

**ENTERTAINMENT INDUSTRY EMPLOYERS
ASSOCIATION**

and . .

AUSTRALIAN MUSIC MANAGERS FORUM

~ MEMORANDUM OF UNDERSTANDING ~

*~ This is a Statement of Principles agreed between the Entertainment Industry
Employers Association (EIEA) and the Australian Music Managers
Forum (AMMF), on behalf of their respective members. ~*

The intent of this Statement is to enhance the Australian contemporary music industry by encouraging the employment of Australian contemporary musical performers at each live performance by touring international contemporary musical performers, and to allow them appropriate publicity, promotion and presentation opportunities.

To this end, both parties agree that:

1. The Australian performers are to be artistically compatible to the touring international musical performers.
2. The name of the Australian performer/s to appear in all advertising, publicity and promotional material, media announcements and program information regarding the tour issued by the tour presenter. The tour presenter shall encourage co-presenting media to acknowledge and promote the Australian musical performer/s participating in the tour.
3. The AMMF shall encourage members to give timely confirmation of Australian performers in order to facilitate appropriate publicity.
4. The performance facilities for the Australian musical performer/s shall be as follows:
 - i) to perform on the same concert platform as the touring international musical performer/s
 - ii) to be afforded access to a reasonable standard of production facilities and the opportunity for adequate sound check prior to each performance.

- iii) to commence their performance not earlier than the performance time advertised or included on the tickets.
 - iv) to be permitted a reasonable length of performance.
5. The Australian performer/s to be announced at the time that the primary promotional campaign for a tour is commenced.
 6. The EIEA will encourage its members to inform the AMMF of forthcoming tours by international contemporary musical performers.
 7. In determining the applicability of the principles agreed to a particular tour, the parties recognise that there is likely to be specific situations which fall outside this Memorandum. Such exceptions shall in no way diminish the aim of employing Australian performers with international touring acts.
 8. Both parties will acknowledge and publicise this Memorandum both within Australia and overseas, and shall inform overseas booking agents, artist managers, touring companies and relevant industry associations of the terms of the Memorandum of Understanding.
 9. Should difficulties arise with regard to the application of this Memorandum between the EIEA or its members, and the AMMF or its members, and if the matter cannot be resolved between those parties, it shall be referred to the principals of both organisations for resolution. The past good record of EIEA members will also be taken into account in this regard.
 10. It is recognised that this Memorandum represents a considerable cultural change and that accordingly, both parties agree to a 12 month settling in period during which time there will be regular and reasonable dialogue to resolve differences. This Memorandum will be reviewed by both parties, at the end of the 12 month period.



Jan Stoneham
CHIEF EXECUTIVE EIEA



Michael McMartin
CO-CHAIRMAN AMMF

Dated: September 27, 1995