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# DELUXE RECORDS

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“ I love working with Damien at Blue Pie Records. His passion for new revenue sources for my catalogue have been rewarding. ”

**Michael Browning** | Founder | Deluxe Records

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# About

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Deluxe Records was launched in 1980's by the king of Australian pub rock, Michael Browning. A comment from Michael's friend Clive Calder, an established record executive and businessman, prompted the move back to Australia to create the label saying, "Copyrights don't call you in the middle of the night and tell you the truck has broken down!". Deluxe Records first signing to the label was Sydney's trio The Numbers, followed by WA's The Dugites and then one of Australia's great international rock exports, INXS. Michael Browning built his career in the music business managing, Australia's greatest rock and roll export and the biggest rock band in the world, ACDC.

Michael has managed and represented some of the best of Australia's rock acts, taking them to the top of the charts and turning them into household names. He discovered AC/DC at the Hard Rock Café in 1974. He relinquished his management of AC/DC 5 years later before moving back to Australia with the aspiration to discover a band that would do just as well internationally. He signed INXS to a five-album deal with his independent label Deluxe Records and together they released two LP's which would eventually go gold in Australia.

Deluxe Records is part of the sonic foundations of Australia's rock and roll heartbeat from the 70's to the late 80's. Michael Browning is one of the worlds most respected managers and music business visionaries to emerge from the Australian 70's pub rock scene when it was all about the show. Deluxe Records are digitally distributed by Blue Pie Records for the world.

Some of the Deluxe Records artist roster includes:

- Affections
- Freeway
- Heaven
- INXS
- Jonathan Coleman
- Ooh La La
- Pete Wells

- Proud Scum
- Scary Mother
- The Breed
- The Dugites
- The Numbers
- The Primmers
- The Scavengers

- The Swingers
- The Terrorways
- Toy Love
- The Voices
- Warrior





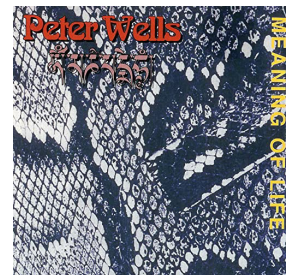
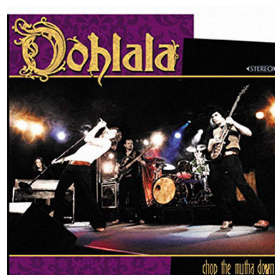
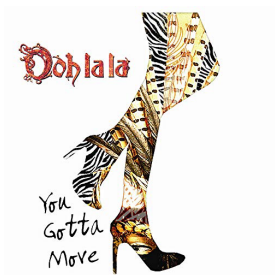
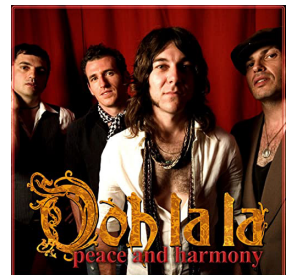
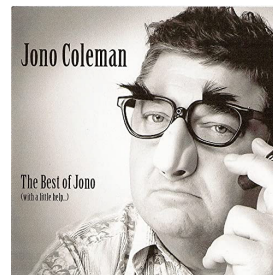
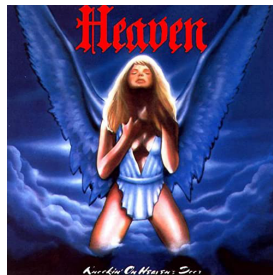
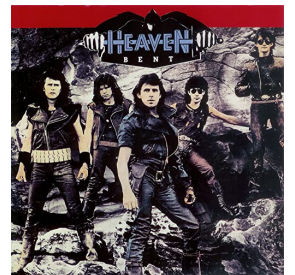
# Catalogue



