



HFA Upgrades Songfile® Online Mechanical Licensing Service

Minimum Quantity of Licenses Reduced to 25 and Electronic Check Payment Option Added

January 14, 2008 – The Harry Fox Agency, Inc. (HFA), a leading U.S. music rights licensing organization, has upgraded its popular Songfile online mechanical licensing service by lowering the minimum quantity of licenses to 25 copies for all formats, and adding electronic check as a payment option. Songfile is an easy and fast way for musicians who plan to make and distribute 2,500 copies or less of their recordings to obtain the necessary licenses for cover versions of songs. Licenses can be obtained for CDs, cassettes, LPs, or permanent digital downloads (DPDs).

“We surveyed over 32,000 Songfile users, and a smaller transaction minimum was a top request,” said HFA’s CEO & President Gary Churgin. “We expect that the electronic check option will be a big help for individuals and organizations that don’t have credit cards yet still wish to use the service. If you did not write the song you recorded, you need a mechanical license, and HFA wants to make that process as simple as possible.”

“HFA works with everyone from the largest record companies in the world to the musician at home in their basement,” said Maurice Russell, HFA’s Vice President of Licensing. “Taken as a group, the Songfile community took over 50,000 licenses in 2007 alone, adding up to over \$4.4 million in collections – more than many well-known independent labels. It is a very important market for us.”

“Publishers should also know that HFA pays to them Songfile royalties at the statutory rate without deducting a commission – they receive 100% of the mechanical royalties from their songs. They can also affiliate with HFA just for Songfile licensing,” said Ed Hunt, HFA’s Senior Vice President of Publisher Services.

HFA’s Songfile, available at www.harryfox.com, makes obtaining mechanical licenses quick and simple. Customers can create an account, search HFA’s catalog of almost 1.9 million songs, and complete their mechanical licensing transaction in minutes. Royalties are calculated at the statutory mechanical rate (currently 9.1¢ per copy for songs 5 minutes or less in length, or 1.75¢ per minute (or fraction thereof) per copy, for songs over 5 minutes). There is also a nominal processing fee on each song licensed. If a user just wants to conduct research, there is a separate Songfile Public Search tool on the website available free of charge.

Mechanical licenses are required under U.S. Copyright Law if one wants to duplicate and distribute a recording of a song that is owned by someone else. Through proper licensing, the publisher, and ultimately, the songwriter, are compensated for the use of their work. Duplicators and online music sites require copies of licenses before replicating recordings or offering them online.

Customers must be conducting business in the U.S., and have a valid credit card or checking account with a U.S. billing address. Licenses for songs on physical products and for DPDs must be obtained in separate transactions. For physical products, users are able license multiple songs for one physical album at a time, or users can obtain up to 50 separate DPD licenses in a single transaction.

About HFA

Established in 1927 by the National Music Publishers' Association, HFA represents almost 35,000 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.

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