



An Introduction to Popular Music Publishing in America

Leonard Feist

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When a popular music publisher tells a new acquaintance what he does for a living, the usual reaction is to conclude that he deals in printed music. Perhaps this is because people are more comfortable when they can identify business activities with tangible products. "Printed music" is part of the picture and comes close to describing the kind of music publisher who deals in music for education, churches, or concerts. Popular music itself is not the subject of this book, for the nature of songs changes as constantly as the business itself. Nor is it intended to be an account of the colorful individuals who have written, performed, and published this music through the years. But this volume is intended to explain what popular song publishers do and to illustrate these professionals' central role in today's music industry. Leonard Feist (1911-1996) was a music industry executive who helped lead efforts to protect copyrighted music. After graduating from Yale in 1932, he joined his father's company and when Leo Feist Inc. was sold to MGM in the late '30s, Leonard began a career as an independent publisher of concert, educational, and sacred music. In 1956 he assumed the presidency of Associated Music Publishers and in 1966 he became president of the National Music Publishers' Association. He became known for his work as an advocate on behalf of the music publishing industry, working extensively in helping to draft the 1976 U.S. Copyright Act. As a well-regarded expert on international copyright, Feist served as an advisor to the United States Delegation to the Berne Convention Revision Conference to on revisions of international copyright. Feist served as president of the National Music Council, Century Music Publishing, and Mercury Music Corporation, as well as vice president of the National Academy of Popular Music. He was the recipient of many awards, including the honorary Doctor of Music conferred by the Peabody Institute of Music.

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