

# MUSIC IN GENERAL BUSINESSES

Licensing Enquiries 1300 852 388 [licence@apra.com.au](mailto:licence@apra.com.au) [www.apraamcos.com.au](http://www.apraamcos.com.au)

APPLY NOW

This licence covers the use of music in general businesses including but not limited to health professionals, service stations and hair and beauty salons.

## Why do I need a licence?

If you use copyright music in your business you need permission (a licence) from the authors of that music. By 'use' we mean anything from playing the radio, turning on a TV in the reception area, copying music from one device to another, streaming music through an iPad, piping music through a phone system, organising a concert and more. Securing an APRA AMCOS licence will meet your legal obligations under the Copyright Act.

## Who is APRA AMCOS?

APRA AMCOS (which stands for the Australasian Performing Right Association and the Australasian Mechanical Copyright Owners Society) is a non-profit organisation which licenses rights in music on behalf of 95,000 members linked with 170 affiliated similar organisations worldwide. We pay your annual licence fees directly back to the songwriters, composers and publishers who own the music you're using. Legal alternatives to securing an APRA AMCOS licence are on page 3.

You can get independent information at [www.copyright.org.au](http://www.copyright.org.au).

You will need extra APRA AMCOS licences for other music uses such as **live performances** and DJ.

## How long does the licence last?

Licences are ongoing and renew each year. If you no longer need our licence (e.g. if you cease to use music), you can terminate with one month's notice to us.

## When do I pay?

You pay when you first take out the licence, then just once a year. If your APRA AMCOS licence fee is more than \$500, we will put you on quarterly payments (with no interest). Extended payment terms are available. To find our more contact our Customer Support Team on 1300 852 388.


## What music can I use if I have an APRA AMCOS licence?


We've done the hard work for you so our licence allows you to use **virtually any commercially released music** from anywhere around the world.




## Music works for your business

### Doctors and dentists


 **80%** of patients agree that music makes the waiting time go faster

 **74%** agree that music helped to take their mind off seeing the doctor/dentist


 **86%** say music in the waiting room makes them feel more relaxed


### Hair and beauty salons

Playing music in hair and beauty salons relaxes customers and can create a welcoming atmosphere. If customers enjoy the music they are more likely to return and recommend the business to others.

 **80%** of customers would like to hear music when visiting a salon

 **74%** agree that playing music improves workplace morale

 **81%** say playing music puts staff in a happier mood

 **90%** of owners agree that playing the right music can be beneficial to their business

From [musicworksforyou.com](http://musicworksforyou.com)

## Will the rates change?

Apart from yearly CPI reviews, APRA AMCOS will not increase or change licence fees without first consulting the industry.

## Need some help?

If you need advice on where to find music or what works best in your business we'd be happy to help. Call our Customer Support Team on 1300 852 388 or speak to your local APRA AMCOS representative.

## How much does it cost per year?

BACKGROUND MUSIC						
	Up to 150m <sup>2</sup> floor space	150m <sup>2</sup> - 499m <sup>2</sup> floor space	500m <sup>2</sup> - 999m <sup>2</sup> floor space	1000m <sup>2</sup> - 1999m <sup>2</sup> floor space	2000m <sup>2</sup> - 4999m <sup>2</sup> floor space	More than 5000m <sup>2</sup>
where music is audible						
<b>Tier 1:</b> One device (radio or TV)	\$78.06	\$91.06	\$130.09	\$195.11	\$364.18	Contact APRA AMCOS
<b>Tier 2:</b> One device including: - CD or DVD player - PC, tablet or MP3 player - background music service - OR digital music service	\$130.09	\$156.08	\$234.14	\$390.20	\$650.34	Contact APRA AMCOS
<b>Tier 3:</b> Between two to four devices and/or a multi-channel device of up to four streams	\$208.10	\$299.15	\$442.23	\$676.34	\$1,105.54	Contact APRA AMCOS
Five or more devices	Contact APRA AMCOS	Contact APRA AMCOS	Contact APRA AMCOS	Contact APRA AMCOS	Contact APRA AMCOS	Contact APRA AMCOS

MUSIC ON DEVICES			
	Up to 500 tracks	Up to 1000 tracks	each additional group of 500 tracks thereafter
Required when using digital/streaming services, or reproducing/copying from one material form to another	\$156.08	\$260.11	\$104.05

Calculated on actual data you provide.

