

The Hollywood Label Story

Nashville Expected to Become A Rhythm & Blues Center

Don Pierce, a pioneer in country music, has, although unknown to many, an early history and background in Rhythm and Blues.

From Seattle, Wash., and a graduate of the University of Washington, Don served as a Captain in the Army during World War II. His first exposure to the music business was when he became associated with the Four Star-Gilt Edge Record and Publishing con-

cerns in Los Angeles. In 1946, Gilt Edge had a smash "race" hit in Cecil Gant's "I Wonder," and this put the firms and Pierce into the Rhythm and Blues scene. Pierce continued to release Gant sides, adding to the firms R&B catalog with the purchase of the Ivory Joe Hunter hit master, "Pretty Mama Blues," from the defunct Pacific label.

Upon leaving Four Star in 1952, Pierce started the Starday label with Pappy Daily and simultaneously formed the Hollywood label in association with the late John Dolphin who was a fixture in R&B with hits by Little Caesar and others.

The first R&B hit on Hollywood was a Linda Hayes record entitled "Take Me Back." Several releases by Johnny Moore's Blazers, the Hollywood Flames, Red Callendar, Johnny Fuller, Jessie Belvin, Lloyd Glenn, Lowell Fulson and others es-



Don Pierce

tablished Hollywood as a permanent part of the R&B scene from California.

Notable Acquisition

Don made a notable acquisition to the Hollywood catalog when he purchased from Jack Lauderdale's defunct Swingtime label the original hit recordings of "Merry Christmas Baby" by Charles Brown, "Sleigh Ride" by Lloyd Glenn and "Lonsome Christmas" by Lowell Fulson. These Christmas records continue to sell every year in both singles and album form and have been in continuous release ever since.

Pierce moved his operations from Los Angeles to Nashville

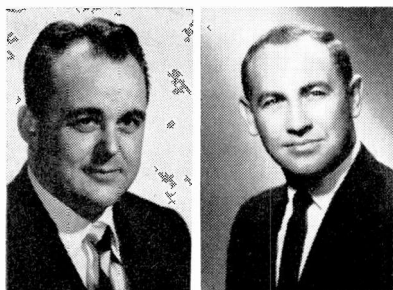
in 1957 and concentrated pretty much on building a country catalog.

In 1964 he augmented his Starday staff with Hal Neely and in 1965 Jim Wilson joined the firm. With the addition of these two record executives, both with long and successful experience in Rhythm and Blues, Pierce had the power base to move, once again, into R&B and to expand his record and music publishing activities in that direction. R&B standards in the Starday Publishing group include "Everyday I Have The Blues," "Why Don't You Write Me," "Sea of Love" and others.

Had Been with King

Hal Neely joined Pierce's operation in October of 1964 as Vice President and General Manager after seven years in the same capacity with Syd Nathan's King Records/Lois Publishing complex. Neely, a 25-year veteran in the business, is a former band leader and graduate of the University of Southern California. He joined King in 1958 after nine years with Allied/Urania where he did classical, pop and jazz production. At King, Neely became deeply involved in R&B, at various times guiding and pro-

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Hal Neely

Jim Wilson

MOST PROMISING FEMALE VOCAL GROUP OF 1967

Record World Annual R&B DJ Poll



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The Raelets

Personal Management: Joe Adams, Ray Charles Enterprises, Inc.