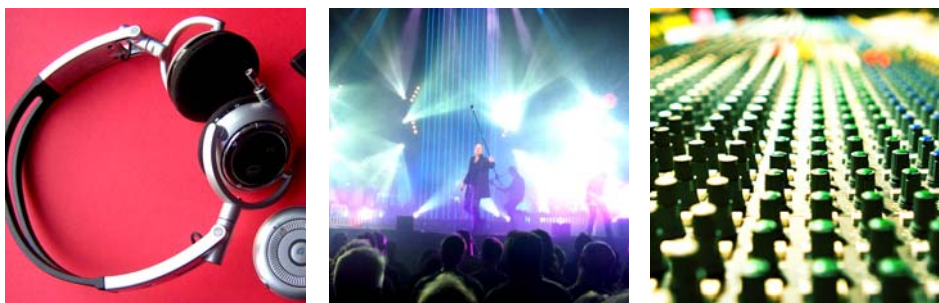


MUSIC INDUSTRY GUIDE

Updated 16th Feb 2012



Directories

Billboard International Buyer's Guide [52nd Edition] 2011 (VNU Business Publications)

[(B) DIR 780.294 BUS]

Reference source for the Worldwide music industry with listings giving contact details of record labels, music publishers, wholesalers & distributors, raw materials manufacturers & listings of companies by country.

The Creative Review Handbook 2011 (Centaur Media Plc) [(B) DIR 741.60688 BUS]

Design & new media; illustration; photography; picture libraries; photographic services; print; commercials; sound; live events; media agencies ; copywriters; courier & despatch; talent & casting agencies; translation.

The IMIT Membership Directory 2011 (The Acme Co) [(B) DIR 784.192802541 BUS]

Names and addresses of the members of the Institute of Musical Instrument Technology.

British & International Music Yearbook [36th Edition] 2010 (Rhinegold Publishing Ltd)

[(B) DIR 780 BUS]

Reference source for the Worldwide music industry with listings giving contact details of music schools, music & book publishers, instrument manufacturers and marketing & fundraising organisations.

International Showcase : The Music Business Guide [42nd Edition] 2010 (Hollis Publishing Ltd)

[(B) DIR 780.294 BUS] International music production guide. Lists concert, venue, equipment, recording, studios, artists, business & broadcast services. Artist index, record companies worldwide, festivals, booking agents, artist management, publishers.

Songwriters Market 2010 [33rd Edition] 2010

(Writer's Digest Books) [(B) DIR 338.761782421302573 BUS]

Lists music publishers, music print publishers, record companies, record producers, managers and booking agents, audiovisual and commercial music firms who handle songs and songwriters.

The White Book 2010 (Ocean Media Events Ltd) [(B) DIR 338.761791025 BUS]

Production directory for events industry. UK talent, film, TV & video, conference industry, exhibitions, concerts, show & theatrical agents.

Market Research & Statistics

The Digital Music Market Outlook 2011 (Business Insights) [Available onsite via electronic sources]

Analyses factors affecting the growth of the digital music market with a future market outlook. It also provides detailed profiles of the leading digital music service providers including an examination of their operations, service offerings, financials and strategic outlook.

Digital Music Report 2011 (IFPI) [(B) MKT 780.28565 BUS]

Analysis of the global digital music market with regards to legitimate and illegal downloading. Touches on the creative industries as a whole and covers company/country strategies to combat piracy.

How Britain Shops 2011 : Music & Video 2011 (Verdict) [Available onsite via electronic sources]

Consumer research on the trends and factors that affect sales in this market such as downloading, digital rights management, increased VAT etc. Covers consumer demographics and includes comparisons between the major retailers.

Recording industry in numbers 2011 (IFPI) [(B) MKT 338.47780 BUS]

Facts and figures on the worldwide music industry including best selling charts, consumer trends, performance rights income, and individual country data. Lists online music services, association contacts and tax revenue by region.

Top Digital Trends for 2012 (2011) (eMarketer) [Available onsite via electronic sources]

Short report on the latest developments within various digital media with an emphasis on new and developing digital distribution channels such as Spotify and cloud-based streaming services from Amazon and Apple.

UK Annual Forecasts 2010-2015: Music & Video 2011 (Verdict) [Available onsite via electronic sources] An analysis of the key issues set to impact the music & video market over the next five years. Covers the impact of piracy, price competition, digital sales etc on the market.

