



ENTERTAINMENT RETAILERS ASSOCIATION

MEMBERSHIP PACK



shop online

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# WHAT IS ERA?

**The Entertainment Retailers Association is a UK trade organisation formed specifically to act as a forum for the retail and wholesale sectors of the music, video, DVD and Multimedia products industry. ERA represents both physical and digital retailers and wholesalers and operates via 4 boards, Music, Digital, Video and Games.**

ERA was formed in 1988 by a group of record dealers - independents, multiples and wholesalers who saw the need to initiate constructive dialogue between dealers, the record companies and their trade body the BPI (British Recorded Music Industry), ERA has established links with other industry Associations and governmental departments as a respected voice within the industry. ERA has affiliated with NARM and other overseas retail Associations, with a view to exchanging information and to pool knowledge.

ERA also exists to communicate and negotiate with government departments and local authorities on behalf of its members, to monitor legislation affecting its members and to oppose or promote any legislation which might affect members interests. Either alone or in concert with others, ERA also involves itself in promoting the industry, for example through events such as the Mercury Music Prize or the Brit Awards.

ERA is not a discount negotiating body for retailers and cannot function in any way as a cartel or become involved in terms of trading between individual members and suppliers. Its aims are to ensure the highest standards of retail and wholesale in the music (and related products) industry, and to encourage and provide formal and informal contact between members, the public and the industry.

ERA's business is conducted via Council elected from the association's members.



## BENEFITS

- **Members qualify for payment for music and video data if they contribute to OCC and for games data if they contribute information to Chart Track**
- **Reduced rates on your PPL Licences when paid through ERA.**
- **Discounts on the PRS licence exclusively for ERA members.**
- **Exclusive offer arranged with PaymentSense for ERA members, which allows competitive rates on Credit Card and Debit Card transactions.**
- **Access to the ERA website and membership database.**
- **Free phone number for members, which allows access to the ERA office should members need advice or wish to express their concerns.**
- **Free legal advice from the ERA office.**

In addition to the above we as an Association support some good causes such as NCH Action for Children, Nordoff Robbins and the BRITS School.



# MEMBERSHIP APPLICATION FORM

Please tick Membership Status you require:

AFFILIATE  ASSOCIATE  FULL

## COMPANY DETAILS (all correspondence will be sent to this address)

Trading Name: .....

Contact Name: .....

Address: .....

.....

..... Postcode: .....

Position: .....

Tel No: ..... Fax No: .....

Email: .....

Website: .....

VAT No: \_\_\_ / \_\_\_ / \_\_\_

Total No. of Stores: .....

Internet Trader: Yes/No

Digital Trader: Yes/No

## ERA MEMBERSHIP FEE Please complete using Membership Fee Structure

ERA Fee £..... £..... Total £.....

P.P.L. Fee (If required) £..... £..... Total £.....

Please complete using attached PPL Fee Structure

TOTAL PAYABLE TO ERA: £.....

Please make cheques payable to: ERA Ltd

## BANK DETAILS

(All Payments from ERA to Members will be transmitted via BACS)

Bank Name: .....

Sort Code: ..... - ..... - ..... Account No: .....

All Information supplied will be treated in the strictest of confidence

(For Office Use Only)

Invoice No: ..... Membership No: .....

# BUSINESS DETAILS

TYPE OF BUSINESS Please tick as appropriate

STORE (S)

WHOLESALE

MAIL ORDER/ INTERNET MAILORDER

DIGITAL/MOBILE RETAILER

OTHER (please specify)

.....

LOCATION (If Applicable):

e.g. (High Street, Shopping Centre):

## PRODUCTS/FORMATS STOCKED

Please tick as appropriate

SINGLES

CD ALBUMS

VINYL

VIDEO/DVD

GAMES

DIGITAL PRODUCT

MERCHANDISE

SECONDHAND

BOOKS

INSTRUMENTS

OTHER (please specify)

## DO YOU SPECIALISE IN ANY GENRE

Please tick as appropriate

CLASSICAL

ROCK/POP

SPECIALIST - DANCE

SPECIALIST - OTHER

PLEASE SPECIFY:

Do you supply Sales information to Millward Brown/  
Official Charts Company Please tick as appropriate

YES

NO

Do you supply Sales data to Chart Track

Please tick as appropriate

YES

NO

How many staff do you employ:

(For larger stores please include music department staff and head office staff only)

FULL TIME:

.....

PART-TIME:

.....

