

# AUSTRALIA PRODUCTION MUSIC RATE CARD 2018

**Production Music Enquiries**  
+61 2 9935 7751  
[prodmus@apra.com.au](mailto:prodmus@apra.com.au)  
[apraamcos.com.au/pm](http://apraamcos.com.au/pm)

APRA AMCOS Head Office  
16 Mountain St  
Ultimo NSW 2007

Locked Bag 5000  
Strawberry Hills NSW 2012



**APRA  
AMCOS**

# ADVERTISING

## ONLINE

### ONLINE & DIGITAL PLATFORMS

Free/organic social media use only (e.g. organic/unpaid social media content for followers & subscribers only)

LICENCE CODE

AFD

WORLD WIDE WEB (WWW)

\$67.10 per track/per production

Free social PLUS website use only (e.g. organic/unpaid social media content, email blast, company websites, YouTube)

AVD

\$126.50 per track/per production

All online platforms, paid and unpaid (e.g. Pre-Rolls, Sponsored/Promoted Social Media Posts, News Feed Ads, Pop Ups, Ad Banners, etc.)

APD

\$218.90 per track/per production

All rates are per 30 seconds (unit) unless otherwise specified. Includes reproduction for online and digital platforms.

### RATES AVAILABLE FOR

- Combined territories (e.g. AU + NZ)
- International broadcast territories (e.g. USA, Europe, Asia, etc)
- In-flight & infomercials
- Community Service Announcements

## BROADCAST

	LICENCE CODE	REGIONAL UNIT RATE	METROPOLITAN UVNIT RATE	NATIONAL UNIT RATE	
TELEVISION	Free to Air Television Transmission	ATF	\$116.60	\$359.70	\$621.50
	Pay Television Transmission	ATP	\$102.30	\$319.00	\$557.70
	All Television Transmission (Free to Air and Pay)	ATA	\$172.70	\$544.50	\$946.00
RADIO	Free to Air Radio (includes Digital Streaming Services)	ARF	\$53.90	\$167.20	\$291.50
	Digital Streaming Services (e.g. Spotify, iHeart Radio, etc.)	ARD	\$34.10	\$117.70	\$203.50
PUBLIC LOCATION	Outdoor (includes Indoor) (e.g. played at a football stadium)	AOPE	\$107.80	\$334.40	\$581.90
	Indoor (excludes outdoor) (e.g. played on an in-store display)	AOPI	\$53.90	\$167.20	\$291.50
CINEMA	Cinema Advertisements	AOC	\$58.30	\$178.20	\$312.40

## DISCOUNTS

### 'CUT DOWN' DISCOUNTS

A 15% discount applies to a maximum of two 'cut-downs' in addition to the primary version which must be of greater duration.

### CAMPAIGN DISCOUNTS

Apply if you are producing a series as part of one advertising campaign, across all broadcast mediums and territories, provided they are all licensed at the same time.

- 20% - 4-6 Ads in the campaign
- 25% - 7-9 Ads in the campaign
- 30% - 10+ Ads in the campaign

### 50% TAG ENDING CHANGE

Where a series of advertisements are produced and the only variation is the end line "tag ending" (e.g. "starts Monday, starts tomorrow"), the licence may be charged at 50% of the applicable rate, multiplied by the number of versions (including the primary version). This concession will only be granted for tag changes on ads licensed for the same duration and broadcast area, and approved by the APRA AMCOS Production Music Department.

## ADVERTISING

### CORPORATE CONTENT

### TV PER EPISODE

### TV & ONLINE PROGRAMMES

### GAMING & MOBILE APPS

### MUSIC ON HOLD

### FILMS

### TRAILERS

### DID YOU KNOW?

There are up to 1,000,000 production music tracks available across all styles & genres.

Please see page 8 for our suppliers list.

- All productions are subject to an \$11.00 processing fee (per territory, per licence category)
- All figures include GST
- All licences issued are cleared in perpetuity

Please see page 7 for defined terms and territory definitions.

