

South African Voice Over Fees

1 March 2012 – 28 Feb 2013

Use of a voice over recorded in South Africa in any other country	AS per the ACA International Usage percentages - available on request
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RADIO COMMERCIALS	FLIGHTING PERIOD	PERFORMANCE per SCRIPT	USAGE per SCRIPT on 2 or more radio stations	TOTAL
(Per voice artist per script, should an artist do 2 or more CHARACTERS in ONE commercial they are to be paid a performance fee per CHARACTER and 1 usage)	Upto 2 months	R 820.00	R 1,020.00	R 1,840.00
	Upto 6 months	R 820.00	R 1,300.00	R 2,120.00
	Upto 12 months	R 820.00	R 1,820.00	R 2,640.00
Use on ONE station ONLY (Sister Stations are considered a 2nd station, this fee is therefore NOT applicable)	Performance Fee	As Above	Usage	50% of above USAGE fee
VERY IMPORTANT				
Should the client wish to extend the <u>flighting</u> to another station, the balance of the applicable usage fee/s becomes payable, the agent MUST be informed <u>PRIOR to this extended use</u>				
Should the client/agency/production company flight the commercial on an additional station <u>without notifying the agent</u> the FULL usage fee for more than one station in ADDITION to the discounted rate becomes payable IMMEDIATELY				

RADIO MINI DRAMA (Commercial Content)	FLIGHTING PERIOD	PERFORMANCE	USAGE	TOTAL
Per artist Per script Under 5 recorded minutes	Upto 2 months	R 1,640.00	R 1,020.00	R 2,660.00
	Upto 6 months	R 1,640.00	R 1,300.00	R 2,940.00
	Upto 12 months	R 1,640.00	R 1,820.00	R 3,460.00

TELEVISION COMMERCIALS	FLIGHTING PERIOD	PERFORMANCE per script	USAGE per script	TOTAL
(Per voice artist per script, should an artist do 2 or more CHARACTERS in ONE commercial they are to be paid a performance fee per CHARACTER and 1 usage)	Upto 2 months	R 820.00	R 2,420.00	R 3,240.00
	Upto 6 months	R 820.00	R 3,800.00	R 4,620.00
	Upto 12 months	R 820.00	R 5,620.00	R 6,440.00
There are NO discounted rates for Television commercials being flighted on one Television Station only				

TELEVISION INFOMERCIALS (PER SCRIPT)	FLIGHTING PERIOD	PERFORMANCE	USAGE	TOTAL
A TV commercial in excess of 60 recorded seconds	Upto 2 months	R 1,640.00	R 2,420.00	R 4,060.00
	Upto 6 months	R 1,640.00	R 3,800.00	R 5,440.00
	Upto 12 months	R 1,640.00	R 5,620.00	R 7,260.00

CINEMA COMMERCIALS <small>(Per voice artist per script, should an artist do 2 or more CHARACTERS in ONE commercial they are to be paid a performance fee per CHARACTER and 1 usage)</small>	FLIGHTING PERIOD	PERFORMANCE	USAGE	TOTAL
	Upto 12 months	R 820.00	R 2,740.00	R 3,560.00
	Use of a TV voice over on Cinema	N/A	R 2,740.00	R 2,740.00

PUBLIC LOCATION ADVERTISING Radio and Television Commercial Voice Overs ONLY	For example, stadiums, petrol stations, in-store, exhibition stands etc USE OF EXISTING MATERIAL			
	TV		Radio	
	65% of the standard TV usage rates on page 1		50% of the standard Radio usages rate on page 1	
	Upto 2 months	R 1,573.00	Upto 2 months	R 510.00
	Upto 6 months	R 2,470.00	Upto 6 months	R 650.00
Upto 12 months	R 3,653.00	Upto 12 months	R 910.00	

PILOT, RE-RECORDING, REJECTION	Radio, Television and Cinema Commercials	
	R 820.00	per script per voice artist

PITCH PILOT (Radio, TV and Cinema Commercials)	Pitch of a concept to a client at the agency/production house own cost	
	1 ONLY	R 820.00
	2 or MORE	R 775 per voice per script (ie 3 different voices by the same artist, 3 pitch pilot fees)

ANIMATICS (Radio, TV and Cinema Commercial)	Vocal description of a concept for client research or presentation	
	See page 7 - Corporate	

AUDITIONS (Radio, TV and Cinema Commercials)	Selection of a voice for a specific product	
	R 300.00	For a maximum of 30 minutes in studio
	Free auditions available ONLY under the following circumstances 1. The artist is a "new comer" ie. having completed less than 10 successful voice over commercial recordings 2. The artists does not have a demo CD, sample on a website or is unable to provide a clip with the delivery style required 3. VERY IMPORTANT - Maximum of 30 minutes allocated per artist, thereafter standard audition fees are payable 4. ONE Script ONLY. Thereafter R215.00 per audition script will apply	