UK Music & Video : Consumer Satisfaction Index 2011 (Verdict) [Available onsite via electronic sources] This report measures and ranks customer satisfaction for all the major music and video retailers. Includes various factors that influence the industry such as online buying, legal and illegal downloading etc.

BPI Statistical Handbook 2010 : The British Recorded Music Industry

(British Phonographic Industry Ltd) [BIPC Enquiry Desk]

Statistics from the main industry association. Provides an annual review of the UK industry – downloading, advertising, album/singles sales, consumer profiles, piracy, airplay etc. A world market overview is included.

Is there a commercial case for ISP music services? 2010 (Ovum Enterprise IT Knowledge Centre) [Available online in the Business and IP Centre]

As broadband markets saturate, ISPs are looking to added value services. This report analyzes the outlook for digital music services as an addition to the ISP portfolio.

Music Industry 2010 (Key Note) [Alphabetical sequence BIPC]

A broad view of the music markets within the UK with some global references. Covers the recorded music market and it's distribution, live performances, music in the media, and amateur participation.

Paid-For Vs Free - Consumer attitudes to pricing in media and music [Special report] 2010 (Mintel)
[Alphabetical sequence BIPC]

Analyses market trends and consumer attitudes regarding the issues around paid vs free newspapers, magazine, TV and music content. Investigates core market factors, strengths and weaknesses, consumer dynamics, illustrative cases and future developments.

Paid Music Content: The Answer Is Blowin' in the Cloud 2010 (eMarketer) [Available onsite via electronic sources]

Discusses cloud-based streaming of music where users store music collections on remote servers and access the content on various devices: computers, smartphones, netbooks, e-readers and game consoles.

The Record Industry 2010 (Key Note: Business Ratio report) [Alphabetical sequence BIPC]

Key ratios, profiles, performance indicators and league tables for UK companies involved in the record industry. Includes a brief industry overview and profile.

iPhone Generation 2009 (Mintel) [Alphabetical sequence BIPC]

Looks at consumer attitudes towards new technology covering gaming, photography, eBooks, shopping, social networking etc. Contains a chapter on music which includes formats, downloading and digital radio.

Please note that many articles about the music industry (from business journals and newspapers) are available onsite via electronic sources from the databases:

eMarketer

Business Source Complete (EBSCO)

Factiva

ABI Inform Global

Small Business Help / Business Start-Up Information

COBRA: Complete Reference Advisor

Fact sheets for small businesses in PDF format – available online via electronic resources

Business Opportunity Profiles: Practical fact sheets detailing how to start and run particular businesses. Includes information on necessary skills, qualifications, market & trading issues, legislation and lists other sources of information and advice.

Audiovisual Equipment Hire	2011	BOP210
DJ/Mobile Disco	2010	BOP006
Entertainment Agency	2010	BOP375
Independent Record Label	2011	BOP204
Music Shop	2010	BOP018
Musician	2011	BOP205
Online Music Store	2011	BOP520
Private Music Tutor	2011	BOP054
Rehearsal and Recording Studio	2011	BOP390

UK Market Synopsis:

Music Retail	2011	SYN002
Performing Arts	2009	SYN090

Business Information Fact Sheets

Musical Copyright - A Guide to	2010	BIF237
A Guide to Using the Copyright of Others	2010	BIF157
A Guide to Using Copyright to Protect Your Work	2010	BIF218

Small Business Help Section / BIPC1

Open access books in the Business & Intellectual Property Centre

All You Need To Know About The Music Business by Donald S Passman (Penguin, London 2008) [(B) SBH 338.4778 BUS]

An 'easy to understand' overview of all aspects of the music business from recording contracts to touring to merchandise rights etc. Covers traditional industry matters together with recent developments such as downloads, streaming, digital royalties and podcasts.

How To Make It In Music by Stuart James Smith (Dennis Publishing 2008) [(B) SBH 780.23731 BUS]

Advice from industry professionals on: Venues, promoters, festivals, managers, lawyers, publishing, home and studio recording, creating demos, approaching record labels etc.

Music Distribution & The Internet by Andrew Peter Sparrow (Gower, Aldershot 2006) [(B) SBH 343.07878 BUS]

Explains the legal requirements associated with doing business over the Internet. Provides practical advice on how to approach key relationships with the internet buying consumer and other online media providers.

A User's Guide To Copyright by Michael Flint et al (Tottel Publishing 2006) [(B) SBH 346.410482 BUS]

Covers the entire subject of copyright (books, films, television etc) in a practical, user-friendly manner, with a section specifically for music.

