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SCOTTISH FOLK/ ROOTS MUSIC IN GERMANY

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1. INTRODUCTION

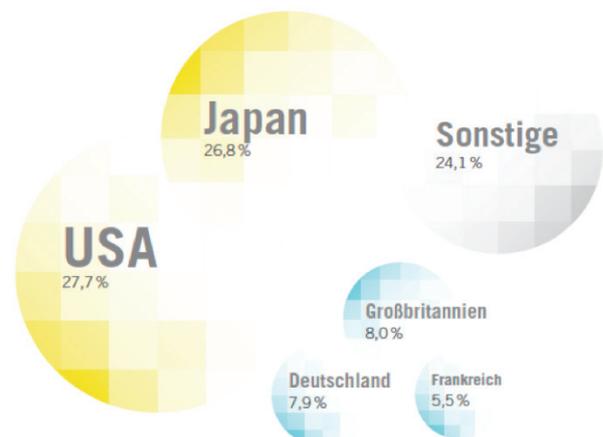
The German music market has strengthened in the last few years: with a revenue of 1.4 bn USD, it is currently the fourth largest worldwide (see graph below).

Also worth noting is the digital sector that has enjoyed a double-figure growth.

Booming digital revenues have reversed more than a decade of decline in the German music industry. Official figures released by the German music industry association BVMI show revenues were up by 1.5 percent to \$880 million (€660 million) for the first half of 2013, driven by growth in online downloads and music streaming services such as Spotify.

While the sale of traditional CDs continues to decrease, dipping 2.7 percent in the first half, revenue from music streaming shot up some 105 percent over the same period. Online music downloads from services such as iTunes enjoyed 5.3 percent growth. Digital sales now account for just under a quarter of all music revenues in Germany, with downloads making up around 20 percent of total sales and streaming revenue accounting for 4.6 percent. BVMI managing director Florian Drucke noted that, unlike other territories where digital offerings have cannibalized physical CD sales, in Germany the overall size of the market has remained stable.

Drucke pointed to traditional vinyl records, which continue to enjoy a comeback, with sales soaring up to 30 percent in the first half. Vinyl sales account for 1.8 percent of total music revenue in the territory. Even with digital revenues growing apace, physical CDs continue to dominate the market, accounting for more than two thirds of overall sales.



1. INTRODUCTION



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At the same time, the amount of German productions has increased significantly. Music “Made in Germany” is more successful at home than ever before. 57% of sales of the German long-play charts right now are German productions – ten years ago, this figure was 36%.

World Music got a little more attention in the last years in Germany, but it still leads a miserable existence in comparison to other genres in Germany. This is due to two reasons according to Kerstin Klenke, music anthropologist at the University of Music and Art in Hannover: on the one hand world music is a very heterogeneous field, on the other hand Germans don't have an ethnical connection to a lot of this music. This is different than in the UK or France for example, where there is more post-colonial migration and they are more familiar with different sounds.

World music has found its way in Germany into media and radio and on the stage of many city festivals. There is a decline in CD sales in that genre which corresponds to the general decline in sales in almost all music genres. According to Anna Poetzsch of Womex, the percentage of the sales of the world music market of the total sales in Germany used to be 2.5%. As the sales declined many specific world music records stores had to close. The ones that are left offer less and less world music. 50% of the sales are generated by amazon, the rest is distributed via niche- mailorders, merchandise at live concerts and digital.

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In addition a lot of special broadcasts and programs such as Radio Multikulti were folded. German TV has no programs for that kind of music, except for on regional reports on local festivals.

At festivals world music booms. There are a huge number of world music, folk, celtic etc. festivals in Germany. Almost every city or castle has their own little festival.

Even though that world music has its difficulties in Germany, Germany is an interesting territory especially for celtic music. Birgit Ellinghaus of Alba Kultur mentions that as world music is such an extremely diverse scene there is hardly any interaction between celtic or other world music scenes. “Celtic music has its own rules, media, players, festivals and fans,” says Ellinghaus.

Germans like the Scottish highlands and the myths around it. Mike Kamp, publisher of Folker, has the theory that as the traditional German Volksmusik is non-existent, that the Scottish and Irish music is a substitute for that.

This feasibility study will give an overview of the German folk scene. We spoke with 11 experts about the possibility of Scottish music in Germany and listed the keyplayers of the festival, tour and club, media and label scene.

2. RESEARCH & ANALYSIS



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There aren't any statistics that focus on world or celtic music in Germany. Even the associations like Pro Folk e.V., do not have any studies about the German folk scene. World music isn't taken into account when it comes to music industry figures or creative industry reports. There aren't any funding organisation or culture institutions that focus on supporting world music in Germany. As mentioned above in terms of general awareness, world music lives in the shadow of the music industry, even though, due to migration and globalization, "foreign" music is much more present in Germany than it used to be.

The website of Pro Folk e.V. and the Folker magazine provide a lot of links to festivals, bands and clubs.

We conducted guided interviews, with the following expert to receive an in-depth look on the German scene.

FESTIVALS:

Ulrich Doberenz – TFF Rudolstadt
Dieter Wasilke – Venner Folkfrühling
Martin von Maydell – Celtic Days

MEDIA/PRESS:

Basil Wolervhine – Schottenradio
Mike Kamp – Folker

ONLINE MEDIA:

Wilhelm Müller-Basler – celtic-music-net.com

BOOKING AGENTS / TOUR PROMOTERS

Thomas Franke – Capital Music
Bernd Wurster – Magnetic Music
Siegfried Maeker – Tourneebüro Maekers

LABELS

Birgit Ellinghaus – Alba Kultur/Heaven and Earth
Publishing & Records

NETWORKS/ASSOCIATIONS

Maik Wolter – Pro Folk e.V.

2.1 FESTIVALS



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There are a lot of Folk/World Music Festivals in Germany. Many of them take place only during one day at the weekend. Only a few last over a few days.

The festival scene has changed significantly over the years, as the traditional folk scene is becoming smaller, the festivals need to open up to a new audience and integrate different styles of folk and roots music, which a lot of them do nowadays.

In the interviews the experts point out how important it is to play at as many festivals in Germany as possible in order to attract attention. It is the first step into the German market. Unfortunately, a great number of bands apply every year and only a few gain a spot in the line-ups. Word of mouth recommendations by other bands, promoters or the press are still the best way to attract the attention of the festival bookers.

In addition to playing on the festivals, the experts like Dieter Wasilke, Venner Folkrühling, suggests bands to play a short tour or a few gigs in the area around the festival, to make the most out of the festival gig.