CANCELLATION (ANY booking cancelled with less than 24 hours notice to the agent)	Applies to ALL Voice Over Recording Categories	
	R 820.00	per script per voice artist
POSTPONEMENT (ANY booking cancelled with less than 24 hours notice to the agent)	Applies to ALL Voice Over Recording Categories	
	Should a postponed booking be re-booked <u>immediately with a confirmed date, time and venue, and the artist is available - NO fee will be charged</u>	
	Should a booking be postponed <u>without being immediately re-confirmed</u> with a date, time and venue, the booking will be treated as a cancellation and the cancellation fee will apply.	
ADDITIONAL USAGE	Radio, Television and Cinema Commercials	
	Should a tag line or any other section of a script be used on ANY additional commercial or on any other medium (different flighting code) to the initial recording, an additional usage fee is payable PER commercial as per usage rates on page 1	
CUT DOWNS	Radio, Television and Cinema Commercials	
	Any edit of a <u>single performance</u> to a different duration, to be used concurrently with the original commercial, will require additional usage fees (as stipulated on page 1) to be paid.	
	For Example	
	A 30" TV commercial is cut down to a 15" - the commercials will be flighted at the same time - ADDITIONAL USAGE payable. A 30" TV commercial is cut down to a 15" - the 15" will take over from the 30" - NO ADDITIONAL USAGE payable but the expiry date will remain as for the original 30" commercial	
INTERNET	Use of an EXISTING television voice over or radio spot on a website 50% of the Standard Radio or TV usage rate	
AUDIO BOOKS	R 3000.00 per hour or part thereof actual time in studio	
	Studio Time is Calculated at the time the artist is called not from when they start recording	
	Re-Recording or Rejection Fees are NOT applicable	

PUBLIC SERVICE (PSA) or COMMUNITY SERVICE ANNOUNCEMENTS (CSA) COMMUNITY SERVICE ANNOUNCEMENTS (CSA)	Non-commercial broadcast on radio, television or on any other medium, intended for PUBLIC GOOD, INFORMATION OR EDUCATION . Intended to modify public attitudes by raising awareness about specific issues. It <u>does not</u> include any commercial intent, brand name or image.
	Fees to be negotiated with the applicable agent or artist; based on the project, usage period and media. For commercial content or intent please refer to relevant category within this document.

MOBILE NETWORK PROMOS (ALL mobile network operators)	Promotes a specific event/programme on the Network. May mention the name of a sponsor if their name forms part of the event (eg "Watch the Nedbank Golf Challenge" NOT "Brought to you by Nedbank" (please see Standard Commercial Rate for this) MAY FLIGHT FOR A MAXIMUM OF 4 CONSECUTIVE WEEKS
	Fees to be negotiated with the applicable agent or artist; based on the project, usage period and media. For commercial content or intent please refer to relevant category within this document.

MOBILE NETWORK ORIGINAL CONTENT INSERTS (All mobile network operators) Should any script become a download that the subscriber is CHARGED FOR , an ADDITIONAL 25% of the recording fee per script would become payable	NO COMMERCIAL CONTENT	
	Inserts specifically recorded for FREE Network Subscriber Entertainment May be used for upto 12 months on ONE Mobile Network ONLY EG: 10 Exciting things to do in South Africa	
	From 30 - 90 Seconds in length	R 1520.00/script
	From 90 -150 seconds in length	R 1800.00/Script
	SPONSORED	
	Inserts specifically recorded for FREE Network Subscriber Entertainment May be used for upto 12 months on ONE Mobile Network ONLY EG: "Smarties bring you 10 exciting things to do in South Africa	
From 30 - 90 Seconds in length	R 2150.00/Script	
From 90 -150 seconds in length	R 2420.00/Script	

CARTOON/ CHARACTER/ANIMATION Prelay or Dubbing Including But Not Limited to: Animation Puppets Claymation	Television Film or Series, Feature Films, Internet, Corporate, Mobile etc
	Subject to the Voice Animation Contract Available On Request

<p style="text-align: center;">VIRAL</p> <p style="text-align: center;">Direct Marketing VIA Electronic Media or Telecommunications Services (Including Ring Tones)</p> <p style="text-align: center;">Any recording that is distributed by a company to a specific distribution list to any of the following USAGE AREAS</p> <p style="text-align: center;">EMAIL MMS AMS or any other similar format as a marketing exercise with commercial content or intent</p>	RETAIL CAMPAIGN			
	Only applicable if ALL of the following apply			
	1	NO Visuals		
	2	Recording is no longer than '45"		
	3	Recording Contains specific information regarding price, date or product		
	4	Recording is only sent out ONCE to ONE distribution list		
	SPECIFICALLY RECORDED MATERIAL		USE OF EXISTING MATERIAL	
	Performance (per script)	(per	R 820.00	Subject to written notification and confirmation from the artist and or agent
	PER LANGUAGE PER CUT DOWN OR VERSION			
	PLUS		Regardless of origin of recording	
	75% of the current 12 month RADIO usage fee as per page 1			
	LONG TERM/ON GOING CAMPAIGN			
	1	May be initiated by the client for upto 12 consecutive months		

SPECIFICALLY RECORDED MATERIAL		USE OF EXISTING MATERIAL	
Performance	R 820	Subject to written notification and confirmation from the artist/agent	
PER LANGUAGE PER CUT DOWN OR VERSION			
PLUS		Regardless of origin of recording	
75% of the current 12 month TV usage fee as per page 1			

