



AMERICAN FEDERATION OF MUSICIANS COMMERCIAL ANNOUNCEMENTS AGREEMENT

Standard Commercial Summary (Effective June 5, 2014 – June 4, 2017)

No member of the Federation shall take engagements or become employed in the making of soundtracks for any type of recorded product (audio and/or visual) unless the employer/producer providing such engagement or employment shall have previously entered into a written agreement with the Federation (become signatory).

This is only a general summary of the scales and conditions of employment for Standard Commercial Announcements (called National Recording Rates in previous agreements).

Minimum Call Session:

There shall be a minimum call session of one hour.

Basic Scale - session fees:

No. of Musicians	Base Scale Per Musician
1 (Base Scale)	\$254.40
2 or more (Base Scale)	\$127.20

Maximum number of commercials claimed:

A maximum of 3 commercial announcements may be claimed for any original one-hour minimum call session. One additional commercial announcement may be claimed for each additional 20-minutes or part thereof that has been paid as part of the original session. In computing the number of commercial announcements which may be claimed, the employer shall be limited to the number of commercial announcements which may be claimed for the Side Musician with the lowest reported hours worked for such session (including overtime, if any). For any session where the music is produced entirely by means of synthesizer(s), no more than eight commercial announcements may be claimed even if the number or reported hours worked exceeds two hours and forty minutes.

Overtime (continuous):

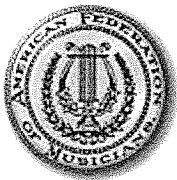
Shall be pro-rated in 20-minute increments. (\$84.80-Leader./Arranger. & \$42.40-Side-Musician/Copyist).

Leader or Single Musician:

Shall be paid double the base scale applicable to the Side-Musician.

Contractor:

If 10 or more Side Musicians and a Leader are employed (11 total), a Contractor is required. The Contractor may also be the Leader, but in no event - the Contractor shall receive more than twice Side-Musician's scale. The Contractor shall be paid double the base scale.



Doubling:

Musician plays more than one instrument during continuous track. (e.g., acoustic guitar for entire track, but musician also adds electric guitar track).

1st Double - an additional 30% of base scale (side musician scale – even if Leader/Contractor)

2nd and each subsequent Double - an additional 15% of base scale (side musician scale – even if Leader/Contractor).

Multiple Parts:

If Musician plays different instruments for entire track. (e.g., bass, drums, guitar, piano). Musician shall be listed separately for each instrument played and paid accordingly.

Note: When a Leader doubles, the additional fee shall be computed at the Side Musician's base scale.

Sideline Musicians

Base Scale:

Minimum Pay for eight hours (Leader)	\$430.00
Overtime (Leader) per 15 minutes	\$20.00
Side Musician	\$215.00
Overtime (Side Musician) per 15 minutes	\$10.00
One person alone	\$250.00
Overtime (1 person alone) per 15 minutes	\$12.00

Meal breaks must commence no more than six hours after commencement of call. Musicians may not be called back for the next day's work if fewer than ten hours have elapsed from close of workday.

Pension: 16.5% of scale wages.

Health & Welfare: \$26.00 + 6% of scale wages.

(The flat contribution of \$26.00 is for a maximum of two lines or \$52.00 per session). So if a musician appears alone and plays three instruments, she/he would get \$26.00 + \$15.26 (6% of \$254.40) for the top or Leader line (\$41.26 total). The second line would be \$26.00 + \$7.63 (6% of \$127.20) at Side Musician's scale (\$33.63 total). The third line would simply be 6% of Side Musician's scale wages (\$7.63).

Music Preparation

Arrangers:

These skills are highly specialized, so wages for original sessions are left to the discretion of the individual performing services. An arranger shall appear on the contract at 2x's side-musician scale.

Orchestrators:

For scoring a page of four bars across & not more than ten lines the cost will be \$22.04 per page. The rate for each additional line or instrument in excess of ten lines will be \$1.21.



Copyists:

Single parts are \$3.79 (\$7.82 dupe) per page. Double stave and chorded parts are \$6.53 (\$16.05 dupe) per page. A page is four bars across & not more than ten lines down.

Pension: 16.5%. **Health and Welfare:** \$26.00 plus 6% up to two (2) services and 6% on all services.

Cartage:

\$50.00 - harp, keyboard, string bass and timpani, marimba, chimes, vibraphone \$25.00 - tuba, all drums, all amplifiers, baritone sax, bass sax, cello, accordion, cordovox and contra-bass clarinet.

Any bill submitted in an amount in excess of \$50.00 and \$25.00, respectively, shall be paid provided that receipt is submitted for actual and reasonable expenses incurred

Initial Use Cycle (first 13-week cycle):

Upon the first use of a commercial announcement claimed for an original session, a onetime payment for the first 13-week cycle shall be:

Base Scale:	
Leader, Contractor, Arranger, Orchestrator	\$72.08
Single Musician	\$72.08
Side Musician, Sideline Musician, Copyist	\$36.04

Pension: 16.5% of Initial Use scale. **Health & Welfare:** 6% of Initial Use scale.

