



## **HFA & Russia Authors Society Enter Reciprocal Licensing Agreement**

December 4, 2008 – The Harry Fox Agency, Inc. (HFA), a leading U.S. music rights licensing organization, announced today that it has entered a reciprocal agreement with the Russia Authors Society (RAO) for the licensing and collection of music copyright royalties in each others' territories: the United States of America and Puerto Rico, and the Russian Federation. RAO reported \$41.2 million in music-related revenues in 2007, a 35% increase from the previous year.

“Russia is one of the largest countries in the world, and since 1993, RAO has lead the effort to establish and enforce effective laws for copyright to create a real marketplace for music,” said Gary Churgin, President and CEO of HFA. “We are very excited to offer our publishers the opportunity to work through HFA to collect their royalties from the use of their music in Russia, as well as being able to offer RAO’s catalog to potential licensees in the United States.”

“According to the 2000 U.S. Census, there are over 700,000 Russian speakers in the country. We are pleased for this opportunity to have HFA represent RAO’s catalog in the U.S., especially now that licensing terms for online music services have been determined for the American market,” said Chairman of the Board of Directors of RAO, Sergey S. Fedotov.

It can be difficult for a music publisher to pursue royalties for the use of its works outside of its home country. Reciprocal licensing arrangements assist them with this effort. HFA has reciprocal licensing agreements with over 30 rights societies around the world. Through these agreements, HFA can pursue royalty collections for its affiliated publishers in 100 international territories. HFA provides their rights society partners with the ability to have their repertoire licensed and collect royalties from the U.S., the largest music market in the world.

### **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 affiliated 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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