

BLACK ENTERTAINMENT'S PREMIERE MAGAZINE FOR 15 YEARS

BE

BLACK RADIO EXCLUSIVE



victoria wilson-james

perseverance of a new-age goddess

VOLUME XVI NO. 11 MARCH 29, 1991 \$5.00 NEWSPAPER

“
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DO
ME**”

The New Single

**THE
GENIUS**

From the album **WORDS FROM THE GENIUS**

Produced by **JESSE WEST**



1991 REPRIS RECORDS

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BLACK RADIO—MARKETING OUR MUSICAL HERITAGE CONFERENCE '91 15TH YEAR ANNIVERSARY APRIL 3-7, 1991 SHERATON HOTEL—NEW ORLEANS, LA

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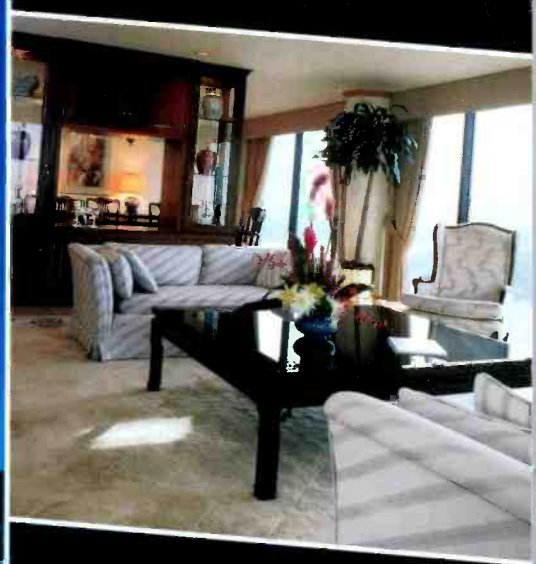
BLACK RADIO EXCLUSIVE

CONFERENCE '91

15TH YEAR ANNIVERSARY

APRIL 3-7, 1991

SHERATON HOTEL—NEW ORLEANS, LA
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C CONTENTS

MARCH 29, 1991
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FEATURES	
COVER STORY—Victoria Wilson-James	20
INTRO—Brand New Heavies/Phil Perry	28
ON THE RADIO—Brian Wallace	33
SECTIONS	
PUBLISHER'S	7
NEWS	8
SPECIAL REPORT—Months of Celebration	10
JAZZ NOTES	17
MUSIC REPORT	18
MUSIC REVIEWS	23
RADIO NEWS	34
STAR VIEW	43
GRAPEVINE	46
CHARTS & RESEARCH	
SINGLES CHART	14
ALBUMS CHART	16
JAZZ CHART	17
RADIO REPORT	31
PROGRAMMERS POLL	36
THE NATIONAL ADDS	37
COLUMNS	
IVORY'S NOTES	15
BRITISH INVASION	29
BASIC TRAINING	32
RAP, ROOTS & REGGAE	26
CANADIAN REPORT	30
RAP, ROOTS & REGGAE	42

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BRE CONFERENCE CO-CHAIRPERSONS

JAMES ALEXANDER

Currently program director for WGCI/Chicago, James Alexander has always been big on promoting black music heritage. "I'm always glad to be a part of projects that lead the way in terms of our black heritage. That's why I do whatever I can, and serving as co-chairperson puts me in the position of being a part of an event that will do just that. We as black music professionals are obligated to preserve and promote our music heritage and *BRE's* annual music conference offers us all that important opportunity."



CARL H. DAVIS

Carl H. Davis is president of International Entertainment Corp. and Chi-Sound Records. A veteran of the music industry for several years, Davis is proud of the way *BRE* continues to help the black music community to move forward. "I'm proud to be selected as a conference co-chair this year. It's good for the black music industry to reach back and remember those in the past who have been instrumental in bringing us as far as we've come today," Davis said.

"Sidney (Miller, *BRE* publisher) has always been a person who has been unafraid to explore and teach

the music community through his magazine. The publication is a fine way to demonstrate just what power lies in the black music industry, and *BRE* is just the kind of vehicle that has been used to market our heritage. With it, we can remember and learn how we developed in this business. It's been said, 'If you can't remember where you came from, it's difficult to know where you're going.' Well, this conference and the magazine give us both where we've been and where we're going."

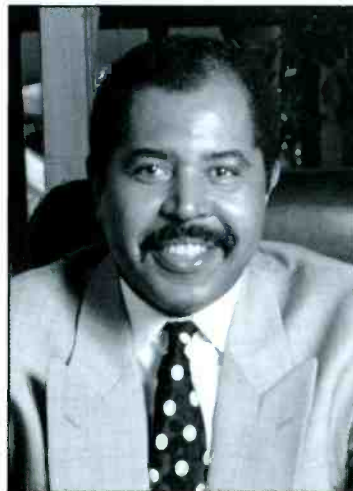


RAY HARRIS

Ray Harris is sr. vp, mktg promo, black music for Warner and Reprise Records. In that capacity, he maintains a finger on the pulse of the music industry. "First and foremost, it's a privilege when you're asked by your peers to participate in something as important as *BRE's* annual conference," said Harris. "There are so many qualified people in this business that I feel fortunate to have been asked by Sidney to serve as co-chairperson.

"I'm a firm believer in maintaining black music and especially keeping the people who make it and listen to it in touch with their heritage.

It's important we all do whatever we can to continue to push black music forward. To do that, we must encourage our young people to remember their roots. They must know who the earlier programmers and executives are and understand their way of doing things in order for our heritage to continue to thrive. I'm an advocate of our music culture, and it's important to learn how to connect our past and present so that we may successfully mold our future."



CATHY HUGHES

As ceo of Almic Broadcasting and owner of stations WOL/WMMJ in Washington, D.C., Hughes is a rare commodity in radio—she is black and female. Commenting on her selection as conference co-chair and the theme "Marketing the Heritage," Hughes said, "It's truly one of the greatest honors I've had bestowed on me. *Black Radio Exclusive* has the premier black radio conference in the country and I'm looking forward to participating in the events slated this year in New Orleans.

"I feel it is appropriate to have the theme of a black radio conference be related to the preservation

of our rich musical heritage. Black radio has helped tremendously to bring about a high level of awareness of black history to the masses. With the certain lack of coverage that the general media has offered on the subject of black history I don't see being able to get the word out to entire communities without black radio."





Just a fraction of what we spend on entertainment could be music to someone's ears.

If we all shared just a small part of our extra money and time, we could turn up the volume on some of society's problems.

Like the homeless. Hunger. Or illiteracy.

Millions of people have helped establish five percent of their incomes and five hours of volunteer

time per week as America's standard of giving.

If we all reached this standard, we could generate more than \$175 billion every year. With a force equivalent to 20 million full-time workers.

This year, make it your goal to give five. And help pick up the tempo in your community.



February Gold Sparse At RIAA

By Coy Oakes

There are fewer happy artists this February than last year. Those gold plaques representing RIAA certification for gold albums can be hung on only eight walls this year, compared to 13 in February '90.



Ice Cube

Of the eight gold album certifications issued, only three went to black acts. Ice Cube's *Kill at Will*, on Priority, *The Boys* on Motown and C & C Music Factory's *Gonna Make You Sweat*, on Columbia.

In the gold single category, four singles were certified in both '90 and '91. This year three of the four came from black acts. They were After 7's "Can't Stop," Mariah Carey's "Someday," and Janet Jackson's "Love Will Never Do (Without You)."

Black artists were shut out of the platinum category, but two multi-platinum certifications were awarded. Johnny Gill and Mariah Carey's self-titled

albums hit that mark.

The RIAA is likely to make some others happy, however with the introduction this month of the video single award. Gold, platinum or multi-platinum video singles at a maximum running time of 15 minutes with no more than two songs, qualify for this category of certification.

Certification requirements are sales of 25,000 units for Gold and 50,000 units for platinum. Multi-platinum video singles are certified at 100,000 units and at additional 50,000 unit increments. The video single award category is now in effect for all existing releases.

Beginning April 1, 1991, the certifications requirement for long-form music videos will increase. Long-form videos will require the sale of 50,000 units for



The Boys

gold; 100,000 units for platinum and 200,000 units for multi-platinum certification. Long-form videos are

defined as titles that have not been exhibited theatrically prior to their release on video cassette or video disc.

Jay Berman, pres, RIAA, states "Video singles will have a tremendous impact and will further enhance the importance of music videos as a marketing tool for the industry. We hope the certification of video singles will create enough excitement to spur sales of the recording."



Mariah Carey

Happy Birthday



Qwest Records' recent celebration of Back On The Block's Grammy triumph coincided with the eve of Quincy Jones' birthday. Pictured (l-r) Rev. Jesse Jackson, Tevin Campbell, Jones, and entertainer Lisa Carson, co-star of the new CBS-TV show "Diva," produced by Quincy Jones Entertainment.

BRE CONFERENCE '91 SCHEDULE

WEDNESDAY APRIL 3

9-7pm

Registration

10am

Celebrity Golf
Tournament-New
Orleans City Park
West

Sponsored by Miller
Brewing & Luke
Records

2pm

Heritage Seminars:
"Our Gospel
Heritage"

"College
Broadcasting:
Getting An
Education At Radio"

3pm

Heritage Seminar:
"Gospel Radio"

7:00-11:00pm

Welcome Reception
Sponsored by
WYLD & Miller
Brewing. Featuring
Talent Show
Winners: Elate',
Finnesse, Earl Smith,
Terry DeGruy

11pm

The Moving Image/
BRE TV Network



THURSDAY APRIL 4

9-7pm

Registration

10am

Keynote Speech:
Paul Major, owner/
gm, WTMP, Tampa

10:30am

Heritage Seminar:
"Crossover To
What?"

Noon

Luncheon Show
sponsored by
Motown Records;
Featuring Shanice
Wilson, Another
Bad Creation,
Colin England

3pm

Heritage Seminars:
"Marketing Our
Forgotten
Heritage—Jazz,
Blues, Reggae"

"Marketing In
International
Waters"

4:30pm

Heritage Seminars:
"Marketing The
Heritage In Your
Own Backyard"

"Marketing The
Heritage On The
Silver Screen"

11pm

BRE Rhythms Club,
sponsored by Coors

The Moving Image/
BRE TV Network

Hospitality Suites

FRIDAY APRIL 5

9-6pm

Registration

10am

Heritage Seminar:
"Ain't Nothin' Like
The Real Thing"

11:45am

Heritage Seminar:
"Rap—The New
Musical Heritage"

2:30pm

Secondline Parade
sponsored by WEA
Group

3-6pm

Creole Queen
Riverboat Cruise
sponsored by WEA
Group & Anheuser
Busch

8pm

Dinner Show
premiering LaFace
Records sponsored
by Arista Records;
Featuring Damien
Dane.

11pm

Robert Townsend's
Exclusive Premiere
Showing of "The
Five Heartbeats";
Featuring The Dells

Luke's New Orleans
featuring: Poison
Clan, Jiggie Gee, The
Per-C.I.S.E. MC,
Trinere

BRE Rhythms Club,
sponsored by
Chrysalis/Cool
Tempo Records;
Featuring
Innocence, Gang-
Starr, Rick & Rich

The Moving Image/
BRE TV Network

Hospitality Suites

SATURDAY APRIL 6

10am

Heritage Seminar:
"Black Radio
Programming for
1991"

Noon

Luncheon Show
sponsored by
Columbia/Epic

3pm

Anita Baker
Presents The Second
Annual
"T.C.Y.O.B."—Take
Care of Your Own
Business—
In association with
The Bridgforth
Foundation & BRE"

6:30-8:00

Cocktail Reception
sponsored by BMG/
RCA

8:00

Industry Awards
Formal Dinner Show
sponsored by Coca-
Cola/Miller Brewing

11pm

BRE Rhythms Club,
sponsored by Coors

Party Machine
sponsored by RAL
featuring: 3rd Bass,
Nikki D

The Moving Image/
BRE TV Network

Hospitality Suites



SPECIAL REPORT

Months Of Celebration

Each year at about this same time is special for the music industry because of all the award shows and their ever-present pre and post parties. This year was no different.

