

# DEALING DIRECT

Licensing Enquiries 1300 162 162 hello@onemusic.com.au onemusic.com.au February 2020



A OneMusic Australia licence provides the easiest and most cost effective way to access the world's repertoire of music. However, you don't have to go through OneMusic Australia to legally play music – you also have the option to deal directly with the each of the individual copyright owners of the music you wish to use.

Usually it's easier to go through OneMusic Australia - we represent the performing rights in all songs written or published by APRA AMCOS members and all sound recordings and music videos created or controlled by PPCA licensors. This means that OneMusic Australia can grant you a blanket licence to perform or play all the songs from this vast repertoire. If you want choice of music from the charts and back catalogues, the music you and your customers are familiar with, there's no better place to come.

Under OneMusic, there are **no changes** to your options to deal directly with APRA AMCOS members or PPCA licensors and further details are set out in this Information Sheet.

## When Can I Deal Direct?

You may choose to deal directly with the individual rights holders as it suits you, for example if you want to use or commission a particular song as telephone on hold music or for live performances where the band plays all its own music.

In some very limited instances, you will need to deal directly with the individual rights holders such as if the proposed music use is at a political event or in a context which might give the impression that the musicians and/or recording artists are affiliated with your brand or business.

## Dealing Direct for APRA AMCOS Musical Works

APRA AMCOS receives an exclusive assignment (APRA) or an exclusive licence (AMCOS) from its members, which means APRA AMCOS members gives APRA AMCOS the exclusive rights to collect royalties on their behalf.

If you want to deal directly with an APRA AMCOS member, you will need to come to an agreement with the relevant music creators to use their works (songs) well in advance of the planned event/activity. There are often multiple contributors to a song and you must make sure that **all parties** with an interest in the song (such as any other writers or publishers) agree to the arrangement.

To arrange a Licence Back or Opt Out, the APRA AMCOS member will need to submit an application to APRA AMCOS to arrange for a licence back or opt out, as appropriate. The financial arrangements are not relevant in this process and we will not ask you or the music creator to provide financial details of any direct licence.

Licence Back and Opt Out are explained in more detail in the Music Creators section of APRA AMCOS' website under [Managing your Rights](#).

## Dealing Direct for PPCA Sound Recordings and Music Videos

If you want to deal directly with PPCA licensors, you can approach each of the individual rights holders directly to ask for their permission to use their sound recordings or music videos. PPCA receives a non-exclusive licence from its licensors and so there is no 'licence back' or 'opt out' process for sound recordings or music videos controlled by PPCA licensors.

Exactly as for musical works above, this permission will need to be sought well in advance of the planned event/activity from **all parties** who control that sound recording or music video in Australia. In PPCA's experience, the relevant sound recording copyright owner is often the **record label** which released the sound recordings and/or it may be the **artists themselves** if they have released the sound recordings and/or if they have retained the public performance rights in the sound recordings.

## More Information

Depending on the arrangements you make if you choose to deal directly, you may not require a licence from OneMusic at all. Alternatively you may qualify for a **reduction** in your OneMusic blanket licence fees (we call this reduction a Partial Rights Deduction and these are explained, where applicable, in the OneMusic Information Guides and Licence Agreements).

It is important to note that the final decision on whether to issue you with direct permission to use music at your event lies with the relevant copyright owners (songwriter, composer, recording artist, music publisher, record label) and they are not compelled to deal direct if they do not wish to.

As noted above, the commercial terms of any direct licences are just between you and the relevant rights holders and we will never ask for details of how much you paid to the rights holders for the use of their music. However, we **will need** confirmation of what direct licences have been granted (including the contact details of the entities granting the licences to you) so we can confirm the scope of the licences and determine whether any reduction in your OneMusic Australia coverage is required.

## Contact Us

For more information about **One Music Australia** licences and dealing direct, please contact OneMusic Australia's Customer Support Team:

Phone: 1300 162 162

Email: [hello@onemusic.com.au](mailto:hello@onemusic.com.au)

For assistance finding the relevant rights holder for a musical work, please contact **APRA AMCOS'** Copyright Ownership Information Service

Website: [www.apraamcos.com.au](http://www.apraamcos.com.au)

Phone: 1300 852 388

Email: [mechres@apra.com.au](mailto:mechres@apra.com.au)

Further information about **PPCA** and PPCA Sound Recordings, please contact PPCA:

Website: [www.pcca.com.au](http://www.pcca.com.au)

Phone: (02) 8569 1100

Email: [pcca.mail@pcca.com.au](mailto:pcca.mail@pcca.com.au)