Please note that many other publications about copyright are available within the BIPC

Books in other departments (ordered via Explore The British Library)

Artist Management For The Music Business by Paul Allen (Elsevier 2007) [YK.2008.a.3262]

Features profiles of artist managers, templates for artistic career plans, samples of major contracts for artist management and record deals.

How To Make It In The Music Business by Sian Pattenden (Virgin Books Ltd 2007)

[YK.2008.a.14703]

Light hearted and often humorous look at many of the job profiles available in the music business from A&R Person to Vocal Coach.

Jobs In The Music Industry by Chris Brophy (Music Industry Learning 2007) [YK.2009.a.26213]

Practical guide to various careers within the music industry. Profiles the many jobs available and gives hints about CVs, interviews, producing a business plan etc.

KLF – The Manual (How To Have A Number One The Easy Way) by Jimmy Cauty & Bill Drummond (Ellipsis 1998) [YK.2002.a.4537]

Written in 1988 but most of the practical aspects and principles still apply to today's industry.

Instruction manual, diary and story – covers starting a record label, manufacturing, promoting, music copyright etc.

Law And Business Of The Entertainment Industries by Biederman et al (Praeger 2007)

[YC.2007.b.508]

US publication covering the legal side of the entertainment industry – contracts, rights, performance obligations, music publishing, sound recordings, the Internet and the digital world.

Marketing Lessons From The Grateful Dead (What Every Business Can Learn From The Most Iconic Band In History) by David Meerman Scott & Brian Halligan (Wiley 2010) [YK.2011.a.22917]

Covers the unconventional, inventive and innovative methods used by the band to create a distinctive brand, loyal fan base and successful business.

Manufacturing, Distribution & Promotion In The Music Industry by Chris Brophy (Music Industry Learning 2007) [YK.2009.a.27730]

Very practical guide to music formats, pressing plants, physical and digital distribution, building and promoting websites, press releases, promotional packages, media etc.

Moser On Music Copyright by David J. Moser (Thomson Course Technology 2006) [m07/.10492]

Covers copyright law applying to the music industry from a US perspective.

Music: The Business – The Essential Guide To The Law And The Deals by Ann Harrison (Virgin Books Ltd 2008) [YC.2009.a.11278]

Includes practical and legal issues within the UK music industry. Covers management, record, and publishing deals, making recordings, manufacture, distribution and marketing, online sales and distribution, branding, touring, piracy, useful addresses and associations.

Music Business: The Key Concepts by Richard Strasser (Routledge 2010) [m09/.29058]

Comprehensive guide to the terminology commonly used in the music business from A-Z.

Music Business Handbook And Career Guide by David & Tim Baskerville (Sage 2010)

[YK.2011.b.1055]

American volume covering digital technology, business models, the concert business, alternatives to airplay, with in-depth chapters on song writing, publishing, copyright, licensing, artist management, recording contracts, record & concert production, record labels, promotion & distribution, radio, TV, video, films, games, advertising, starting a business etc.

Music And Copyright by Ronald S. Rosen (Oxford University Press Ltd 2008) [YC.2009.a.3612]

Very in-depth coverage of legal cases and issues related to copyright and music.

Music and Copyright by Simon Frith & Lee Marshall (Edinburgh University Press 2004) [(B) BF583]

Covers copyright in relation to music. Explains the copyright system to non-legal specialists. Analyses the social, economic and legal aspects of music copyright from the views of composers, performers, producers and consumers.

Music Industry Handbook by Paul Rutter (Routledge 2011) [m11/.15784 DSC]

Provides a clear introduction into how the music industry works covering the practical aspects of key industry sectors. Includes business strategies and 'start-up' tools for those that wish to set up independent music ventures etc.

Music Publishing: The Roadmap To Royalties by Sobel & Weissman (Routledge 2008)

[YK.2009.a.26087]

Guide to generating, protecting and collecting royalties for emerging songwriters and artists. Explains simply the basic concepts of the music publishing industry highlighting the sources of income that can be exploited. Covers publishing agreements in detail and gives examples of successes and failures in the world of music publishing.

Performing In The Music Industry by Chris Brophy (Music Industry Learning 2007)[YK.2009.a.27728]

Practical guide to the techniques involved in putting on a live music performance. Covers rehearsals, Health & Safety, DJ'ing, performing etc.