Here are the most important festivals that are interesting for Scottish Folk/Roots/World music artists in alphabetical order with application links, if offered:

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ALTBURGFESTIVAL

Since 1989 the Alburg Festival takes place on the 3rd weekend in August in the reconstructed Celtic hillfort Altburg Bundenbach.

The historic Celtic settlement Alburg is idyllically located on the Hahnenbachtal. It provides the perfect backdrop for an celtic event. After a natural grandstand was built outside the plant, the Alburgfestival won again at flair. Each year, the organizers present traditional Irish Folk, traditional celtic-folk and folk rock.

APPLICATION/CONTACT:

Ortsgemeinde Bundenbach
Michael Brzoska
Ringstrasse 28
55626 Bundenbach
altburgfestival@bundenbach.de

WEB: www.altburgfestival.de

DATE: 3rd weekend in August

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BARDENTREFFEN NÜRNBERG

The Bardentreffen in Nürnberg is the largest annual event to take place within the historic centre of Nürnberg. It takes place over three days with more than 200.000 visitors of all ages, who gather at eight different stages to listen to world music artists as well as singer-songwriters from all over the world for free.

“Traditions, trends, experiments”, these are the basics of the festival, which focuses on singer-songwriters and world music artists, their traditions and their latest, contemporary forms of expression. Media partners are Bayerischer Rundfunk, Studio Franken, Plärrer magazine and Nordbayern Infonet.

APPLICATION:

To be considered as an artist for Bardentreffen, you have to present self-composed songs. Cover bands or bands with a purely instrumental repertoire will not be considered. Please be aware that Bardentreffen is a world music and singer-songwriter festival.

2.1 FESTIVALS

The call for applications is open from 1st of October until 31st of December 2012. Send your application, including audio material, to the given address.

Please use copies, as we are unable to return your documents. The Final Selection will take place at the end of March 2013.

CONTACT:

Stadt Nürnberg
Kulturreferat / Projektbüro
Herr Karl-Heinz Fischer
Herr Rainer Pirzkall
Hauptmarkt 18 / V. Stock
D- 90403 Nürnberg
bardentreffen@stadt.nuernberg.de

WEB: www.bardentreffen.de

DATE: 38th Bardentreffen Nuremberg 2013, Friday 26th till Sunday 28th of July

BLACK SHEEP FESTIVAL (FORMER FOLK IM SCHLOSSHOF)

After the Folk im Schlosshof Festival announced its last festival in 2012 a new festival was born in Bonfeld/Bad Rappenau. A new team formed together and developed a new festival with a slightly new strategy. The festival will still present established classic folk acts but focuses a lot on new talent and also a younger audience. The theme of the festival will be "Talents meet Legends".

APPLICATION/CONTACT:

Blacksheep Kulturinitiative
Bonfeld e.V.
Nussäckerstraße 22
74906 Bad Rappenau
Phone 07066 910000
info@blacksheep-kultur.de

WEB: www.blacksheep-kultur.de/das-festival-2014/

DATE: 10-12.07.2014

CELTIC DAYS

The Celtic days festival in Hude in the North of Germany between Bremen and Oldenburg lasts 5 days. Besides the presentation of lots of music and bands from celtic artists the festival offers several workshops and lectures to their audience. Guests can take part in various celtic instruments workshops as well as dance classes or celtic handcraft workshops. Approximately 2000 guests attend the festival over the 5 days. 450 of them take part in the workshops.

The festival is organised by Pro Musica Activa a non-profit association. Martin von Maydell who organises the festival is a big fan of celtic culture and started the project as a hobby with 3-4 other friends.

APPLICATION PROCESS:

Most of the bands are picked due to recommendations of active friends in the scene. Martin von Maydell prefers applications via mail with an enclosed CD and a written information than via email.

APPLICATION/CONTACT:

Pro Musica Activa e.V.
Hurreler Strasse 24, 27798 Hude
Tel.: 04408 809802
eMail: kontakt@celtic-days.de
WEB: <http://www.celticdays.de/>
DATE: End of March

FOLKBALTICA

Folkbalticafestival is not a classic festival. There are 40 events with about 70 artists from 8 different countries that take place in different cities and different venues close to the German/Danish border over 5 days. Folkbaltica generates a unique platform for nordic and baltic music cultures.

In 2013 a lot of concerts were sold out and more than 6000 spectators attended the festival in total.

2.1 FESTIVALS



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APPLICATION/CONTACT:

Artistic director:
Harald Haugaard
harald.haugaard@folkaltica.de

FESTIVAL OFFICE

Juliane Worst
Norderstraße 89
24939 Flensburg
Phone +49 461 1829 3616
Fax +49 461 1829 3617
E-Mail: info@folkaltica.de
WEB: www.folkaltica.de
DATE: takes place in April/Folkival

FOLKIVAL

Folkival is small but mighty Folk Festival in Nürtingen a small city close to Stuttgart. It focused on notable Irish/Scottish Folk artists, special Irish/Scottish dishes, whisky tasting etc. Approx 350 guests attend the folkival festival every year. It was, founded in 2008

APPLICATION PROCESS:

Fill out the form here:
<http://folkival.club-kuckucksei.de/>

CONTACT:

Club Kuckucksei e.V.
Johannes Single
Neckarstraße 14
72622 Nürtingen
fon 07022 – 53496
WEB folkival.de
DATE: Ende September

IRISH FOLK FESTIVAL

The Irish Folk Festival is more a tour through Germany with a couple of bands, than a real festival. Over 30 years ago, the IFF went on tour in Germany for the first time. The Irish Folk Festival has actually always set to a mix of stars and newcomers, 95 % of the bands come from Ireland though. Approximately 300-1000 visitors attend the festival in the several cities.

APPLICATION/CONTACT:

Magnetic Music GmbH
Petr Pandula
Burkhardt + Weber-Str. 69/1
72760 Reutlingen
Germany
Fon +49-7121-478605
Fax +49-7121-478606
WEB: <http://www.magnetic-music.com/>
DATE: Oct-November

IRISH HEARTBEAT

The Irish Heartbeat festival has the same concept as the Irish Folk Festival and is organized by the same agency, Magnetic Music. It takes place in March around St. Patricks Day and is a tour with 3 artists from the celtic scene through Germany. The Irish Heartbeat festival is a bit more open to bands that originally don't come from Ireland. So usually Scottish bands are part of the tour, as well.

APPLICATION/CONTACT:

Magnetic Music GmbH
Petr Pandula
Burkhardt + Weber-Str. 69/1
72760 Reutlingen
Germany
Fon +49-7121-478605
Fax +49-7121-478606
WEB: <http://www.magnetic-music.com/>
DATE: March

2.1 FESTIVALS

SCHLOSS HOHENLIMBURG CELTIC FESTIVAL

The celtic events team organizes a celtic festival with national and international bands at the castle Hohen Limburg in Hagen-Hohenlimburg.

