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www.capasso.co.za

**Nomfundo Nyakale:
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ALL RATES COVER MULTIPLE TRACK USAGE

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**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)

Per production; license valid in perpetuity/ includes multiple tracks/ African continent (worldwide use add 100%)

Categories	Code	60 seconds	1 - 3 minutes	3 - 5 minutes	5 - 15 minutes
Online - Free Social Media and Website use only					
(e.g unpaid social media, YouTube content, company websites, email blasts and other online placements that are NOT charged for, i.e: There is NO "Ad spend" for these online placements)	A1	R1 380	R1 725	2 130	R2 475

Per production; license valid for 12 months/ includes multiple tracks/ African continent (worldwide use add 100%)

Categories	Code	60 seconds	1 - 3 minutes	3 - 5 minutes	5 - 15 minutes
Online - "Paid for" Online ads and promotional content					
(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 i.e: there has been "Ad spend" either directly or via digital agencies for these online placements)	A2	R2 875	R3 450	R4 140	R5 290

Per production, per 30" (additional 30" charged at 50%); license valid for 12 months/ includes multiple tracks

Categories	Code	Single African Country	Each Additional African Country	Whole African Continent	Worldwide
TV Advertising	A4	R6 615	R3 255	R18 325	R35 280
Radio Advertising	A5	R1 995	R995	R7 875	R13 230
Cinema Advertising	A6	R2 835	R1 365	R5 515	R6 930
All Media (inclusive of Public location)	A7	R11 385	R5 060	R28 635	R44 275

CONCESSIONS

Campaign (Per platform eg. TV Campaign)

Same Music - Same Campaign

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

e.g. TV Advert for a Single African country campaign rate
 = R6,615.00 + 200% (up to 10 additional spots) = R19,845.00

e.g. TV Advert with 2 additional cut-downs
 =R6,615.00 + 50% (3,307.50) + 50% (3,307.50) = R13,230.00

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.

e.g. TV Advert for a Single African Country
 = R6,615.00 + 50% (one additional spot) = R9,922.50

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

For non-African countries using A4 please contact CAPASSO

*For special requirements contact CAPASSO

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

Per production; license valid for 12 months/ includes multiple tracks

Categories	Code	Territory	1 - 5 minutes	5 - 15 minutes	15 – 60 minutes
TV Infomercial	A8	Single African Country	R6 615	R11 000	R13 285
		Per Additional African Country	R3 360	R5 305	R6 885
		Whole African Continent	R12 810	R20 215	R30 345
		Worldwide	R16 540	R26 515	R37 855

Per production; license valid for 12 months/ includes multiple tracks

Categories	Code	Territory	Per 30 seconds	1 - 5 minutes	5 - 15 minutes	15 – 60 minutes
Public Location/ In flight	A9	Single African Country	R 895	R2 260	R3 940	R5 300
		Per Additional African Country	R 475	R1 100	R1 995	R2 570
		Whole African Continent	R1 680	R4 620	R7 980	R10 550
		Worldwide	R2 155	R5 725	R10 710	R13 230

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)

e.g. TV Infomercial for a Single African country campaign rate
= R6,615.00 + 200% (up to 10 additional spots) = R19,845.00

e.g. TV Infomercial with 2 additional cut-downs
=R6,615.00 + 50% (3,307.50) + 50% (3,307.50) = R13,230.00

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.

e.g. TV Infomercial for a Single African Country
= R6,615.00 + 50% (one additional spot) = R9,922.50

ADDITIONAL REQUIREMENTS

Flighting Codes
Please ensure that flighting codes are submitted with each production.

* For special requirements contact CAPASSO

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

ONLINE | VIDEO - NON-PROMOTIONAL

Per production; license valid in perpetuity/ includes multiple tracks/ worldwide use

Categories	Code	60 seconds	1 - 3 minutes	3 - 5 minutes	5 - 15 minutes	15 - 30 minutes	30 - 60 minutes
Online - streaming & downloading (non-subscription eg. Website)	O1	R1 035	R1 495	R1 840	R2 415	R4 255	R6 670
Online - streaming & downloading (Subscription based eg. Netflix)	O2	R2 000	R3 000	R3 800	R5 000	R8 700	R13 700
Online audio only (Podcasts)	O3	R475	R790	R1 260	R1 575	R2 785	R6 400

FILM | PROGRAMME | NON-PROMOTIONAL

Per production; license valid in perpetuity / includes multiple tracks/ per single African country