The Grammy Awards kicked off the season in fine order, offering viewers and participants alike a glimpse of favorite stars and select performances by the year's hottest groups. The award show was again held in New York City and was sandwiched between some of the best celebration bashes around.

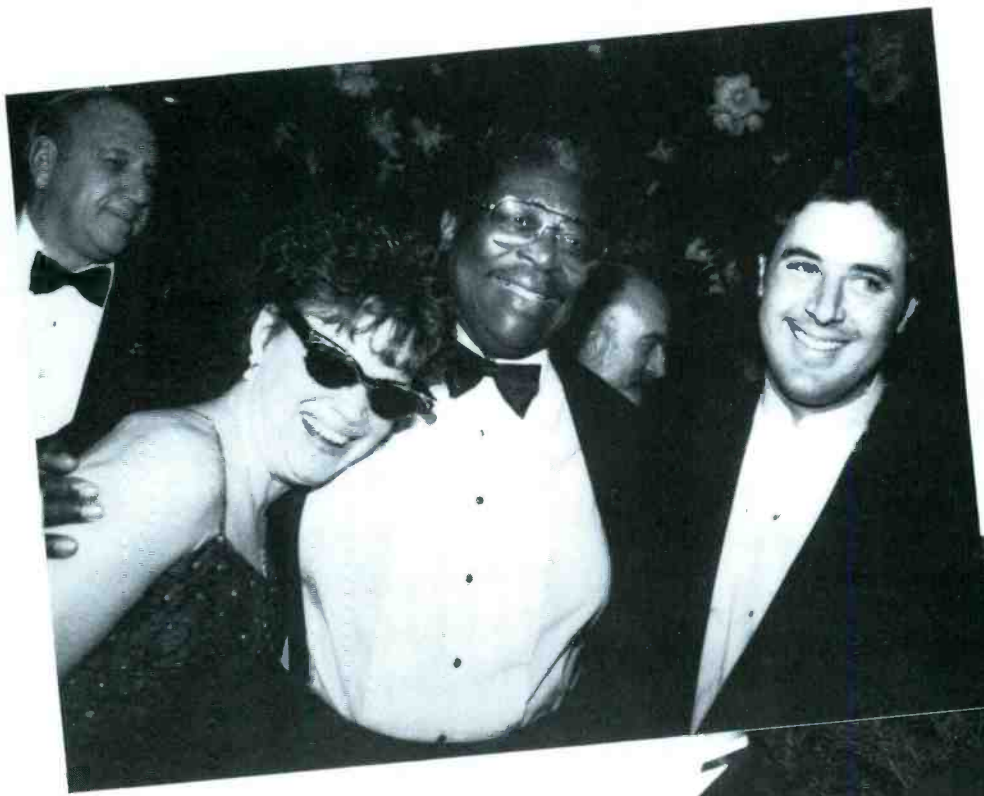
As always, Arista led the way, pulling out all the stops in a splashy dinner show the night before the Grammys.

The "official" Grammy party was held at the New York Hilton and was well-attended. The occasion was topped off by a special performance by an all-star lineup of artists, formed by BMI.

Capitol-EMI held a Grammy post-party celebration at the "21" club, while Sony Music held its own bash at the Rainbow Room. MCA meanwhile, held yet another post party of its own at the Four Seasons Restaurant and won honors as the best attended by the most glamorous and successful people.

The Soul Train Music Awards were held on the West Coast, at the Shrine Auditorium in Los Angeles. The billing, that promised the show would be the best yet, was right on the money. The award show featured dazzling performances by some of the most talented black artists today. Nominees and winners alike were on their best behavior and the show offered both exciting and touching moments for all to remember. **BRE**





MCA®

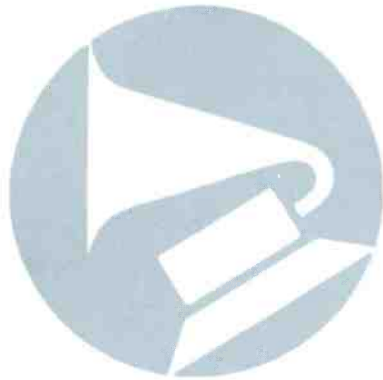
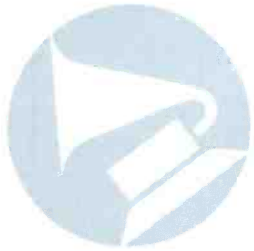


MCA®





SOUL
TRAIN
Music Awards





BRE SINGLES CHART

M A R C H 2 9 , 1 9 9 1

TW	LW	WOC	ARTIST	TITLE	LABEL	TW	LW	WOC	ARTIST	TITLE	LABEL
1	1	11	HI-FIVE, <i>I Like The Way (The Kissing Game)</i> , Jive/RCA			51	57	6	BASIC BLACK, <i>Whatever It Takes</i> , Motown		
2	5	11	MARIAH CAREY, <i>Someday</i> , Columbia			52	54	9	POISON CLAN, <i>Dance All Night</i> , Luke		
3	4	8	GUY, <i>Let's Chill</i> , Uptown/MCA			53	55	6	HERB ALPERT, <i>North On South Street</i> , A&M		
4	7	8	JOHNNY GILL, <i>Wrap My Body Tight</i> , Motown			54	67	2	BLACK BOX, <i>Strike It Up</i> , RCA		
5	3	11	O'JAYS, <i>Don't Let Me Down</i> , EMI			55	66	3	PHALON, <i>Ready Or Not</i> , Elektra		
6	6	10	FREDDIE JACKSON, <i>Do Me</i> , Capitol			56	59	6	SPECIAL GENERATION, <i>Spark Of Love</i> , Bust It/Capitol		
7	8	9	RALPH TRESVANT, <i>Stone Cold Gentleman</i> , MCA			57	74	4	BRAND NUBIAN, <i>Wake Up</i> , Elektra		
8	9	11	TARA KEMP, <i>Hold You Tight</i> , Giant			58	☆	▷	KEITH WASHINGTON, <i>Kissing You</i> , Qwest/WB		
9	10	9	DIGITAL UNDERGROUND, <i>Same Song</i> , Tommy Boy			59	76	2	THE DELLS, <i>A Heart Is A House For Love</i> , Virgin		
10	11	9	MONIE LOVE, <i>It's A Shame (My Sister)</i> , Warner Bros.			60	75	2	SHEENA EASTON, <i>What Comes Naturally</i> , MCA		
11	12	11	JASMINE GUY, <i>Another Like My Lover</i> , Warner Bros.			61	62	6	GLORIA ESTEFAN, <i>Coming Out Of The Dark</i> , Epic		
12	13	10	MIKE WILSON f/S. Christopher, <i>Another Sleepless Night</i> , Arista			62	72	3	RHYTHM TRIBE, <i>Gotta See Your Eyes</i> , Zoo Entertainment		
13	16	8	WHISPERS, <i>Is It Good To You</i> , Capitol			63	70	4	FAMILY STAND, <i>Sweet Liberation</i> , Elektra		
14	17	7	AL B. SURE!/DIANA ROSS, <i>No Matter What You Do</i> , Uptown/WB			64	☆	▷	EN VOGUE, <i>Don't Go</i> , Atlantic		
15	14	11	ALEXANDER O'NEAL, <i>All True Man</i> , Epic/Tabu			65	71	2	NICKI RICHARDS, <i>Naked</i> , Atlantic		
16	15	9	BIG DADDY KANE f/B. White, <i>All Of Me</i> , Cold Chillin'/Reprise			66	69	3	BRAND NEW HEAVIES, <i>Dream Come True</i> , Delicious Vinyl		
17	18	8	MARVA HICKS, <i>Never Been In Love Before</i> , Polydor			67	49	8	GRADY HARRELL, <i>Patience</i> , RCA		
18	23	5	TONY! TONI! TONE!, <i>Whatever You Want</i> , Wing/PG			68	44	10	THE BLACK FLAMES, <i>Let Me Show You</i> , OBR/Columbia		
19	20	8	WOOTEN BROS., <i>Tell Me</i> , A&M			69	73	4	JONZUN CREW, <i>Cosmic Love</i> , Critique		
20	24	7	HARRIET, <i>Temple Of Love</i> , East West/Atlantic			70	28	9	SALT-N-PEPA, <i>Do You Want Me</i> , Next Plateau		
21	22	7	RIFF, <i>My Heart Is Failing Me</i> , SBK			71	26	9	TROOP, <i>I Will Always Love You</i> , Atlantic		
22	25	5	PEBBLES, <i>Backyard</i> , MCA			72	82	2	TONY TERRY, <i>With You</i> , Epic		
23	29	6	TEDDY PENDERGRASS, <i>It Should've Been You</i> , Elektra			73	☆	▷	COLIN ENGLAND, <i>I Got What You Need</i> , Motown		
24	37	6	CHRISTOPHER WILLIAMS, <i>I'm Dreamin'</i> , Giant			74	77	6	THREE TIMES DOPE, <i>Peace Ya' Self</i> , Arista		
25	26	7	JANET JACKSON, <i>State Of The World</i> , A&M			75	83	2	TEENA MARIE, <i>Just Us Two</i> , Epic		
26	30	6	PHIL PERRY, <i>Call Me</i> , Capitol			76	81	2	THE WINANS, <i>Don't Leave Me</i> , Qwest/WB		
27	2	15	RUDE BOYS, <i>Written All Over Your Face</i> , Atlantic			77	68	9	GEORGE HOWARD, <i>Everything I Miss At Home</i> , GRP		
28	31	6	SURFACE, <i>All I Want Is You</i> , Columbia			78	53	10	ONE CAUSE ONE EFFECT, <i>Midnite Lover</i> , Bust It/Capitol		
29	34	6	TOD SHORT, <i>Short But Funky</i> , Jive/RCA			79	52	9	SPECIAL ED, <i>Come On Let's Move It</i> , Profile		
30	33	6	THE BOYS, <i>Thanx 4 The Funk</i> , Motown			80	58	11	CHUBB ROCK, <i>Treat 'Em Right</i> , Select		
31	35	4	BELL, BIV, DEVOE, <i>She's Dope</i> , MCA			81	61	14	TRACIE SPENCER, <i>This House</i> , Capitol		
32	46	6	LA RUE, <i>Serious</i> , RCA			82	☆	▷	LAZET MICHAELS, <i>Kraze</i> , Zoo Entertainment		
33	38	5	SHEILA E., <i>Sex Cymbal</i> , Warner Bros.			83	87	2	TYRONE DAVIS, <i>I'll Always Love You</i> , Ichiban		
34	47	5	LOOSE ENDS, <i>Cheap Talk</i> , MCA			84	☆	▷	NIKKI D, <i>Daddy's Little Girl</i> , Def Jam/Columbia		
35	39	7	MICA PARIS, <i>Contribution</i> , Island			85	78	14	ANOTHER BAD CREATION, <i>Iesha</i> , Motown		
36	45	5	C & C MUSIC FACTORY, <i>Here We Go (Let's Go Rock & Roll)</i> , Columbia			86	☆	▷	NANCY WILSON, <i>Do You Still Dream About Me</i> , Columbia		
37	40	3	JEFFREY OSBORNE, <i>If My Brother's In Trouble</i> , Arista			87	43	10	GERALD ALSTON, <i>Getting Back Into Love</i> , Motown		
38	41	5	L.L. COOL J, <i>Mama Said Knock You Out</i> , Def Jam/Columbia			88	79	8	SPUNKADELIC, <i>Boomerang</i> , SBK		
39	19	9	EPMD, <i>Gold Digger</i> , Def Jam/Columbia			89	80	9	DIMPLES, <i>They're Trying To Take Your Job</i> , Life/Bellmark		
40	50	4	B ANGIE B, <i>I Don't Wanna Lose Your Love</i> , Bust It/Capitol			90	65	6	RICHARD ROGERS, <i>Spread A Little Love</i> , SAM		
41	21	11	WHITNEY HOUSTON, <i>All The Man That I Need</i> , Arista			91	85	13	BELL, BIV, DEVOE, <i>When Will I See You Smile Again?</i> , MCA		
42	64	2	KEITH SWEAT, <i>Your Love</i> , Elektra			92	86	7	E.U., <i>Ain't Found The Right One Yet</i> , Virgin		
43	27	7	CARON WHEELER, <i>Blue (Is The Color Of Pain)</i> , EMI			93	84	7	THELMA HOUSTON, <i>High</i> , Reprise		
44	32	15	MICHEL'LE, <i>Something In My Heart</i> , Atco/Atlantic			94	88	11	LEVERT, <i>All Season</i> , Atlantic		
45	51	4	SYDNEY YOUNGBLOOD, <i>Ain't No Sunshine</i> , Arista			95	89	10	GEOFF McBRIDE, <i>Doesn't That Mean Something</i> , Arista		
46	48	4	VICTORIA WILSON-JAMES, <i>Through</i> , Epic			96	90	15	C&C MUSIC FACTORY, <i>Gonna Make You Sweat</i> , Columbia		
47	36	11	M.C. HAMMER, <i>Here Comes The Hammer</i> , Capitol			97	91	14	TONY TERRY, <i>Head Over Heels</i> , Epic		
48	56	3	LALAH HATHAWAY, <i>Somethin'</i> , Virgin			98	92	12	SAMUELLE, <i>Black Paradise</i> , Atlantic		
49	42	12	ANITA BAKER, <i>Fairy Tales</i> , Elektra			99	94	14	KEITH SWEAT, <i>I'll Give All My Love To You</i> , Vintertainment/Elektra		
50	60	5	ALTITUDE, <i>Work It (Like A) 9 To 5</i> , Bahia			100	93	11	WHISTLE & THE KREATION, <i>Do You Care</i> , Select		

● BULLETED ENTRIES INDICATE STRONG CHART MOVEMENT. ☆ ▷ REPRESENTS NEW ENTRY. ★ ▶ REPRESENTS RE-ENTRY.