For more information contact us on +61 2 9935 7751 [prodmus@apra.com.au](mailto:prodmus@apra.com.au) [apramcos.com.au/pm](http://apramcos.com.au/pm)

## AUSTRALIA 2018



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# CORPORATE CONTENT

e.g. In-house produced content for Staff training/conference, Awards show content, exhibition films and audio/visual guides (e.g. museums, art installations and trade shows).

## AUDIO VISUAL

LICENCE CODE	INTRANET PLATFORMS & HARD COPY (STREAMING/DOWNLOAD)	
	PER TRACK RATE	CAPPED FLAT FEE
Unlimited copies	VND \$46.20	VNF \$381.70

## AUDIO

LICENCE CODE	PER TRACK RATE	CAPPED FLAT FEE
	UND	UNF
Unlimited copies	\$27.50	\$177.10

**FLAT FEE** - Clears the unlimited use of PM - per production.

Audio Visual & Audio rates are cleared for **World all Territories**. All rates include permission for translated versions.

To be licensed under these rates, audio productions which contain production music must consist mainly of spoken words. Use of the production music must be strictly incidental to the overall content of the production (e.g. a comedy album where the production music is background to skits).

Audio productions for retail sale, streamed or available for download on a digital platform primarily for the commercial exploitation of the music are specifically excluded. They cannot be cleared under these rates. Please contact the Production Music department if you have any questions regarding this use.

### RATES AVAILABLE FOR:

- In-flight programming/entertainment
- 2018 Educational Rate Card
- Hard Copy Only (USB, DVD, Event Use)
- Retail Sale

### DID YOU KNOW?

If you produce a large number of AV/Audio productions throughout the year, you can contact us to discuss cost effective annual blanket options.

- All productions are subject to an \$11.00 processing fee (per territory, per licence category)
- All figures include GST
- All licences issued are cleared in perpetuity

Please see page 7 for defined terms and territory definitions.

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# TV PER EPISODE

## CLEARANCE

		LENGTH OF PROGRAMME		
		30 MIN	60 MIN	90 MIN
<b>ALL TELEVISION (FREE TO AIR &amp; PAY)</b>	Australia	\$561.00	\$946.00	\$1,331.00
	Australia & New Zealand	\$645.70	\$1,087.90	\$1,531.20
	World	\$774.40	\$1,305.70	\$1,837.00
<b>ALL MEDIA</b>	World	\$2,200.00	\$3,300.00	\$4,400.00

# TV & ONLINE PROGRAMMES

## ONLINE & DIGITAL SERIES

	LICENCE CODE	WWW UNIT	WWW FLAT FEE
Webisode/Vodcast	PND	\$31.90	\$237.60
Podcast	PUD	\$24.20	\$163.90

## TELEVISION

	LICENCE CODE	NATIONAL UNIT RATE	ANZ UNIT RATE	WORLD UNIT RATE
Free to Air Television Transmission	PTF	\$46.20	\$56.10	\$231.00
Pay Television Transmission	PTP	\$39.60	\$48.40	\$207.90
All Television Transmission (Free to Air and Pay)	PTA	\$66.00	\$93.50	\$353.10
All Media	VAE			\$689.70

## RATES AVAILABLE FOR IN-CONTEXT PROMOS

## FLAT FEES

Flat Fees clear unlimited use of production music, per episode. All rates include reproduction for online and digital platforms.

## UNIT FEES

For minimal use - All rates are per 30 seconds (unit) unless otherwise specified. All rates include reproduction for online and digital platforms.

**NEGOTIABLE RATES ARE AVAILABLE FOR A SERIES.**

**CONTACT THE PM DEPT FOR MORE INFORMATION.**

## RATES AVAILABLE FOR:

- Specific International Territories
- TV Programme Promos
- Radio Programmes
- Regional & Metro Programmes

- All productions are subject to an \$11.00 processing fee (per territory, per licence category)
- All figures include GST
- All licences issued are cleared in perpetuity

Please see page 7 for defined terms and territory definitions.

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# GAMING & MOBILE APPS

^All rates are per 30 seconds (unit) unless otherwise specified.  
**FLAT FEE** - Clears the unlimited use of PM - per production.  
 Gaming and mobile app rates are cleared for World all Territories.

