

# PRODUCTION MUSIC RATE CARD 2021

## WHAT'S NEW

- NEW RATE WEBSERIES  
SUBSCRIPTIONS BASED VOD  
PLATFORMS SUCH AS NETFLIX

PG 5

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2 Advertising

3 Advertising | Promotional |  
Infomercial

4 Online | Film | Programme | Video |  
Non-Promotional

5 Series | Non-Promotional

6 In-House Corporate | Gaming | Apps

7 Glossary

8 Production Music Notes

9 List of Production Music Agents

**ALL RATES COVER MULTIPLE TRACK USAGE**



PMSA  
This Rate Card is endorsed by  
Production Music South Africa



RECUE  
CAPASSO has partnered  
with Recue for convenient,  
automated cue sheet  
submission. [www.recue.biz](http://www.recue.biz)

### Licence valid in perpetuity, per production | Worldwide use covered | Multiple tracks covered

Categories	Code	60"	1-3' Music usage	3 - 5' Music usage	5 - 15' Music usage
<b>Online - Free Social media and website use only</b> ( eg unpaid social media, You tube content, company websites, email blasts and other online placements that are NOT charged for, ie. There is NO "Ad spend" for these online placements )	A1	R 1,200	R 1,500	R 1,850	R 2,150

### Licence valid for 12 months, per production / worldwide use covered / multiple tracks covered

Categories	Code	60"	1-3' Music usage	3 - 5' Music usage	5 - 15' Music usage
<b>Online - "Paid for" Online ads and promotional content</b> (e.g Pre-Rolls, In-stream ads, Sponsored/Promoted Social Media Posts, News Feed Ads, Pop Ups, Ad Banners, In App & podcast Ads or any other online advertising where placement has been paid for ie. there has been "Ad spend" either directly or via digital agencies for these online placements)	A2	R 2,500	R 3,000	R 3,600	R 4,600

### Per 30" (additional 30" charged at 50%), per production | Licence valid for 12 months | Multiple tracks covered

Categories	Code	Single African Country	Each Additional African Country	Whole Continent	Worldwide
TV Advertising	A4	R 6,300	R 3,100	R 17,450	R 33,600
Radio Advertising	A5	R 1,900	R 950	R 7,500	R 12,600
Cinema Advertising	A6	R 2,700	R 1,300	R 5,250	R 6,600
All Media (inclusive of Public location)	A7	R 9,900	R 4,400	R 24,900	R 38,500

## CONCESSIONS

### Campaign (Per platform eg. TV Campaign)

Same Music - Same Campaign

Add 200% for the same music used in a series of productions (limited to 10 different versions, cut-downs or languages, thereafter an additional 50% of campaign rate will apply for each additional 10 versions, cut-downs or languages)

### Cut-down, tag ending and/or language

When the only variation of an additional advertisement is a cut-down, tag ending and/or language, an additional 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 changes on ads licensed for the same duration and broadcast areas. All rates quoted are "per production". Any productions that have been altered in either sound or visual content are considered to be separate productions, and attract a separate license fee unless otherwise stated.

### MORE THAN 10 PRODUCTIONS ANNUALLY

If you produce more than 10 productions per year, contact CAPASSO for an annual discount.

### Community Radio and TV

For community radio and TV stations, A4 and A5 licences will be charged at 20% of the applicable rate.

### "Flighting Codes

Please ensure that flighting codes are submitted with each production.

\* Please contact CAPASSO for rates for International countries outside Africa

\* If you would like to discuss any CAPASSO rates, please contact Nomfundo Nyakale at 011 447 8870/ [nomfundon@capasso.co.za](mailto:nomfundon@capasso.co.za)

## Licence valid for 12 months, per production | Multiple tracks covered

Categories	Code	Territory	1 - 5' Music usage	5 - 15' Music usage	15 - 60' Music usage
TV Infomercial	A8	Single African Country	R 6,300	R 10,050	R 12,650
		Per Additional African Country	R 3,200	R 5,050	R 6,650
		Whole Continent	R 12,200	R 19,250	R 28,900
		Worldwide	R 15,750	R 25,250	R 36,050

## Licence valid for 12 months, per production | Multiple tracks covered

Categories	Code	Territory	Per 30"	1 - 5' Music usage	5 - 15' Music usage	15 - 60' Music usage
Public Location/ In flight	A9	Single African Country	R 850	R 2,150	R 3,750	R 5,050
		Per Additional African Country	R 450	R 1,050	R 1,900	R 2,450
		Whole Continent	R 1,600	R 4,400	R 7,600	R 10,050
		Worldwide	R 2,050	R 5,450	R 10,200	R 12,600