IVORY'S NOTES

By Steven Ivory

Janet's New World Order

At no time during his many references to the "New World Order" in the Middle East has President Bush made any mention of **Janet Jackson**. However, Jackson's \$32 million recording contract with Virgin Records has done for music industry deal-making what the allied victory over Iraq did in the Persian Gulf: reshuffled the deck just a bit. Things are different now; what is being called the richest record deal in the history of the business belongs not to Madonna, Springsteen, **Prince** or even **Michael Jackson**, but to his little sister, Jan. Even E.F. Hutton is paying attention.

With the deal, Jackson has emerged as a major player in a business where men who play hard ball are deemed driven and brilliant, while the women who play the same game are often labelled "bitchy" and "hard to work with." As if Jackson's big deal isn't already rich enough, the contract reportedly includes a clause that requires her to be paid additional major monies if Virgin is sold, a rumor that has made the rounds lately. If that happens, the settlement could make Jackson the **Oprah Winfrey** of pop music, in total control of an empire worth millions.

In any case, the question burning the lips of many in the business is this: how did Jackson parlay two (albeit successful) albums and a famous last name into \$32 million?

Well, timing is everything. Jackson and associates commenced shopping at a time when, despite cries of national recession, rich entertainment deals and acquisitions have reached a

frenzied peak. Ridiculously big deals like Sony's purchase of CBS Records, the merger of Time Inc. and Warner Brothers, the sales of A&M and Island to Polygram, MCA's sale to Matsushita, which triggered David Geffen's celebrated billion-dollar triumph, all served to set the stage. Suddenly, it didn't seem so ridiculous to ask for \$10 million per album, as Jackson's people were reportedly demanding during the bidding war that included several majors.

On Jackson's part, it didn't hurt that her debut world tour last year was a huge success. The dates gave across-the-board credibility to an act previously thought to be merely a video image. Whether or not label heads took this into account, Jackson consistently filled major venues in the U.S., Europe and Japan with a ferocity that usually translates into record sales.



Janet Jackson

Most importantly, Jackson has sold records. Her *Control* LP sold eight million copies worldwide, while *Rhythm Nation* has currently logged some six million. Not too shabby.

Though several labels expressed interest in Jackson, sources say Virgin had the inside tract from the onset mainly because of its penchant for doing stupid money deals and its image as an artist-conscious label in the tradition of early Warner Brothers and Jackson's former label, A&M.

Of course, the skeptics bought their tickets to this show early, and while all of them think it's only fair that Jackson profits from a Virgin sale—after all, her presence makes such a deal all the more attractive—many voiced doubt that Virgin can recoup the price it paid for three Jackson albums. They argue that while the last two

continued on page 44

MICA PARIS

CONTRIBUTION

THE FIRST
SINGLE AND VIDEO
FROM HER
SMASH NEW ALBUM,
CONTRIBUTION

ALSO FEATURING:
South Of The River
and
If I Luv U 2nite

PRODUCED BY ANDRES LEVIN
AND CAMUS MARE CELLI FOR
C-N-A PRODUCTIONS.
ADDITIONAL OVERDUBS AND
REMIX BY YVONNE TURNER
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THE GARFIELD GROUP, NYC



When you play it,
say it!

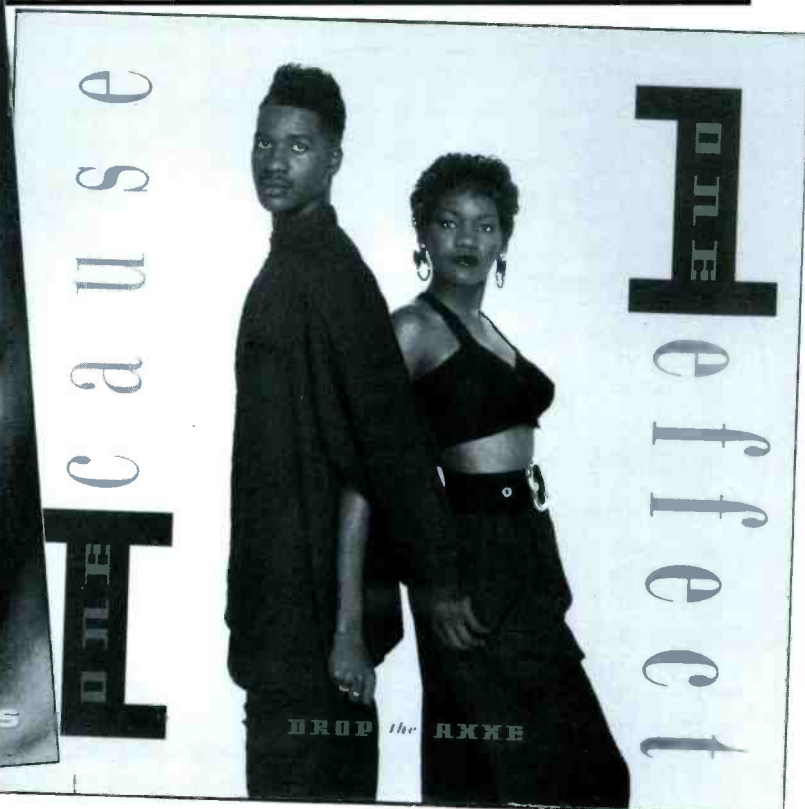
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3 RE ALBUMS CHART

MARCH 29, 1991

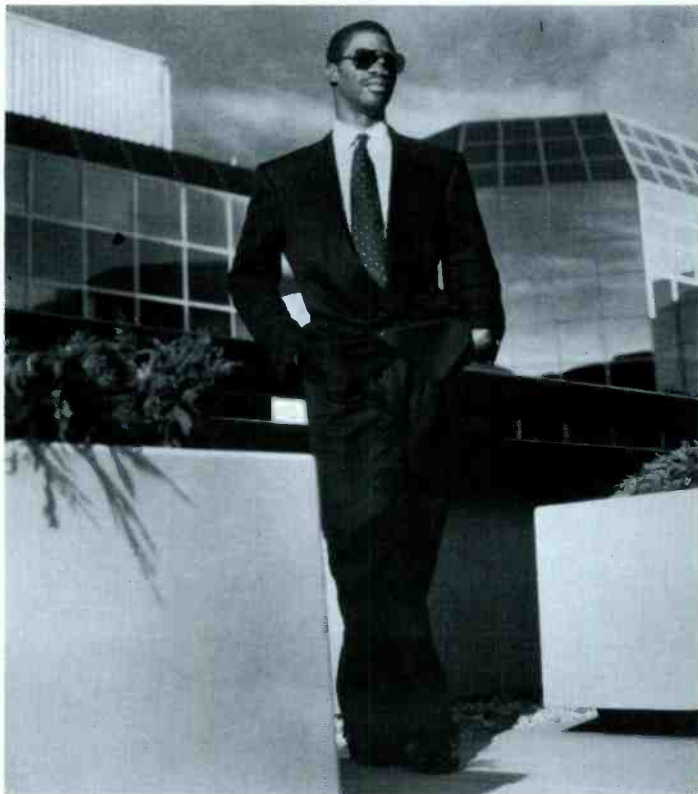
● BULLETED ENTRIES INDICATE STRONG CHART MOVEMENT. ☆ ▷ REPRESENTS NEW ENTRY. ★ ▶ REPRESENTS RE-ENTRY.

TW	LW	WOC	ARTIST	TITLE	LABEL	TW	LW	WOC	ARTIST	TITLE	LABEL
1	2	13	GUY, <i>The Future</i> , MCA			26	19	13	SURFACE, <i>3 Deep</i> , Columbia		
2	1	13	FREDDIE JACKSON, <i>Do Me Again</i> , Capitol			27	28	42	EN VOGUE, <i>Born To Sing</i> , Atlantic		
3	3	10	C & C MUSIC FACTORY, <i>Gonna Make You Sweat</i> , Columbia			28	31	4	TONY TERRY, <i>Tony Terry</i> , Epic		
4	6	12	RALPH TRESVANT, <i>Ralph Tresvant</i> , MCA			29	30	9	THE 2 LIVE CREW, <i>Live In Action</i> , Luke		
5	5	8	EPMD, <i>Business As Usual</i> , RAL/Columbia			30	38	2	ANOTHER BAD CREATION, <i>Coolin' At The Playground...</i> , Motown		
6	4	13	WHITNEY HOUSTON, <i>I'm Your Baby Tonight</i> , Arista			31	24	47	M.C. HAMMER, <i>Please Hammer, Don't Hurt 'Em</i> , Capitol		
7	9	6	DIGITAL UNDERGROUND, <i>This Is An E.P. Release</i> , Tommy Boy			32	32	30	ANITA BAKER, <i>Compositions</i> , Elektra		
8	12	5	O'JAYS, <i>Emotionally Yours</i> , EM			33	29	11	JANET JACKSON, <i>Rhythm Nation: 1814</i> , A&M		
9	13	12	HI-FIVE, <i>Hi-Five</i> , Jive/RCA			34	36	20	TOO SHORT, <i>Short Dog's In The House</i> , Jive/RCA		
10	7	35	MARIAH CAREY, <i>Mariah Carey</i> , Columbia			35	39	4	POISON CLAN, <i>2 Low Life Muthas</i> , Luke		
11	10	18	L.L. COOL J, <i>Mama Said Knock You Out</i> , Def Jam/Columbia			36	41	2	BRAND NUBIAN, <i>One For All</i> , Elektra		
12	15	9	RUDE BOYS, <i>Rude Awakening</i> , Atlantic			37	37	5	TARA KEMP, <i>Tara Kemp</i> , Giant/WB		
13	14	10	GERALD ALBRIGHT, <i>Dream Come True</i> , Atlantic			38	40	13	BIG DADDY KANE, <i>Taste of Chocolate</i> , Cold Chillin'/Reprise		
14	11	34	KEITH SWEAT, <i>I'll Give All My Love...</i> , Vintertainment/Elektra			39	46	13	MONIE LOVE, <i>Down To Earth</i> , Warner Bros.		
15	16	45	BELL BIV DEVOE, <i>Poison</i> , MCA			40	35	13	LEVERT, <i>Rope-A-Dope Style</i> , Atlantic		
16	18	11	MICHEL'LE, <i>Michel'le</i> , Atco/Atlantic			41	48	14	JASMINE GUY, <i>Jasmine Guy</i> , Warner Bros.		
17	23	5	ALEXANDER O'NEAL, <i>All True Man</i> , Tabu/Epic			42	42	11	BLACK BOX, <i>Dreamland</i> , RCA		
18	17	11	JEFFREY OSBORNE, <i>Only Human</i> , Arista			43	43	41	JOHNNY GILL, <i>Johnny Gill</i> , Motown		
19	21	11	SPECIAL GENERATION, <i>Take It To The Floor</i> , Bust It/Capitol			44	44	17	THE BOYS, <i>The Boys</i> , Motown		
20	22	17	TRACIE SPENCER, <i>Make The Difference</i> , Capitol			45	☆	▷	DJ QUIK, <i>Quik Is The Name</i> , Profile		
21	8	11	ICE CUBE, <i>Kill At Will</i> , Priority			46	☆	▷	BASIC BLACK, <i>Basic Black</i> , Sound Of New York/Motown		
22	27	15	AL B. SURE!, <i>Private Times...And The Whole 9</i> , Warner Bros.			47	33	9	OLETA ADAMS, <i>Circle Of One</i> , Fontana/Mercury		
23	25	11	CHUBB ROCK, <i>Treat 'Em Right</i> , Select			48	☆	▷	ONE CAUSE ONE EFFECT, <i>Drop The Axxe</i> , Bust It/Capitol		
24	26	5	GANG STARR, <i>Step In The Arena</i> , Chrysalis			49	49	27	WHISPERS, <i>More Of The Night</i> , Capitol		
25	20	20	PEBBLES, <i>Always</i> , MCA			50	50	37	TONY! TONI! TONE!, <i>The Revival</i> , Wing/PG		



