

# in the LOOP

The newsletter for PPCA Licensees **WINTER 10**



## welcome...

Welcome to the winter edition of *In The Loop* – PPCA's newsletter for licensees.

In this edition of *In the Loop*, we remind restaurant & café owners of the recent tariff changes. If you're in this type of business, be sure to check out the section on the new licensing changes. We also highlight this year's winner of the Australian Music Prize, a fantastic competition for up-and-coming Australian musicians in which PPCA donates \$30,000 to support the growth of homegrown talent.

Since our last newsletter, we are pleased to report that on May 17th, the Copyright Tribunal ruled that artists deserve to be better compensated for their hard work when their music is used in Australian fitness classes. For more information on this decision, please read on.

As always, we've included a feature on one of our licensors to showcase the variety of music covered by a PPCA licence. This month's profile focuses on Roadshow Music. You'll probably recognise their logo from the many great Australian films Roadshow creates, but as Australia's leading entertainment company they also have a busy record label.

As valued licensees, we aim to keep you "In the Loop" on music licensing in Australia via newsletter and the web site. We encourage you to visit us at [www.pcca.com.au](http://www.pcca.com.au) for up-to-date information and handy frequently asked questions.

As always, feel free to give us a call at (02) 8569 1111 with any feedback or questions you may have.

Regards,

Stephen Peach  
CEO



## PPCA Licensor Profile

**Roadshow Music - Katrina Ross, Label Manager**

### 1. What kind of music does Roadshow Music release?

Roadshow Music releases commercially friendly music into the marketplace targeting the following genres: rock / pop / adult contemporary

### 2. What are some of your key releases to date?

Roadshow Music is an Australian independent record company and a division of the Village Roadshow Limited group of companies. Village Roadshow is Australia's leading entertainment company.

Roadshow Music has been actively involved in licensing, promoting and marketing Australian recording artists since its inception in 1994. This year, Roadshow Music will be in their 16<sup>th</sup> year of business and has proven to be one of the most successful Australian independent record labels. Roadshow acts include the world-renowned Savage Garden who sold over 28 million albums internationally and attained multi-platinum sales and awards in Australia/New Zealand. Killing Heidi also attained huge success in the Australian/New Zealand marketplace with multiple platinum sales and industry awards.

Roadshow Music specifically focuses on the licensing of recording artists. Most recently celebrating the success of local artists such as The Butterfly Effect, Axle Whitehead, Jade MacRae. At the end of 2008, Roadshow Music released the ARIA Award-winning Hamish & Andy's *Unessential Listening* double CD, which has shipped in excess of 103,000 units, awarding the release platinum status by ARIA.

### 3. What type of businesses could play your music?

The Roadshow Music catalogue is diverse and covers all demographics therefore suitable for all businesses including clubs, hotels, restaurants, fitness centres, shops etc.



### 4. Do you have any exciting releases or events coming up?

Roadshow Music is proud to announce that we have recently signed the very talented singer songwriter Danielle Spencer. Danielle has worked with legendary music producer Tony Visconti on the new album *Calling All Magicians*, which will be released on April 16 – we are very proud and excited to have Danielle on the label. This year we'll also see Axle Whitehead and The Butterfly Effect head into the studio.

Roadshow Music is actively on the lookout for exciting new artists and bands to join the label along with a focus on catalogue campaigns in 2010.



**ROADSHOW  
MUSIC**

## Fitness update

On May 17th, the Copyright Tribunal ruled in favour of Australian recording artists and labels and determined that the current rates the fitness industry pays for recorded music just aren't enough.

After hearing evidence over five weeks, the Tribunal has ruled that fitness operators must pay a new rate of \$15.00 per class or \$1.00 per attendee in a fitness class.

Previously, Australia's \$1 billion dollar-a-year fitness industry paid a recorded music tariff of just 96.8 cents per class. For a class of 25 attendees, this worked out at approximately four cents per person. This scheme was reviewed after an application to the Tribunal by the Phonographic Performance Company of Australia (PPCA), representing Australian recording artists and record labels.