	LICENCE CODE	UNIT RATE <sup>^</sup>	FLAT FEE
Apps	VGD	\$61.60	\$653.40
Video Games	VGH	\$220.00**	\$11,000.00

All rates include reproduction for online and digital platforms.  
 \*\* Rate is per finished minute

# MUSIC ON HOLD

All rates are per 30 seconds (unit) unless otherwise specified.  
 Music on hold rates are cleared for **World all Territories**.

	LICENCE CODE	UNIT RATE
Use of Production Music for music on hold	H1	\$20.90

Users of APRA AMCOS controlled Production Music will also need an APRA AMCOS Music on Hold Licence for the communication of those works on their telephone system.

Call 1300 852 388 or visit [apraamcos.com.au/about-us/forms/licensing/music-on-hold/](http://apraamcos.com.au/about-us/forms/licensing/music-on-hold/) for more information.

## LOOPING PRODUCTION MUSIC

'Infinitely Looped' music is charged at FOUR TIMES the relevant royalty rate.

'Finitely Looped' production music is charged at 50% of the standard rate (minimum two units).

- All productions are subject to an \$11.00 processing fee (per territory, per licence category)
- All figures include GST
- All licences issued are cleared in perpetuity

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# FILMS

**PER UNIT** - Per 30 secs or part thereof.  
**FLAT FEE** - Clears the unlimited use of PM - per production.  
 All rates include reproduction for online and digital platforms.

## RATE FOR ALL TERRITORIES

	LICENCE CODE	PER UNIT	FLAT FEE	
<b>FEATURE FILM ALL MEDIA</b>	Film Festivals Only	FF	\$330.00	\$3,300.00
	Budget up to \$1 million	FC1	\$440.00	\$5,500.00
	Budget \$1 - \$5 million	FC2	\$550.00	\$7,700.00
	Budget \$5 Million +	FC3	\$660.00	\$11,000.00
<b>SHORT FILM</b>	Film Festivals All Media	FSA	\$220.00	\$1,100.00
	Film Festivals & Online Only	FSF	\$58.30	\$408.10
	Online Only	FD	\$30.80	\$330.00

- All productions are subject to an \$11.00 processing fee (per territory, per licence category)
- All figures include GST
- All licences issued are cleared in perpetuity

Please see page 7 for defined terms and territory definitions.

# TRAILERS

Trailer rates are per track (not per unit)

	LICENCE CODE	AUSTRALIA	AUS & NZ	WORLD	
<b>FILM TRAILER</b>	All Media	AAT	\$1019.70	\$1445.40	\$2970.00
	Cinema & Online Only	AOT	\$250.80	\$375.10	\$999.90
	All Online Platforms	AOTD			\$199.10

**NEGOTIABLE RATES ARE AVAILABLE FOR TRAILERS USING MULTIPLE TRACKS**

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# DEFINED TERMS

**Flat Fee:** Clears unlimited use of production music per production.

**All Media:** All media refers collectively to mass media technologies: Television, film, radio, the Internet, digital platforms & storage media formats (DVD, USB, etc.).

**Digital:** Encompasses online streaming and downloading of media in all formats.

**Download:** Transfer of data or programs from a server or host computer to another computer or digital device.

**Online Streaming:** Referred to also as Internet streaming. It is multimedia constantly received by an end-user and delivered by a streaming provider. This is delivered by an audio-visual or audio production public announcement designed or intended to promote or encourage the purchase, use or support of goods and services. This includes programme promos or station identification.

## ADVERTISING: PAGE 2

**Advertisement (i.e. ATA, ATF, ATP, ARF, AOPE, AOPI, AOC, ARD, APD, AFD):** An audio-visual or audio production as a public announcement designed or intended to promote or encourage the purchase, use or support of goods and services to a wider audience. This includes programme promos or station identification.

**Campaign:** A coordinated series of linked advertisements with a single idea or theme. An advertising campaign is typically broadcast through several media channels.

It usually focuses on common themes and one or several brands or products. They are often targeted towards particular demographics.