Over 2000 fans of celtic culture attended the festival each year. In addition to local bands a lot of bands from Scotland and Ireland perform at the festival.

APPLICATION / CONTACT:

Richard Field
Im Nordfeld 45
58642 Iserlohn
Phone 02374-920399
E-Mail celtic-events@email.de
WEB: www.schloss-hohenlimburg-keltic-festival.de/
DATE: End of May

SHAMROCK FESTIVAL

The Shamrock Castle Festival in the Southeast of Germany will celebrate it's 5th birthday in 2014.

The festival is hosted by the popular Irish band Fiddler's Green and is organised by the Agency 'Concertbüro Franken'. They select artists from Celtic Rock to New Folk. Approximately 1000 visitors attend the Shamrock festival at the Jägerburg every year. The festival also offers a lot of activities like hiking, canoeing etc nearby the festival.

APPLICATION:

Concertbüro Franken GmbH
Singerstr. 26
90443 Nürnberg
E-Mail: info@concertbuero-franken.de
Phone: 0911_414196
Fax 0911_413644
www.concertbuero-franken.de
director:

Axel Ballreich
axel.ballreich@concertbuero-franken.de
WEB: <http://www.shamrock-castle.de/>
DATE: Beginning of August

TFF RUDOLSTADT

The TFF Rudolstadt is Germany's biggest folk, roots and world music festival. It takes place annually on the first full July weekend in Rudolstadt Thuringia. It lasts from Thursday evening to Sunday night. The TFF is one of the biggest of its kind in Europe, on average 70.000 guests attend the Festival over the weekend over 100 bands play on more than 20 stages, that are spread all over the city, in the Heinepark and at the castle "Heidecksburg" close at the top of the city.

Further highlights are the German world music award RUTH, the children's festival, a variety of lectures, workshops, and exhibitions, dozens of street musicians, the instrument maker's stalls, and the night-long after hour party in the local youth club Saalgärten.

Music is the main focus at the festival. The bands that have the opportunity to play here are from all over the world. TFF Rudolstadt presents a wide spectrum of different genres. The element of folk is always part of the music, but influenced from different styles.

APPLICATION PROCESS:

- Most of the bands are selected by a board of people.
- According to many experts, it is quite difficult for artists to get a slot at the TFF Rudolstadt festival. The official application process starts 1 August to 30 September for the Festival in the next year .

Rudolstadt accept Emails office@tff-rudolstadt.de with a video link (not older than 6 months) or CD/DVD Live Video Link and cast can be sent to:

2.1 FESTIVALS



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Stadt Rudolstadt
Kulturbüro
Markt 7
07407 Rudolstadt

Applicants will receive an answer by mail after the meeting of the programme committee (until the end of the year at the latest).

CONTACT:

Festival Director
Ulrich Doberenz
uli@tff-rudolstadt.de

Artistic Director
Bernhard Hanneken
program@tff-rudolstadt.de
WEB: <https://tff-rudolstadt.de/en/start.html>
DATE: First weekend in July

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VENNER FOLK FRÜHLING

The Venner Folk Frühling takes place since 1999 in Venne, a small town close to Osnabrück. Besides classic Folk music, singer-songwriters and the celtic-Irish-Scottish and nordic music, the organizers present a lot of newcomers of the folk scene. The little town in the west of Germany presents approx. 30 high-level artists on very moderate ticket prices. The atmosphere at the festival is often described as very warm & intimate.

APPLICATION PROCESS:

Artists should apply directly after the festivals for the next year. Dieter Wasilke, the festivals director receives approx. 2500 applications per year, deadline is usually 31 of October. There is an online application form on the website: <http://www.folkfruehling.de/index.php?id=205> In addition the festival requires a CD/DVD with a short bio/information.

The address for demo material is:
Venner Folk Frühling e.V.

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Schlingheide 2
49179 Venne

The selections for the following year is made by end of November.

CONTACT:

Dieter Wasilke
info@folkfruehling.de
WEB: <http://www.folkfruehling.de/>
DATE: 2nd weekend in May

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OTHER FESTIVALS

EURO FOLK FESTIVAL

WEB: <http://www.eurofolkfestival.de/>

FOLK FOR FRIENDS

WEB: <http://www.folk-for-friends.de/>

HEIDELAND GAMES

WEB: <http://www.heideland-games.de/>

IRISH & SCOTTISH FOLK NIGHT TAMM

WEB: www.Irish-Scottish-folk-night.de

2.2. TOURING IN GERMANY



The south and north of Germany are more interested in Scottish folk music than the center of Germany, according to Bernd Wurster. “The middle of Germany is more difficult” says also Basil Wolervhine from Schottenradio. 33% of his listeners are from this southern area in Germany. Cities like Nürnberg and the area around Stuttgart is a stronghold for this kind of music. The area around Oldenburg is also important centre for the scene according to Dieter Wasilke, Venner Folkfrühling.

The east of Germany has a big interest in medieval culture.

The roots/ folk scene is a very loyal audience. Fans travel all over the place to see a specific band. According to most of the promoters touring gets more and more difficult in Germany. While the festivals experience a growth in visitors, clubs suffer from a decrease in audience. “There is a change of generations” says Siegfried Maekers of the Tourneebüro Maekers.

The folk scene traditionally established in the late 60s and 70s in Germany. The original keyplayers and audience of the scene die off these days.

The “younger generation” enjoys events like festivals and bigger happenings. It is hard to find an audience for club shows for less well-known artists or newcomers. Therefore, it is difficult for new bands to tour through Germany or to find a tour promoter.

Working with a tour promoter to tour in Germany is crucial for a successful tour, but as club concerts are less well attended it is not easy to convince a tour promoter to sign with a new band as there are not that many that work in that field.

Bernd Wurster, of Magnetic Music, also adds, that festivals often have higher budgets. They can usually pay travel costs and provide accommodation. Clubs usually have a tighter budgets than a few years ago. They are forced to work cost-effective. “They consider hard when they put on show, what works and what doesn’t”, says Maeker of Toureneebüro Maeker.

2.2. TOURING IN GERMANY



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2.2.1 BOOKING AGENTS/PROMOTERS in Germany, in alphabetical order:

ALBA KULTUR

Alba Kultur is representing as a worldwide management some very talented, outstanding extra-european artists – composers, musicians, bands. They try to support them in their creations, to develop their artistic opportunities to present themselves on international stages. They are offering their tour bookings with all logistic services like ground travel, flights, hotel, visa, work permits, technical support and tour guides, working on their promotion with production of divers PR material like posters, flyers, press books, DVDs etc. Through their own label Heaven and Earth they are producing their albums, which are distributed in many countries.

