

WANT TO KNOW MORE?

LINKS

New Deal for Musicians has no responsibility for or control of the following sites. The inclusion of any site does not necessarily imply New Deal for Musicians approval of the site. To access any of the sites please type in the address into a browser or search using keywords from the name of the link.  
www.dfes.gov.uk/ukonlinecentres Find Internet access that's close to you.

- INFORMATION AND LINKS  
ABOUT THE MUSIC INDUSTRY
- ☐

[www.musictank.co.uk/training\\_res.htm](http://www.musictank.co.uk/training_res.htm)  
First class source of information on the music industry, including news.
- ☐

[www.bmr.org/html/guide2.html](http://www.bmr.org/html/guide2.html)  
On-line guide to how the industry works for writers and writer-performers
- ☐

[www.mcps-prs-alliance.co.uk](http://www.mcps-prs-alliance.co.uk)  
A full explanation of how PRS and MCPS work. You can also download a map of how the music industry works. ( Search for Music Universe )
- ☐

[www.mi2n.com](http://www.mi2n.com)  
Music Industry News Network. Keep up to date with news and whats going on
- ☐

[www.musicweek.co.uk](http://www.musicweek.co.uk)  
The music industry trade paper
- ☐

[www.bbc.co.uk/radio1/onemusic/howto/](http://www.bbc.co.uk/radio1/onemusic/howto/)  
Over 80 in depth guides taking you from starting to make music to getting it heard.

- TRADE FAIRS
- ☐

[www.midem.com](http://www.midem.com)  
Midem International Music Market, Cannes  
Huge annual conference in Cannes, France.  
Major European and USA delegation.
- ☐

[www.sxsw.com](http://www.sxsw.com)  
South by South West  
Annual conference in Austin, Texas: loads of indie/rock.alternative/electronic bands : lots of industry types.
- ☐

[www.wmcon.com](http://www.wmcon.com)  
Winter Music Conference  
Annual conference in Miami - dance and electronic based.
- ☐

[www.cmj.com](http://www.cmj.com)  
Huge annual conference in New York, loads of indie/rock.alternative/electronic bands and college radio stations. CMJ The Magazine focuses on college radio and touring bands on the college circuit.
- ☐

[www.inthecity.co.uk](http://www.inthecity.co.uk)  
In The City International Music Convention, Manchester
- ☐

[www.popkomm.de](http://www.popkomm.de)  
International music exhibition and trade fair in Germany
- ☐

[www.musicworksuk.com](http://www.musicworksuk.com)  
MusicWorks New Music Convention & Festival, Glasgow International Cross-Media Music Convention. State of the Nation Showcasing new music by young and emerging composers.

- INDUSTRY AND TRADE ORGANISATIONS
- ☐

[www.musicindie.org](http://www.musicindie.org)  
AIM ( The Association of Independent Music )  
British Association of Independent record companies and distributors
- ☐

[www.aprs.co.uk](http://www.aprs.co.uk)  
APRS ( Association of Professional Recording Services )  
The APRS promotes standards of professionalism and quality within the audio industry.
- ☐

[www.aurauk.com](http://www.aurauk.com)  
AURA ( Association of United Recording Artists )  
Membership association representing the interests of professional recording artists. AURA primarily looks after the interests of featured artists and studio producers, membership is exclusive to performers and studio producers who have performed on a commercially released recording
- ☐

[www.britishacademy.com](http://www.britishacademy.com)  
The British Academy of Composers and Songwriters is the largest composer/songwriter membership organisation in the world, representing the interests of over 3,000 UK music writers. Good info on song competitions and classical composition competitions etc, plus some good links.
- ☐

[www.bmr.org](http://www.bmr.org)  
BMR ( British Music Rights )  
Promoting the rights of British music composers, songwriters and publishers. Includes an interactive guide to the music business and how it works, with links to other organisations and descriptions of who's who.
- ☐

[www.bmr.org/html/acronyms.html](http://www.bmr.org/html/acronyms.html)  
A good list of organisations and acronyms with links
- ☐

[www.bpi.co.uk](http://www.bpi.co.uk)  
BPI ( British Phonographic Industry )  
The British Phonographic Industry ( BPI ) represents the interests of British record companies and organises the BRIT awards. Good site, for professionals but does have a DIY guide to creating your own record label and some other industry advice. Access all areas leaflet is £3.50 on the site
- ☐

[www.ism.org](http://www.ism.org)  
ISM ( Incorporated Society of Musicians )  
A professional body for musicians, the site has useful information on careers, rates of pay and lists of members who are teachers. Particularly useful for classical musicians and teachers.
- ☐

[www.makingmusic.org.uk](http://www.makingmusic.org.uk)  
Making Music  
( formerly the National Federation of Music Societies )  
Represents over 2000 amateur music groups, such as choirs, orchestras and music promoters. Various services and information available.

