRONICLES OF HIP HOP
ZFC MUSIC
CHUCK D PRESENTS
CLASSICAL
CONNECT
DARKFLY
DIRECTORS CHOICE
EVO
FIRSTCOM
GALERIE
GOTHAM MUSIC
GREATEST HITS
HOLLYWOOD FILM MUSIC
HOLLYWOOD MUSIC
JIM LONG MUSIC

KILLER TRACKS
KILLER ANIMATION
KILLER EDGE
KILLER LATINO
KILLER PROMO'S
KILLER SCORE SET
KILLER STAGE & SCREEN
KOKA
KOKA CLASSICAL
KOKA KUTS
KTV
LO-EDITIONS
MASTERSOURCE
MATCH
NETWORK MUSIC
NUGGETS
NYB/NJJ
ONE MUSIC LIBRARY
REALITY BY C.FRANKE
ROADSIDE COUCH RECORDS
SAMPLER
SEE TRAILER TRACKS
SLAM!
UBM
UBM.MEDIA
ULTIMATE SERIES
VELOCITY
VITAMIN A
XS
ZERO TO SIXTY

MATHAMBO MUSIC

Ron Brettell

Tel: (011) 616 4901

Cell: (083) 379 1546

www.mathambo.com

AFRICAN MOOD MUSIC
MUSIC FOR SOUTH AFRICA



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⇒ [MUSIC PUBLISHERS]

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SHEER MUSIC

David Alexander

Tel: (011) 438 7000

Cell: (083) 600 9488

library@sheer.co.za

www.sheerpublishing.co.za

ADRENALIN
APPLETRAX
ARCADIA:
CLASSICAL MUSIC LIBRARY
COSMOS
DELUXE MUSIC
DRONES
ENVOGUE
ESOVISION
GALAXY MUSIC LEXICON
GLOBAL AUTHENTIC
HOLLYWOOD SYMPHONIC MUSIC SERIES
JAZZ LINE
JINGLE BANK
LEIMOTIF
LIFESTYLE
LOOP ACADEMY
MASTER TRAX
MAX MUSIC
MEDIA MUSIC
THERAPY
VIVA
ATLANTIC SEVEN
COSMOS
DL MUSIC
FONTANA
FUNTASTIK MUSIC
GUNG HO!
JRM MUSIC
JUSTMENT MUSIC
MANHATTAN MUSIC
OMNI MUSIC
PROMOSONOR
STUDIO G MUSIC
TEQUILA
VALENTINO MUSIC

MAMA DANCE

Craig Mc Gahey

Tel: (021) 424 0314

Cell: (082) 687 9469

craig@mamadance.com

www.mamadance.com

MAMA DANCE
THE DECIBEL COLLECTIVE

GALLO MUSIC PUBLISHING

Michaele Ceresato

Tel: (011) 340 9504

michaelec@gallo.co.za

www.gallo.co.za

10 CD MUSIC LIBRARY – ALL LOCALLY
COMPOSED

AFRICAN DOPE MUSIC

Heather Nel

Tel: (021) 426 0168

Cell: (082) 387 0934

honeyb@africandope.co.za

AFRICAN DOPE

SIAM

Dennis East

Tel: (011) 789 5352

dennis@shiam.co.za

BRAVO PRODUCTION MUSIC
COBRA MUSIC LIBRARY

DEEPFRIED MUSIC

Derick Eyden

Tel: (021) 424 2304

Cell: (084) 589 7183

DEEPFRIED



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➔ [MUSIC PUBLISHERS]

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Below is a list of Production Music publishers we represent, for a more comprehensive list of the libraries each publisher represents you can visit our website www.norm.co.za

RED IGLOO MUSIC

Fred Woods

Tel: (011) 446 7217

Cell: (073) 149 9408

info@redigloomusic.com

www.redigloomusic.com

AMPHIBIOUS ZOO MUSIC
ARTSOUND
AX'S MUSIC
BANDIT LIBRARY
GROOVE ADDICTS
BEATBOX
CUTE MUSIC
DREAM XS
DRONE ZONE
FRENCH TRADE
GREEN ZONE MUSIC
GROOVERS MUSIC (IZUTSH STOMP)
GRAVITY
IGNITE
JOSEF WEINBERGER
JW MEDIA
LIFT MUSIC
MINDBENDERS
MUSIC SHOP (ENCORE MERCI)
MUSIC SHOP ZEN
ONE TRACK A DAY (MACHIARELLI)
PRIMROSE
RED IGLOO
REVOLUCION
SPRINT
STRANGE FRUIT MUSIC
TRX MUSIC
TUFF

UNITY
V-THE PRODUCTION LIBRARY
WHO DID THAT MUSIC?
WESTAR
TV ZONE MUSIC
TONE ROW
STEPHEN ARNOLD MUSIC
BOX OF ROCKS
THE LOCKER ROOM
5 ALARM
24/SEVEN
AMYGDALA
BLAZED OUT
CINEMASOUNDS
CUE SOURCE
INTEGRATION MUSIC
RIDGELINE
TRAILER TRASH
LIFT MUSIC

BUFFALO STATE LIBRARY

Brett Ellis

Tel: (011) 482 8728

Cell: (084) 306 4826

brett@woundedbuffalo.co.za

BUFFALO STATE LIBRARY

MANIC MEDIA

Andrew Smith

Tel: (011) 782 9080

Cel: (082) 853 7100

Andrew@manic.co.za

MANIC MEDIA



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⇒ [MUSIC PUBLISHERS]

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Below is a list of Production Music publishers we represent, for a more comprehensive list of the libraries each publisher represents you can visit our website www.norm.co.za

SONY ATV

King Phatudi –Mphahlele

Tel: (011) 482 1682

Cell: 079 782 –7900

King.Phatudi–Mphahlele@sonyatv.com

www.sonyatv.co.za

EXTREME

DIRECTOR'S CUTS

SLAM MUSIC LIBRARY

Simon Sibanda

Tel: (021) 448 9007

Cell: (073) 186 2535

bjmillar@yahoo.co.uk

www.slamproductions.co.za

Bizar Publishing

Anthony Costandius

Tel: (021) 976 5162

Cell: (083) 703 3722

BIZAR PUBLISHING

DESERT ROSE MUSIC

Yusuf Ganief

Po Box 12610, N1 City, Goodwood

Cape Town, South Africa, 7463

Tel: +27 21 559 6269

Fax: 086 548 0784

Cell: +27 83 320 2265

yusuf@desertrosemusic.co.za

D-TUNED

Antonio Orrico

Tel: (011) 348 1443

Cell: (083) 294 4450

Antonio@d-tunedmusic.co.za

www.d-tunedmusic.co.za

IAN SIMMONS PUBLISHING

Ian Simmons

Cell: (083) 680 9920

A.I.R PUBLISHING

Bernie Millar

Tel: (021) 976 5162

Cell: (083) 703 3722

AIR PUBLISHING



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