Alba Kultur is also responsible for Klangkosmos NRW. Klangkosmos NRW is a network that promotes global music. The goal is to connect new venues with established ones, to help organise world music concerts on a regular basis in North Rhine Westfalia.

ARTISTS THEY HAVE WORKED WITH:

- Aziz Sahmaoui (Marokko / France)
- Vitorino Salomé (Portugal)
- Sergey Starostin & Marian Kaldararu (Russia)

CONTACT:

Birgit Ellinghaus
Zwirner Str. 26,
50678 Cologne
+49 (0)221.813211
birgit@albakultur.de

BAILEYS MUSIC

Keith Bailey has been involved in the world of Folk music for nearly 40 years. He opened the Folk Club Recklinghausen and Folk Club Herten. 10 years ago he started his music agency (part-time) and helped organise Folk Festivals and Concerts. e.g. - Folkfestival Herten, Irish Folkfestival Volmarstein, Folk Night Senden.

ROSTER:

- Connemara Stone Company
- Wayfaring Strangers
- Scapa Flow
- Deirin De
- Bardic

CONTACT:

Keith Bailey
Warburger Weg 33
45659 Recklinghausen, Germany
+49 (0)49/2361 14194
Bailey@baileysmusic.de
www.celtic-music-online.eu /
www.baileysmusic.de/

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CAPITAL MUSIC&MEDIA

The Berlin booking agency Capital Music & Media was founded in 1997. The founder Thomas Franke has 20 years experience in the music industry. The spectrum of music genres is quite wide, from singer/songwriter, folk, world to indie and popmusic. They develop individual strategies for each artist they work with and also offer management, publishing and promotion.

ROSTER:

- Caracol
- Francesca Lago
- Janine Maunder (voice of naked raven)
- Katja Werker
- K.C. McKenzie
- La Chicana
- Naked Raven
- Sailor
- Tim McMillan

CONTACT:

Thomas Franke
Grossbeerenstr. 82,
10963 Berlin
+49(0)30/3087 2883
capitalmusic@t-online.de

FFMUSIK – FLORIAN FÜRST

FFmusik is an agency for worldmusic. He is responsible for the “Pure Irish Drops” series, a concert series through Europe and works with a few other bands. He still works as a tourmanager and sound engineer.

ROSTER, AMONGST OTHERS:

- the TIN SANDWICH BAND
- Raw Bar Collective
- Nick Keir & Stephen Quigg

CONTACT:

ff-musikbüro, Florian Fürst,
Zum Bühl 8, D-79875 Dachsberg
ffmusik@ffmusik.de
+49 (0)7755-9489842,
++49 (0)179-9230923
www.ffmusik.de

2.2. TOURING IN GERMANY



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FOLKBEAT AGENTUR FÜR FOLK, WELTMUSIK UND ARTVERWANDTES (AGENCY FOR FOLK, WORLDMUSIC)

Folkbeat is an interface between artists and organizers. Since 2008 folkbeat organizes and manages events and concerts with artists from their artist catalog.

Their commission is 15% of the agreed fee, no additional costs occur. They do not take bands under contract. They act as a mediator between the organizer and musician, band or other artist. Folkbeat works with several bands from Scotland and the Celtic area.

ROSTER, AMONGST OTHERS:

- The Ceili Family
- Get Wet
- Gerd Weihrauch
- Wild Geese
- Glenfiddle
- The Chancers
- Sudden Flow

CONTACT:

Marco Ramforth & Arne Gloe GbR
Marienstr. 5524534 Neumünster
Mobile:
+49 (0) 151/58 14 98 38 or
+49 (0)160/97 98 94 22
m.ramforth@folkbeat.de oder
a.gloe@folkbeat.de
<http://folkbeat.de/bands.php?mid=44>

JAHVIVA

Jahviva Concerts & Promotion was founded in 2010 by Regina Dem, operates nationally and internationally and has devoted after many years of experience on world music. Nevertheless other music genres will not be ignored unless they meet the company's philosophy. Through diversity it is intended to counteract uniformity and thus to promote tolerance. A special attention is always given to talented newcomers who are supported in their artistic development.

ROSTER:

- Seznec Bros
- Lauscher
- Vitruv
- Groanbox

CONTACT:

Regina Dem
Managing Director
Booking, promotion, tours
regina@jahviva.de
+ 49(0)157/163 2393
www.jahviva.com

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MAGNETIC MUSIC

Magnetic Music became a registered trademark in 1990 and took base in an industrial park in the city centre of Reutlingen close to Stuttgart. The operation was based on experience of MD Petr Pandula, who developed the concept of Magnetic Music throughout the 1980s and 1990s. The company has evolved from a one man show booking club concerts for Irish and Scottish bands to become the leading name in Germany, Austria and Switzerland for Celtic Music tours with couple of full time staff. Magnetic Music is also responsible for the Irish Folk Festival, Irish Heartbeat (St. Patrick's Day Celebration Festival) and the Celtic Halloween Festival.

Since 1999 Magnetic Music has been divided into two divisions. The Irish branch concentrates on recording and marketing our catalogue. The German branch has responsibility for organising our festivals and touring our artists in the GAS territories.

ROSTER, AMONGST OTHERS:

- The Aberlour's
- Altan
- Battlefield Band
- Beoga
- Brother Dege
- Cajun Roosters
- Celtica Pipes Rock!
- Willie Daly
- Dream Catcher
- Drums United
- Emerald
- Fleadh
- The Fretless
- FullSet
- Geraldine MacGowan
- Declan O'Rourke
- The Outside Track
- Los Paperboys

CONTACT:

Magnetic Music GmbH
Petr Pandula
Burkhardt + Weber-Str. 69/1
72760 Reutlingen
+49-7121-478605
www.magnetic-music.com

MUSIC CONTACT

Music Contact works as an agency, promoter, management and label from roots and world music, Irish folk, traditional world music, world beat acoustic country and bluegrass music, blues, gospel, comedy and new thrills and besides Magnetic music the biggest tour promoter for folk music in Germany.

ROSTER, AMONGST OTHERS:

- Capercaillie
- Tanglefoot
- North Sea Gras
- Cara Dillon
- Daoiri Farrell
- Caladh Nua

CONTACT:

Music Contact
Saarstraße 8
72070 Tübingen
+ 49 (0)70/732250
Rainer Zellner : zellner@musiccontact.com
Kirsten Spiegel: spiegel@musiccontact.com
www.musiccontact.com

2.2. TOURING IN GERMANY



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TOURNEEBÜRO MAEKER

The Tourneebüro Maeker was founded in Heidelberg in 1967. The agency exists for 45 years. Siegfried Maeker has worked with groups or solo artists from different countries together. Nowadays he only works with established artists from Ireland, Spain, Greece, Rumania and Russia. Maeker likes artists, that are rooted with their tradition and that have an interesting artistic potential. He is still interested in new acts and listens to every demo he receives. Constantly and continuity are important for Maeker, when he works with a band.

