



W.M.O.T. which is an abbreviation for We Men Of Talent, was formed in January 1974 by Alan Rubens and Steve Bernstein. They grew up in Philadelphia and loved the R&B music that surrounded them. They combined two local groups to form a new act called Blue Magic and started the label. In Alan's words; "We went to Sigma in June and cut some tracks. Atlantic was the first company we took them to and they told us to look no further.... We were lucky and the first record on Atco took off a little.... Then the album came out and things really started happening."

Alan and Steve next found Major Harris, a singer that had spent a short time with the Delphonics. His first single with W.M.O.T. , "Love Won't Let Me Wait", was a more than a million seller. In January 1976, Atlantic offered W.M.O.T. a label distribution agreement.

Two years later, in the fall of 1978, W.M.O.T. formed a new distribution agreement with Fantasy Records. This agreement resulted in hit records for Sweet Thunder, Fat Larry's Band, Slick, and Philly Cream.

In 1980, W.M.O.T. merged with TEC Records, expanded its new offices in Philadelphia and Los Angeles, and signed a P&D deal with CBS. The first release with this new CBS agreement was Frankie Smith's 12 inch single "Double Dutch Bus", which has recently been certified gold. The label has also enjoyed R&B chart success with Heaven and Earth and has current releases by Barbara Mason and Major Harris. In the near future we will also see release by Brandy Wells, who was the original lead singer for Slick; Tom Grant and Cecil Parker.

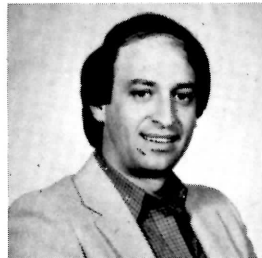
"With the new baby-boom demographics coming into prominence, it stands to reason that black music will have a larger audience now than ever before" comments Rubens. "Those people were weened on the early Motown sound and between them and the new young kids who are just discovering the music, I think the size of our listening population is at an all time high. Black music is certainly at the core of this company....it's the music we love and the music we believe in and that's been the case since our inception nine years ago."

ALAN RUBENS



President and Founder of W.M.O.T. Records

STEVE BERNSTEIN



Co-founder and President of Operations for W.M.O.T.

NICK MARTINELLI, Executive V.P. of A&R



A Partner in the W.M.O.T. Organization, serves also as Vice-President of A&R. He oversees material selection and production for the label. Nicki, as he is affectionately called, worked for Chips Distributor, Philadelphia, PA, in their sales department, for Motown Records in Disco Promotion and TEC Records in sales and A&R. "Everybody Here Must Party", by Direct Current is just one of Nicki's successful production credits.

## WHO'S WHO IN A&R AT WMOT

JONATHAN BLACK, Senior V.P. of Business Affairs



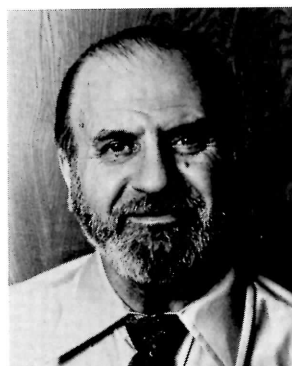
Johathan began his career in music industry in 1974, in the Philadelphia area as an entertainment attorney representing such notable talents as Artist/Producer Dexter Wansel, Sam Peake, Theodore Life, Jr., and Artist David Ebo of Harold Melvin and the Blue Notes. In 1975, he began managing the talented, Evelyn "Champagne" King, and guided her career as she rose to the top of the Charts with her hit recording "Shame". In June of 1980, he left his private law practice and began working as Executive Vice-President of TEC Records in Philadelphia. In January of 1981, TEC Records merged with WMOT Records. Mr. Black assumed the position of Senior Vice-President/Business Affairs, and was appointed to the Board of Directors of TEC/WMOT Records.

REGGIE BARNES, V.P. National Promotion



Barnes began his career as Music Director at Pallsides Amusement Park with Hal Jackson. Later he was Music Director for WLIB-AM/FM in New York City. From Radio he moved into the record business as the west coast regional rep. for Buddah Records and later as mid-west regional rep. for 20th Century Records. In addition, Barnes served as national director for Forrest Hamilton Management, national director for Jerry "Swamp Dog" Productions, and as president of his own promotion and marketing company, Panache. Prior to his promotion, Barnes was national director of promotion for W.M.O.T. Records.

LENNY HODES, V.P. International Operations and Music Publishing



Hodes is responsible for running all of W.M.O.T.'s music publishing entities both domestic and international. He is also responsible for overseeing all international licensing for the Philadelphia based company. Hodes began his career in music publishing as a song plugger for Capitol Songs in New York. From there, he went to Dick James Music where he was general manager of the Dick James Music publishing empire, which at the time ran Maclen Music, the publishing entity of John Lennon and Paul Macartney. During his tenure with Dick James, Hodes was the party responsible for placing Elton John with MCA Records in the U.S. Since then, Hodes has been general Manager at Chess-Janis Records, president of music publishing for Chalice Productions, The Montage Music Group, and most recently, he was vice president and general manager of the Freddie Perren publishing firm, Perren-Vibes Music.

DOREEN RINGER, Associate V.P. of Publishing and Production



Ringer's responsibilities include overseeing all pre-production and product management functions for the record company. She is also be responsible for running the label's publicity department. Ringer began her record career as a college rep for A&M Records in Los Angeles. From there she went to ABC Records where she served as director of artist relations. When ABC was bought by MCA, Ringer went to MCA Records as artist development manager. Most recently she was director of artist development and publicity for The Montage Music Group.

### W.M.O.T. ARTIST ROSTER

Count Coolout  
Tom Grant  
Heaven and Earth

Barbara Mason  
Booker T. Newbury III  
Cecil Parker

Slick  
Frankie Smith  
Brandy Wells