PPCA Chief Executive Stephen Peach said, "Today's decision by the independent umpire represents an important improvement for artists and labels whose music is widely used in fitness classes to attract and motivate participants. The Tribunal has recognised the previous scheme undervalued the undoubted contribution music makes to the fitness industry."

Responding to the Copyright Tribunal decision, musician and PPCA Board Member Lindy Morrison said, "This demonstrates that the license fees paid for the use of recorded music in fitness classes were inadequate and did not reflect the value of the music. Bands are small businesses and like all small business need to be rewarded for their product, which requires specialist skills, time, and costly resources to create."

At the start of the Copyright Tribunal hearing, artist Marcia Hines added her support saying, "I do believe musicians should be paid for the music they create – it's only fair."

For more information on the ruling, please click on the fitness link on PPCA's web site.

## Your licence fees help PPCA support homegrown talent at the 2010 Australian Music Prize

PPCA has partnered with The Australian Music Prize since its inception in 2005, an indication of PPCA's strength of commitment to the Australian music community.



PPCA congratulates the 2010 AMP winner, Victorian singer songwriter Lisa Mitchell. Lisa's debut album *Wonder* was selected from a stellar shortlist to take out the coveted \$30,000 cash prize courtesy of PPCA, in recognition of artistic excellence.



Lisa Mitchell

The 2010 AMP shortlist was selected by a panel of expert industry judges from over 200 entrants. In addition to Lisa Mitchell, the shortlist included *Call Signs* – Black Cab, *Secrets and Lies* – Bertie Blackman, *Kid Sam LP* – Kid Sam, *Black Across The Field* – Lucie Thorne, *Privileged Woes* – Oh Mercy, *As Day Follows Night* – Sarah Blasko, *For The Birds* – The Mess Hall and *Spitshine* – Urthboy.

## Attention all restaurants – a reminder about your licensing changes

Recently at PPCA we've been getting many calls about the latest developments in the restaurant and café licensing arena. Here's a quick update:

First of all, we want to remind you that restaurant and café tariffs have changed. Last year, PPCA implemented a new scheme comprising two new tariffs (R1 and R2). Basically, PPCA has replaced the flat annual fee with a new, fairer, flexible scheme which more accurately represents the value of music to the restaurant and café industry. Under the new scheme, PPCA has increased the fee paid for playing recorded music and the fee is now calculated based on a number of factors, including seating capacity, liquor licence status, days of operation per quarter and average price charged for a single main meal. For more information on these changes please visit our web site and click on the restaurant & café fact sheet on the left-hand side under FAQ.

Secondly, following the changes to these tariffs all **restaurants and cafes must confirm your business details** to ensure you are properly licensed for your activities and are not being billed incorrectly. To do so, please visit [ppca.com.au](http://ppca.com.au) and click on the RESTAURANT & CAFE TARIFF CONFIRMATION FORM box on our homepage. Via this electronic questionnaire, you can confirm the continuation of your licence and provide information so we can determine your licence fees. Alternately, we can send you hard copies of the confirmation form. Please note, that if you elect to cancel your PPCA licence, you will not be permitted to play protected sound recordings in your venue unless you have obtained appropriate alternative licences.

Finally, please note that **invoices are now issued quarterly** (rather than annually).

If you have any further questions, please contact us at [licensing.mail@ppca.com.au](mailto:licensing.mail@ppca.com.au) or on (02) 8569 1111.

**Content:** Christina Rogers, Stephen Peach, Felicity Moffatt, Nicole Hart & Katrina Ross

**Photos:** Roadshow Music & Warner Music – used with permission.

PHONOGRAPHIC PERFORMANCE  
COMPANY OF AUSTRALIA LTD

ACN 000 680 704 ABN 43 000 680 704  
LEVEL 4, 19 HARRIS ST, PYRMONT NSW 2009  
PO BOX Q20, QUEEN VICTORIA BUILDING NSW 1230  
T. 02 8569 1111 F. 02 8569 1183  
[licensing.mail@ppca.com.au](mailto:licensing.mail@ppca.com.au) [www.pcca.com.au](http://www.pcca.com.au)