ROSTER, AMONGST OTHERS:

- Exprompt
- José Parrondo & Antonia Andrade
- Mikail Aslan Ensemble
- The Sands Family
- Urs Kapartz

CONTACT:

Siegfried Maeker
Brunnenstr. 4
74582 Amlshagen
+49 (0)7952/9269960
maeker@maeker-tours.de
www.maeker-tours.de

WIZARD BOOKING

Wizard Booking roster consists of several artists and bands in different genres. They book artists from the rock/metal / gothic, folk/rock, medieval rock, singer-songwriters and traditional music.

ROSTER IRISH/SCOTTISH FOLK ROCK:

- Aisleng
- Celtic Voyager
- Connemara Stone Company
- Dobrze Trala
- Jamie Clarke's Perfect
- Lack of Limits
- Larkin
- QmmD
- Seldom Sober Company
- The Ceili Family
- The Krusty Moors
- The O'Reillys and the Paddyhats
- The Rogues

CONTACT:

Wizard of Words
Michael Riedel
+49 (0)208/43 908 73
info@wizard-booking.de
<http://www.wizard-booking.de/artists.html>

2.2. TOURING IN GERMANY



SOUND
DIPLOMACY

2.2.2. CLUB VENUES

There is a huge club scene in Germany, traditionally the pop/rock/indie/electronic/hip-hop music scene gathers in urban centres and big cities. This doesn't apply to the folk scene. Folk clubs are spread all over the country, in villages, small and big cities.

Most of the folk clubs are run by individual initiatives of folk music lovers. Those folk nights/clubs often take place in cultural centers and not genuine clubs. Sometimes the cultural centers are able to fund or support the concert additionally.

As mentioned above the traditional folk scene and those initiatives are decreasing due to the demographic change. Folk clubs experience this development significantly. There is a lack of interest of the younger people into traditional folk music. There are less individuals initiative as the former players get older and there is hardly any "new blood" that voluntarily do this kind of work, claims Siegfried Maeker for example.

We listed clubs all over Germany, there are many more in small villages and private initiative. A big hype at the moment are private house concerts and they pop up everywhere.

Here are the ones where concerts take place on a regular basis, a lot of them accept demos, but everyone should Make sure, not to send any emails with large MP3 attachments. All clubs and festivals prefer either a real promo CD with well prepared information of the band or an email with links to the music of the band:

AUGSBURG

SPECTRUM AUGSBURG

OFFICE:

Bayerstr. 14
86199 Augsburg
+49 (0) 821/2572 828

VENUE:

Ulmerstr. 234a
86156 Augsburg
0821 409026
info@spectrum-club.de
www.spectrum-club.de

ASCHAFFENBURG

COLOS SAAL

Roßmarkt 19
63739 Aschaffenburg
+49 (0) 6021/27239
info@colos-saal.de
www.colos-saal.de

BAD HONNEF

FOLK IM FEUERSCHLÖSSCHEN

Jutta Mensing,
Bergstr. 19
53604 Bad Honnef
+49 (0) 2224/75011
Mensing.FiF@web.de
mike.kamp@folker.de
<http://folkimfeuerschloesschen.blogspot.de/>

2.2. TOURING IN GERMANY



SOUND
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BERLIN

QUASIMODO GMBH

Kantstr. 12a
10623 Berlin
+49 30/318 045 60
info@quasimodo.de
www.quasimodo.de

KULTURHAUS SPANDAU

capacity: 400-600
Mauerstr. 6
12597 Berlin
+49 (0) 30/333 4021
info@kulturhaus-spandau.de
<http://kulturhaus-spandau2.de/>

UFA FABRIK BERLIN

capacity: 400
Viktoriastr. 10-18
12105 Berlin
info@ufafabrik.de
www.ufafabrik.de

WABE

Danziger str. 101
10405 Berlin
info@wabe-berlin.de
<http://www.wabe-berlin.de/>

B-FLAT

Rosenthaler str. 13
10119 Berlin
<http://www.b-flat-berlin.de/index.php>

BIELEFELD

NEUE SCHMIEDE

Handwerkerstr. 7
33617 Bielefeld
info@neue-schmiede.de
www.neue-schmiede.de

BONN

FOLK CLUB BONN

Haus Müllestumpe,
An der Rheindorfer Burg 22
53117 Bonn – Graurheindorf.

IF YOU ARE INTERESTED IN PERFORMING
AT THE FOLK CLUB BONN:

- 1) send your requests to
playrequestfolkclubbonn@gmail.com
- 2) or if you have never played at the FCB, you could just walk in with your instrument and take a first-timer spot: newcomers are priority and are always guaranteed a floor spot. folk-club-bonn.blogspot.de

BROT FABRIK

Kreuzstr. 16
53225 Bonn
mail@brotfabrik-theater.de
0228.421310

HARMONIE

Harmonie Bonn
Frongasse 28-30
53121 Bonn
+49 (0) 228/61 40 42
+49 (0) 228/79 83 00
info@harmonie-bonn.de
<http://www.harmonie-bonn.de/>

DRESDEN

SOCIETAETSTHEATER

Artistic Director
BRIT MAGDON
+49 (0) 351 - 811 90 40
brit.magdon@societaetstheater.de
playrequestfolkclubbonn@gmail.com
www.societaetstheater.de

2.2. TOURING IN GERMANY

SOUND
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DÜSSELDORF

KIT CAFE

Achim Spyra
Mannesmannufer 1b
40213 Düsseldorf
+49 (0) 162/888 2373
info@kit-cafe.com

SAVOY THEATER

Graf-Adolf-Straße 47
40210 Düsseldorf
+49 (0) 211/ 830 89 00
info@savoytheater.de
<http://www.savoy-theater.de/>

JAZZSCHMIEDE

Himmelgeister Str. 107e
40225 Düsseldorf
+49 (0) 211/311 05 64
+49 (0) 1577/3110514
info@jazz-schmiede.de

ESSLINGEN

Kulturzentrum Dieselstrasse e.V.
Dieselstrasse 26
73734 Esslingen
+49 (0) 711 / 388 452
info@dieselstrasse.de

