

# WOMEX 94 REGISTRATION FORM

Full payment or proof of money transfer must accompany registration form!



**First name:** \_\_\_\_\_  
**Last name:** \_\_\_\_\_  
**Company:** \_\_\_\_\_  
**Address:** \_\_\_\_\_  
**City / country:** \_\_\_\_\_  
**Tel:** \_\_\_\_\_ **Fax:** \_\_\_\_\_  
**E-mail:** \_\_\_\_\_  
**Credit Card:**  AmEx  Diner's  MasterCard  Visa **Card No:** \_\_\_\_\_

To register more than 1 person, please copy this form and complete in full for each individual. BLOCK LETTERS, PLEASE!

CHECK APPROPRIATE BOX

- OCCUPATION**
- Agent / Booker
  - Artist
  - Artist Manager
  - Association / Convention / Institution / Society
  - Attorney / Lawyer
  - Club / Concert Promoter / Festival / Venue
  - Deal Broker / Flat Cat
  - Distributor
  - Engineer / Recording Studio
  - Government Official
  - Manufacturer
  - Media: Print / Radio / TV
  - Music Publisher
  - Other
  - PR Company
  - Producer
  - Record / Video Company
  - Retailer

Have you attended the BID Worldwide Music Days?

yes

no

If yes, which year?

1991

1992

1993

## BE A WOMEX REP AND EARN MONEY!

Put your name & address in here, COPY THIS PAGE and include it in your MAILOUTS. You will not only help to insure that you meet your favourite partners in the global Worldwide Music network but you will even get a CREDIT WORTH 10% on each PAID registration we receive through your recommendation!

THIS REGISTRATION RECOMMENDED BY:



Sorry! Everybody on WOMEX payroll EXCL from this outstanding offer.

ALL PRICES INCLUDE VAT 16%

**PARTICIPATION**

Individuals	DM 200
Companies (allows 3 persons)	DM 480
Companies (per extra person)	DM 140

**TRADEFAIR STAND**

3 x 2,5 m	DM 400
all extras	call us

**ADVERTISING IN THE WOMEX GUIDE**

full page	DM 1200
half page	DM 650
quarter page	DM 350
back cover	add 100%
inside front	add 75%
inside back	add 50%
all colours / deadlines	call us
PRINT-MEDIA!	Ads-swap possible!

**INSERTS IN THE WOMEX REGISTRATION BAG**

per item	DM 300
----------	--------

**MEDIA ACCREDITATION**

Print/Radio/TV (per person)	DM 100
-----------------------------	--------

**REGISTER EARLY AND SAVE MONEY!**

Before 31 May 94: Early Bird Rate:	save 20%
Before 31 Aug 94: Advance Rate:	save 16%
After 1 Sep 94: Normal Rate	
After 12 Oct 94: Walk-up Rate:	add 20%
After 16 Oct 94: Dodo Rate:	lose all

**TOTAL PAYMENT:** \_\_\_\_\_

Date / SIGNATURE: \_\_\_\_\_  
 Credit card payment: I agree that this sum plus 5% handling costs are charged to my account as above.

**TERMS OF PAYMENT: German currency only!**  
 by international money order, cheque (Eurocheque welcome!)  
 credit card or by bank order to:  
 PIRANHA-WOMEX acc., BERLINER VOLKSBANK  
 bank code 100 900 00, account no. 201 23 338

Mail / fax this form TOGETHER WITH PROOF of PAYMENT to:  
 WOMEX Organisation Office, c/o PIRANHA  
 Carmerstr. 11, D - 10623 Berlin / GERMANY  
 Tel (+49-30) 312 66 71, fax (+49-30) 313 14 99  
 E-mail: akbar@ipn-b.comlink.de

# WOMEX 94 NEWS

## Berlin October 13-16 / 1994 UPDATE 26/5/94

WOMEX Organisation Office ■ c/o PIRANHA ■ Carmerstr. 11 ■ D - 10623 Berlin / GERMANY.  
 tel (+49-30) 312 66 71 ■ fax (+49-30) 313 14 99 ■ e-mail akbar@ipn-b.comlink.de

Thank's for so many hot reactions to the first WOMEX mailout. The Programme Committee already had to discuss conference topic and showcase suggestion sufficient for 3 WORLDWIDE MUSIC EXPOS during it's recent meeting. They came from Japan as well as the USA, Australia, Africa and from all over Europe. To start WOMEX on the basis of the meetings and networks which grow over the past years is of obvious advantage. With all this positive response from the traditional as well as from the popular camp it looks like sharing knowledge and creating a special market place for all those dealing with worldwide music is possible and very much in demand. WOMEX will definitely become the most important Worldwide Music meeting (at least for) this year. If you have to make a choice on international conferences this year, better choose WOMEX!