## TYPES OF MEMBERSHIP

### Full Membership

Available to all retailers, wholesalers and distributors of music, video and games. All benefits in addition can:

- (i) Nominate a candidate for election to ERA Council
- (ii) Vote for candidates to be elected to ERA Council
- (iii) Vote on Association matters at the Annual General Meeting
- (iv) Be elected by Council to serve as an Officer of the Association, i.e. Chairman, Deputy Chairman or Treasurer

### Associate Membership

Available to all smaller retailers, wholesalers and distributors of music, video and games. All benefits in addition can serve on Council

### Affiliate Membership

Available to trade associations, non retailers and wholesalers related to the entertainment industry

## MEMBERSHIP FEES

1 April – 31 March

### All Physical And Digital Retailers

| Turnover Band (£M) | Associate Membership |        |                 | Full Membership |          |                 |
|--------------------|----------------------|--------|-----------------|-----------------|----------|-----------------|
|                    | Fee £                | VAT £  | Total Payable £ | Fee £           | VAT £    | Total Payable £ |
| 0-500,000          | 90.00                | 18.00  | 108.00          | 323.00          | 64.60    | 387.60          |
| 500,000-1M         | 174.00               | 34.80  | 208.80          | 561.00          | 112.20   | 673.20          |
| 1-2M               | 251.00               | 50.20  | 301.20          | 878.00          | 175.60   | 1,053.60        |
| 2-3M               | 323.00               | 64.60  | 387.60          | 969.00          | 193.80   | 1,162.80        |
| 3-4M               | 388.00               | 77.60  | 465.60          | 1,292.00        | 258.40   | 1,550.40        |
| 4-5M               | 445.00               | 89.00  | 534.00          | 1,557.00        | 311.40   | 1,868.40        |
| 5-6M               | 490.00               | 98.00  | 588.00          | 1,717.00        | 343.40   | 2,060.40        |
| 6-10M              | 543.00               | 108.60 | 651.60          | 1,901.00        | 380.20   | 2,281.20        |
| 10-15M             | 596.00               | 119.20 | 715.20          | 2,086.00        | 417.20   | 2,503.20        |
| 15-20M             | 649.00               | 129.80 | 778.80          | 2,272.00        | 454.40   | 2,726.40        |
| 20-30M             | Full Membership Only |        |                 | 4,005.00        | 801.00   | 4,806.00        |
| 30-50M             | "                    |        |                 | 6,427.00        | 1,285.40 | 7,712.40        |
| 50-100M            | "                    |        |                 | 8,785.00        | 1,757.00 |                 |
| 100-150M           | "                    |        |                 |                 | 2,246.60 |                 |
| 150-200M           | "                    |        |                 |                 | 2,713.20 |                 |
| 200-300M           | "                    |        |                 |                 | 3,689.80 |                 |
| 300-400M           | "                    |        |                 |                 | 4,182.00 |                 |
| 400M +             | "                    |        |                 |                 | 4,659.60 |                 |

### Wholesalers/Distributors

| Turnover Band (£M) | Associate Membership |        |                 | Full Membership |          |                 |
|--------------------|----------------------|--------|-----------------|-----------------|----------|-----------------|
|                    | Fee £                | VAT £  | Total Payable £ | Fee £           | VAT £    | Total Payable £ |
| 0-10M              | 310.00               | 62.00  | 372.00          | 1,084.00        | 216.80   | 1,300.80        |
| 10-20M             | 620.00               | 124.00 | 744.00          | 2,167.00        | 433.40   | 2,600.40        |
| 20-30M             | 929.00               | 185.80 | 1,114.80        | 2,786.00        | 557.20   | 3,343.20        |
| 30-40M             | 1,238.00             | 247.60 | 1,485.60        | 4,334.00        | 866.80   | 5,200.80        |
| 40-50M             | 1,548.00             | 309.60 | 1,857.60        | 5,418.00        | 1,083.60 | 6,501.60        |
| 50M +              | 1,858.00             | 371.60 | 2,229.60        | 6,502.00        | 1,300.40 | 7,802.40        |

### AFFILIATES (non retail/wholesale or distributor)

| Fee £  | VAT £  | Total Payable £ |
|--------|--------|-----------------|
| 500.00 | 100.00 | 600.00          |

WHEN CALCULATING YOUR TURNOVER IT IS BASED ON THE SALES OF (MUSIC PRODUCTS, SALE THRU VIDEOS, DVD AND MULTI-MEDIA PRODUCTS)

**10% Administration fee charged for late payment, i.e. payment not received within 60 days of invoice date**



ENTERTAINMENT RETAILERS ASSOCIATION

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