MUSIC ON HOLD			
	1-5 external phone lines	6-10 external phone lines	More than 10 external phone lines
Playing through phone system	\$155.75	\$245.94	Contact APRA AMCOS
Copying for phone system	\$38.94	\$61.49	Contact APRA AMCOS

Calculated on actual data you provide.

MUSIC IN THE WORKPLACE (click here to access more information on when you need this licence)	
Public Performance	\$0.95 per employee. Min \$62.79
Reproduction/Copying	\$0.95 per employee. Min \$62.79

Calculated on actual data you provide.

Rates include 10% GST and are not negotiable. Fees will increase by CPI each year. Licence fees are renewed and may be reassessed each year to take into account changes in your music use.

### Example.

Tom has a small chain of five beauty salons. Each salon plays a radio, but Tom thinks his salons should have more control of their own music. He wants to use an iPad in each salon so playlists can be customised to their clientele. Each salon is less than 150m<sup>2</sup>.

Tom's annual licence payment would be based on five salons with a iPad device (5 x \$130.09), streaming up to 500 tracks (5 x \$156.08), or \$286.17 per salon.

## What does **APRA AMCOS** do with my fees?

We care about ensuring the licence fees you pay are distributed in the most economical and accurate way possible. We deduct our expenses from the revenue we receive and then distribute your fees to the songwriters, composers and music publishers whose works we have licensed to you.

This means for every dollar we collect, about 86 cents is returned to music creators. At 13.78 per cent, our operational costs compare very favourably to organisations providing the same service overseas.

- Fees from background music, music on hold and copying go into royalty pools and are distributed according to data on music use from **radio stations**, **ARIA** (Australian Recording Industry Association) chart placings and **music video channels**.
- If you use a background music supplier, we have arrangements with many to pay your fees directly to the music they report to us.

## Comments and complaints

We care about the service we give you and we welcome your feedback. If you'd like to comment on our service, email [licence@apra.com.au](mailto:licence@apra.com.au).

Read about our [formal complaints procedure here](#).

## Disputes

If you do not agree with how we apply this licence to your business, with our fees, or with any of our services, you can use our convenient dispute resolution system. Email [disputes@apra.com.au](mailto:disputes@apra.com.au) or call 02 9935 7900.

Read about our [dispute resolution system here](#).



**APRA AMCOS (the Australasian Performing Right Association and the Australasian Mechanical Copyright Owners Society)** is a rights management organisation which licenses performing, communication and reproduction rights in music on behalf of 95,000 members and 145,000 licensees with 170 affiliated organisations worldwide.

*This fact sheet is a guide only. Refer to the licence for full terms and conditions.*

## Do I have to go through **APRA AMCOS** to play music in my business?

There are a couple of ways to get permission to play music in your business.

**APRA AMCOS Licence.** Our licence provides the easiest and most cost-effective way to access public performance rights to the world's repertoire of music.

**Background Music Supplier.** If you use an authorised background music supplier to provide the music at your premises, it may be that they can also provide you with all the necessary music licences you need. Feel free to contact us to see if you are already covered.

**Direct Licensing.** Our members may license their music directly to music users, including for live performances and you are free to discuss this with them. You can find more details on our website under [Dealing directly with copyright owners](#).

## Re-recorded or "PPCA-Free" Music.

Some music suppliers re-record popular tracks using session musicians and singers. Although the product is not the original recording, you still need our licence because the lyrics and melodies are not changed and remain represented by us.

**Royalty-Free Music.** Some music suppliers offer recordings of music they say is outside our repertoire and so does not need our licence. If you wish to use a "Royalty-Free" music product, please contact us and we will check whether any extra licences are needed.



## Other licences

If you are using sound recordings controlled by PPCA contact PPCA at [ppca.mail@ppca.com.au](mailto:ppca.mail@ppca.com.au) (02) 8569 1111.



## Need more information?

Contact our Customer Support Team on 1300 852 388 or email [licence@apra.com.au](mailto:licence@apra.com.au).