Promoting Your Music by Tom May & Dick Weissman (Routledge 2007) [YK.2007.a.19835]

US music business covering song writing, recording and performing, the album, CD and record business, equipment required etc.

Recording In The Music Industry by Chris Brophy (Music Industry Learning 2007) [YK.2009.a.27729]
Basic guide to the principles involved in sound recordings. Covers analogue vs digital audio, studio equipment, recording techniques, computer music, remixing, producing, arranging, mastering etc.

Web Marketing For The Music Business by Tom Hutchison (Elsevier 2008) [m08/.31549]
Covers topics such as setting up a website, search engine optimisation, finding a market online, creating and managing an online store, marketing music using social media (MySpace, Facebook, Youtube etc). Aimed at DIY musicians, managers, and record labels wanting to maximise sales and exposure.

Trade Magazines and Newsletters (ordered via Explore The British Library)

Audience : for the international contemporary live music industry (Audience Media Ltd) [ZK.9.b.21486]
Covers the international contemporary live music business. Provides news, features and tour information and is aimed at promoters, festival organisers, venue owners/managers, booking agents, artiste managers, record and publishing company executives, etc.

Audio Media (IMAS Publishing UK Ltd) [(P) RV 50 - E(10)][HUS 050] Open Access NSA collection
For professional sound engineers & studios. Includes equipment, audio for video, broadcast, internet audio, live sound systems, concert & event sound, multimedia, post-production, recording, music, radio. Website: www.audiomedia.com

Billboard (Billboard Music Group) [ZC.9.d.566][HUS 050] Open Access NSA collection
News about the international record industry. Includes new artist signings, detailed sales charts, music genre profiles, events. Website: www.billboard.com

Computer Music (Future Publishing Ltd) [(P) PP 374 - E(1)]
Guide to making music using a PC or Mac. Reviews the technology, equipment and software available for making music. With tutorials, reviews, solutions to technical problems plus free software and samples.

Computer Music Specials (Future Publishing Ltd) [CDS.9.b.63]
Spin-off of Computer Music magazine. Each issue is solely focused on one topic, providing an in-depth guide to a current music-making development or software package. Previous topics have included Cubase, Reason, Ableton Live, GarageBand, DJing Beginner's Guide, Recording Guitars and Online Music. Each issue includes advice and tips, detailed step-by-step tutorials and a disc of music-making software.

Electronic Musician (Polyphony) [(P) RX 72 - E(5)]
Services and facilities directory included

Future Music (Future Publishing Ltd) [ZK.9.d.679]
Making music using modern technology. In-depth reviews by industry professionals plus news on all the latest hardware and software releases. Interviews musicians about equipment and technology used.

Lighting and Sound International (Offord) [ZK.9.b.1136]
Professional and trade journal for lighting and sound in the entertainment, presentation and communications industries including music venues, theatres, concert halls, conferences and exhibitions etc. Includes new product information, venue profiles, technical articles, shows, product guide, company profiles. Website: <http://www.lisonline.co.uk>

Live UK (Audience Media Ltd) [ZK.9.b.24850]

(Supplement to Audience) Covers the UK contemporary live music business (concerts, equipment and supplies). Provides news, features and tour information to the country's promoters, festival organisers, venues, artiste managers, booking agents etc.

Mixmag (DMC Publishing) [ZK.9.b.8050] [Cup.938/563]

Gives information on clubs and dance music, and includes a Mix CD from current big-name DJs.

Mondo Dr : Technology In Entertainment (Mondiale Publishing) [ZK.9.d.2122]

Trade magazine for sound & lighting professionals incl. nightclubs, stadia, theatre, special effects, entertainment venues. Includes detailed product reports & market studies.

Music and Copyright (FT Business Enterprises) [(P) BG 85 - E(2)][HUS 050] Open Access NSA collection

Case studies included

Music Week (Morgan-Grampian) [HUS 050] Open Access NSA collection

Weekly news and charts from the UK record industry. UK record industry magazine. News, features, detailed sales charts, genre reviews, artist signings, retailers, job adverts.

Website: www.musicweek.com

Music Tech Magazine (Anthem Publishing) [CDS.9.b.164]

Practical magazine for recording musicians, sound engineers and producers with practical features and tutorials.

New Musical Express (NME) (IPC Magazines Ltd) [HUS 050] Open Access NSA collection

Mostly news about artists, including charts, forthcoming concerts. Some news about record labels.