INDUSTRY AND TRADE ORGANISATIONS

- ☐ **www.ukmmf.net**  
MMF ( Music Managers Forum )  
The MMF ( Music Managers Forum ) represents the interests of Managers in the music industry and provides comprehensive training.
- ☐ **www.mpaonline.org.uk**  
MPA ( Music Publishers Association )  
Representing the interests of music publishers to the Government, music industry, media and public. Offers a jobseekers service, lists of publishers and information on careers.
- ☐ **www.mpg.org.uk**  
MPG ( The Music Producers Guild Ltd )  
The Music Producers Guild promotes and represents all individuals in the music production and recording professions.
- ☐ **www.musiciansunion.org.uk**  
MU ( Musician's Union )  
Trade union representing interests of musicians. Contains very useful information, tip sheets etc. for working musicians, for example on contracts, health and safety and gigging.
- ☐ **www.pamra.org.uk**  
PAMRA ( Performing Artists Media Rights Association ) A non-profit making organisation run by performers for performers, PAMRA administers the broadcasting royalties for and represents the interests of over 16,000 artists.
- ☐ **www.pact.co.uk**  
PACT ( The Producers Alliance for Cinema and Television )  
The trade association in the UK representing independent television, film, animation and new media production companies. Training and publications available.
- ☐ **www.pcam.co.uk**  
PCAM ( Society for Producers and Composers of Applied Music )  
The UK trade association for producers and composers who work primarily in commissioned music for advertising, television programmes and feature films. List of members according to their type of work.
- ☐ **www.ppluk.com**  
PPL ( Phonographic Performance Ltd ) PPL is a music industry collecting society representing over 3,000 record companies, from the large multinationals to the small independents.It also licenses recordings to broadcasting organisations and to public performance venues which use recorded music, such as pubs and shops.
- ☐ **www.mcps-prs-alliance.co.uk**  
Website for PRS and MCPS
- ☐ **www.musicmall.co.uk**  
Video Performance Ltd - a collection society set up by the record industry to grant licences to users of music videos.

BOOKS AND MAGAZINES

- ☐ **All You Need To Know About The Music Industry**  
Passman, Donald  
Publisher : Simon and Schuster, Inc.  
ISBN : 0743246373
- ☐ **How to make it in the Music Business**  
Pattenden, Sian  
Publisher : Virgin Books  
ISBN : 0753504219
- ☐ **Music Week – Music Week Directory 2004**  
Publisher : CMP Information  
ISBN : 0863825532
- ☐ **The Guerilla Guide to the Music Business**  
Sarah Davis, David Laing  
Publisher : Continuum International Publishing Group - Academi  
ISBN : 0826447007

## MORE TASKS

- 1 Do more research on your favourite artists, producers or DJ's. Once you have found out the record label and publisher, search for management and other professional business advisers. Develop a database of contacts for you to market your product to.
- 2 If you want to go into business as a label, producer, manager or publisher, do more research about joining the relevant trade associations ( e.g. AIM, MMF or MPG ). Are you eligible to join? – get hold of the application forms and read them, speak to your MIC or MOLP.
- 3 Do you have some musical product that you think could sell overseas? If so, do more research on international trade fairs such as MIDEM and SXSW. Find someone else who is going – and provide them with some product to market. If you want to attend yourself, prepare a costing and work with your MOLP to try and identify funding.
- 4 Name three benefits to being part of a trade organisation.
  - 1)
  - 2)
  - 3)
- 5 Find and read a copy of Music Week
  - write 3 new things you have found out
  - 1)
  - 2)
  - 3)
- 6 Find out more about the value of the UK recording industry.
  - of the £3billion spent buying recorded music, which type of genre of music sells the most?
  - which age group of the public spends the most money buying music?