



## **HFA Catalog Crosses Two Million Song Mark** *HFA Makes it Simple to Navigate Music Licensing Process*

July 1, 2008 – The Harry Fox Agency, Inc. (HFA), a leading U.S. music rights licensing organization, now represents over 2 million songs for licensing within the U.S. HFA licenses a variety of formats, including CDs, digital downloads, lyrics, tablature, ringtones and more. Cumulatively, HFA administers over 15.2 million licenses. Nearly 36,000 publisher catalogs are represented by HFA.

“Two million songs in the HFA catalog is an incredible milestone,” said Gary Churgin, HFA’s President and CEO. “But what is really impressive is the data behind those songs: our knowledge of the various ownership splits, authorizations, licensing history, payment information, and other business rules as they apply to each composition. It’s this knowledge base, combined with HFA’s expertise and proprietary administration tools, which makes us such a valuable partner for both publishers and licensees.”

“With digital formats triggering an exponential increase in music licensing, the need for HFA’s services has never been greater,” said Michael Simon, SVP of Business Affairs, General Counsel and Chief Strategic Officer for HFA. “HFA manages the complex data related to the compositions it licenses, streamlining the licensing and royalty payment process. Customers and clients need only maintain their current information with HFA, rather than thousands of individual companies.”

Song data can have many components. One composition can have multiple writers and multiple publishers (termed “splits”). Each of those splits may have different licensing guidelines and instructions for royalty payment. Ownership shares in a song can change hands, requiring accurate documentation and maintenance of the new split structure to ensure the proper representation and royalty payment on past and future licenses. However, HFA has several easy to use licensing applications, including eMechanical and Songfile®, which seamlessly use this data to deliver mechanical licenses almost instantly.

### **About HFA**

Established in 1927 by the National Music Publishers’ Association, HFA represents almost 36,000 music publishers for their licensing needs in the United States, issuing licenses and collecting and distributing the associated royalties. In addition to being the premier mechanical licensing agent in the U.S., which includes CDs, ringtones, digital downloads, interactive streams, limited downloads and more, HFA is dedicated to finding new ways for its affiliates publishers to recognize value for their catalogs, including lyrics and tablature. Further, HFA provides collection and monitoring services to its publisher clients for music distributed and sold in over 95 territories around the world. For more information about HFA, or to become an affiliate publisher or a licensee, see [www.harryfox.com](http://www.harryfox.com).

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