<p style="text-align: center;">IVR</p> <p style="text-align: center;">For upto 12 consecutive months usage</p> <p style="text-align: center;">Renewals to be paid at 75% of initial recording fee + 25% compounded for each additional 12 month period or part thereof</p>	Call Centres/automatic answering systems			
	R 2,160	for upto 5 recorded minutes, thereafter	R 560	for every 5 recorded minutes, or part thereof
PLEASE NOTE SHOULD AN ARTIST BE CALLED BACK ON A DIFFERENT DAY TO CONTINUE A RECORDING, THE "NEW" RECORDING WILL START AGAIN AT THE 1ST 5 RECORDED MINUTES RATE				
Studio Time Allocation	For upto 5 recorded minutes	-	30 minutes in studio	
	For upto 10 recorded minutes	-	1 hours in studio	
	ie: 30 minutes in studio for every 5 recorded minutes -	Thereafter	OVERTIME rates	R 590
REJECTION	TOTAL performance fee ONLY (recorded minutes), would not include any additional usage			
Use of a clients radio spot on an IVR or Telephone on Hold System	50% of the current 12 month Radio Commercial Radio			

BELOW CATEGORIES ARE SUBJECT TO THE FOLLOWING CONDITIONS			
Studio Time Allocation	For upto to 5 recorded minutes	-	30 minutes in studio
	For upto 10 recorded minutes	-	1 hours in studio
	ie: 30 minutes in studio for every 5 recorded minutes -		Thereafter OVERTIME rates apply at
REJECTION	TOTAL performance fee ONLY (recorded minutes), would not include any additional usage		

TELEVISION INSERTS	Segment with a television programme	
	Performance Fee	
	R 2,135.00	For upto 3 recorded minutes, thereafter
	R 765.00	for every 3 recorded minutes of part thereof
	Usage Fee	
	South Africa	One Flighting ONLY - No additional charge
	More than One Flighting - 50% of the TOTAL performance fee	
International	150% of the TOTAL performance fee	

INTERNET INSERTS and POD CASTS	A recording specifically for the Internet that has <u>Commercial Content</u> and is NOT be used on any other medium	
	R 2,470.00	For upto 5 recorded minutes thereafter ;
	R 800.00	for each 5 recorded minutes or part thereof
	6 consecutive months use on the Internet INCLUDED in the recording fee	
	Renewal for a further 6 months or part thereof - 50% of TOTAL recording fee	

INTERNET TUTORIALS AND E-LEARNING MODULES	NON Commercial Information or Data Sharing ONLY	
	R 6,900.00	For upto 5 recorded minutes thereafter ;
	R 1,000.00	for each 5 recorded minutes or part thereof
	Once off fee - NO Renewals Payable	

CORPORATE	RECORDING FEE		
	R 2,350.00	For upto 5 recorded minutes thereafter ;	
	R 700.00	for each 5 recorded minutes or part thereof	
	USAGE		
<p>Including but not limited to:</p> <p>Audio Visuals Documentaries Training Videos Promotional or Marketing Videos Instructional Videos Audio Recordings Audio Books Multimedia Presentations</p>	In House (shown to staff employed by the client ONLY) NO ADDITIONAL CHARGE		
	South Africa		
	<u>Local Public Exposure</u> Including but not limited to TV Broadcast Marketing give aways or videos Demonstrations Exhibitions Museums	Recording fee - PLUS 50% of TOTAL recording fee	
	<u>Internet</u>	6 months usage	50% of the TOTAL recording fee
		12 months usage	100% of the TOTAL recording fee
	<u>Sales</u>	Recording fee - PLUS 100% of TOTAL recording fee	
	International		
	<u>Public Exposure</u> Including but not limited to TV Broadcast Marketing give aways or videos Demonstrations Exhibitions Museums	Recording fee - PLUS 150% of TOTAL recording fee	
	<u>Internet</u>	6 months usage	50% of the TOTAL recording fee
		12 months usage	100% of the TOTAL recording fee
<u>Sales</u>	Recording fee - PLUS 300% of TOTAL recording fee		
PLEASE NOTE	Should an artist be called back on a different day to continue a recording, the recording on the new day would start again at the 1st 5 recorded minute rate		
	Recording fee is calculated on the ACTUAL recorded time and NOT the final edited time		
	Fees charged per script eg: separate presentations (and be used on their own) for the SAME company would incur 3 separate recording fees. HOWEVER should there be 3 different scripts for the same presentation that would not make sense if used on their own, the fee would be calculated on the TOTAL recording time of all 3 scripts.		
Studio Time Allocation	For upto 5 recorded minutes	-	30 minutes in studio
	For upto 10 recorded minutes	-	1 hours in studio
	ie: 30 minutes in studio for every 5 recorded minutes -	Thereafter OVERTIME rates	R 590 for every 30 minutes in studio or part thereof
REJECTION	TOTAL performance fee ONLY (recorded minutes), would not include any additional usage		