

Listing with Somersault Music



THE AGREEMENT

PO Box 399, Rye, Victoria, 3941, Australia Tel/fax: 03 5985 8636

Web: www.somersaultmusic.com.au Email: info@somersaultmusic.com.au

Somersault Music is a web-based store which assists independent artists to promote and sell CDs and other merchandise on-line. All our staff have backgrounds in indie music and, basically, we love what we do.

Look at Somersault Music as a shop that everyone can visit. Now, that's got to come in handy. We know that indie acts sell most of their CDs at their live shows, but having an online sales point is just as vital. That's why we're here, to help you cover all the bases.

Our listings are no risk - they cost you nothing until you make a sale, and they are non-exclusive. In fact, we encourage you to keep seeking other means of promotion and distribution - get your music out there!

The business side is simple - we handle all the orders based on a consignment from you, and payments are made once every three months. All you have to do is help spread the word about your listing.

Read the Terms & Conditions on page two, and if you like what you see, sign the Agreement below and we'll get started. If you have any questions just send an email, or give us a call - we're more than happy to explain the Somersault Music philosophy in person.

1. WHAT YOU NEED TO DO TO GET LISTED

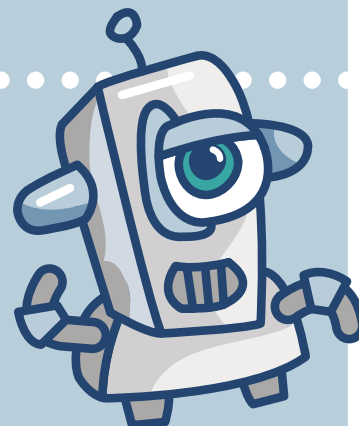
- > Read and sign this Agreement, then mail it in so we can sign and return your copy (we can't start on your listing until we have this).
- > Fill in the "SM Listing Details" document and email it to us, along with the other files and info we need to build your listing.
- > Send us a consignment of your CDs/merchandise so that we can immediately fill any orders (these remain your property on a sale or return basis).

2. WHAT WE DO ONCE YOU'VE SIGNED ON

- > Build and host your artist listing at the Somersault Music website.
- > Handle all on-line ordering, including secure credit card transactions.
- > Package and post orders for your CDs/merchandise.
- > Provide statements and pay your share of the sales on a quarterly basis (payment can be made by cheque or EFT).

THE MAIN POINTS IN PLAIN ENGLISH

- Getting set up costs you nothing.
- The Agreement is non-exclusive.
- There are no charges and the only fee is a 25% commission on the sale price.
- You set your own sales price for your CDs/merchandise.
- Payment to you is made by cheque or EFT every 3 months.



LISTING WITH SOMERSAULT MUSIC MEANS ADDING YOUR SUPPORT TO THE WORK OF INDEPENDENT MUSICIANS THROUGHOUT AUSTRALIA. THE BIGGER THE SITE BECOMES, THE MORE SURFERS VISIT & THE BETTER IT GETS FOR EVERYONE INVOLVED!

The following page lists the specific Terms and Conditions that apply to this Agreement. When you have read them please print out two (2) copies of this page and print your name, sign and date them both. Return them to us by mail and we will sign our copies and send one back for your records.

I (the undersigned) have read and agree to the Terms and Conditions of the web-based product sales Agreement with Somersault Music.

Signed on behalf of the Artist

Artist/Band Name: _____

Contact Name: _____

Signature: _____

Date: _____

Signed of behalf of Somersault Music

Name: Gordon Clarke

Position: Managing Director

Signature: _____

Date: _____



1. Somersault Music will:

- > Provide your artist listing at "www.somersaultmusic.com.au".
- > Facilitate credit card transactions of your products through our on-line store (Credit cards accepted are Visa, MasterCard & BankCard).
- > Provide secure on-line credit card transactions through Solutions Partners "E-Matters" and "St. George Bank".
- > Fill all orders for your products, including handling, postage and packing.
- > Make quarterly payments of your share of any sales (see Agreed Fee, point 3), and provide a statement covering receipts and disbursements related to your sales.

2. You (the artist) will:

- > Sign & return two (2) copies of this document to commence the Agreement.
- > Complete the "SM Listing Details" document. This includes:
 - > Your company or personal ABN (you do not need to be registered for GST).
 - > Your complete contact details.
 - > Your preferred method of payment (either cheque or EFT to your bank account).
 - > Information for your listing.
- > Email us the "SM Listing Details" document, along with the extra files we require to build your listing.
- > Mail us your consignment of CDs/merchandise so we can meet any immediate orders promptly - between 5-10 units of each item is enough to get started (your CDs/merchandise remain your property on a sale or return basis).
- > Do your own promotion - let people know your CDs/merchandise are available at Somersault Music via word-of-mouth, mailouts, a link from your website - it's up to you.

3. Agreed Fee:

The Agreed Fee payable by Somersault Music to the artist is the **Sale Price less 25% commission**. You can determine your own Sale Price for each item you list with us.

4. Freight & GST:

Postage, packing and handling costs and GST (where applicable) are added to your Sale Price at the end of an order (full details of this are provided on the Somersault Music website). We pay the complete GST (where applicable) and the freight costs are covered by the customer, so neither freight nor GST affect your statements/payments.

5. Delivery:

Delivery is by standard mail via Australia Post. Australian customers can anticipate delivery in 5-10 working days. International customers can anticipate delivery in 10-15 working days.

OTHER SERVICES OFFERED BY SOMERSAULT MUSIC

- > **Distribution** Consider utilising Somersault Music as your distribution label by adding the Somersault Music logo and web address to your CD artwork. Distribution information is often noted by the media, and can help draw more people to your listing.
- > **CD artwork** Somersault Music has a heap of experience setting up CDs for manufacturing. If you need the whole CD designed from scratch, or just need someone to make your own concept ready to print, we have a qualified graphic designer on our team who can help.
- > **CD mastering & manufacturing** If you don't know where to start, we can recommend some reliable businesses that do good quality work.
- > **Websites** If you don't already have one, we can build one at absolutely unbeatable rates!