Categories	Code	First 30 seconds	1 - 5 minutes	5 - 15 minutes	15 - 30 minutes	30 - 60 minutes
TV	T1	R420	R2 055	R3 855	R6 040	R9 120
Public Location	T2	R340	R1 125	R1 575	R2 690	R3 940
Student Films Film Festivals Weddings	T3	R340	R1 125	R1 470	R2 415	R3 845
DVD's for retail (up to 500 copies); for unlimited copies add 200%	T4	R340	R1 365	R2 680	R4 570	R5 985
Cinema	T5	R400	R1 995	R3 940	R5 300	R7 295
All Media (add 20% for unlimited DVD's for retail)	T6	R880	R3 675	R5 940	R8 505	R11 745

STIPULATIONS

Territories

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

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

***25% DISCOUNT FOR STUDENTS**

All the O2 rates are for productions of up to R300,000.00
 over R300,000.00 add 50%
 over R500,000.00 add 100%
 over R1,500,000.00 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 Multichoice 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.

* For special requirements contact CAPASSO

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

WEBSERIES

Per production; license valid in perpetuity/includes multiple tracks/ worldwide use (subscription based platform add 100%)

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	R11 130	R 15 645
W2	7 - 13	R14 070	R 19 740
W3	14 - 26	R23 415	R 32 970

BROADCAST TELEVISION SERIES

Per production; license valid in perpetuity /includes multiple tracks/ per single African country

Code	Number of episodes in series	TV Rates up to 15' music usage per episode within a series	TV Rates up to 30' music usage per episode within a series
S1	1 - 6	R12 915	R 17 640
S2	7 - 13	R16 275	R 21 475
S3	14 - 26	R24 730	R 34 075

AUDIO ONLY PROGRAMMES INCLUDING RADIO AND PODCASTS

Per production; license valid in perpetuity/ includes multiple tracks/ worldwide use

Code	Number of episodes in series	Audio Rates up to 15' music usage per episode within a series	Audio Rates up to 30' music usage per episode within a series
R1	1 - 6	R6 195	R 8 770
R2	7 - 13	R7 510	R 10 660
R3	14 - 26	R12 340	R 16 960

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.

STIPULATIONS

Territories

All the rates on this page are for one Single African country: Each additional single country, add 50%
Whole African 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 Multichoice 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 episode within a series: R7 000
7 - 13 episode within a series: R8 500
14 - 26 episode within a series: R10 000

*Alternatively, add 200% for Worldwide clearance
Should the production/series be re-edited in any way, an entirely new licence will be required.

* For special requirements contact CAPASSO

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

Per production; license valid in perpetuity /includes multiple tracks/ worldwide use

Categories	Code	Per 30 seconds	1 - 5 minutes	5 - 15 minutes	15 - 60 minutes
Corporate Communications (excluding Streaming)	C1	R840	R2 370	R3 990	R5 250
Corporate Communication (including internal Streaming such as Intranet)	C2	R1 155	R2 730	R4 305	R6 360

Per production; license valid in perpetuity /includes multiple tracks/ worldwide use

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)

e.g. Corporate Communication campaign rate
= R840.00 + 200% (up to 10 additional spots) = R2,520.00

e.g. Corporate Communication with 2 additional cut-downs
=R840.00 + 50% (R420.00) + 50% (R420.00)= R1,680.00

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.

e.g. Corporate Communication with one cutdown or additional version
= R840.00 + 50% (one additional spot) = R1,260.00

STIPULATIONS

LOOPING/ TELEPHONE ON-HOLD PRODUCTION MUSIC

Continuous looping is charged at four times the relevant C1 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, special offers and productions where the main focus is to promote the sale of goods or services to the general public.

*For special requirements contact CAPASSO

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

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
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
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 none 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 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:

Broadcast TV Series:

- 1 – 6 episodes within a series @ R 7,000 (per international territory)
- 7 – 13 episodes within a series @ R 8,500 (per international territory)
- 14 – 26 episodes within a series @ R 10,000 (per international territory)

***Alternatively, add 200% for Worldwide clearance**

T1 TV (Single episode)

- Up to 15 minutes music usage @ R 1,600 (per international territory)
- Up to 30 minutes music usage @ R 2,550 (per international territory)
- Up to 60 minutes music usage @ R 4,000 (per international territory)

Once-off:

- Each additional single country, add 50%
- Whole African 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.

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.

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.

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.



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UNIVERSAL PRODUCTION MUSIC

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