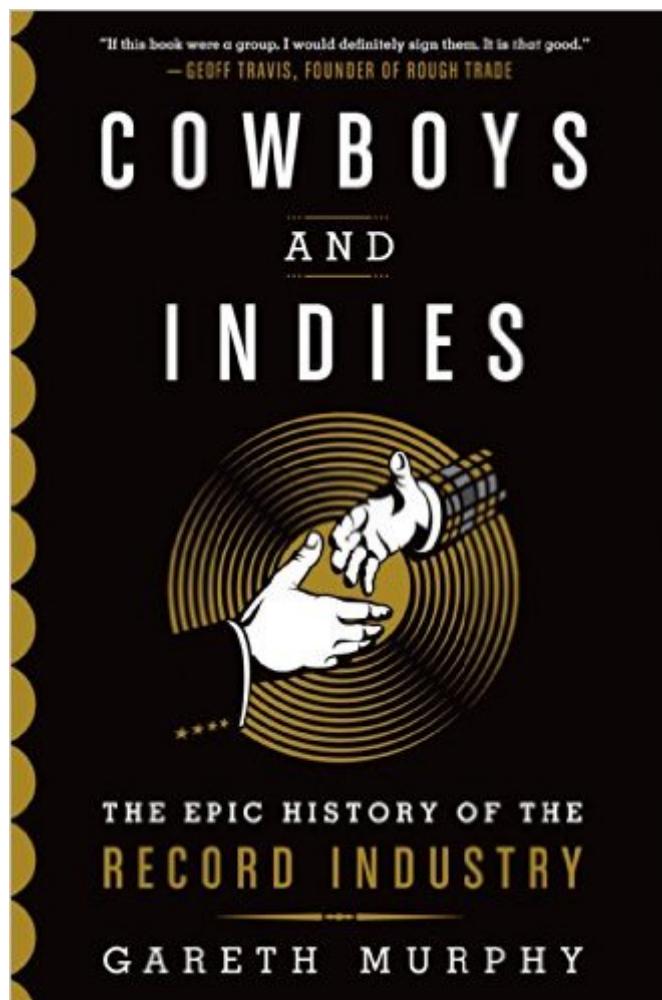


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# Cowboys And Indies: The Epic History Of The Record Industry



## Synopsis

Cowboys and Indies is nothing less than the first definitive history of the recording industry on both sides of the Atlantic. From the invention of the earliest known sound-recording device in 1850s Paris to the CD crash and digital boom today, author and industry insider Gareth Murphy takes readers on an immensely entertaining and encyclopedic ride through the many cataclysmic musical, cultural, and technological changes that shaped a century and a half of the industry. This invaluable narrative focuses especially on the game changers--the label founders, talent scouts, and legendary A&R men. Murphy highlights:Â Otto Heinemann's pioneer label Okeh, which spread blues and jazz "race" records across AmericaÂ how one man, Henry Speir, discovered nearly all the Delta blues legends (Robert Johnson, Charlie Patton, Son House, Tommy Johnson) Â Sam Phillips's seminal work with Chess and Sun RecordsÂ John Hammond's discoveries (Billie Holiday, Aretha Franklin, Bob Dylan, Leonard Cohen, Bruce Springsteen) Â the behind-the-scenes players of the British InvasionÂ Clive Davis, Ahmet Ertegun, David Geffen, and the corporate music machineÂ the Machiavellian moves of punk impresario Malcolm McLaren (Sex Pistols)Â Chris Blackwell's triumphs for Island Records (Bob Marley, U2)Â Sylvia Robinson and Tom Silverman, the hip-hop explorers behind the Sugarhill Gang, Grandmaster Flash, and Afrika Bambaataa...and much, much more. Murphy also offers a provocative look at the future through the ruminations of such vanguard figures as Martin Mills (4AD, XL Recordings, Matador, Rough Trade) and genre-busting producer Rick Rubin (Run-D.M.C., Red Hot Chili Peppers, Metallica, Johnny Cash). Drawing from memoirs, archives, and more than one hundred exclusive interviews with the legends of the record industry, including the founders and CEOs of Atlantic, Chrysalis, Virgin, A&M, Sub Pop, and Sire, this book reveals the secret history behind the hit-making craft. Remarkable in scope and impressive in depth, Cowboys and Indies chronicles the pioneers who set the stylus on the most important labels and musical discoveries in history.

## Book Information

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## Customer Reviews

"We're not an industry. It's every man for himself." Jac Holzman, Elektra Records."You name it, it all started with the indies." Seymour Stein, Sire Records."All I've ever cared about is finding music and finding ways of bringing it to people." Geoff Travis, Rough Trade."With every great musician I have discovered there was never a moments doubt. Lights flash. Rockets go off. Where is everybody? Why didn't they hear it? This has always amazed me." John Hammond, producer.This informative and interesting book was published with little fanfare--which is too bad. For those of us who find the history of the recording industry interesting, this is one of the best overviews available. This is a chronological look at the recording industry from the earliest period up through to the present time. From the early sound device of the 1850's in Paris, to the CD and digital eras, Gareth Murphy (over three years of research and writing) has spun an interesting and informative look at the industry. From the wheeling and dealings of early inventors/investors (buyouts, lawsuits), to the effects of population migration (the rise of blues and jazz), to radio's effect on the industry ("a lone ranch-man in Arizona might set up a pocket-receiver and learn the latest news."), and on and on, this book lays everything out in a very readable style.

"Drawing from dead men's letters, trade journals, archives, correspondence, and a hundred hours of exclusive interviews, this book has dug up thousands of things you probably did not know about music. I set out on a mission to write what I hoped would be the record business bible, the type of book I wish someone had given me when I was seventeen years old." -- from preface "Cowboys and Indies" They were a remarkably diverse group these "record men". They created the technologies, founded record labels, chased down talent and did whatever it took to promote the product. The top record men always had their ear to the ground and their finger on the pulse of the record-buying public. They loved what they did. Some toiled for fledgling independent labels while others were employed by the majors. Author Gareth Murphy decided that the time was right to present a comprehensive history of the recording industry. He invested three years of his life researching the topic and conducting more than 100 interviews with some of the true legends of the music business. The culmination of his efforts is the brand new book "Cowboys and Indies: The

Epic History of the Recording Industry". Here you will meet all of the key players of the past century including Alan Lomax, John Hammond, Otto Heinemann, Sam Phillips, Ahmet Ertegun, Berry Gordy, Chris Blackwell and Rick Rubin to name but a few. You will also discover the forces that were in play that gave birth to a number of important genres including jazz, R&B, rock and roll, disco, punk, new wave and synth-pop. So fasten your seat belt and get ready for a wild ride on the long and winding road that is popular music.

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