## CONCESSIONS

### Campaign (Per platform eg. TV Campaign)

Same Music - Same Campaign

Add 200% for the same music used in a series of productions (limited to 10 different versions, cut-downs or languages, thereafter an additional 50% of campaign rate will apply for each additional 10 versions, cut-downs or languages)

### Cut-down, tag ending and/or language

When the only variation of an additional advertisement is a cut-down, tag ending and/or language, an additional 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 changes on ads licensed for the same duration and broadcast areas. All rates quoted are "per production". Any productions that have been altered in either sound or visual content are considered to be separate productions, and attract a separate license fee unless otherwise stated.

### More than 10 productions annually

If you produce more than 10 productions per year, contact CAPASSO for an annual discount.

### ADDITIONAL REQUIREMENTS

#### Flighting Codes

Please ensure that flighting codes are submitted with each production.

\* Please contact CAPASSO for rates for International countries outside Africa

\* If you would like to discuss any CAPASSO rates, please contact Nomfundo Nyakale at 011 447 8870/  
nomfundon@capasso.co.za



## ONLINE | VIDEO - NON-PROMOTIONAL

Licence valid in perpetuity, per production | Worldwide use covered | Multiple tracks covered

Categories	Code	First 60"	1 - 3'	3 - 5'	5 - 15'	15 - 30'	30 - 60'
Online - streaming & downloading (non-subscription eg. Website)	01	R 900	R 1,300	R 1,600	R 2,100	R 3,700	R 5,800
Online - streaming & downloading (Subscription based eg. Netflix)	02	R 1,200	R 1,800	R 2,300	R 3,000	R 5,200	R 8,200
Online audio only (Podcasts)	03	R 450	R 750	R 1,200	R 1,500	R 2,650	R 3,200

## FILM | PROGRAMME | NON-PROMOTIONAL

Licence valid in perpetuity, per production | Per single African country | Multiple tracks covered

Categories	Code	First 30"	1 - 5' Music usage	5 - 15' Music usage	15 - 30' Music usage	30 - 60' Music usage
TV	T1	R 350	R 1,710	R 3,210	R 5,030	R 7,600
Public Location	T2	R 320	R 1,070	R 1,500	R 2,550	R 3,750
Student Films   Film Festivals   Weddings	T3	R 320	R 1,070	R 1,400	R 4,400	R 3,650
DVD's for retail (up to 500 copies); for unlimited copies add 200%	T4	R 320	R 1,300	R 2,550	R 4,350	R 5,700
Cinema	T5	R 380	R 1,900	R 3,750	R 5,050	R 6,950
All Media (add 20% for unlimited DVD's for retail)	T6	R 440	R 2,450	R 4,400	R 6,300	R 8,700

### STIPULATIONS

#### Territories

All the T rates on this page are for one single African country:  
 Each additional single country, add 50%  
 Whole Continent, add 100%  
 Worldwide, add 200%

**\*For film trailer rates please refer to the A1/ A2 rates**

### EXCLUSIONS

#### Blanket Licences / International Rights

There is NO CHARGE for CAPASSO production music used in TV programming covered under the blanket licence that CAPASSO holds with SABC, ETV and certain DSTV channels. This may include branded and/or sponsored programs. Should such programming be sold/licensed onward for international exploitation, please note that an additional T1 per-country, per-continent or worldwide rate, as described under STIPULATIONS, will now apply. **See production notes for sell on rate.** Should the production/series be re-edited or re-packaged in any way an entirely new licence will be required.

\* If you would like to discuss any CAPASSO rates, please contact Nomfundo Nyakale at 011 447 8870/  
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# DISCOUNTED SERIES RATES

## WEBSERIES

Licence valid in perpetuity, per production/ Worldwide Use Covered/ Multiple tracks covered

Code	Number of episodes in series	Online rates up to 15' music usage per episode within a series	Online Rates up to 30' music usage per episode within a series
W1	1 - 6	R 10,600	R 14,900
W2	7 - 13	R 13,400	R 18,800
W3	14 - 26	R 22,300	R 31,400

## BROADCAST TELEVISION SERIES

Licence valid in perpetuity, per production / Per Single African Country / Multiple tracks covered

Code	Number of episodes in series	Online rates up to 15' music usage per episode within a series	Online Rates up to 30' music usage per episode within a series
S1	1 - 6	R 12,300	R 16,800
S2	7 - 13	R 15,500	R 20,450
S3	14 - 26	R 23,550	R 32,450