Re Use, Dubbing, Conversion etc. (each subsequent 13-week cycle per Commercial, 52-week Non-Broadcast)

Base Scale:	
Leader, Contractor, Arranger, Orchestrator	\$190.80
Single Musician	\$190.80
Side Musician, Sideline Musician, Copyist	\$95.40

Pension: 16.5% of scale for each Dub/Reuse/Conversion. **Health & Welfare:** 6% of scale for each Dub/Reuse/Conversion.

The Company may elect a 52- week initial use cycle, per commercial in all media (including without limitation, television, radio, Internet, non-broadcast, and foreign use):

Per Side Musician, Copyist	\$1,245.00
Per Leader, Contractor, Arranger, Orchestrator	\$2,490.00



Subsequent 52-week cycles per commercial

Per Side Musician, Copyist	\$933.75
Per Leader, Contractor, Arranger, Orchestrator	\$1,867.50

Pension: 16.5%. Health & Welfare: 6%.

Regional Commercial Announcements for National Advertisers

1-hour session fee: \$254.40 per Side Musician; double scale for Leader and Contractor.
8-week Re-Use cycles: \$127.20 per Side Musician; double scale for Leader and Contractor.

Regional Commercial Announcements for Regional Advertisers

1-hour session fee: \$127.20 per Side Musician, double scale for Leader and Contractor.
8-week-Re-Use cycles: \$63.60 per Side Musician, double scale for Leader and Contractor.

Pension: 16.5%. Health & Welfare: for sessions - \$26.00 plus 6% of scale wages for up to two (2) services. For Use and Re-Use cycles, 6% of scale wages.

Foreign Use (12 months): (If the company does not elect a 52-week cycle for all media [see page 3])

This payment is for Foreign Initial Use (paid in addition to session fee). Each commercial may be used for 24 months by paying an additional 50% of scale.
 Payment shall be made on a per commercial announcement basis.

	Europe Inc. UK	Outside Europe	Worldwide Use**
Leader	\$159.00	\$159.00	\$254.40
2 or more Musicians	\$79.50	\$79.50	\$127.20
Single Musician	\$159.00	\$159.00	\$254.40
Cont., Arr., Orch.	\$159.00	\$159.00	\$254.40
Copyist	\$79.50	\$79.50	\$127.20

****Rates for Worldwide Use are effective if paid at the start of each cycle. If the commercial starts in Europe, then goes Worldwide, each cycle must be paid separately.**

Pension: 16.5%. Health & Welfare: 6%.

Dubbing (Dub) Fee:

75% of Session Fee for National commercial, 100% of Session Fee for Regional or Local Commercials.

A dub is where one takes an existing bed of music and creates an additional commercial within the same medium (e.g., a producer wishes to create a fourth [additional] commercial [total amount of commercials allowed per 1 hour session is 3] so the producer pays a dub fee which is 75% of the Original Session Fee. (For this example we are discussing a National commercial).



Conversion Fee:

75% of Session Fee for National spot; 100% of Session Fee for Regional or Local Commercials.

A conversion is where one takes an existing bed of music and creates a new commercial in a different medium. (e.g.) a producer wishes to take an existing bed of music from a television commercial* and place that music in a radio commercial, so the producer pays a conversion fee which is 75% of the Original Session Fee). (For this example we are discussing a National commercial).

* A conversion can also be Radio to TV.

Internet/New Media: If the company does not elect a 52-week cycle for all media (see page 3).

1-hour minimum call session rate: \$127.20 per side musician, double scale for leader and contractor plus pension and health and welfare.

8 Week Cycle	\$100.00
26 Week Cycle	\$200.00
52 Week Cycle	\$300.00

Rates apply to made for and moved over. Cycles need not be consecutive and may alternate.

Pension: 16.5% of scale. **Health & Welfare:** 6% of scale.

**Non-Broadcast (If the company does not elect a 52-week cycle for all media (see page 3).
(8-week cycle)**

Base Scale:	
Leader, Contractor, Arranger, Orchestrator, Single Musician	\$72.50
Side Musician, Sideline Musician, Copyist	\$36.25

(52-week cycle)

Base Scale:	
Leader, Contractor, Arranger, Orchestrator, Single Musician	\$190.00
Side Musician, Sideline Musician, Copyist	\$95.00

104-week cycle (2-Years)

Base Scale:	
Leader, Contractor, Arranger, Orchestrator, Single Musician	\$285.00
Side Musician, Sideline Musician, Copyist	\$142.50*

***Must be paid up front for 2 consecutive 1-year periods**

Pension: 16.5% of the above scale. **Health & Welfare:** 6% of the above scale.



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