Website: www.nme.com

Rhythm Magazine (Future Publishing Ltd) [ZK.9.b.10420] [CUP.938/702]

UK magazine for drummers and percussionists. Includes Play Drums CD with tutorials, techniques and practise tools. Features news, reviews, drummer interviews and gives advice on equipment.

Sound On Sound (SOS Publications) [ZM.9.b.3] [HUS 050] Open Access NSA collection

Covers music recording technology. Features articles on recording systems, mixing consoles, samplers, music software and microphones. Has a directory of suppliers and training providers.

Website: www.soundonsound.com

Sound, Vision, Install (SVI) (Partridge Publications Ltd) [ZK.9.b.20691]

UK trade magazine for professionals within the audio-visual and custom installation industries. Gives latest product reviews, business news, technological developments and commentary. Includes a comprehensive business directory, events and training diary and a recruitment section.

Total Guitar (Future Publishing Ltd) [ZK.9.b.7899]

Information and tutorials to improve guitar playing. Featuring product & equipment reviews, artist profiles and interviews as well as techniques, tutorials. Europe's best-selling guitar magazine.

Internet Sources

The British Phonographic Industry (BPI) represents the UK recorded music industry, including record companies and labels, as well as music manufacturers and distributors. It provides industry information, lobbies the Government on issues relating to the promotion of music in the UK and to music piracy.

Website: www.bpi.co.uk

The International Federation of the Phonographic Industry (IFPI) represents the worldwide recording industry and works to promote the value of recorded music.

Website: www.ifpi.org

The Department for Culture, Media and Sport (DCMS) is the Government department responsible for policy on the music industry.

Website: www.culture.gov.uk

UK Music is the umbrella organisation which represents the collective interests of the UK's commercial music industry - from artists, musicians, songwriters and composers, to record labels, music managers, music publishers, studio producers and music licensing organisations.

Website: www.ukmusic.org

PRS for Music (an amalgamation of the **Mechanical-Copyright Protection Society (MCPS)** and **Performing Right Society (PRS) (MCPS-PRS Alliance)**) is the collection society for royalties earned from the copying and performing of copyrighted materials. They administer the performing rights in the musical works of its members who comprise composers, songwriters and music publishers. PRS licences are required by concert halls, dance halls, public houses, hotels and restaurants, ships, aeroplanes and anywhere else where copyright music is played in public. Any broadcaster using music, and anyone putting copyright music on the Internet, must also be licensed

Website: www.prsformusic.com

Phonographic Performance Limited (PPL) and **Video Performance Limited (VPL)** oversee the distribution of royalties to artists whose work is played in public.

Website: www.ppluk.com

The Association of Professional Recording Services (APRS) is an association that represents members of the audio recording sector. It offers news and information on events as well as a quarterly bulletin.

Website: www.aprs.co.uk

The Association of Independent Music (AIM) is a trade body for UK-based independent record companies, artists, labels and distributors. It provides basic guidance on how to start an independent record label as well as news and developments in the industry. The website contains a searchable directory of distributors.

Website: www.musicindie.com

<http://www.musicindie.com/resources/starting-a-label>

The British Academy Of Songwriters, Composers and Authors (BASCA) supports and protects the artistic, professional, commercial and copyright interests of songwriters, lyricists and composers of all genres of music.

Website: <http://www.basca.org.uk/>

The Musicians' Union works to promote the interests of all types of musicians.

Website: www.musiciansunion.org.uk

The Music Industries Association (MIA) is the sole UK trade association servicing and representing the interests of all UK businesses selling musical instruments and associated products.

Website: www.mia.org.uk

The Music Publishers Association (MPA) is a non-profit organisation representing music publishers in the UK. It exists to safeguard their interests, and those of the writers signed to them.

Website: www.mpaonline.org.uk

The Entertainment Retailers Association (ERA) is a trade organisation that represents retailers of recorded music, video, DVD and multimedia products.

Website: www.eraltd.org

The Intellectual Property Office is the official government organisation that provides information and advice on all intellectual property issues including copyright.

Website: www.ipo.gov.uk

The British Copyright Council is an umbrella organisation bringing together organisations which represent those who create, or hold rights in, literary, dramatic, musical and artistic works and those who perform such works.

Website: www.britishcopyright.org

The Independent Music Companies Association (IMPALA) is a trade association for Europe's independent music companies.