And for all questions that came in, here are some of the answers:

■ **Yes, sharing of stands** in the exhibition hall is welcome and recommended. Nevertheless those who want to share tend to be late in booking their space because they spend longer on negotiating their internal agreements. Please don't forget that the number of stands is limited due to the space in the big entrance hall of the House of World Cultures.

■ **Yes, now it's definite:** the first multicultural radio channel in Germany will be in operation in October and has its studios on the WOMEX location, the House of World Cultures in Berlin's central park Tiergarten opposite of the German parliament. Live recording of all showcases will happen and in exchange of limited broadcasting rights mixed down DAT copies of all concerts including all other rights will be delivered to the artists immediately after their performances free of charge. We are even working on the possibility to offer the artists an unmixed 24 channel master tape just for the costs of the tape.

■ **Yes, we are working on an additional showcase feature** called "Tanchaz Ceilidh glo-BAL", the

after-concert Dance party from transtribal undergrounds.

■ **Yes, we are prepared to help** with special documents like invitations, you might need to apply for funding for your trip to WOMEX. (Some government agencies are in charge of budgets to visit top international tradefairs and conferences. But one has to locate the agency and apply very early - find out your deadline and make shure you don't miss it!)

■ **Yes, we expect (and have been inviting)** a serious number of key media people for WOMEX, print, radio and TV. You could find it hard to escape from any interviews.

■ **No, the procedure of being a representative of WOMEX and save (or even earn) money** is not limited to persons from an inner circle. Anybody can put his stamp/address on the registration form and send it on and will receive her/his share for each paid registration with her/his address on. Promised.

■ **No, the showcases are not yet fully booked and decided on.** But we have already received amazing offers from Cuba, Japan, Canada, various African and almost all European countries. Nevertheless we still wait until you sent in your materials (but not too long).

### WOMEX will improve your life if:

- ☛ you are dealing with music from all over the world
- ☛ you are curious to meet professionals from Europe (West & East), Africa, the Middle East, Asia and the Americas
- ☛ you are keen on new marketing strategies for world, roots, folk, traditional and local music
- ☛ you want to get your act booked into the European festival circuit and played on air in the networks of the European Broadcasting Union
- ☛ you believe that world, roots, folk and traditional musics have common aims, a tangible presence and an impact that can be felt in the Global Music Industry, in Culture Exchange and in North - South Politics.
- ☛ you feel the need to ask the legendary question "what is world music?" (There may be a charge for this. See WOMEX Guide) and ... others will want to learn from you.

### PROGRAMME COMMITTEE:

Mario Alves *Etnia / Caminha*;  
 Borkowsky Akbar *Piranha / Berlin*;  
 Anu Laakkonen *Global Music Centre / Helsinki*;  
 Ben Mandelson (chair) *EFWMF / London*;  
 Beate Mielemeier *House of World Cultures / Berlin*;  
 Tiago de Oliveira Pinto *International Institute for Traditional Music / Berlin*;  
 Johannes Theurer *EBU Worldmusic Workshop / Berlin*.

more answers see p. 2

more answers from p. 1 ...

■ **No**, we will not put an unlimited number of conference panels (more than 3 dozen panel topics are already proposed). Even with more brilliant suggestions coming up, we will stick to the promised number of 12 panels plus professional meetings, to leave enough time for contacts and business communications. Nothing is decided yet and it's still time for your intervention. See next Update for who won the panel's battle.

■ **Yes**, we are still working to raise the budget for all aspects of the event. As WOMEX is planned to travel within Europe in future, we want it to be World cup league from the start. Although substantial amounts of the budget have already been collected, we are still very thankful for hints or support from any side reading this matter.

**WOMEX 94** will be equally a **tradedfair**, a conference, and a **showcase festival** which will present artists - well-established and hot-tips - available and ready for the inter-national tour circuit in 1995.

Driving force behind iWOMEX is the **EFWMF**, Europe's multinational network of Worldwide Music Festivals.

The **Organisation Office** is run by **Piranha Kultur & Medien Produktion**, producer of the **BID Worldwide Music Days 91-93**.

The **House of World Cultures** will host the first **WOMEX**. Founded in 1989 with the express purpose of introducing foreign cultures to a German public, it provides an exceptional grouping of high-standard conference, concert and tradedfair facilities in the heart of Berlin, just opposite the German parliament.

**LOCATION:**  
Haus der Kulturen der Welt  
John-Foster-Dulles-Allee 10,  
D-10557 Berlin

## CONFERENCE SESSIONS

Covering all aspects of Worldwide music (for example: *touring, recording, booking, public domain & digital traditions, multilingual radio, copyrights & copywrongs, visas and borders*) the sessions - 90 minutes long, with a chairperson and 3 guest speakers - will include a presentation by each speaker of maximum 20 minutes, and an open discussion. Unless otherwise stated, the sessions will be held in *English*.

