



AHA Restaurant Music Pack

Background

The Phonographic Performance Company of Australia (PPCA) has introduced a new licensing arrangement for the playing of music in restaurants (Tariff R). The scheme is due to come into operation on the 1st December, 2009.

You will not need to have a PPCA Category R license if you:

- Do not play music in your restaurant
- Play music available on your radio or TV
- Play music that does not require a PPCA license. The AHA Restaurant Music Packs falls into this category and this flyer provides details on how you can purchase one of these Packs.

The Music

The AHA has negotiated an arrangement with Solutions in Sound and Vision (SBA) to develop music packs to play in restaurants. These packs are a mix of popular tracks – classic and contemporary – and lesser known but quality, original independent artist tracks. There are not ‘re-recorded’ or Muzak-style versions of songs.

They are an extension of the music programs that SBA have always done, the difference being that they have set up direct relationships with key copyright owners at reasonable public performance fee rates.

The AHA Restaurant Music Pack Options

There are 4 pack options:

PACK #1	PACK #2	PACK #3	PACK #4
<p>CD Format: This pack establishes a Library over 12 months with an initial set up pack of 5 CD's @ \$25 each and then monthly updates @ \$29 per disc. CD faces and slicks will be printed so as to provide the user with suggestions for the suitability of the music and time-of day recommended play.</p> <p>Including public performance fee: Pack #1 will cost between \$300 and \$500 in the first year depending on the size of the restaurant. Additional cost will only be incurred if you chose to purchase additional CDs in subsequent years.</p>	<p>Software application which resides on the clients hardware and can be scheduled to play different music at different time of the day (can be online or offline for updating and is effectively a beefed up i-tunes type program which the client can load on their own PC for scheduling and building playlists).</p> <p>Includes library and music updates (monthly or quarterly*): Monthly fee range: \$65 to \$75 depending on music update requirements.</p> <p>Including public performance fee: Pack #2 will cost between \$840 and \$900 a year.</p>	<p>On premise commercial Music Management system (software and hardware) with full ongoing replacement warranty, CR helpline, extensive music library and monthly or quarterly updates: \$100 per month.</p> <p>(This is a user friendly system allows the client to combine music genres (including Xmas and St Patricks). This is our most popular package).</p> <p>Including public performance fee: Pack #3 will cost \$1260 to \$1320 per year, depending on the size of the restaurant. Once fully established (\$375), Pub Pack #3 will cost between \$900 and \$960 per year.</p>	<p>Online commercial Music Management system with ongoing replacement warranty, CR helpline, music library and monthly or quarterly updates. Can be scheduled to play time of day music: \$110 per month.</p> <p>Clients who opt for this either don't want anyone touching the player, or like the idea of checking their music set up remotely through a web interface eg; from a head office.</p> <p>Including public performance, Pub Pack #4 will cost \$1390 to \$1460 per annum, depending on size. Once fully established (\$375) Pack #4 will reduce to \$1030 to \$1100 per annum.</p>

Special note for Packs #3 & #4.

The client can reduce their monthly fee (and therefore their annual fee) by up to \$30 (\$360 yearly) by paying an upfront fee. For each \$100 paid up front, the fee will reduce \$8 per month.

Public performance fees

SBA have negotiated public performance fees with major record companies on the following basis:

- up to 150 m2: \$70
- 150 to 300 m2: \$140
- 300 m2 plus: \$210

Annual or quarterly billed to suit the situation. It is assumed that all restaurants will be classified at less than 300m2.

How to order

Hotels who want further information and/order wish to place an order should contact:

SBA - Solutions in Sound and Vision

Email: aha@sbamusic.com.au

Phone: 1800025687

Fax: 02 9660 7916

Order Form

Name of Hotel _____

Contact person _____

Address _____

Phone _____

Email _____

Number and Size of Restaurants in Hotel

up to 150 m² _____

150 to 300 m² _____

300 m² plus _____

Number and type of Packs Required

AHA Restaurant Music Pack 1 _____

AHA Restaurant Music Pack 2 _____

AHA Restaurant Music Pack 3 _____

AHA Restaurant Music Pack 4 _____