## AUDIO ONLY PROGRAMMES INCLUDING RADIO AND PODCASTS

Licence valid in perpetuity, per production / Worldwide Use Covered/ Multiple tracks covered

Code	Number of episodes in series	Online rates up to 15' music usage per episode within a series	Online Rates up to 30' music usage per episode within a series
R1	1 - 6	R 5,900	R 8,350
R2	7 - 13	R 7,150	R 10,150
R3	14 - 26	R 11,750	R 16,150

### CONCESSIONS

#### Webseries

Please note that these rates are for web series where NO subscription or other fees are charged to the viewers. Add 100% to these rates if the series will be distributed on subscription based VOD platforms such as Netflix, Amazon, Hulu or are for sale as downloads and rentals on services such as VUDU.

#### More than 10 productions annually

If you produce more than 10 productions per year, contact CAPASSO for an annual discount.

### STIPULATIONS

#### Territories

All the S rates on this page are for one Single African country:  
Each additional single country, add 50%,  
Whole Continent, add 100%  
Worldwide, add 200%.

### EXCLUSIONS

#### Blanket Licences / International Rights

There is NO CHARGE for CAPASSO production music used in TV programming covered under the blanket licence that CAPASSO holds with SABC, ETV and certain DSTV channels.

This may include branded and/or sponsored programs. Should such programming be sold/ licensed onward for international exploitation, an international licensing ("sell-on") fee is now applicable per production, per territory.

1 - 6 episodes within a series: R6 500  
7 - 13 episodes within a series: R7 500  
14 - 26 episodes within a series: R8 500

\*Alternatively, add 200% for Worldwide clearance

Should the production/series be re-edited in any way, an entirely new licence will be required.

\* If you would like to discuss any CAPASSO rates, please contact Nomfundo Nyakale at 011 447 8870/ nomfundon@capasso.co.za

**Licence valid in perpetuity, per production | Worldwide use covered | Multiple tracks covered**

Categories	Code	Per 30"	1 - 5' Music usage	5 - 15' Music usage	15 - 60' Music usage
Corporate Communications (excluding Streaming)	C1	R 800	R 2,250	R 3,800	R 5,000
Corporate Communications (including Streaming)	C2	R 1,100	R 2,600	R 4,100	R 6,050

**Licence valid in perpetuity, per production | Worldwide use covered | Multiple tracks covered**

Categories	Code	First 30"	1-5' Music usage	5-15' Music usage	15 - 60' Music usage
Gaming & Apps	G1	R 800	R 2,250	R 3,750	R 5,050

## CONCESSIONS

### Campaign

Same Music - Same Campaign  
Add 200% for the same music used in a series of productions (limited to 10 different versions, cut-downs or languages, thereafter an additional 50% of campaign rate will apply for each additional 10 versions, cut-downs or languages)

### Cut-down, tag ending and/or language

When the only variation of an additional advertisement is a cut-down, tag ending and/or language, an additional licence may be charged at 50% of the applicable rate, multiplied by the number of additional versions to the primary version. This concession will only be granted for changes on ads licensed for the same duration and broadcast areas. All rates quoted are "per production". Any productions that have been altered in either sound or visual content are considered to be separate productions, and attract a separate license fee unless otherwise stated.

### More than 10 productions annually

If you produce more than 10 productions per year, contact CAPASSO for an annual discount.

## STIPULATIONS

### Looping production music

Continuous looping is charged at four times the relevant rate.

### Communications

Internal, 'in-house' productions, including informational, staff training or motivational material, not intended for the general public. In-house corporate does not cover, distinct product placement, price points and/or special offers. Productions where the main focus is to promote the sale of goods or services to the general public.

\* If you would like to discuss any CAPASSO rates, please contact Nomfundo Nyakale at 011 447 8870/ nomfundon@capasso.co.za

# TERMS IN THIS PRODUCTION MUSIC RATE CARD ARE DEFINED AS FOLLOWS:

PG 7

**Advertisement:** An audio or audio-visual production, intended to promote or encourage the purchase, use or support of goods and services to the public.

**Aggregation:** Various music cues added together to produce a cumulative total. All broadcast, distribution, and performance platforms for which music may be licensed.

**Campaign:** A series of advertisements, infomercials or promotional productions, directly relating to the same specific brand, product, range, business or service.

**City:** Any metropolis, recognised in law, within any of the nine (9) South African provinces.

**Corporate Communications:** Internal, 'in-house' productions, including informational, staff training or motivational material, not intended for the general public.