ESSLINGEN

KULTURZENTRUM DIESELSTRASSE E.V

Dieselstrasse 26
73734 Esslingen
+49 (0) 711/388 452
info@dieselstrasse.de

FRANKFURT

FOLK-CLUB FRANKFURT

monthly folk bar with Live music
contact for folk clubs, folk dance and promoters
Jörg Weber
In der Burg 27
61169 Friedberg
+49 (0) 60 31/15 85 992
joerg.folkclub-ffm[at]gmx-topmail.de

BROT FABRIK

Bachmannstr.2-4,
60488 Frankfurt
+49(0) 69 24 79 08 00
kontakt@brotfabrik.info/info@puteventbuehne.de
www.brotfabrik.info

FULDA

KULTURKELLER

Karlstr. 17
36037 Fulda
+49 (0) 661/240230
martin.kruepe@kreuz.com / info@kreuz.com
www.kreuz.com

GELSENKIRCHEN

BLECKKIRCHE – KIRCHE DER KULTUREN

D - 45889 Gelsenkirchen
Bleckstr. am Zoo
+49 (0) 209/595984
mail@bleckkirche.info

2.2. TOURING IN GERMANY

SOUND
DIPLOMACY

HAMBURG

KULTURZENTRUM HEIDBARGHOF OSDORF

040 800 84 36
Heidbarghof@t-online.de
www.heidbarghof.de

FABRIK STIFTUNG

Kultur- und Kommunikationszentrum FABRIK Stiftung
Buddy Lüders
Barnerstraße 36
+49 (0) 40/39 10 71 23
buddy@fabrik.de
22765 Hamburg
www.fabrik.de

HEIDELBERG

KULTURHAUS KARLSTORBAHNHOF

Am Karlstor 1
69117 Heidelberg
+49 (0) 6221/9789-11
booking@karlstorbahnhof.de
www.karlsbahnhof.de

HEILIGENHAUS (CLOSE TO DUESSELDORF)

www.derclubheiligenhaus.de

HILDESHEIM

BISCHOFSMÜHLE

Achim Mennecke
Goebenstraße 12
31135 Hildesheim
+49 (0) 5121/99 83 73
archimen@arcor.de
www.bischofsmuehle.de

INGOLSTADT

KLEINKUNSTBÜHNE NEUE WELT

Walter Haber & Josef Jauernig
Griesbadgasse 7,
85049 Ingolstadt
+49 (0) 8 41/3 24 70

BOOKING REQUESTS:

Walter Haber, Goethestraße 23,
85084 Reichertshofen,
+49 (0)8453/8233
walter.haber@t-online.de
www.neuewelt-ingolstadt.de

KAISERSLAUTERN

KAMMGARN

Schoenstraße 10
67659 Kaiserslautern
service@kammgarn.de
www.kammgarn.de

KIEL

KULTURFORUM

Landeshauptstadt Kiel
Amt für Kultur und Weiterbildung
Kultur Forum
Andreas-Gayk -Straße 31, 24103 Kiel
veranstaltungen@kiel.de
+49 (0)431/901 - 3511
http://www.kiel.de/kultur/kulturforum/terms_of_use.php
(terms and conditions for artists)

SOUND DIPLOMACY

2.2. TOURING IN GERMANY



SOUND
DIPLOMACY

KÖLN

KULTURKIRCHE

Thomas Diederichs
Siebachstraße 85
50733 Köln
info@kulturkirche-koeln.de
www.kulturkirche-koeln.de

DOMFORUM

Domkloster 3
50667 Köln
+49 (0) 221/92584720
mschaefer@domforum.de

MÜNCHEN

IRISH FOLK CLUB MUNICH IM STEMMERHOF

Moffat / McLynn
Carlo-Schmid-Strasse 7
81739 Muenchen.
Irishfolkclub@hotmail.de
+49 (0)174/9541883
www.Irishfolkclubmunich.com

ARS MUSICA E.V. IM STEMMERHOF

Plinganserstraße 6
81369 München
+49 (0)89/666 98 596
info@ars-musica-muenchen.de
www.ars-musica-muenchen.de

MILLA CLUB

Holzstrasse 28
80469 München
+49 (0)89/1892-3101
Booking@milla-club.de
www.milla-club.de/

MÜNSTER

BENNOHAUS /ARBEITSKREIS OSTVIERTEL E.V.

Bennostraße 5
48155 Münster
+49 (0)251 / 60 96 73
benno@muenster.de
HTTP://BENNOHAUS.INFO/

FOLK-TREFF MÜNSTER -

Der Treff für Folk im Münsterland
info@folk-treff.de
www.folk-treff.de

NÜRNBERG

LONI ÜBLER HAUS

Wolfgang Sendhardt
Marthastraße 60
90482 Nürnberg
+49 (0)911/ 541156
http://www.kuf-kultur.de/kulturlaeden/loni-uebler-haus/
veranstaltungen.html

BÜRGERZENTRUM VILLA LEON

Villa Leon
Schlachthofstraße/Philipp-Koerber-Weg 1
90439 Nürnberg

Manfred Beck
Veranstaltungen, Vermietungen, Interkulturelle Projekte,
Worldmusic Café
+49 (0)911/ 231-7408

2.2. TOURING IN GERMANY

SOUND
DIPLOMACY

NÜRTINGEN

CLUB KUCKUCKSEI E.V.

Neckarstr. 14
72622 Nürtingen
+49 (0)7022 53496
www.club-kuckucksei.de

OLDENBURG

THEATER LABORATORIUM

Tim Lück,
+49 (0)151/23066680
tim.lueck@theater-laboratorium.org
www.theater-laboratorium.de

OSNABRÜCK

LUTHERHAUS

Jahnstraße 1
49080 Osnabrück
+49 (0)5 41/20 01 831
info@lutherhaus.info
www.lutherhaus.info

LAGERHALLE E.V.

Kultur & Kommunikation
Rolandsmauer 26
49074 Osnabrück
+49 (0)541/33874-0
lagerhalle@osnanet.de
www.lagerhalle-osnabrueck.de

REMSCHIED

TEO OTTO THEATER

Konrad- Adenauer- Str. 31-33
42853 Remscheid
theaterkasse@remscheid.de
+49 (0)2191/162650
www.teo-otto-theater.de/archimen@arcor.de
www.bischofsmuehle.de

STUTTGART

LABORATORIUM E.V.