**Community Service Announcement (CSA):** An audio-visual or audio production designed or intended to inform the public of matters of public interest. It is transmitted to the public for no fee or other consideration. It does not promote the use of particular goods or services or solicit the sponsorship of any organisation. Rates for bona fide CSA's are available on application and are subject to the completion of a signed warranty. Contact the Production Music department.

**Infomercial (i.e. ATI):** Segments within or an entire programme which a broadcaster receives payment or other valuable consideration and which directly promotes goods or services offered to viewers for sale during the segment or programme.

## CORPORATE CONTENT: PAGE 3

**Audio Visual Production:** A disc, tape or other device in which sounds and images or text are embedded. This includes audio productions containing electronic signals designed to control or trigger the representation of images, such as slides, computer graphics and images contained on a CD-ROM.

**Digital (i.e. VND, VPD, UND, UPD):** Encompasses both online streaming and downloading of media in all formats. Translations are included.

**Download:** Transfer of data or programs from a server or host computer to another computer or digital device.

**Audio Production:** A disc, tape or other storage device in which sounds are embedded.

**Flat Fee (VNF, VPF):** Clears unlimited use of production music, per production.

**For Sale and/or Rental:** Means a fee is charged to the audience or individual to whom the production is directed or distributed, specifically to view or listen to the production.

**Looping:** Where a piece of music (the initial reproduction) is reproduced repeatedly in a non-stop, continuous fashion for a predetermined or indeterminate number of times.

**Premium:** An audio-visual or audio production produced as a promotion or incentive provided free of charge.

**Production:** An audio-visual or audio production identified by a unique title and/or number applicable only to those audio-visual or audio productions with identical content.

**Promotional:** Drawing the attention of the public or a targeted audience, to a brand, product, service, person, organisation or line of conduct, in a manner which intends to promote or oppose it for the intended audience.

**Online Streaming:** Referred to also as Internet streaming. It is multimedia constantly received by an end-user delivered by a streaming provider over a network connection. This media can be in the form of audio or video. E.g YouTube or Vimeo.

## TV & ONLINE PROGRAMMES: PAGE 4

**Programme:** A television/radio programme also called television/radio show, are segments of content intended for broadcast on television/radio. It may be a one-time production or part of a periodically recurring series.

**Webisodes:** A webisode is an episode of an audio visual series that is made

specifically for online broadcast, as opposed to first airing on television or radio. It is available via both download or streaming format.

Webisodes typically range from 3-15 minutes in length.

**Podcast:** A podcast is an audio programme that is made specifically for online broadcast, as opposed to first airing on radio. It is available via both download or streaming format. Podcasts typically range from 5-60 minutes in length.

## FILM & TRAILERS: PAGE 6

**Film:** Film encompasses individual motion pictures, and the motion picture industry. Films are produced by recording images with cameras, or by creating images using animation techniques or special effects.

**Trailer:** A trailer or preview is an advertisement or a commercial for a feature film to be exhibited in the future.

**Short Film:** A short film is an original motion picture with a typical duration of under 40 minutes.

## TERRITORY DEFINITIONS

**Regional:** All of Australia excluding Adelaide, Brisbane, Melbourne, Perth and Sydney.

**Metropolitan:** Regional plus ONE capital city chosen from Adelaide, Brisbane, Melbourne, Perth and Sydney.

**National:** All of Australia

**World:** Covers all territories worldwide.

**If you require clearance for a specific territory, please contact us directly on (02) 9935 7751 or [prodmus@apra.com.au](mailto:prodmus@apra.com.au)**

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# AMCOS CONTROLLED PRODUCTION MUSIC SUPPLIERS

## Adrenalin Sounds Pty Ltd

15/96 Duntroon Street  
Hurlstone Park NSW 2193  
Ph: 02 8021 4430  
Mob: 0403 495 425  
greg@adrenalinsounds.com  
[adrenalinsounds.com](http://adrenalinsounds.com)

## Erwin Pitsch Publishing

PO BOX 1061  
Macleay Island QLD 4184  
[ton.cc](http://ton.cc)