## Deluxe Records compilations

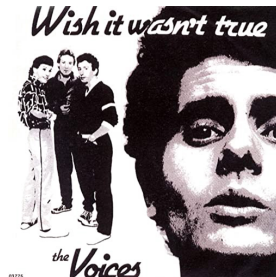
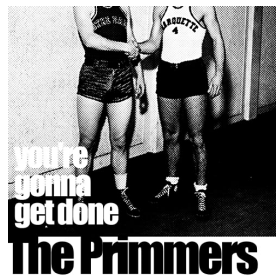
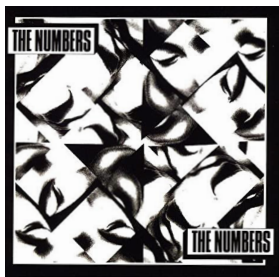
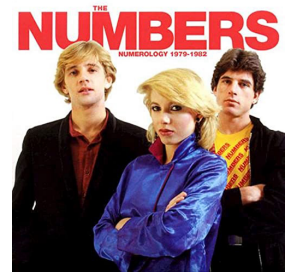
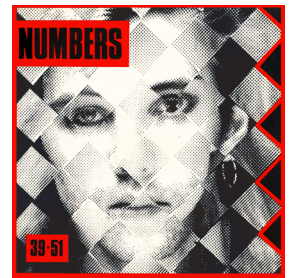
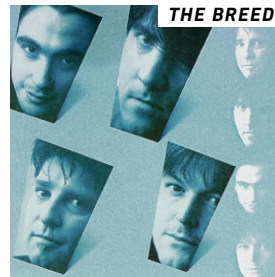
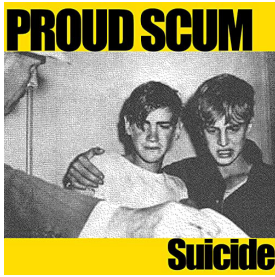


## Deluxe Records





# Catalogue



# Distribution

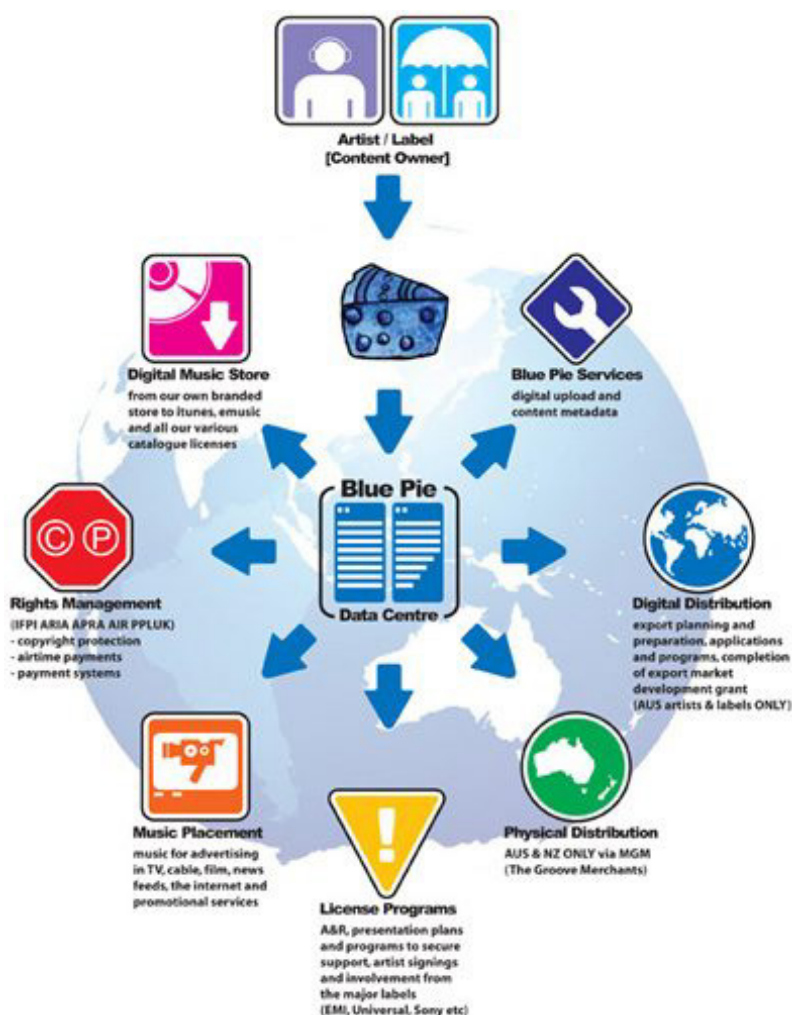


Ordior provides its customers with access to one of the world's largest distribution networks on the planet today. Ordior service partners and providers include Planet Blue Pictures, Blue Pie Records USA, Blue Pie Productions, DJ Central TV, Metal Central TV, The Orchard, Symphonic Distribution, iMusician, Ingrooves, Universal Music, Warner Music, Sony and Believe Digital to name a few.

Ordior does not charge annual fees, release processing fees or service fees to have your music distributed and serviced to our network. We create partnership agreements and keep you focused on what you do best, producing and creating great music. We take care of the royalty and rights management and ensure your copyright is protected.