Immediately after each session there will be a 'Follow-up Room' available. This will enable parties with a serious interest in acting on the issues raised to progress in a concentrated manner.

**Documentation:** Speakers will be expected to prepare a resumé of their paper and a brief biography (total 1 page). Session documentation will be available to all registrants.

**International Ideas & Brainstorming dept:** Your Chance to help us avoid that dreaded after-conference complaint 'If only they had organized a session on...' by telling us NOW about

- ☛ your dream panel
- ☛ the ideal controversial session
- ☛ serious issues that seem to fall through the cracks
- ☛ questions you would love to see answered in public

and those 'how-to & why' queries that you hoped someone else would ask because you don't want other people to know the *real* depth of your knowledge despite your great business card.

## STANDS AND FACILITIES

**STANDS** will occupy the main open foyer of the House of World Cultures. Each will measure 3 by 2,5 m, and are a market-stall format, providing table space plus seating opportunities, and upright framework on which to attach posters, banners, coathooks and other items according to your ingenuity. A powerpoint will be provided - bring your own extension multipug board if you wish to run several things. For all extras please call us!

There will also be group and individual meeting areas.

These stalls are provided at a very accessible price - no need to share yet; but *look out*, we have a limited capacity. We already have stall requests from the International Institute of Traditional Music; Wergo Records; NDR-Sputnick Radio; SFB - Multicultural Radio / European Broadcasting Union World Music Workshop; Smithsonian / Folkways; SADC; Atelier de Ethnomusicologie, Switzerland, European Forum of Worldwide Music Festivals, Women International Network - Music *plus* representative stands from France, Scandinavia, Spain and Portugal *plus* several European specialist distributors.

## A SHOPPING STAND

and **MERCHANDISING SERVICE** will be provided for all registrants and showcase groups at an extremely reasonable rate. CDs, records, books, K7s, T-Shirts, posters, souvenirs, and most animals, vegetables and minerals can be left with us on a sale-or-return basis.

## CATERING

A wide range of food and drink will be available from the **CAFE GLOBAL** and the **HKW** restaurant.

## ACCOMODATION

We can book you a room at special **WOMEX** discount prices. Call the **Org. Office** for further information!

## WOMEX GUIDE and REGISTRATION BAG

The **WOMEX 94 GUIDE** / catalogue will include full information on the conference, the showcases, a contact-list of all participants and details of all stands, *plus* help and information to make your attendance at **WOMEX** as efficient as possible.

You may also arrange to have promotional items placed in the **REGISTRATION BAG**. Both the **GUIDE** and the **REGISTRATION BAG** will be provided free-of-charge to all registrants. Please see attached rate-sheet for **GUIDE** advertising and **BAG** insert prices.

# WOMEX 94 SHOWCASE APPLICATION FORM

We will be inviting a selection of the best world, roots, traditional and folk artists to appear in showcases and concert slots on our stages. Artists, companies or individuals who wish an application to be considered for a **WOMEX** showcase should complete the following form and return it to us with 2 sets of CDs / cassettes/ videos and photos / presspack / biogs and send it to.

WOMEX Organisation Office ■ c/o PIRANHA ■ Carmerstr. 11 ■ D - 10623 Berlin / GERMANY  
tel (+49-30) 312 66 71 ■ fax (+49-30) 313 14 99 ■ e-mail akbar@ipn-b.comlink.de

Please help us by completing this form clearly and fully! The deadline for showcase applications is ALWAYS NOW! Don't miss it!

### 1/ NAME OF BAND / ARTIST

Number of Band members  
Number of Crew members  
Country of origin  
Type of Music

### 2/ APPLICATION SUBMITTED BY

Contact person  
Address

Phone  
Fax  
E-mail

### 3/ MANAGEMENT COMPANY

Contact person  
Address

Phone  
Fax  
E-mail

### 4/ BOOKING AGENCY

Contact person  
Address

Phone  
Fax  
E-mail

*For WOMEX office use only / do not fill in!*

Date received:

Material received by:

- cd  k7  record  video  other  
 info  presskit  photo  biog  other  
 funding

### 5/ RECORD COMPANY

Contact person  
Address

Phone  
Fax  
E-mail

### 6/ PUBLISHING COMPANY

Contact person  
Address

Phone  
Fax  
E-mail

7/ Is there any institution, company or other sponsor who is willing to **SUPPORT / FUND** you in aspects of

- ☛ travel costs?  yes  no  
☛ accomodation?  yes  no  
☛ per diems?  yes  no

8/ Do you need **VISA/s** to enter Germany?

- yes  no

SIGNATURE: .....

DATE: .....

☛ **Sorry - all material submitted cannot be returned!**