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## Boosey & Hawkes and Schott launch strategic partnership

The two leading international classical music publishers Boosey & Hawkes and Schott Musik International are delighted to announce a unique strategic partnership commencing 1 July 2004 which is expected to expand and strengthen their respective market positions while exploiting synergies. The areas of operational collaboration comprise printed music, royalty processing and an alliance in North America. Both companies will preserve the full independence of their publishing programmes and product development.

**printed music** Schott will be responsible for the sales, marketing and international distribution (excluding North America/Latin America/Australia/New Zealand) of the Boosey & Hawkes printed music catalogue. B&H will continue to develop new titles and to manage its own publishing programme.

**royalty collection** Boosey & Hawkes will provide centralised royalty accounting and copyright control services for the Schott companies using its specially developed software, tailored for the complexities of classical music rights management. B&H and Schott plan to offer these services to third-party music publishers in future.

**North American alliance** In a North American initiative, Schott and Boosey & Hawkes will forge a new cooperative alliance. European American Music Distributors LLC, the US Schott affiliate that represents (other than for print sales) in the USA, Canada and Latin America the catalogues of Schott, European American Music Corporation and Helicon Music Corporation, as well as the catalogue of Universal Edition for stage and concert uses, will relocate its operations to New York, where Boosey & Hawkes will manage its rental library, and also provide certain administrative services. As with the other initiatives, the independence of the publishing and creative functions of both publishers will be preserved.

**joint statement** John Minch (Managing Director, Boosey & Hawkes) and Dr Peter Hanser-Strecker (President, Schott Musik International) comment: "We are very happy that the long-standing working relationship between our two companies will develop further through these initiatives. We look forward to exploring further areas in which this co-operation can mutually benefit our companies and music publishing as a whole."

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interview

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