JAZZ NOTES

Marcus Roberts Alone With Three Giants



Legends are not born but evolve through exploits. **Jelly Roll Morton**, **Duke Ellington** and **Thelonious Monk** were the inspiration for jazz pianist **Marcus Roberts**. His third album for Novus/RCA is entitled *Alone With Three Giants* and serves as Roberts' first solo recital recording.

"I selected the works of Morton, Ellington and Monk because I see them as complete pianists. But each of them had their own personal style. With Jelly Roll, his music was well organized and based on orchestral concepts. He was there at the beginning. He's one of the early pianists who influenced everyone from Ellington to **Art Tatum** to Monk.

"I chose to include Duke on this project because he's a logical descendant of Jelly, who expanded on Morton's style. Both he and Duke developed all types of styles—from duos to trios—

they did everything. Monk came straight out of Ellington, but developed his own unique individuality and technique. All three were fine composers and major influences on how we perceive jazz today."

Originally from Jacksonville, FL, he began his formal training on piano at the age of 12. After nine years of classical piano studies, including four years as a music major with Leonidus Lipovetsky at Florida State University, Roberts found himself winning several local music competitions and won acclaim from the governor of the state. Continuing his craft, he soon caught the ear of trumpeter **Wynton Marsalis** in 1985 and was asked to replace the departing **Kenny Kirkland**. He remained with the group for six years before leaving. During that time, in 1987, Roberts won the first Thelonious Monk International Jazz Competi-

continued on page 44

BRE JAZZ CHART

MARCH 29, 1991

T W	L W	ARTIST	TITLE	T W	L W	ARTIST	TITLE
1	1	MARCUS ROBERTS <i>Alone With Three Giants</i> Novus/RCA		21	26	JOHN CAMPBELL <i>Turning Point</i> Contemporary	
2	2	BOBBY WATSON & HORIZON <i>Post Motown Bop</i> Blue Note		22	23	TOM COSTER <i>From Me To You</i> Headfirst	
3	3	DIANNE SCHUUR <i>Pure Schuur</i> GRP		23	24	PAT COIL <i>Steps</i> Sheffield Labs	
4	4	BARBARA DENNERLEIN <i>Hot Stuff</i> Epic		24	27	P. SANCHEZ w/F. HUBBARD <i>Cambios</i> Concord Picante	
5	5	CHICK COREA ACOUSTIC BAND <i>Alive</i> GRP		25	30	JON FADDIS <i>Homucopia</i> Epic	
6	7	SHIRLEY HORN <i>You Won't Forget Me</i> Verve		26	17	RICKY FORD <i>Manhattan Blues</i> Candid	
7	8	JUST FRIENDS <i>Just Friends Vol. 1</i> Justice		27	32	RAY OBEIDO <i>Iguana</i> Windham Hill/Jazz	
8	10	FRANK MORGAN <i>A Lovesome Thing</i> Antilles/Island		28	35	YELLOWJACKETS <i>Greenhouse</i> GRP	
9	11	HOUSTON PERSON <i>Why Not</i> Muse		29	31	DAVE HOLLAND <i>Extensions</i> ECM	
10	13	JAY HOGGARD <i>The Little Tiger</i> Muse		30	20	RHYTHMSTICK <i>Rhythmstick</i> CTI	
11	6	TONY CAMPIS <i>First Take</i> Heart		31	21	BRIAN BOMBURG <i>Basically Speaking</i> Nova	
12	14	J. J. JOHNSON <i>Quintergy—Live...</i> Antilles/Island		32	25	WARREN BERNHARDT <i>Ain't Life Grand</i> DMP	
13	16	HERB GELLER <i>A Jazz Song Book</i> Enja		33	36	DAKOTA STATON <i>Dakota Staton</i> Muse	
14	15	TANAREID <i>Yours And Mine</i> Concord Jazz		34	39	DIZZY GILLESPIE <i>Live At The Royal Festival Hall</i> Enja	
15	18	R. TROUT & S. RODBY <i>The Duo Life</i> Columbia		35	29	RENEE ROSNES <i>For The Moment</i> Blue Note	
16	9	RICK MARGITZA <i>Hope</i> Blue Note		36	☆	KEVYN LETTAU <i>Kevyn Lettau</i> Nova	
17	19	EDDIE HARRIS <i>A Tale Of Two Cities</i> Night/Virgin		37	33	GERALD ALBRIGHT <i>Dream Come True</i> Atlantic	
18	12	WYNTON MARSALIS <i>Tune In Tomorrow</i> Columbia		38	34	M. LOMEN/D. SANBORN <i>Concerto For Sax</i> Warner Bros.	
19	28	CANNONBALL ADDERLEY <i>Radio Nights</i> Night/Virgin		39	38	BOBBY McFERRIN <i>Medicine Music</i> EMI	
20	22	JOE LO CASCIO <i>World With A View</i> Optimism		40	40	BRIAN MELVIN TRIO <i>Standard Zone</i> Global Pacific	

● BULLETED ENTRIES INDICATE STRONG CHART MOVEMENT
☆ REPRESENTS NEW ENTRY ★ REPRESENTS RE-ENTRY

BRE MUSIC REPORT

M A R C H 2 9 , 1 9 9 1

★★★★★ TOP 5 SINGLES ★★★★★

	ARTIST	TITLE	LABEL
1	HI-FIVE	<i>I LIKE THE WAY (THE KISSING GAME)</i>	JIVE/RCA
2	MARIAH CAREY	<i>SOMEDAY</i>	COLUMBIA
3	GUY	<i>LET'S CHILL</i>	UPTOWN/MCA
4	JOHNNY GILL	<i>WRAP MY BODY TIGHT</i>	MOTOWN
5	O'JAYS	<i>DON'T LET ME DOWN</i>	EMI



SINGLE OF THE WEEK

LAZET MICHAELS

KRAZE

ZOO ENTERTAINMENT

This is the debut single release of this artist's *Too Strong* LP. It's hot right from the start and never shows any hints of cooling down. The clubs will be electric when this one gets touched down. Respect is due to Michaels for writing such an appealing dance groove. Programmers all over indicate this is a hot cut, by adding it to their playlists. Demos: All.

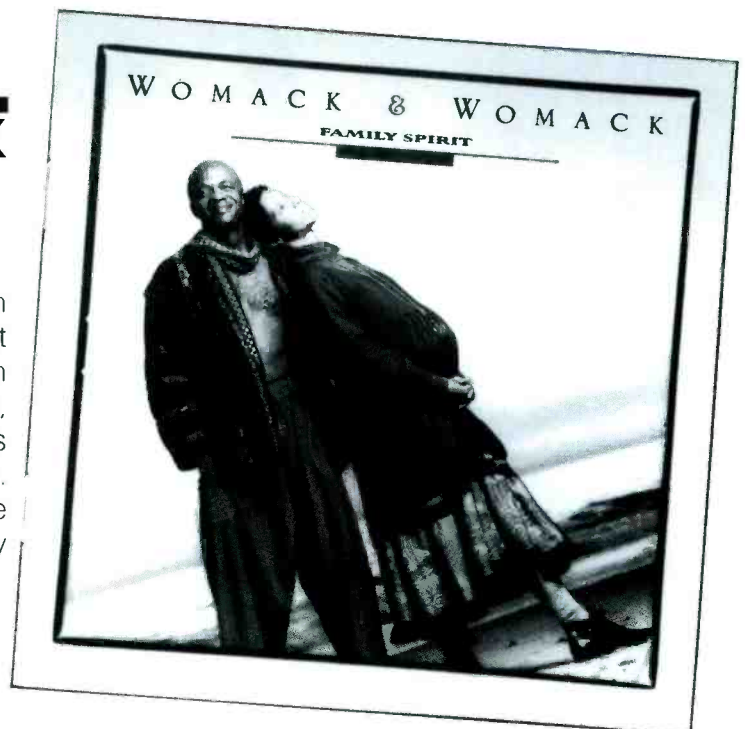
ALBUM OF THE WEEK

WOMACK & WOMACK

FAMILY SPIRIT

RCA

This is the eagerly awaited new album from Womack and Womack. The whole family lent their time to record this crossover LP. The album pleases throughout. It opens with the title track, a beautiful slow melody. The tempo changes immediately on "Uptown," a strong dance song. "Living In A Different World" will rekindle memories for older Womack fans. It's a truly wonderful family affair. Demos: All.



BRE MUSIC REPORT

M A R C H 2 9 , 1 9 9 1

IMPORTANT RECORDS

SINGLES

EN VOGUE—DON'T GO—ATLANTIC RECORDS—The latest release off the hot LP *Born To Sing*. "Don't Go" is a slow groove, with sharp harmonic vocals. En Vogue should have another hit on their hands with this one. Produced and arranged by Thomas McElroy and Denzil Foster for 2 Tuff-E-Nuff Productions. **29** adds, including **KPOO-FM, WFKX-FM, WLBG-AM, WQVE-FM, and WRXB-AM**. Demos: All.

MARIAH CAREY—I DON'T WANNA CRY—COLUMBIA—One more beautiful song from the Mariah Carey treasury. This sweeping ballad will add more fans to the already converted. With Carey's house full of Grammys and Soul Train Awards, she should have nothing to 'cry' about. Demos: All.

TYRONE DAVIS—I'LL ALWAYS LOVE YOU—ICHIBAN RECORDS—It's great to see Tyrone Davis back on the music store racks again. Here is the first release of the LP of the same title *I'll Always Love You*. His vocals are stronger than ever. The older set will fall in love with this song. Good come back. **17** adds, including **KALO-AM, WBCP-AM, WDAO-AM, WLGI-FM, WVOE-AM, and WZAZ-FM**. Demos: Adults.

YA KID K—AWESOME (YOU ARE MY HERO)—SBK—Taking time-out from Technotronic, Ya Kid K should score well with demos young and old on this song featured on the forthcoming "Teenage Mutant Ninja Turtles II" soundtrack. The hip-house style of rap that's always associated with this Belgian jacker is very evident on this Dancin' Danny D. produced song. Credit **KDAY-AM, KYEA-FM, WOWI-FM, WRAP-AM, and WTMP-AM**. Demos: All.

ALBUMS

BILL COSBY—MY APPRECIATION—VERVE/POLYGRAM—Once again Bill Cosby has found a way of making himself more of a feature in the public eye. For now Cosby drops his thesbian skills to accommodate one of his lifetime loves, music. On this album Quincy Jones supplies the liner notes, so you know that this album must feature good music. Whether the song was written by Cosby, like "Camille," the opening song, or like "Have A Little Talk With Jesus," a song featuring Mavis Staples on lead, the sound is inspiring. On the whole, this album will please jazz lovers and the curious alike. Demo: Jazz Lovers.