Website: www.impalosite.org

The School of Sound Recording provides courses in audio engineering, live sound, post production, electronic music production, remixing and DJ skills.

Website: www.s-s-r.com

Record Production.com is a website for producers, recording studios, studio & recording equipment worldwide. Has interviews, blogs, forums, equipment reviews, recording tips etc and includes a directory of recording studios.

<http://www.recordproduction.com/>

The Audio Engineering Society is a professional society devoted exclusively to audio technology. For engineers, students, scientists etc. Involved in the creation and maintenance of international standards in the areas of digital and analog audio engineering, communications technology, acoustics, media preservation and creative practice etc.

Website: www.aes.org/

Music Producers Guild UK (MPG) is for everyone involved in the production of music and sound in all media, from student trainees through to working professionals. Has hints and tips for the recording process and a directory of producers, engineers, mixers, etc.

Website: www.mpg.org.uk/

The Production Services Association (PSA) is the trade body for businesses involved in live events. The Association aims to lobby on behalf of the industry and raise technical and safety standards.

Website: www.psa.org.uk

The Unsigned Guide is a subscription based industry reference tool for signed/unsigned artists containing information and contact details of record companies, publishing companies, artwork, creative and design companies, recording studios, promoters, venues and industry associations.

Website: www.theunsignedguide.com/

Sound And Music is an organisation promoting new music from digital platforms to live events. Covers new technology and experimental approaches to recording. With opportunities for artists,

composers and practitioners to upload their work via an on-line community, as well as comprehensive listings of events, video, multi-media, and details of all Sound and Music activities.
Website: <http://soundandmusic.org/>

Sound and Video Contractor (SVC) provides in-depth features on industry developments.
Website: www.svconline.com

Music Week Directory is a directory of companies operating in the UK music and media industry, including record companies, music publishers, managers and recording studios.
Website: www.musicweek.com/mp_index.asp?navcode=71

The Official Charts Company compiles and lists the UK's top 40 chart.
Website: www.theofficialcharts.com

Music Tank is a business development network for the music industry, set up by the University of Westminster.
Website: www.musictank.co.uk

Record of the Day is a news service that provides music industry news to subscribers.
Website: www.recordoftheday.com

The Music Void is a source of music business information and news, including articles on different types of business model and music events.
Website: www.themusicvoid.com

Recess is a DJ hints and tips website, although targeted more towards club DJs, contains useful information, including sections on how to choose equipment and hints on playing live.
Website: www.recess.co.uk

The National Association of DJs (NADJ) provides support for its members, including discounts, advertising on the association's website and the chance to interact with other DJs.
Website: www.nadj.org.uk

The Mobile Disco Association is a membership organisation for operators of mobile discos. It provides useful guides on public liability insurance and PAT testing, plus a directory of members.
Website: www.mobilediscodirectory.co.uk

The DJ Academy Organisation provides training at venues across the UK for prospective DJs.
Website: www.djacademy.org.uk

The Academy of Contemporary Music provides training to musicians and other music professionals.
Website: www.acm.ac.uk

The Incorporated Society of Musicians (ISM) is a professional body that represents the interests of musicians and tutors in the UK. It publishes information sheets giving guidance on professional careers in music, and has established a code of conduct and ethics for tutors.
Website: www.ism.org

The Associated Board of the Royal Schools of Music (ABRSM) provides graded music examinations, and offers CPD opportunities and support to professional music teachers.
Website: www.abrsm.org

Music Teachers UK provides a searchable directory of music tutors in the UK, as well as publishing a number of resources and guides to assist music tutors and teachers.
Website: www.musicteachers.co.uk

The Agents' Association (Great Britain) is a membership body for entertainers' agents. It offers guidance on operating an agency, and its members are bound by a strict Code of Conduct.
Website: www.agents-uk.com

The National Entertainment Agents Council (NEAC) is a trade association for entertainers' agents. It has a Code of Conduct and rules and provides news and information about industry events.
Website: www.neac.org.uk

The International Artist Managers' Association (IAMA) is the only worldwide association for classical music artist managers and concert agents
Website: www.iamaworld.com
Website: www.classicalmusicartists.com

The Vocalist provides sample contracts and information on setting up as an entertainers' agent.
Website: www.vocalist.org.uk/entertainment_agents.html

Note: Every effort has been taken to ensure the accuracy of the information contained in this document, however some recently acquired items may since have been added to the collection. Please ask for help at the enquiry desk or check the Business Information Catalogue for more details.



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