As an example, if your fan base is mainly in the UK we would make sure your music reaches iTunes for the world and key stores like 7 digital, Rhapsody, eMusic, Deezer, Spotify, Tidal and Beats Music. We make sure that your single and albums are all registered for charting in the key country charts including Billboard, ARIA and the UK Music Charts.

If your music is more EDM focused then we provide you access to our partner DJ Central Records and its EDM specialist stores. See [www.djcentral.tv](http://www.djcentral.tv) for details.





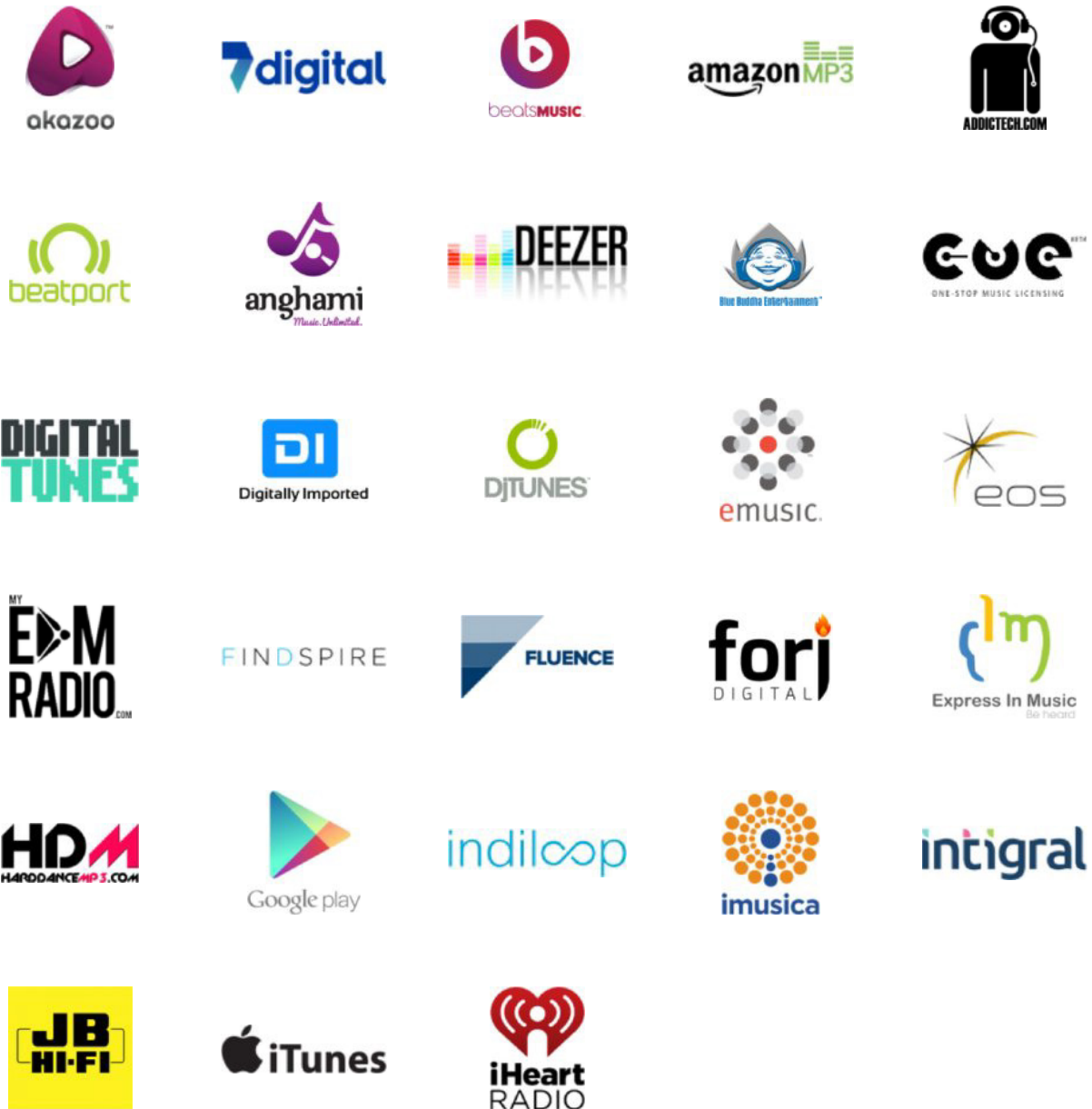
# Distribution Partners



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# Distribution Partners

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# China Distribution Partners



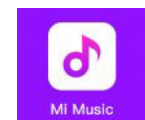
A2LiVE



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# Licensing

How to license songs and how to license this catalogue

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## **How can I check who owns Publishing and Master Rights for a song?**

To check who holds publishing and master rights you can view ASCAP's Repertory ([www.ascap.com/repertory](http://www.ascap.com/repertory)). Information may also be inside the CD cover which will often advise of publishers and the record label.