FULL CIRCLE—SECRET STORIES—COLUMBIA—Heavy Afro vibes from this European, multi-racial new age group. "Puma" opens and is a fine example of new age. There's also a slight Latin feel to accompany the Afro sound. This could be partly due to Brazilian Gilberto Gil being featured. With "Running Bear" and the title track, this album is always interesting and should suit most new age and even jazz fans. Demos: Adults.

DAVID HOFFMAN—ON FIRE—BRICK CITY—This classy album showcases the trumpet playing talents of David Hoffman. Soft notes accompany Hoffman as he creates the mood with each song. Opening with "Running The Race," you can feel that more magical songs will follow, and they do. "Chicago Theme" and "Dave's Groove" are superb cuts that any music lover should be able to relate to. Going on his performance on this album, Hoffman deserves to blare his own trumpet. Demos: Jazz Lovers.

COURTNEY PINE—WITHIN THE REALMS OF OUR DREAMS—ANTILLES—This talented British saxophonist displays why he has been so highly touted by giving a superb performance on this album. With 10 solid songs featured, there is something for all jazz lovers. "Time To Go Home" and "A Ragamuffin and His Lance" are records that really strike a chord and should further add to Pine's already great reputation. Demos: Jazz Lovers.

SUPERHOT SUPERACTIVE

Looking at radio add action this week, we find last week's Single of the Week "Your Love—Part 2" leading the way with **39** adds, more than any other single. Keith Sweat is keeping radio programmers happy, and that keeps Elektra execs happy, too. Credit **KGJF-AM, KHRN-FM, KIDZ-AM, KJLH-FM, KKFJ-AM, and WYLD-FM**.

Keith Washington is also a favorite among stations, with **38** of them adding his latest release on the Qwest label entitled "Kissing You." An Important Single last week, the vocalist demonstrates that ballads are "in" and apparently so is Washington, at least according to pds from such radio stations as **KCXL-AM, KIIZ-AM, KKDA-FM, KMJQ-FM, WGCI-FM, and WHUR-FM**.

"A Heart Is A House For Love," by The Dells, is another tune that was an Important Single last week. This week, the Virgin recording act gains another **27** adds, which adds to the credibility of this group's potential. Just ask stations like **KIDZ-AM, KIIZ-AM, WAAA-AM, WDAO-AM, WDAS-FM, and WDKX-FM**.

Epic's Tony Terry earned **19** adds this week, pushing the single "With You" higher on the chart. Seems programmers can't do without the song. Some of the stations on it include **WACR-FM, WBIL-FM, WBLX-FM, WGOV-FM, and WJFX-FM**.—J.R.

THE ANCIENTS KNEW OF GODS AND GODDESSES as glorious entities possessing powers so unique that a single act of love or hate could change the world. As all the stories of Aphrodite, Diana and Isis were being woven, storytellers and historians had no idea that another goddess with the gift of song would make herself known in the '90s. She's not much different from the women of antiquity, prominently carrying her six-foot plus frame with a grace and confidence that most women wish for. The difference is that Epic recording artist Victoria Wilson-James was blessed with a lilting voice that soothes, caresses and tingles all at once.

victoria wilson-james

perseverance of a new-age goddess

Born in Indianapolis, IN, it was apparent almost from the beginning that Wilson-James had a gift. By age eight, her vocal range was so dynamic that she immediately began voice training and studying piano and dance. Although her mother studied classical music, her father was a jazz buff and her two older sisters thrived on R&B, Wilson-James did not come from a background of musicians, rather a family who appreciated all facets of musical entertainment.

"Maybe, someday, people will be comparing new vocalists to me—and it will have nothing to do with appearance."

—VICTORIA WILSON-JAMES

to do session work, Wilson-James was invited to the United Kingdom to do some research and development with a producer. Not happy with the "Grace Jones approach" that the producer was taking, Wilson-James opted to go it alone and went on to do more work as a background vocalist.

In a move to try to get something started, Wilson-James decided to release a single on an independent label, but it didn't fare well. At this point her life became more of a fairy

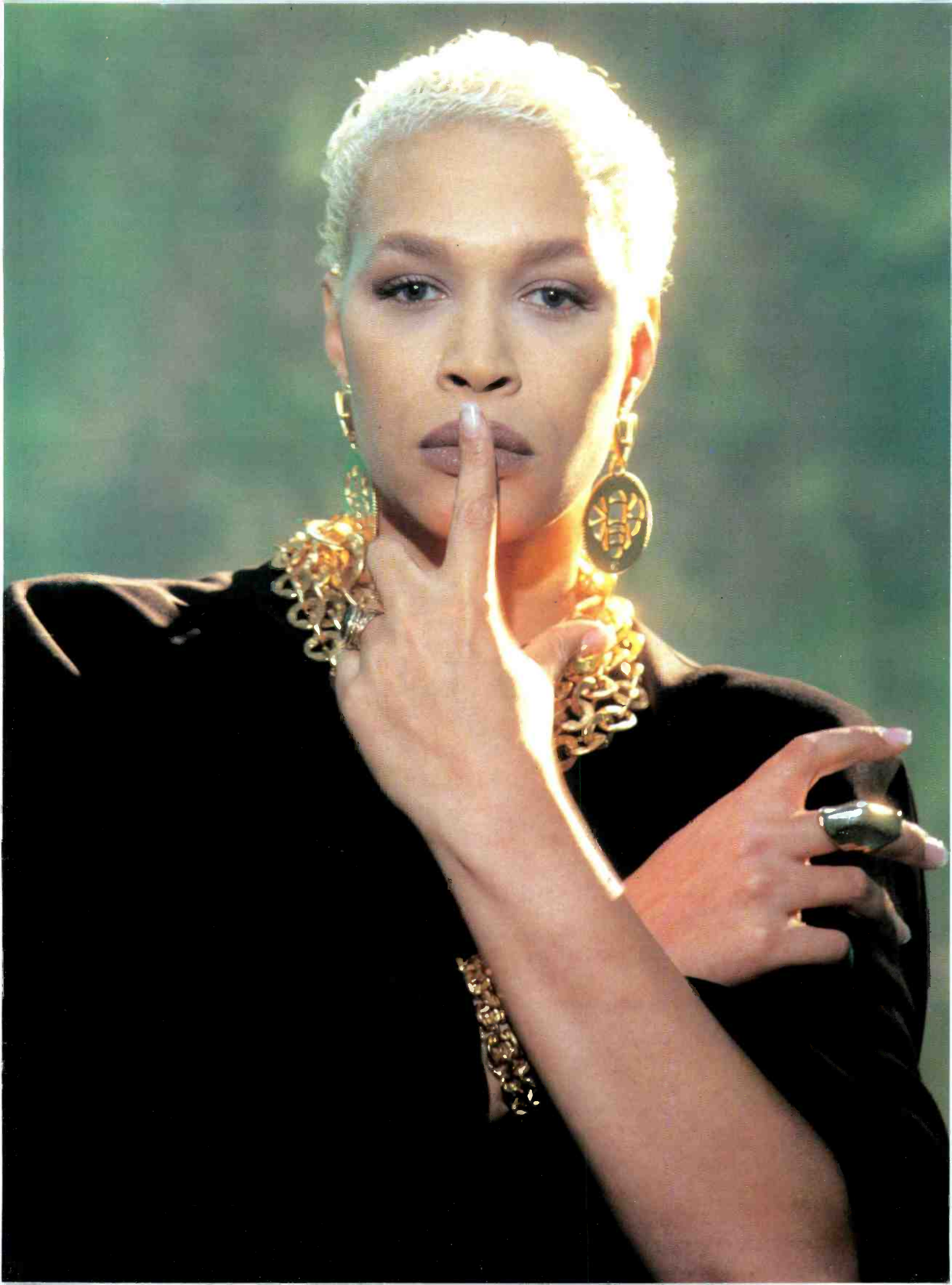
B Y L Y N E T T E J O N E S

Like those before her, this goddess evolved into the moving force that she now represents. Kicked out of the prestigious Los Angeles Academy of Theater Arts in 1981 for "being a rebel," she went on to study under the guidance of Phil Moore—founder of a singers' workshop which boasts such graduates as Marilyn Monroe, Lena Horne, Peaches (of Peaches and Herb) and Dianne Reeves. She later nixed an offer to do a stint in Vegas; and instead settled on session work to hone her vocal skills.

While grappling with decisions of whether or not to travel or to continue

tale than a myth. While shopping in a basement shop in Camden, England, with an American girlfriend who was also a singer, the two made the acquaintance of a group of musicians. The girlfriend left their names and numbers and Soul II Soul's Jazzie B. returned the call to Wilson-James just a short time later.

Wilson-James joined the Soul II Soul camp when the group was in the midst of cutting the classic *Keep On Movin'* LP in October 1987. Approximately two and a half years later, she and Jazzie were responsible for making "A Dream's a *continued on next page*



Dream," the debut track from Soul II Soul's follow-up LP, 1990: *A New Decade*, a Top Five hit in the U.K.

Now out on her own, and often compared to UK *Blak* princess Caron Wheeler—the vocalist behind Soul II Soul's two biggest all-time hits "Keep On Movin' " and "Back to Life"—Wilson-James has masterfully used her jazz-tinged vocals to bring to life the cutting lyrics. Her debut effort, *Perseverance*, solidifies her rank with the elite. And, although the premiere single, "Through," is inviting, it is important that listeners pull themselves away from the lure of Wilson-James' vocals so they might taste other treats, including "Bright Lights" (a midtempo jam that boasts heavy drum beats and percussion) and "Angel" (a true poetic escapade accented by primal beats and surrealist instrumentation).

Of course, because of her commanding and somewhat androgynous appearance, Wilson-James is often prematurely categorized as "another Grace Jones." "I've taken a lot of chances here and there," Wilson-James says of her image. "And, I've done a lot of experimenting over the years. If I play my cards right, and if the gods are in my corner, then people will realize that I can sing and that there is a big difference between Victoria and Grace. Maybe, someday, people will be comparing new vocalists to me—and it will have nothing to do with appearance."

"As far as my stage performance goes," she continues. "I think I scare some people because they're so used to seeing me in flowing white. Now I'm wearing black and am showing a little more figure and they just can't handle it," she laughs.

Epic's La'Verne Perry, vp, publicity, black music, clarifies the vocalist's image. "She has a totally different sound from Gracé. When the public and the industry get a chance to view Victoria in her totality, then they will see that the two have nothing in common.

"As a matter of fact," she continues, "one of my favorite projects is the take-off on *Victoria's Secrets* catalogues, that I've done. This one is entitled *Victoria's Singles* and depicts Victoria in various shots with quotes from some of the singles on the *Perseverance* LP. This campaign alone will show people that Victoria has a class and



"Victoria has a class and elegance that is absolutely remarkable."

—LA'VERNE PERRY, VP, PUBLICITY, BLACK MUSIC, EPIC

elegance that is absolutely remarkable."

"In the States 'Through' is doing well. But things are a little different here. When I originally wrote the song it was contrived so that I was specifically targeting an American audience. Unfortunately, the same song was released in Europe, and they don't really understand the 'rap.' They miss the fact that the 'rap' is a telephone dialogue that is done tongue-in-cheek. The confusion probably results from there being two versions of the song in rotation (one lacks the sound effect of a telephone ring) and the fact that there is only one national station that plays my kind of music.

The conversation takes on a more serious note as Wilson-James comments on the controversy that surrounded entertainers Milli Vanilli. "People are being too harsh on Milli Vanilli," she reflects. "They were victims. You know what I mean? People are so image-conscious that they're willing to sacrifice an artist's dignity to satisfy their own needs.

"You know, there was a model here, and she was white, who had a very popular commercial. There were some producers who wanted her to do a pop album, but she couldn't sing and they wanted her to have a voice like mine. I was offended. My attitude was one of 'What am I, chopped liver?'"

Apparently not. Not only did Wilson-James make sure that she didn't allow herself to fall into any legal traps, but she is currently working with an organization known as Riff Raff—a network of musicians, songwriters, arrangers, lawyers and other music industry professionals who take on the task

of guiding young people who want to pursue careers in the music industry. Their primary focus is to insure that aspiring entertainers will not be taken for the ride that all but destroyed the infamous lipsyncing duo's integrity. It is her future goal to hopefully launch a similar project in the U.S.

