
HFA Soundcheck

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INTRODUCTION

A Few Words from Our President & CEO

Gary L. Churgin

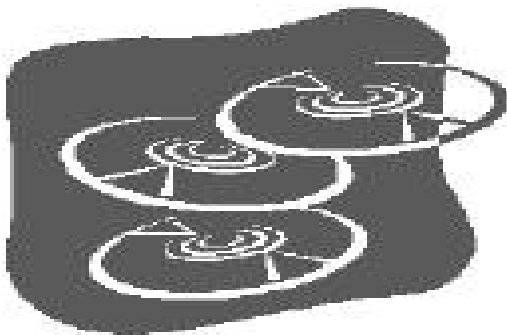
The Harry Fox Agency, Inc.

Welcome to the first edition of *Soundcheck*, The Harry Fox Agency's quarterly newsletter. We chose the name *Soundcheck* because it is a term that musically signifies clear communication. We want to ensure that the transmission of the HFA message comes across to you loud and clear. We are excited about the continuous improvements at HFA and are encouraged by the positive feedback we have already received. *Soundcheck* will keep you in tune to all of these changes. In this issue, we spotlight new offerings and operational changes. These changes will assist in expediting the licensing, collection, and distribution processes. We hope you enjoy *Soundcheck*, and if you have any comments or feedback about the newsletter, please e-mail soundcheck@harryfox.com or call Marketing at 212-834-0151.

NEW OFFERINGS

HFA is busy automating our mechanical licensing department. Not only are we developing a web-enabled licensing system, we are also actively looking for new licensing opportunities, especially in the digital world. The value that HFA is adding, by licensing these new types of products and/or uses, will save you time and money. It will also strengthen the one-to-one relationship you have with HFA for all your licensing needs.

The new offerings featured in this issue are **e-Licensing**, **Digital Phonorecord Delivery (DPD) Licensing**, and **Ring tones**.



e-Licensing

HFA has developed a method of electronically accepting multiple requests for licenses. This innovative technology has the ability to process anywhere between one to several thousand license requests made by a licensee. This cutting-edge technique can be utilized for requests pertaining to both physical and digital media.

Digital Phonorecord Delivery (DPD) Licensing

Let HFA handle your DPD licensing electronically.

Bonus: Not only will these licenses be included in your monthly report, but they are also viewable on Poli-Plus.

Ring tones

The ring tones craze of Europe and Japan has made it to the States. A song emanating from a ringing cellular phone, as opposed to the regular ring, is an example of a ring tone. As stated in our June 22, 2001 letter to all publishers, at your direction HFA will represent our publishers' ownership rights to license ring tone providers. If you haven't returned your ring tones response, please do so by entering the publisher's name, representative's name, and representative's signature in the spaces provided in the letter. Send it to: HFA Legal, 711 Third Ave, 8th Floor, NY, NY 10017 or fax to 212-922-3299. Also, utilize this address if you are a HFA publisher and did not receive a letter requesting your direction in licensing ring tones.

For more information about any of HFA's New Offerings, please contact Lauren Apolito – Vice President, Business Development, at lapolito@harryfox.com or call 212-922-3225.

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OPERATIONAL UPDATES...

BUSINESS AS USUAL

The HFA Scene

Poli-Plus

Get connected to our online song and license database. Using a designated password assigned by HFA, you can search by song title, manufacturer name, or license number to acquire your company's exclusive license information. Also featured is access to your company's ownership, splits, detailed license information, and a listing of your affiliated publishers.

Attention International Societies: This system is now open to you as well! For more information and to register, contact Lori Behrman at lbehrman@harryfox.com or 212-922-3219.

POLI-UPDATE: With the creation of e-licensing, the hundreds of thousands of licenses that are being processed for MP3.com are already available electronically on Poli-Plus.

Client Relations

In the Client Relations department, a dedicated and knowledgeable team of agents has been assembled to manage all of your licensing, collection, and distribution needs. This team focuses on improving and maintaining relationships as well as soliciting client involvement in our developing environment. A critical tool of the Client Relations Department will be the new Inquiry Management System. Due for release in September, this web-based application will enable you to initiate inquiries, monitor their progress and resolution, and communicate directly with your designated agent. For more information, contact clientrelations@harryfox.com or 212-834-0100.

Electronic Funds Transfer (EFT)

Eliminate the paper processing and the delivery delay of your distribution payments by instituting direct deposit of funds. EFT, or direct deposit, electronically deposits money into your financial account. HFA is offering this new service as a convenience to our publisher clients. To inquire about this beneficial feature, please contact Ken Richardson at krichardson@harryfox.com or 212-922-3264. **Note:** **Available only to US accounts.**

Email Accepted for Updates

New catalog acquisition? Position changes? HFA will now accept updates concerning contact information and catalog content via email. Send your changes to index@harryfox.com and a confirmation will be sent to confirm your request. For more information, please contact Jason Miller at jmiller@harryfox.com and 212-922-3202.

Hours Extended on All HFA Systems

To accommodate our West Coast clients, effective July 24, 2001, the hours on all our systems have been extended to 9pm (EST) or 6pm (PST) – this includes downloading of royalty statements.

Interested in receiving *Soundcheck* electronically? Please email us at soundcheck@harryfox.com