**Cue sheet:** A form used for the listing of music tracks (cues) used in a production, as well as production details, required to obtain a music licence. A shortened version of an existing advert/production where no new content is added.

**Digital:** Non-broadcast, non-live platforms, including, but not limited to, internet, podcast, mobile, CD, CDR, DVD, flash-drive, etc.

**Digital hard-copy:** All offline, digital platforms, including CD, CDR, DVD, flash-disk, hard-drive, etc.

**Duration:** Refers to the length/ extent of music used in a production. Minutes indicated as ' and seconds indicated as ''.

**Film trailer:** A series of extracts from a film or broadcast, used for advance publicity. Gaming and applications (Apps): Downloadable (purchase or free) computer or mobile phone programmes designed to perform a specific task for a user or another application.

**In perpetuity:** Permanent, forever, infinity.

**Infomercial:** A television programme that is an extended advertisement, over 1 minute and up to 30 minutes or more, often including a discussion or demonstration.

**Looped/ interactive use:** Unlimited continuous repetition of a single music cue in a production or a function which allows the user to interact with the music within a production – i.e. play, pause, skip. Looped and interactive use is charged at four times the per 30-seconds rate.

**On demand:** Interactive content where the user can play, pause and skip at any time.

**Online productions:** Includes all programmes, films, series, videos, vines, vlogs, audiovisual content, amateur or professional, housed on internet-based platforms, such as YouTube, Facebook, Twitter, iTunes, Vimeo, etc.

**Per 30 second unit:** A music licence which clears the use of music for 30 seconds, or part thereof (i.e. 1-30 seconds = 1 unit; 31-60 seconds = 2 units etc.) except where aggregation is allowed.

**Per production:** A music licence whereby unlimited production music use is covered within a single production.

**Per track:** A music licence which clears one entire track for multiple use within a single production.

**Permanent download:** Content of which a permanent copy is retained by the end user as a download. This includes, but is not limited to, interactive web or mobile games, online or TV programmes made available on the internet, ringtones, podcasts, vodcasts and audio only/ audiovisual content that is downloaded to a computer in a viral marketing email.

**Podcast:** A streaming and/ or downloadable, audio only programme subject to the following restrictions:

- programme is provided in its entirety, not as individual tracks or separate portions.
- music is interspersed throughout speech or sound effects.
- does not contain flags or markers which enable segmentation or disaggregation of tracks.

## Promotional production (promo):

- 1) A marketing and/ or promotional production intended to promote the awareness, support, purchase and use of brands, products, goods or services.
- 2) A publicity or promotional production intended to encourage the viewing of a specific production on a specific date, at a specific time on a specific channel/ platform.

**Province:** Any of the nine (9) provincial territories recognised by law within the republic of South Africa.

**Public location:** Non-broadcast platforms, including in-store, outdoor, sports venues, closed circuit, in-flight and educational institutions.

**Single continent:** Instances where a music licence covers one entire continent, i.e. Africa, North America, South America, Europe or Asia.

**Sponsorship ident:** Short advertisement shown at the beginning and/ or end of a programme segment to credit a sponsor of the programme.

**Streamed programming:** Audio or audio-visual content specifically made available online in a 'play-only' format where no permanent copy is retained by the end-user. Including, but not limited to, online TV or radio programmes that are made specifically for the internet, corporate videos, interactive web or streamed mobile games.

**Tag ending changes:** Minor changes to the message at the end of an advertisement/ film trailer (e.g. change from 'sale starts Monday' to 'sale starts tomorrow' or from 'released Monday' to 'released tomorrow').

**Territory:** The country, area or region where a music licence is required.

**Track:** A musical work/ composition and sound recording.

**Webisodes:** See Streamed programming.

# PRODUCTION MUSIC NOTES:

## ABOUT PRODUCTION MUSIC

Production music (also known as “library” music) is high quality and cost-effective music specifically written, recorded, compiled and distributed for the non-exclusive use in audio and audio-visual productions, for TV and radio to feature films, websites, corporate videos and even viral marketing campaigns.

CAPASSO and PM-SA members represent over 3 million production music tracks from over 500 libraries, making it the largest collection of production ready music available on the continent!

All production music is pre-cleared for any type of use, and the licensing process through CAPASSO is quick and easy. See the step by step guide.