Making a stand and setting the pace, Wilson-James often times has the resounding tones of a Greek philosopher rather than a goddess. But once you focus your attention on her sultry vocals and let her music take you on a fantastic ride, you may question her mortality. She definitely possesses a talent that is heaven sent. **BRE**

MUSIC REVIEWS

SINGLES

RICK WEBB

TRY A LITTLE TENDERNESS
WASHINGTON HIT MAKERS

Webb really does this ageless song beautifully. Already, programmers have been singing praises on this. A soft sax accompanies Webb's vocals; that and lively bells are the nucleus of this song. Although it should score best with older demos, the younger demos ought to like this too. Demos: All.

BOSTON DAWN

SOLDIER BOY
AMERICAN SOUND

This is an updated version of the '50s classic. With the war now over, this song should score well with the thousands of soldiers returning to their loved ones. This cut has a chance to do well, as it should appeal to people of all creeds who waved the flag for the U.S. in the past few months. Demos: All.

ALISON LIMERICK

WHERE LOVE LIVES
ARISTA

This song has been creating a storm at the raves. The beat is house and is definitely jacking material. After a lengthy intro, the beat makes way for Limerick's vocals. With Frankie Knuckles assisting on the producing end, it's no surprise this song is strong. Demos: Horn Lovers.

JODECI

GOTTA LOVE
MCA/UPTOWN

A great dance cut with pleasant harmonies. It's a song soon to be featured on Jodeci's forthcoming album. Expect this song to do well, as it's great to dance to and has strong vocals to attract the listener. Produced by Devante. Demos: Young Adults.

JULEE CRUISE

ROCKIN BACK INSIDE MY HEART
WARNER BROS.

This song features a haunting beat. Clubbers will like this, as it's got that butt-shakin' bassline. It's a

song that appears on Cruise's *Floating Into The Night* LP. Demos: Young Adults.

FAZE

THE THINGS YOU DO
BAHIA

This pleasant midtempo song has a great chance to do well if it gets enough airplay. Patrick X supplies the raps that are especially good on the club mix. Produced by Kyle Jason. Demos: Young Adults.

STEREO MCS

ELEVATE MY MIND
4TH & B'WAY

This cut has already become a heavy rotator at clubs and warehouse parties. The catchy chorus of "I wanna take you higher" has been mixed and sampled by DJs all over. This figures to be this U.K. band's biggest song in the States to date. It is a song that is featured on the Stereo MCs' debut album titled *Supernatural*. Demos: Young Adults.

BARBARA WEATHERS

WHERE CAN YOU RUN
REPRISE

Weathers should be happy this song will make it three hits in a row off her self-titled album. Weathers shines on this Michael Bolton slow jam. Quiet Stormers will love this, and the same can be said of the pop charts—as the crossover potential is so apparent. Demos: Adults.

ALBUMS

VALA CULP

ONE THING ON MY MIND
CHAMELEON/DALI

This John Lee Hooker produced album starts with an excellent blues cut titled "Six Eggs & A Pint Of Vodka." After hearing this song, the listener should be in the mood for some more of Culp's blues. Her vocals are strong. "Crawling Kingsnake," a song that features Culp with John Lee Hooker, is strong and should please Hooker's fans. Demos: Blues Fans.

4 WAY

LOVE & PEACE
NASTY MIX

A strong album with some lively dance cuts that have a strong "pop meets house" vibe. "Tell Me That You Love Me" should become a huge crossover success if it's ever released. "4 Way" the song is deep house and should impress all those who like to enter the jacking zone. Add "Pump It Up" and "A Brand New Life" and 4 Way has a strong album with some chartbound songs on it. Demos: Young Adults.

ARB

THE HARD AND SOFT
MOTOWN

The tempo suggests dance right from the beginning of this album. "New Jac City" opens and sets the album up perfectly for ARB's current release. "Crank It Up." Basic Black's Darryl Adams makes an appearance on "Night Life," another great song. Add "Bump-n-Grind" and the album is complete. With great songs like these, ARB can be expected to become regular charters. Demos: Young Adults.

SHECKY & JACKIE GREATEST HITS

VARIOUS
POLYGRAM

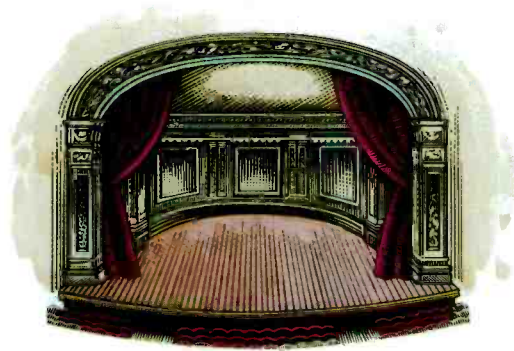
All styles are featured on this album. The album opens with Safire singing a cut titled "I Wasn't Born Yesterday," off the album titled *Made Up My Mind*. This song coupled with Ed O. G. & Da Bulldogs' "I Got To Have It" and Jon Lucien's current release "Sweet Control" round off what is featured for the urban listener. Demos: Adults.

ROY HARGROVE

PUBLIC EYE
RCA

The debut album for this native of Dallas has the songs to bring him to the forefront. Jazz lovers will fully appreciate Hargrove's talent. The 11 songs that are featured, on the whole, are great to listen to. The album's strongest songs are "September In The Rain" and "What's New." A great jazz album from this talented young performer. Demos: Jazz Lovers. **BRE**

This week's reviews were written by LarriAnn Flores and Terry Muggleton



TAKING A CLASS ACT TO THE TOP



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RAP, ROOTS & REGGAE

By LarriAnn Flores

This past week *BRE* got the chance to talk with **BWP, Bytches With Problems**, from the No Face/RAL record label. This very unique duo dishes out hard core rap lyrics. Not your average female rap group, these ladies (yes ladies) have much to say about the plight of women and how they suffer at the hands or words of men. These women are no ghetto types either, which is what one would expect after listening to their LP, simply titled, *The Bytches*. Song titles like: "Is The P**** Still Good?," "Two Minute Brother," (their first single) "F*** A Man," "We Want Money," "A Different Category," "Wanted," (a song about the police), "Sh*t Popper," and "No Means No" (a song about date rape) lets the listener know these female rappers mean business. Each song has a different sound and a funky groove to it as well as strong lyrics that will make you think twice about men.

Producer, **Mark Sexx** of the group **No Face** (Fake Hair Wearin' B.) discovered the Bytches. He also produced their album. Lyndah went to school with Mark, and about two years ago, Mark introduced Lyndah to Tanisia Michelle, and together they became the Bytches. Both ladies are in their early 20's, Lyndah hails from Queens, New York and Tanisia Michelle hails from New Jersey, just around the way from Queens. Michelle says, "Lyndah does most of the writing and together we do the rappin'. She is a real talented writer."



Three Bitches pictured (l-r) Lyndah; BWP, LarriAnn Flores; BRE, Tanisia Michelle, BWP

Lyndah adds, "I might do most of the writing, but I couldn't do it without her, 'cause she's bad, she can rap her you-know-what off!" It's nice to see and hear such praises for one another, they really have a good, strong working relationship.

This group addresses many problems in today's society that most people wouldn't touch with a ten-foot-pole. One example is, "Wanted" in which the ladies are rappin' about police brutality, a subject that's on everyone's mind right now. The song, "No Means No" is about date rape, a very touchy topic that many times goes unreported.

BWP is not afraid to rap about reality and they give a good, strong dose of it on this album.

On why they chose their name, Michelle says, "It stands for the strong, assertive, aggressive type of woman who is basically in control of her life. She doesn't succumb to the pressures of today's society. It ranges from the female executive who is not friendly to

her secretary, she's labeled a bitch—all the way to the girl who's walkin' down the street and doesn't reply to all the whistles and catcalls, she too is called a bitch," says Michelle.

"If a woman is the head of her office, most times she is labelled a bitch because she is aggressive. But if a man is in the same position and does his job the same way as the woman, he's admired and called a take-charge kinda guy, a leader.

"So instead of saying, 'I don't want

to be called a bitch, it's disrespectful,' we say, take the word bitch and wear it as your medal of honor and go out and get yours!"

As Michelle put it "Sometimes you have to take control and not take any B.S., sometimes you have to be a bitch to do it."



Millie Jackson

On the topic of what inspires their lyrics Lyndah says she listened to **Millie Jackson** songs when she was coming up. "She rapped about a lot of problems women have and she wasn't afraid to say what was on her mind. Rap music has been sugar-coated for so long, I felt it was time to speak up and tell it like it is. Sometimes what will inspire me to write is daily life, certain problems or

Hip Hop Heavens

by Craig Rex Perry



R/R/R REVIEWS:

DECODED & DANCED UP RHYTHMS OF DeCONSTRUCTION VARIOUS

DeCONSTRUCTION

A collection of songs from this U.K. label, the cuts are all dance and are sure to please the ravers. Most of these songs have been top hits at house clubs. Kicking off with Black Box' splendid version of Earth, Wind & Fire's "Fantasy," the album's other cuts are U.S. house favorites like "Give It Up" by Creation and Guru Josh's "Warehouse Requiem."

Dancers and warehouse goers alike will love this. Demos: House Fans.

K.M.C. KRU SHE MY CUTIE CURB RECORDS

Curb Records seems an unlikely place for rappers, but this new rap group has a nice, unique sound with strong beats and even stronger raps, plus a little vocals to smooth things out. The clubs should eat this one up. Demos: Clubbers, Rap Fans.

TRIBAL HOUSE MAINLINE SBK



The house will take to "Mainline" in no time. Heavy Afro vibes are featured throughout. Programmers will also take to it due to an excellent beat that's backed by strong, meaningful lyrics. The airwaves will soon be vibrating to the Tribal House sound. Demos: House Lovers.

SHANGO F/THE FUNK QUEEN YOU'RE THE ONE 4TH & B'WAY

A lively cut that has a great underground feel. After a funky intro, The Funk Queen

takes control with her strong vocals. A funky groove blends perfectly with those vocals. Rap legend Afrika Bambaata is featured in the production role as well as appearing on the record. Assisting Bambaata in production was Easy LG. Demos: Rap Fans.

URBAN DANCE SQUAD

FASTLANE

ARISTA

This self-written song is the perfect follow-up to their last release, "A Deeper Shade Of Soul." These funky rappers from Holland should get just as much satisfaction from this. Heavy samples can be heard throughout. The UDS produced this song with JMA. Demos: Young Adults.



No Face

times, I write a lot about the f**ked up sh** that men do to women. Our lyrics are real, we can rap from experience because we know people who have really been f**ked around by men. We are coming from a positive tip however, it might sound kinda hard-core but we are positive women over all."



Russell Simmons

These ladies have much talent and many good things are happening for them. They are currently filming a movie called, "Go Beverly," featuring **Russell Simmons**, as well as BWP. Lyndah adds, "At first the writers of the movie had already written the parts that we read for. They liked us so much that they wanted us to write our own parts. So we did, and they loved it more than what they had written! It was very exciting to do this because we have always wanted to do more than rap."

There is definitely more to BWP than meets the eye. This is one female rap group that should have the staying power needed to survive this business we call music. Knowledge is Power.

RAP PICK OF THE WEEK

ICE-T

"NEW JACK HUSTLER"

(Nino's Theme)

GIANT/WARNER

No one does it quite like Ice-T, the movie star. His rap style is unique and his aggressive, forceful way of delivering a song lets Ice-T kick out all the perpetrators in any Jack City.

HOT RAP

"Looking At the Front Door"

Main Source

Wild Pitch

"Treat 'Em Right"

Chubb Rock

Select

"Wake Up"

Brand Nubian

Elektra

"Melt In Your Mouth"

Candyman

Epic

"Two Minute Brother"

BWP

No Face/RAL

INTRO...

PHIL PERRY: Calling the Plays



For so many of today's top male recording artists, the road to the top, or that first solo project can take years to materialize. Take for instance Luther Vandross and Teddy Pendergrass. Both were well established with bands, writing or recording, for quite some time before owning the spotlight themselves. The same can be said of Capitol recording artist Phil Perry.