## **What rights do I need to clear to use a song in my video?**

There are two separate rights that you should clear when looking to synchronize a song with any visuals.

The first is Publishing Rights which are for the composition and lyrics, this can be licensed from the music publisher who represents the writer of the song.

The second is the Master Rights which are for the actual sound recording, this can be licensed from the record label who represent the artist who recorded the song.

## **I'm not sure if I will use the song yet but just want a cost?**

Our fees are based on the terms that you request and so our synchronization form will need to be completed before we are able to provide a quote.

## **How long does it take to seek clearance?**

As a rule of thumb we generally advise to allow a minimum of 2 weeks, although the majority of our catalogue can be cleared in a shorter time frame. This is only a guide and request times can vary depending on which song you are looking to use or even the type of request.

## **How can I speed up the process?**

The main way to ensure your request isn't delayed is by providing as much information as possible. If we need to get back to you to confirm details this may slow the progress down.

If in doubt at any time go to the Blue Pie Website licensing form and simply fill it out:  
[www.bluepierecords.com/music-licensing-form](http://www.bluepierecords.com/music-licensing-form), or send an email to [syncteam@bluepie.com.au](mailto:syncteam@bluepie.com.au).





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# Rights Management

## About Ordior Rights Management

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Ordior is for content owners and digital rights managers worldwide. Outsource your royalty collection, accounting, reporting and distribution to Ordior. Keep doing what you do best – creating content.

### **How ordior works with you**

Ordior's royalty management platform provides you with powerful reporting, income stream, rights and mechanical copyright management. It is also available as a white label option.

Ordior enables you to outsource all of the tasks that sit between the content sale and distribution of funds to the entire chain of royalty collection, accounting, reporting and distribution, through to the management and development of a sales team's commission structure and the creation of value added reseller networks and channels.

The Ordior royalty and payment management services platform is now used by over 400 record labels, film houses and media production companies. The system is proven with over 500 million transactions processed and providing real-time reporting for our customers 24/7 x 365 days a year. Please visit our website for more information on how Ordior can help manage and grow new revenues for your catalogue [www.ordior.com](http://www.ordior.com)

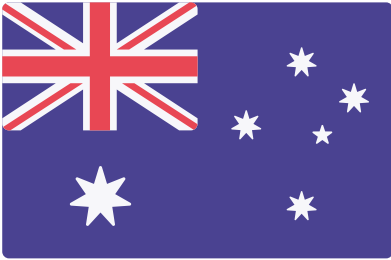


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# Contact Us

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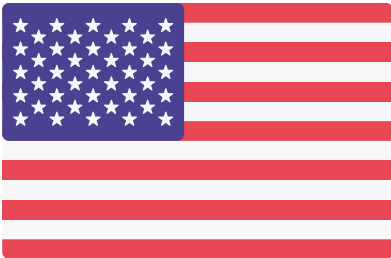
If you have any questions or comments we would like to hear from you! Please select an appropriate contact from below.



## AUSTRALIA

Blue Pie Productions <sup>TM</sup> USA LLC  
Clarence House  
Unit 6 No 9 Clarence Street  
Moss Vale, NSW 2577  
Australia

p: +612 9310 0155  
f: +612 9310 0166  
e: [sales@bluepie.com.au](mailto:sales@bluepie.com.au)  
w: [www.bluepierecords.com](http://www.bluepierecords.com)



## USA

Blue Pie Productions <sup>TM</sup> USA LLC  
3 Germay Dr  
Ste 4 – 4002  
Wilmington, DE 19804  
USA

p: +1 646 291 8906  
toll free: +1 877 772 3711  
f: +1 360 326 1527  
e: [sales@bluepie.com.au](mailto:sales@bluepie.com.au)  
w: [www.bluepierecords.com](http://www.bluepierecords.com)



## CANADA

Blue Pie Productions <sup>TM</sup> USA LLC  
3 Germay Dr  
Ste 4 – 4002  
Wilmington, DE 19804  
USA

p: +1 646 291 8906  
f: +1 360 326 1527  
e: [sales@bluepie.com.au](mailto:sales@bluepie.com.au)  
w: [www.bluepierecords.com](http://www.bluepierecords.com)

