



Label Worx, PO Box 236, Beverley, HU17 6AR. England  
Tel : +44 (0) 20 3239 5503 | Fax : +44 (0) 870 123 6468  
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## **Label Worx – Digital Distribution**

### **INTRODUCTION**

Label Worx Digital Distribution is a complete and comprehensive service for independent labels and artists who wish for their music to be delivered efficiently and in a professional manner to the worlds global download market. Our ever increasing distribution network means we can deliver music to a vast array of commercial outlets such as iTunes, MSN Music, Napster etc. along with specialist download portals such as Beatport, Audiojelly, Track It Down, DJ Download, Xpressbeats amongst many others.

Using our LMS (Label Management System) you are given complete control to create your releases and upload the required artwork and audio files. Once this data is complete and validation has taken place you can submit the release as final which will push it through to our production server that will encode and translate the data ready for distribution to our store network.

Our effortless service means Label Worx can dramatically reduce the time you spend dealing with individual stores by handing over all communication, delivery and accounting to our specialist team. We are also dedicated to making sure your music gets the best features, banners and promotion to maximize your sales revenue.

All of this is based around our Label Management System (LMS) which will provide you with a detailed set of sales reports that transparently show all revenue received prior to any commission being deducted. This enables you as a label to maintain a clear picture on exactly what revenue your music is returning.

### **PROCEDURES & PRICING**

#### **Store Acceptance**

As soon as we receive a signed contract from your company we will endeavour to setup your label all of the portals we delivery to. However, due to the way in which certain portals operate it is impossible for us to guarantee that your label will be accepted by 100% of our network. Therefore to ensure that your label has the highest appeal we need to insist that your label has a professional appearance with a good quality logo, great web presence (whether it's website, Myspace or ideally both) and obviously a great catalogue of releases. If on the rare occasion that your label is not accepted by any of the stores then we will provide you with a reason for their decision so that you can take steps to remedy this.

#### **Release Scheduling**

In order to process your releases we ideally need a minimum of 6 weeks lead time from the date in which you submit your release to us (by changing your release status from Draft to Final in

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DIGITAL DISTRIBUTION NETWORK

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our LMS system) and the official release date. A lot of stores can up your releases in as little as 2 weeks but we always recommend 6 weeks allowing ample time for all parties involved to action deliveries. This lead time is critical for your first releases because certain stores can take up to 4 weeks to add new labels.

## Statements and Payments

Label Worx will provide you with a statement of your sales within 30 days of the end of each financial quarter. Upon receiving an invoice for your statement we will pay your label within 30 days by cheque, bank transfer or Paypal. For international bank transfers your statement balance must be higher than £75.00. On the event that your statements balance is less than this figure your balance will roll over to the following period.

## Pricing

Labels Annual Gross Sales	% Commission Rate	Label Worx Minimum Commission
Up to £3,500	20 %	No minimum commission
£3,500 - £6,000	16%	£560
£6,000 - £10,000	14 %	£840
£10,000 - £20,000	12 %	£1200
£20,000 and over	10 %	£2000

By default all new start up labels are added to the 20% commission rate bracket. Your rate will then be reviewed annually ensuring that you always receive the best deal. If you have an already established label and know that your turnover will be higher we can provide you with a lower commission rate (see the table above). Please ask when applying. For commission rates lower than 20% Label Worx imposes a minimum annual fee. In the event that your Gross Sales for the year falls short of your commission rate then Label Worx will recoup the commission shortfall from your final statement of the year so we urge you to choose your rate carefully.

## OPTIONAL SERVICES

### Digital Download Bundles (DDB)

Label Worx also offers an opt-in service that would enable us to rework your catalogue by releasing your tracks as part of mp3 download bundles. No licensing agreements are needed as each sale is attributed to your sales statement as an individual mp3 download sale. This makes the whole process of administration and account for both Label Worx and you the label so much simpler.

If you decide to opt into our DDB service then you can choose the criteria in which we can use your releases. Most commonly we are given full range to generate any download bundle that we choose as long as the releases are older than a set date of 3 or 6 months. If you have a back catalogue that is large enough we can also do a specific series of DDBs for your label.



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### **Audio Mastering**

Utilising the equipment and expertise of our in house sound engineers we can provide master quality recordings of your releases at a fantastic rate. Please see our mastering PDF for further information on this service.

### **Cover Artwork**

Using our in house designers we can generate cover artwork and banners specifically for your releases at a very competitive rate. We will create a 1000x1000 pixel jpg artwork in a set style of your choosing and carry this design across onto relevant promotional flyers for set download portals. We require 2 weeks minimum notice for artwork creation. Please enquire for further information.