As Perry puts it, "I feel like an offensive lineman in football. You make all the holes for the glory boys without getting any credit. Well, now I have the ball."

Perry's career in music can be traced back to his home

town of East St. Louis, IL. It was at his local Catholic church that Perry learned to shape his vocals. He explains, "As a boy I found it a lot easier to express myself by singing than if I had to explain normally." It was toward the end of high school that Perry joined his first band—The Montclairs.

As the lead vocalist Perry soon realized that being a singer was what he wanted his vocation to be in life. While with The Montclairs, Perry cut two albums on the Jewel Paula label out of Shreveport, LA.

After measurable success with The Montclairs, Perry decided to leave Illinois and head west to Los Angeles. It was shortly after arriving in

continued on page 44

THE BRAND NEW HEAVIES: A Heavy New Sound

If you use the early response a new band receives as a yardstick to measure how good they really are, then The Brand New Heavies, a multiracial quintet who have just signed with Delicious Vinyl, should be classed as one of this year's top new bands to surface this side of the Atlantic.

Hailing from Ealing, West London, BNH is bassist Andrew Levy, guitarist Simon Bartholomew, percussionist Lascelles Gordon, drummer/keyboards Jan Kincaid and saxophonist Jim Wellman. Also featured with BNH is Delicious Vinyl label mate N'Dea Davenport.

Davenport is no stranger to performing, having gained vast experience working alongside artists such as Madonna and Tone Loc.

The origins of BNH can be traced to "when we all began to jam together after school and on the weekends," says Kincaid. He further adds, "Growing up in a multiracial society like London we all picked up and adapted to the varying styles of music we heard."

Bartholomew states, "Funk was a very active part of our social lives, we all were strongly influenced by it." Their musical influences range from James Brown, Earth, Wind & Fire to Jimi Hendrix, and the sound of

continued on page 44



THE BRITISH INVASION

By Dotun Adebayo

Monie Loves The States

"I'd rather stay in the States," says Rapper **Monie Love**. Love, a transAtlantic commuter since the age of eight, has homes in both Queens, NY, and Battersea, South London.

But now, about to join **Bell, Biv, DeVoe's** four-month U.S. tour, she's considering making New York her permanent base.

"I found a lot of things out when I did 'Juke Box Jury' at the end of last year," she says. "I was a mystery guest on the show. They played my video and almost every video was rap. And the attitude from the panel was these records are rubbish because we don't like rap."

"When you look at how the U.K. rap scene's changed in the six years since I started, this is ridiculous. Back then I was just doing it for the rap audience—about 10 people, give or take one or two—and I realized this will never appeal to the masses. So I started to water it down and bring in all sorts of pop elements, everybody who wanted to survive did. Now you look at **Dream Warriors** or my *Down To Earth* LP and they're Top 40 material, yet this panel is still dismissing them."

"Then Tairrie B. comes on and it's the rudest, bitching, nastiest rap of the lot. But she happens to be white, and they're going, 'Hmmm, a rap record. This sounds interesting!'"

"It really smacked me in the face that I've done all this work and risked my street reputation—because that rap crowd is very possessive—and it's me and Dream Warriors that are having the hits. Yet, the attitude is still that it isn't worth taking seriously."

Love concludes, "That's what you're up against in Britain, so I'd be quite prepared to record in America. Let the records come out there first and then come over here on import. That wouldn't be very fair to people that have stuck by me, but the only way I'm going to be able to improve is somewhere where they take it seriously within the industry."

A list of the top 50 songs written by members of the Performing Rights Society (U.K. equivalent of BMI) and performed on U.S. radio and television



Monie Love

over the past 35 years was released this week by the U.S. performing rights organization BMI. The Top 50 is dominated by songs written by members of The Beatles, a total of 19, with six of those in the top 10. The list was compiled to celebrate the organization's 35-year relationship with PRS.

The John Lennon/Paul McCartney song "Yesterday" tops the list with more than 5.5 million United States performances—equivalent to nearly 30 years of continuous airplay—since it was first recorded by The Beatles in 1965. According to the *Guinness Book Of Records*, it is the most recorded song in history, with more than 2,500 cover versions.

Other Lennon/McCartney songs in BMI's top 10 include "Michelle," "Hey Jude" and "Let It Be"; George Harrison's "Something" and "My Sweet Lord" occupy the third and eighth positions respectively.

The Elton John/Bernie Taupin song-writing combination has four songs in the Top 50, second only to Lennon/McCartney, including "Your Song" at No. 11 and "Daniel" at No. 14; and John Kostill has two songs in the top 20 with "Let Me Be There" at No. 10 and "If You Love Me

Let Me Know" at No. 16.

"More," written by Norman Newell, Martello Ciorciolini, Nino Oliviero and Riz Ortolani, "Michelle" and "Something" have over four million performances; "Hey Jude," "Let It Be" and "Born Free" by Don Black and John Barry over three million; "My Sweet Lord" and Gerry Rafferty's "Baker Street" are two million plus. Northern Songs and Dick James Music are the publishers with the most songs in the Top 50.

Missing from the BMI Top 50 are any contributions by U.K. blacks. When BMI celebrates their 50th anniversary, expect to see some names such as **Jazzie B.**, of **Soul II Soul** and **Carl McIntosh** of **Loose Ends** up there amongst the Lennons and McCartneys.

News that **Prince's** "Graffiti Bridge" flopped at movie theaters all over the USA has reached the U.K. The film's distributors have decided not to give the film a U.K. release, preferring instead to release it on video in Europe.

The **Ben E. King** tour scheduled to run through April 6 has been cancelled due to health problems King has suffered as the result of a back injury. Fans of the soul legend are asked to 'stand by him' while the tour is rescheduled for November.

Meanwhile, singer **Jimmy Ruffin** is being seconded to replace King for one of his tour dates on March 20 at London's Jazz Cafe.

U.K. Rapper **MC Mell'O** joins the ranks of talent signed to Jazzie B.'s Motown distributed Funki Dred label.

Mell'o had made it clear in the last year that he was unhappy with his deal with Republic Records and made it known that he was on the market. There were various rumors that he would soon be signed to a major. RCA was tipped as front runner, with Mell'O's guest rap on **Caron Wheeler's** debut album being cited as evidence.

"There isn't much I can say about MC Mell'O," said Jazzie. "Everything he's done speaks for itself. He's been consistent—live and on record. Mell'O is a man I've kept my eyes on for years. I've always felt that he was one of the best rappers in the U.K." **BRE**

Juno Awards: A Day Late And A Dollar Short

The 20th annual Juno Awards have come and gone, and once again they came up a day late and a dollar short. The Junos are Canada's most prestigious music awards and are the equivalent of America's Grammys. They are presented by the Canadian Academy of Recording Arts and Sciences (CARAS).

The big winner in this year's Junos was Vancouver, British Columbia. Snatched from Toronto for the first time in two decades, the Junos were broadcast live on CBC from Vancouver's Queen Elizabeth Theater—and viewed as a truly symbolic victory for non-Torontonians from coast to coast.

Unfortunately, African-Canadians didn't fare as well as the city of Vancouver. Yes, **Maestro Fresh-Wes** walked away with two Junos for Best Rap Recording of the Year, *Symphony In Effect*, and Best Video of the Year, "Drop the Needle," which he shared with video producer **Joel Goldberg**.

And yes, **Simply Majestic** featuring **B. Kool** won in the Best R&B/Soul Recording category with the song "Dance To The Music (Work Your Body)." **Jayson and Friends** won Best

Reggae/Calypso Recording with a song called "Soldiers We Are All" and even Oaktown's **M.C. Hammer** came to Vancouver to accept the award for Best International Album, *Please Hammer Don't Hurt 'Em*.

However, the night still came across like a show out of the "new" South or a presentation under F. W. deKlerk's "reformed" South Africa. With the exception of Fresh-Wes, **MCJ** and **Cool G**, all the presenters were of the Caucasian persuasion.

While Hammer brought the "white" house down with his electrifying performance and **Aaron Neville** was superb with his musical salute to Canadian **Leonard Cohen**, no African-Canadian artist was allowed to perform. This could have been a golden opportunity for an African-Canadian to get national television exposure. Imagine the lift a young African-Canadian artist could get by being able to say they shared the stage with Hammer and the legendary Neville.

African-Canadian artists were further insulted by not having the R&B/Soul and Reggae/Calypso categories televised. Only Maestro Fresh-Wes

accepted his award, for the Best Rap Recording of the Year, on national television. Neither B. Kool, Jayson nor any of his friends got on prime time television. The Best R&B/Soul and Reggae/Calypso awards were handed out without lights, camera, or action.

Another irony about the Juno Awards was the fact that the great African-Canadian pianist **Oscar Peterson** won two Grammy Awards this year. His album *Legendary Oscar Peterson Trio Live At The Blue Note* won for the Best Jazz Instrumental Performance, Soloist, and Best Jazz Instrumental Performance, Group. Yet Peterson walked away empty-handed from the Junos.

The Seventh Annual Reggae Awards recently took place at the Westin Harbour Castle Hotel. Jamaica's Consulate General **Kay Baxtor** opened the concert and awards ceremonies. The program was coordinated and produced by **Winston Hewitt** Productions. It was dedicated to the memory of the late **Jackie Mittoo**, who died of cancer in December.

Among those receiving awards were

continued on page 44

JACKSON LIMOUSINE



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100.3 JAMZ NEW

WVJZ NOW WJMA

DJ LOOKING

**MOST ADDED
SONG OF THE WEEK
EN VOGUE**
"DON'T GO"
ATLANTIC

ON THE RADIO WITH

**BRIAN
WALLACE**
WYLD

Creation Of A Promotion From A...Z

The spring rating survey, considered by many to be the most important book of the year, is here. For many Black/Urban radio stations, the big budget, high profile, major spring promotion is already in gear. It consists of direct mail campaigns, cash, prizes, luxury automobiles and all other high cost bells and whistles.

For some Black/Urban radio stations, this major spring promotion, due to little or no promotional budget, is just not available. So if you fall into the "have not" category, you really have just two choices: ignore the fact that you have a *MAJOR* competitive disadvantage ("warning, warning, not a good idea"), or bust your butt and put together your own major on-air promotion.

The way to do this is to get creative and recruit help from within your radio station. Find a promotion that benefits programming and generates sales, this will bring your sales department to the party and through teamwork you can get the job done.

Let's do a basic outline of one conceivable way to accomplish this goal.

STEP # 1—THE IDEA

Yeah, it's just that easy. Think of a promotion and look for creative ways for programming and sales to get it done.

How about this one:

THE KISS 108.3 VACATION IN PARADISE SWEEPSTAKES!!

For four to eight weeks listeners win a variety of daily prizes and qualify for a grand prize drawing of several trips for two to the Caribbean.

As we've determined in previous articles, unused commercial units can provide the opportunity to trade for promotional purposes. Work with your sales department to identify an airline or local travel agency and develop an attractive promotional sponsor.

STEP # 2—MAKE THEM AN OFFER THEY CAN'T REFUSE

In exchange for five all-expense paid trips to the Caribbean (yeah, five—it gives you room to negotiate), you will provide a client with sponsorship of a major promotion that matches or exceeds the cost of the merchandise provided.

Sponsor provides: Five (5) vacation packages that include:

- Round trip air travel for two
- Hotel accommodations (5 days/4 nights)
- Taxes and Transfers
- Meals
- Ground transportation (airport/hotel)

Station provides:

- Co-sponsorship of this high profile, major, on-air promotion
- Qualifying gifts and prizes
- Transportation to and from the local airport
- Spending cash
- Reduced rate, special term commercial time-buy
- 8- to 12-week promotional/commercial schedule of greater value than wholesale cost of the trips provided.

This scenario provides a win-win situation for both radio station and sponsor. You now have the *beginnings* of an exciting on-air promotion.

STEP # 3—FINDING THOSE QUALIFYING GIFTS AND PRIZES

Your next step is to create a promotion or series of promotions that will serve as the qualifying promotion for your grand prize vacation(s).

Winners of any giveaways that take place during the time

frame of the Paradise Vacation giveaway will also qualify for the grand prize drawing.