## LICENSING PRODUCTION MUSIC

1. Choose music from one of the production music libraries listed on page 8 or at [www.CAPASSO.co.za](http://www.CAPASSO.co.za)
2. Listen to the tracks, register on the relevant website and download the music or sound effect(s) you require. Keep note of the following vital details:
  - Track title
  - Catalogue number or CD number
  - Track number
  - Songwriter/ composer
  - Label/ library name
  - Duration of track (mins, secs)
3. Complete a CAPASSO cue sheet, listing the above details.  
CAPASSO has partnered with Recue for hassle free automatic cue sheet generating software.  
Go to: [www.recue.biz](http://www.recue.biz)
4. Submit the cue sheet to CAPASSO who will then provide you with an invoice with the relevant licensing fees.

## GUIDELINES

A production music cue sheet must be submitted before the production is broadcast, transmitted, distributed, shown, exhibited, sold, hired, or in any way exploited. A complete and accurate music cue sheet should accompany any application for a licence. Failure to obtain a licence, or the giving of incorrect information of any kind, is an infringement of copyright and entitles the owner to an interdict, damages and other relief, in terms of the provisions of the Copyright Act No. 98 of 1978, as amended. All rates on this document exclude V.A.T.

The rates in the accompanying schedules apply only to music contained in CAPASSO and PM-SA Production Music recordings. (If you require Chart music, please contact CAPASSO directly for a separate licence).

Any usage of CAPASSO and PM-SA production music libraries, not expressly stated in these notes to the accompanying rate schedules, is prohibited and subject to special application. Productions, which have been altered in either sound or visual content including cut down versions, are considered to be separate productions and attract a separate licence and fee. A separate licence for each medium will always be issued unless otherwise stated (e.g. All Media rates).

The Audio Files, Compact Discs, DVD's or hard drives supplied remain the property of the Production Music owners/ representatives and they may not be sold or transferred to a third party under any circumstances.

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 CAPASSO directly if you have any questions regarding this use.

It should be strictly noted that only non-exclusive licences are issued for the use of CAPASSO members' production music.

CAPASSO reserves the right to request samples of any productions made and to make verification visits to ensure that our members' repertoire is being correctly licensed. CAPASSO and/ or its members retain the right to take legal action including but not limited to the levying of additional fees as may be deemed appropriate from time to time for late licence applications or non submission of cue sheets. CAPASSO's schedule of rates are reviewed annually.

Refer to the Glossary page for definitions and clarity on production music terms.

## INTERNATIONAL MUSIC RIGHTS

There is no charge for CAPASSO/ PM-SA production music used in TV programming that falls under the blanket licence agreements that CAPASSO holds with SABC, ETV and certain Multichoice/ DSTV channels in South Africa. This may also include branded and/ or sponsored programs.

In the event of such programming subsequently being sold or licensed onward to an international 3rd party, CAPASSO will now charge an international licensing (“sell-on”) fee for the international exploitation, per territory, as below:

### Series:

- 1 – 6 episodes within a series @ R 6,500 (per international territory)
  - 7 – 13 episodes within a series @ R 7,500 (per international territory)
  - 14 – 26 episodes within a series @ R 8,500 (per international territory)
- \*Alternatively, add 200% for Worldwide clearance

### Once-off:

- Each additional single country, add 50%
- Whole Continent, add 100%
- Worldwide, add 200%

Should a production/ series be re-edited or re-packaged in any way, an entirely new licence will be required. Please contact CAPASSO directly for more information on international broadcast rights.

## COPYRIGHT WARNING

Copyright is infringed by anyone who reproduces a Production Music musical work or sound recording without a licence, as well as anyone who authorizes the reproduction or procures that the production takes place. Studios, production companies and their clients may therefore be liable for copyright infringement where a valid licence has not been issued. The right to reproduce Production Music musical works and sound recordings is conditional on the submission of a fully and accurately completed and signed Production Music Licence Application and payment of the required royalties and fees. Failure to comply with these conditions will mean that the reproduction of Production Music musical works and sound recordings is an infringement of copyright.

Please note that no right to reproduce production music is granted by the mere supply of the Production Music discs. All reproductions MUST be reported and licensed accordingly.



## EMI Music Publishing

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## Mama Dance! Music for Africa

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## Mathambo Music

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[www.mathambo.com](http://www.mathambo.com)



## Red Igloo Music

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## Sheer Publishing

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## Slam Productions

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## Sony / ATV Music

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## Synchro Music Management

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## UTHOHT

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## Universal Production Music

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## West One

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## A.I.R Publishing

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## Gallo Music Publishers

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## Lalela Music

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## Foxglove Publishing

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## Mino Music

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