Wagenburgstraße 147
70186 Stuttgart
+49 (0)711/5052001
info@laboratorium-stuttgart.de
www.laboratorium-stuttgart.de

TAUNUSSTEIN

BÜRGERHAUS TAUNUSSTEIN

Folk-Club Taunusstein
Jürgen Weller
Im Biengarten 14
65232 Taunusstein
+49 (0)6128/41291
www.folk-club-taunusstein.de

TRIER

TUCHFABRIK - TUFA

Wechselstr. 4
54290 Trier
+49 (0)651 718-2410
info@tufa-trier.de
www.tufa-trier.de

2.2. TOURING IN GERMANY



SOUND
DIPLOMACY

WALDKRAIBURG

HAUS DER KULTUR

Braunauer Straße 10

84478 Waldkraiburg

+49 (0)8638/959 313

haus-der-kultur@kultur-waldkraiburg.de

<http://www.waldkraiburg.de/de/haus-der-kultur-aktuelles/>

2.3. MEDIA

2.3.1 PRINT

FOLKER

Folker is the biggest German folk music magazine. It deals with folk, traditional and world music. The magazine is published two-monthly. Mike Kamp publishes the magazine. The publisher of Folker is Mike Kamp who is also involved in the Club "Folk im Feuerschlösschen", editor in chief is Michael Kleff. The magazine features music and artists portraits, interviews, tour dates and CD reviews. It has high editorial standards and a lot of contributors from the world and folk scene.

Folker also provides a website including a database with a lot of different contacts, and links from clubs, artists and promoters.

CONTACT:

Folker
Postfach 0562
55529 Bad Kreuznach
+49 (0)671/2144587
info@Folker.de
www.folker.de

FOLKMAGAZIN

The Folkmagazin also features reviews, tour dates and stories about music and artists but more on a fan level, with less of a journalistic approach. The Folkmagazin is published by Hedo Holland.

CONTACT:

Hedo Holland
Leisterförder Str. 23
19258 Lüttenmark
+49 (0)38842/21888
hedo@wandervogel.info
<http://wandervogel-ev.de/folkmagazin.html>

AKUSTIK GITARRE

Akustik Gitarre features everything about guitars, guitar music and artists.

CONTACT:

Akustik Gitarre
Andreas Schulz
Hainerweg 8
61273 Wehrheim
+49 (0)60 81/46 99 935
redaktionsteam (at) akustik-gitarre.com
www.akustik-gitarre.com

2.3. MEDIA

2.3.2 ONLINE

FOLK WORLD

FolkWorld is a web magazine and internet portal, being online since 1997. Michael & Christian Moll publish three issues every year that appear in spring (1st March), summer (1st July) and autumn (1st November), respectively. The website is available in German and English.

CONTACT:

<http://www.folkworld.de/>

CELTIC MUSIC NET.COM

Celtic-Music-Net, is an Internet-site for people who are interested in celtic music. It lists artists and music, instruments, book recommendations. The heart of the website is a huge database.

The website has approx 5000 visitors a month. Wilhelm Müller-Basler is very active in the celtic music scene. He also runs a full service agency for artists with his sons, called Hidden Tracks.

CONTACT:

Hidden Tracks Ltd. & Co. KG

Nebelhornstrasse 29

80686 München

<http://www.celtic-music-net.com/>

SCHOTTENRADIO

Schottenradio (Scottish radio) broadcasts daily from 9am-12pm. They focus on celtic music and also offer a few live shows during the day. Basil Wolervhine, originally born in Scotland, started the station in Germany 5 years ago. After the Scottish Sun mentioned the radio station the numbers of listeners exploded. They have 75.000 receivers a month now. 1/4 listeners are from Germany. Schottenradio also presents live shows in their studio. They receive approximately 50-60 CDs promotion CDs every day.

CONTACT:

Soonwaldstr. 2a

55595 Spall

06706-6049

info@schottenradio.de

<http://www.schottenradio.de>

CELTIC ROCK RADIO

Celtic rock radio is a brand new audio, video and radio, blog that focuses on Celtic Music.

CONTACT:

Daniel Hoffmann

Bebelstr. 9

51373 Leverkusen

+49 (0)175/489 50 42

<http://celtic-rock-radio.de/>

nfo@celtic-rock.de

<http://celtic-rock-radio.de/>

2.3. MEDIA



SOUND
DIPLOMACY

2.3.2 ONLINE

GLOBALSOUNDS.INFO

globalsounds.info is a blog, that focuses on world music, globalbeat, ethno pop, roots music etc.

The blog is a initiative of the swiss music journalist Jodok W. Kobelt. He does his research through radio programs, articles, the internet and a lot of travelling.

globalsounds.info wird constantly develops and grows.

CONTACT:

globalsounds.info – die Geschäftsadresse
Jodok W. Kobelt
Elisabethenstrasse 22
CH-3014 Bern
Switzerland
info@globalsounds.info
www.weltmusikradio.de

WELTMUSIK.RADIO

WeltMusik.Radio is an online website for folk and world music fans.

It shows the multicultural and musical varieties from different angles, and has an open ear for the medium radio. weltmusik.radio features concerts, festivals, books, music and links to radio stations.

CONTACT:

Andreas Pawelz
L.-G.-Wells-Straße 5
D-14163 Berlin
+49 (0)30/80904467
info@weltmusikradio.de
<http://www.weltmusikradio.de/>
info@weltmusikradio.de

2.3. MEDIA



2.3.3 RADIO

MDR

FIGARO

3 hour program about folk music
<http://www.mdr.de/mdr-figaro/musik/artikel55066.html>

NDR

RADIO GLOBO

1 hour program that focuses on music around the globe
<http://www.ndr.de/info/programm/musik/nachtclub/nachtclubradiogloboindex2.html>

RBB

MUSIK DER KONTINENTE

1 hour program twice a week, with music from around the world
http://www.kulturradio.de/programm/schema/sendungen/musik_der_kontinente.html

BAYRISCHER RUNDFUNK

MUSIK DER WELT

1 hour program twice a week that features music around the world
<http://www.br.de/radio/br-klassik/sendungen/musik-der-welt/index.html>

FUNKHAUS EUROPA

GLOBAL SOUNDS RADIO

several radio programs for different world music genres

<http://www.funkhauseuropa.de/sendungen/abisz/>

SWR 2

MUSIK DER WELT

weekly one hour program features different music and regions around the world
<http://www.swr.de/swr2/programm/sendungen/musik-der-welt/-/id=659472/1j4m7tj/>

DEUTSCHLANDRADIO KULTUR

TONART - EINE WELT MUSIK

Tonart Weltmusik is a weekly broadcasting on Deutschlandradio Kultur about world music and global grooves
www.dradio.de/dkultur

2.4 LABELS

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There are no labels that just focus on Scottish music in Germany. World music labels sometimes release celtic music as well as a few booking agencies or individual people bring out a CD of the bands they like.

Most of the expert believe, that it is not really necessary to release on a German label or label in general. According to Birgit Ellinghaus, of Alba Kultur, especially the celtic scene relies on live music and usually sells records at the live shows.

It is much more important to have a good online presence and a German agent, in order to build a fanbase through touring and playing at festivals.