## Off the Shelf Music

4 Aster Avenue  
Asquith NSW 2077  
brian.offtheshelfmusic@mail.com  
[otsm.co.uk](http://otsm.co.uk)

## Universal Production Music

4th Floor, 150 William Street  
Woolloomooloo NSW 2011  
Ph: 02 9207 0564  
upm.au@umusic.com  
[www.universalproductionmusic.com](http://www.universalproductionmusic.com)

## Beatbox Music Pty Ltd

PO Box 669  
Pennant Hills NSW 2120  
Ph: 02 9484 2321  
info@beatboxmusic.com  
[beatboxmusic.com](http://beatboxmusic.com)

## Extreme Music

Suite 2.01, 55 Miller Street  
Pyrmont NSW 2009  
Ph: 02 9660 9005  
australia@extrememusic.com  
[extrememusic.com](http://extrememusic.com)

## PMF Media Pty Ltd

6 The Boulevard, Bellevue Heights  
Adelaide SA 5050  
Ph: 0413 562 560  
[pmfmedia@bigpond.com](mailto:pmfmedia@bigpond.com)

## Woodcut Productions Ltd

8 Ruru St, Eden Terrace, 1021  
PO Box 68885, Newton, 1010  
Auckland, New Zealand  
Ph: +64 9 374 4542,  
aaron@woodcut.co.nz  
[woodcutmusic.co.nz](http://woodcutmusic.co.nz)

## Big Bang & Fuzz Pty Ltd

Suite 902, 2 - 14 Kings Cross Road  
Potts Point NSW 2011  
Ph: 02 9326 9122  
Fx: 02 9326 9166  
music@bigbangfuzz.com  
[bigbangfuzz.com](http://bigbangfuzz.com)

## Fable Music Pty Ltd

Suite 38, Level 1 Fawkner Towers  
431 St Kilda Road  
Melbourne VIC 3004  
Ph: 03 9820 3111  
Fx: 03 9820 8711  
donn@fablemusic.com.au  
[fablemusic.com.au](http://fablemusic.com.au)

## Red Music Publishing Pty Ltd

38-42 Pirrama Road  
Pyrmont NSW 2009  
Ph: 02 8777 7272  
info@redproductionmusic.com  
[redproductionmusic.com](http://redproductionmusic.com)

## City & Vine Production Music

Office 4, 42 Carrington Road,  
Castle Hill NSW 2154  
Ph: 02 8846 4690  
jason.mays@cityandvine.com  
[cityandvine.com](http://cityandvine.com)

## Jingle Punks Music Pty Ltd

Janine Kerr  
E: [janine@jinglepunks.com](mailto:janine@jinglepunks.com)  
T: 0413 270 880  
[facebook.com/jinglepunks](https://facebook.com/jinglepunks)  
[twitter.com/jinglepunks](https://twitter.com/jinglepunks)  
[jinglepunks.com](http://jinglepunks.com)

## Score Addiction Pty Ltd

17a Smith Street  
Manly NSW 2095  
Ph: 0414 074 586  
info@scoreaddiction.com  
[facebook.com/ScoreAddiction](https://facebook.com/ScoreAddiction)  
[twitter.com/ScoreAddiction](https://twitter.com/ScoreAddiction)  
[scoreaddiction.com](http://scoreaddiction.com)

## EMI Production Music

(part of Sony/ATV Music Publishing)  
Locked Bag 7300  
Darlinghurst NSW 1300  
Ph: +61 2 9324 9661  
Fx: +61 2 9324 9606  
info@emiproductionmusic.com.au  
[emipm.com](http://emipm.com)

## Motion Focus Music

PO Box 454  
Paddington QLD 4064  
Ph: 0403 406 412 - Daniel  
Ph: 0404 664 054 - Raf  
daniel@motionfocusmusic.com  
raf@motionfocusmusic.com  
ben@motionfocusmusic.com  
[motionfocusmusic.com](http://motionfocusmusic.com)

## Sonic Dojo

247 Beaumont Street  
Hamilton South NSW 2303  
Ph: 02 4962 5242  
matt@sonicdojo.com  
[sonicdojo.com](http://sonicdojo.com)

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