

# Hair & Beauty



## 1. Scope of the tariff

**1.1** This tariff applies to the performance of *PRS for Music*'s repertoire in the hair and beauty sector, including hairdressers, barbers, tattooists, nail bars, tanning salons. This tariff also applies to training academies that are not considered an educational establishment.

**1.2** The tariff does not apply to performances of *PRS for Music* repertoire:

**1.2.1** where the performance given is operated or owned by a third party within a spa or hotel for example. These areas are licensed separately and are the responsibility of the third party.

**1.2.2** if the performance of music is not within the customers ordinary course of business.

## 2. Royalty rates

The royalty rates set out in this tariff are effective from **1st February 2019 to 31st January 2020**. All royalties will be charged at the rate in force at the beginning of the Licence Year. VAT will be applied at the relevant rate.

### 2.1 Royalties payable for Core Music usage

The royalty rates cover the performance of Background Music within the premises. This charge also includes the performance of music in staff only areas and staff training films.

Number of Stylist/Treatment Chairs	Annual Royalty Rates (standard)
Up to 5	£84.80
6-10	£111.87
11-15	£138.92
16-20	£165.98
21-25	£193.03
26-30	£220.10
31 and above	£375.06

### 2.2 Royalties payable for Bolt-on Music usage

There is no Bolt-on Music usage to which this tariff applies.

### 2.3 Other music usage

Performance of a *PRS for Music* repertoire that is neither Core Music usage or the Bolt-on Music usage will be charged under the *PRS for Music* tariff applicable to that use.

### 2.4 Minimum annual royalty

No minimum annual royalty is payable under this tariff.

### 2.5 Higher royalty rate

Where the performance of music takes place before a *PRS for Music* licence is obtained, the higher royalty rate (calculated at 50% more than the standard royalty rate) is used for the first Licence Year.

## 3. Inflation

Royalty rates and monetary values set out in this tariff will be adjusted by inflation on 1st February each year. We will use the mean of the Retail Prices Index and the Average Weekly Earning Index, from the previous September, to set these adjustments (to the nearest whole %)

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## 4. Definitions

**4.1 PRS for Music's repertoire** - musical works (including and associated words) where the right of performance and communication to the public is owned or controlled by PRS for Music or one of its affiliated societies.

**4.2 Licence Year** - a year of the Customer's licence beginning on the date on which the licence contract was entered into and on every subsequent anniversary of the date.

**4.3 Performance or Usage** - the performance in public and/or communication to the public of *PRS for Music* repertoire.

**4.4 Background Music** - music performed by means of the playing of an audio or audio-visual device such as a TV, radio, film or other media player, but does not include Featured Music.

**4.5 Featured Music** - is a performance of live or recorded music for the purpose of accompanying a specific event or activity. [Customers whose use of the *PRS for Music* repertoire falls within tariff H&B are not regarded as using Featured Music in the ordinary course of their business activities for the purposes of the tariff.]

**4.6 Stylist/treatment chair** - any chair/couch/bed or other item of furniture where the customers of any hair or beauty establishment receive a hair or beauty treatment service but excludes seats provided exclusively for the purpose of waiting and/or washing hair.

**4.7 Customer** - a licensee, a former licensee or a prospective licensee of *PRS for Music* in respect of the usage of *PRS for Music* repertoire.

## 5. Other terms used within the tariff

**5.1 Core Music** - describes the most common type of music usage across the sector to which the tariff applies. Most, but not all, Music Users in the hair and beauty sector use Core Music, which in this tariff is Background Music in the client treatment areas, and staff-only areas, and in staff training films.

**5.2 Bolt-on Music** - in relation to the use of *PRS for Music's* repertoire, Bolt-on Music describes any type of music usage that is additional to the Core Music for the sector. Bolt-on Music may therefore include uses that are in fact core to the activities of an individual music user in the sector even if the use is not Core Music to the sector as a whole. There is no Bolt-on Music usage in relation to this tariff.

## 6. Discretionary Charging Policies

There are no Discretionary Charging Policies relevant to this tariff at the time of publication. A full list of Discretionary Charging Policies are available [at [pplprs.co.uk](http://pplprs.co.uk)].

## 7. About the tariff

The Hair and Beauty tariff (H&B) is operated by *PRS for Music*, a trading name of Performing Right Society Limited [company no. 134396] whose registered office is 2 Pancras Square, London N1C 4AG.

*PRS for Music* has developed the Hair & Beauty tariff (H&B) following consultation with the National Hairdressers Federation (NHF), as well as *PRS for Music's* customers.