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BLACK FOREST MUSIC

Black Forest Music is a German label and music publisher specializing in the international licensing of Pop creations and music of the Mystic / Celtic / Healing - genre.

The company was founded in 1998 by Rasmus Muttscheller.

CONTACT:

Black Forest Music
Rasmus Muttscheller
Obere Vorstadt 72
71063 Sindelfingen
Mail: rasmus@blackforestmusic.com
+49 (0)7031-382023

.....

HEAVEN AND EARTH

Started in 1997 by Birgit Ellinghaus and Reinhard Cone and reflects the philosophy and the sounds of artists promoted by alba Kultur Management and Booking Agency.

CONTACT:

alba Kultur
owner: Birgit Ellinghaus
Zwirner Str. 26, D - 50678 Cologne
+49 (0)221/813211
info@albakultur.de

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WESTPARK MUSIC

Label, Production- and Publishing Company, founded 1987, based in Cologne, Germany. Owned and managed by Ulli Hetscher. - Releases are CDs, DVDs, sheet music and biographies, mainly concentrating on music from North of latitude 40, folk, folk-rock, ethno, celtic, fusion, ambient, electronic, progressive and jazz-orientated music. Distribution and promotion in all major territories.

contact:

Rathenauplatz 4
50674 Cologne / Köln
+49 221/247644
westpark@music@koeln.de
http://www.westparkmusic.de/index_fl.html

3. CONCLUSION

Who are the important players in the German folk market?

The folk scene in Germany is generally very small, with the key players often having long developed relationships. It is a scene of individuals, often semi-non professionals that love the music and do this work alongside their normal day job. In the German folk scene there are hardly any big companies involved. Magnetic Music and Music Contact are the most important booking agents, Folker is the most important media outlet and tFF Rudolfstadt the biggest festival for the scene.

What are the opportunities in Germany for Scottish artists/music?

Germany is still a very stable music market and the economy is doing well, in comparison to other European countries. Even though the clubs can feel the demographic change and change in interest, Germany offers bands great opportunities for touring due to the many festivals and the lively club scene. Germans are very open minded and generally like Celtic music.

The lack of companies and the small network of professionals that work in the scene, make it difficult for newcomers to find a way into it. Every club, festival, promoter and the media receive tons of CDs and promo material of new bands. For a band it is important to stand out to attract attention. Good music is the first step, a professional online presence, good video footage and a well produced demo tape or CD the second and almost as important.

Gigs at the several festivals are a good entry point into the German market. As the scene is really small impressive festival appearances will spread the word very fast and attract attention from booking agents and the media.

What could be the right actions

The success of Irish music in Germany has shown that with the right strategy, a great deal of interest can be generated for Celtic music. The process of constant growth of Celtic festivals in Germany shows that the interest in this music is there, it must only be sold and transmitted correctly. The scene should be open to young people, and become available at festivals and via special activities that make the music come alive. In this direction, much is being done, almost all festivals have framework programs, ranging from dance and theater, instruments, food and typical drinks etc.

The old folk music scene is dying out, that may shake some old players, but it is also a chance to acquaint the younger people with new strategies. New opportunities developed through new media such as online radio, online magazines and blogs dedicated to this scene.

THE FOLLOWING ACTIONS WERE RECOMMENDED BY EXPERTS:

- Concentrated touring, with accompanying marketing activities
- A Scottish Folk Night existed over a few years till the beginning of 2000 in Germany. It was discontinued due to a decreasing audience. So far, no one has started a new Scottish folk night, as there are already a few folk tours like Irish folk festival, Irish Heartbeat, Irish spring tour. The market seems covered.
- Scottish focus at festivals, such as Rudolfstadt
- tour support for Scottish artists

SOUND DIPLOMACY TEAM

SOUND
DIPLOMACY

SHAIN SHAPIRO

MANAGING DIRECTOR

Shain Shapiro has worked in the music industry for over fifteen years, including the past four as the UK and European Representative of the Canadian Independent Music Association. During this time, he negotiated over 600 business deals for over 300 bands, helping develop the Canadian Blast brand in the UK and Europe. He is also finishing his PhD at Birkbeck, University of London, analysing popular music and public funding. He lectures at four universities in three countries, has also coordinated and moderated panels on funding, state involvement in popular music and export development at SXSW, WOMEX, Liverpool Soundcity, Eurosonic, Canadian Music Week and 10 others and consults with a number of cultural organisations, including the EU, Doa Doa Uganda, Arts Council England and PRS For Music Foundation. Through this, he sits on the external reference group for the Momentum Music Fund. He lives in Dalston, London and writes a blog about cultural funding here.

JORDI PUY

DIRECTOR, BARCELONA OFFICE

Jordi Puy has more than fifteen years of experience in the cultural management arena. For four years, Jordi directed the Catalan Arts export office in the UK and Ireland, working on the creation and implementation of music and arts export strategies for the Catalan government. In April 2011 he moved back to his hometown, Barcelona, and started working for the international music festivals SonarPro and Mercat de Musica Viva de Vic as an international business development consultant, as well as for international clients such as Music Export Norway, the Canadian Independent Music Association and Phonofile. Jordi also participated as a guest lecturer and contents consultant for arts management and music export strategy courses at the Universidad de Antioquia in Medellín, Colombia. He holds degrees from Barcelona University (Law), Stockholm University (IP Law) and Birkbeck University in London (Arts Management).

KATJA HERMES

DIRECTOR, GERMAN OFFICE

Katja Hermes has been working in the music business for more than 8 years. She has worked in various fields in the industry including at Proton Booking & Management, Mutek Festival, Popkomm and Ableton. After she had finished her diploma in tourism, economics and anthropology she became the project manager at Initiative Musik, the German music funding organization. Responsible for export projects, she worked on the implementation of the German "Short Tour Support", and created projects like a press trip to and through Germany for the Foreign Ministry. She also organized the German presentation at SXSW for 4 years for the German Ministry Of Economics And Technology and various showcases at international festivals, such as Reeperbahn Festival or MIDEM. Katja lives in Neukölln, Berlin and designs and produces clothes and furniture in her spare time.

CONTACT

SHAIN SHAPIRO

258 Kingsland Road, Studio 1,
Creative Blocks, London, E8 4DG
shain@sounddiplomacy.com

JORDI PUY

Carrer Martinez de la Rosa 53,
Shop/Botega, Barcelona, 08012
jordi@sounddiplomacy.com

KATJA HERMES

Sound Diplomacy UG, Mahlower Str 6, Berlin 12049
katja@sounddiplomacy.com

SIAN EVANS (GENERAL ENQUIRIES)

sian@sounddiplomacy.com