EXAMPLE A: Do a CD giveaway with ABC Records, with three to four CDs as the gift pack. ABC Records and your contest sponsor will both receive mentions in the open and close of each giveaway.

EXAMPLE B: A giveaway by a local stereo/appliance store with Walkmen, portable radios and gift certificates as the qualifying prizes. The appliance store and your vacation sponsor will receive mentions in the open and close of each giveaway.

EXAMPLE C: Any and all concert ticket giveaways can also serve as qualifying prizes for your Paradise Vacation.

STEP # 4—EXECUTION

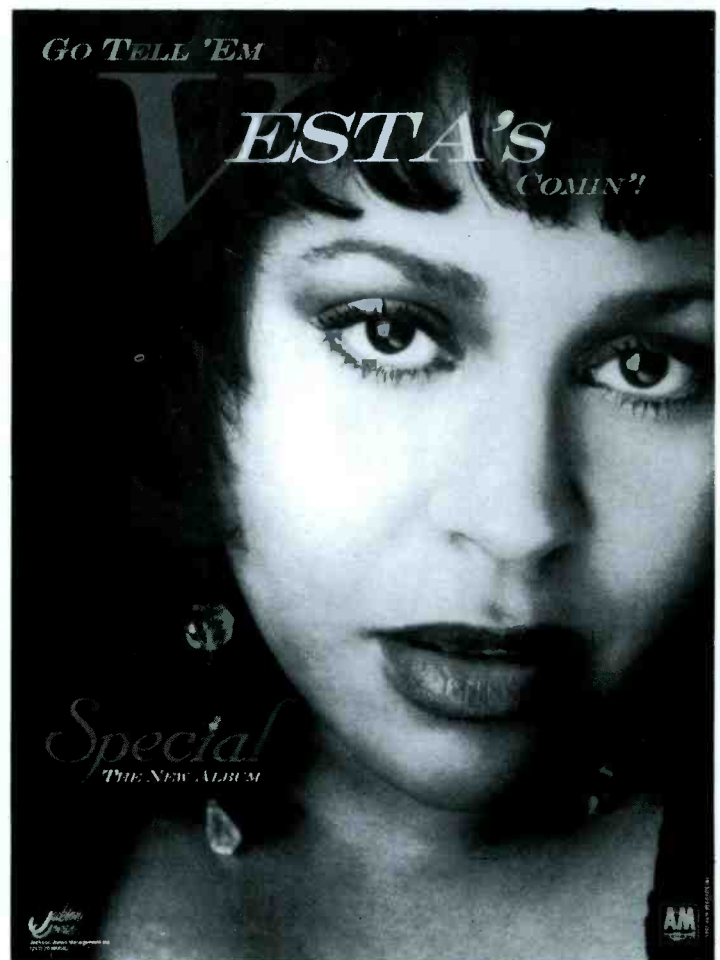
Make sure the open and close of all contests during this period are uniform.

OPEN: Caller #_____ at 999-9999 will win a KISS 108/ABC Records CD pack featuring hit music from _____, _____, _____ and _____. You'll also qualify for the grand prize drawing for the KISS 108/Skyward Airlines Vacation in Paradise giveaway. Call to win on KISS 108.3!!

CLOSE: Congratulations to (name) of (city). Winner of a KISS 108/ABC Records CD pack featuring hit music from _____ (name) now qualifies for the KISS 108/Skyward Airlines Vacation in the Paradise grand prize drawing.

Prizes provided by *ABC Records*, *Skyward Airlines* and your station for the hits, WWW-W-KISS 108.3!!

continued on page 42



ON THE RADIO

BRIAN WALLACE WYLD At Heart

New Orleans, home of the Mardi Gras, Creole cookin' and the French Quarter, also serves as home to one of the most popular and successful radio stations in the Mid-south regional market, WYLD-FM. Brian Wallace, the station pd/md, has proven to be very instrumental in achieving that success. With a format that features a mixture of everything from hip-hop to house to reggae, they really mean it when they say "we jam a better variety."

Wallace began working in radio while attending Indiana State University in 1982. He started as a part-time on-air personality at WISU-FM. He also worked part-time at WZZQ-FM and WBOW-AM, both located in his native Terrehaute, IN. "When I first started in radio, I always found myself wanting to learn more," said Wallace. Then in 1985, Wallace went to Indianapolis, WIBC-AM where he was an on-air personality on weekends.

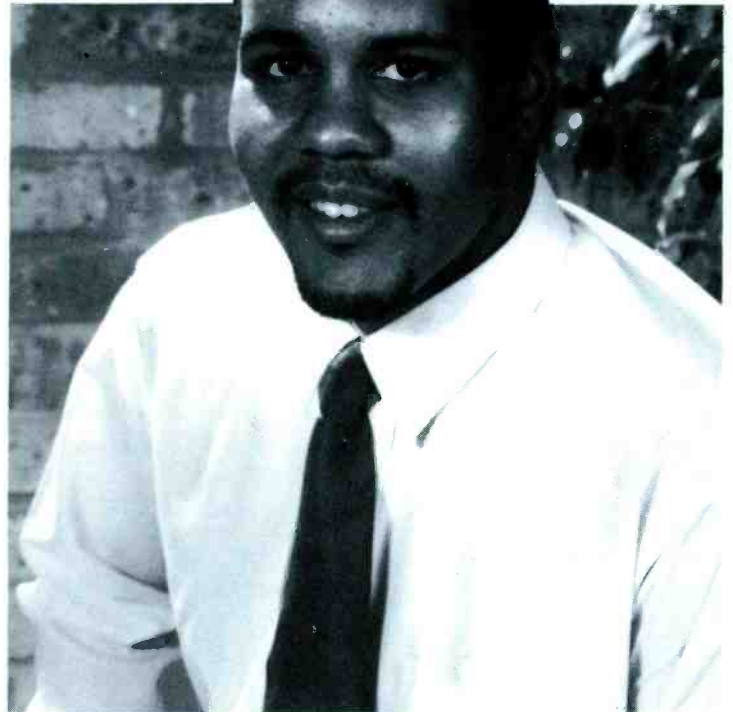
"I also did sports and hosted a talk show called 'Talk Net'."

Wallace stayed there until 1986 before moving on to Cincinnati, OH. "WBLZ-FM is where I first started doing overnights. I did weekends there as well. Then after about a year, I left and went on to KMJM-FM Magic 108." Wallace worked the midday and the afternoon-drive slot during the year he spent at KMFM. Then, in 1988, Wallace moved on to WYLD-FM/New Orleans, LA, where he has been ever since.

"I started on the evening slot, 6 a.m. to 10 a.m. Four months later I was

appointed md." Wallace continued to do evenings while taking over duties as station md. Two years after Wallace's arrival, he was finally able to take over as pd. "I really enjoy programming," said Wallace. "It's very challenging to me. The more knowledge and experience I can obtain in broadcasting will make it that much easier to attain my ultimate goal, which is to one day purchase a station."

WYLD is No. 1 in the city of New Orleans. They have a



"My primary responsibility to our audience is to be consistent in providing the best music, news and entertainment possible. I think everyone in black radio needs to do whatever he can to keep the heritage alive."

—BRIAN WALLACE

strong 13.3 share in the ratings, which is up from an 11.8. Wallace went on to discuss his responsibility as a programmer to his listening audience. "My primary responsibility to our audience is to be consistent in providing

the best music, news and entertainment possible. Along with promotional give-aways, I really have to pinpoint my focus on what we present as a package to our listenership."

When asked about the future and what he would like to see happen, Wallace replied, "The main thing I would like to see is more black station owners. We don't have enough of them right now. I would also like to see the continued success of black consultants in broadcasting, without them it becomes much harder for blacks to own stations."

Wallace expressed a need for more heritage music in black radio. "I think everyone in black radio needs to do whatever he can to keep the heritage alive. Our format includes blues artists like J. Blackfoot and Johnnie Taylor. We also have jazz and gospel shows which even spotlight New Orleans jazz." With all that to offer listeners, it's easy to see just why Wallace and WYLD are on top. **BRE**

New KSOL Morning Team; Mitchell Tapped

KSOL/San Mateo, CA, announced the names of its new morning team. "Engelman, Gunn & The Foxx" is the name of the new morning show and features Ron Engelman, Mark Gunn and Kelly Foxx.

Engelman is a 13-year morning shift vet who was last airing on WZOU/Boston. He also worked at KMEL/San Francisco, KRTH/Los Angeles, and KULF/Houston. Gunn is a

veteran announcer of KSOL and will also use his production skills for the show. Foxx will cover the news and offer music parodies and comedy skits. She formerly worked with WLOL/Minneapolis.

In a related story, Bob Mitchell announced the promotion of ap/md Russ Allen to asst pd. In addition, his airshift will move from middays to afternoon drive.

Allen has been with the station since last August.

Prior to that, Allen served as md for Q102/Philadelphia and before that, he worked at WPGC/Washington, D.C.

The station sponsored a "Kids Kare Fair" in San Francisco. The event was a joint effort with the San Francisco Public Health Dept. to spread the message of the importance of immunization throughout the community. According to health officials, 10,000-15,000 new cases of

measles are expected in 1991.

At the fair, parents received information ranging from child care programs to financing their child's education. On the lighter side, there were activities for the kids such as finger painting, face painting, coloring, storytelling, sing-alongs, a magic show, a diaper derby and a live insect petting zoo.

NAB Radio Accepting Entries For '91 Crystal Awards

The National Association of Broadcasters (NAB) is accepting entries for its fifth annual Crystal Awards, the achievement awards given out each year to 10 local radio stations for outstanding contributions to community service.

The deadline for entries is May 31. The program's aim is to highlight the station's special relationship with the communities it serves. In submitting entries, radio stations are asked to document their public service efforts over a single year, spotlighting programming, staff involvement and unique

community service campaigns.

According to NAB, whether it's raising money for local charities, combating drug and alcohol abuse, organizing cultural activities or responding to a community crisis, the Crystal Radio Awards provide an opportunity to recognize local achievement.

Finalists will be chosen in July and the winners will be announced in September during NAB's radio convention. For details, contact William Peak, (202) 429-5422.

The Power Of KACE



Recording artist Dianne Reeves joins KACE's (l-r) Mike Mann, prod dir; Lawrence Tanter, pd; and Ricky Tatum, gm.

In The Motor City



Epic recording artist Tony Terry (3rd from l) and Epic exec Al Mannerson (far l) visit with WJLB's Fonda Thomas, md, and Steve Hegwood, pd (far r).

Service Request

WKXG-AM requests service from all blues and gospel labels. Please send all product to:
Herman Anderson
WKXG-AM
P.O. Box 1686
Greenwood, MS 38930

Service Request

WOKN-FM requests service from SBK, Polydor, East/West, and Wing Records. Please send all product to:
Reggie Swinson
WOKN-FM
P.O. Box 804
Goldsboro, NC 27503

College Coach Durham Joins Hot 106

WAMO, Hot 106 added Robert Morris College basketball coach Jarrett Durham to the station's "Breakfast Club." Coach Durham will give NCAA basketball play-off updates throughout the work-week. Durham will also discuss the play-off picture with sportscaster Ty Miller and the rest of the morning team.

100.3 JAMZ News

100.3 JAMZ and the Dallas Metro Ford dealers are sponsoring a promotion that makes contestants pucker up. About 15 people will kiss a Ford Festiva at the Ford Exhibit at the local auto show in Dallas. The person who keeps their lips on the Festiva the longest will drive away with it.

WVJZ Now WJMA

WVJZ has changed its call letters and format. WJMA are the new call letters of the Orange, VA, station that has moved from an Urban to Adult Contemporary format.

DJ Available

Honest, community-minded jock with 10 years-plus experience is looking for a position. Top quality voice and attitude. Never late for work—not even once. Interested parties should call Nicholas for aircheck (513) 277-3866.

Service Request

WRSV-FM/Rocky Mount, NC, requests service from the following labels: Motown, Arista and Reprise. Please send all product to: Paul Cherry, WRSV-FM P.O. Box 2666 Rocky Mount, NC 27801 (919) 937-6111

Soldier Boy



Specialist Jonathan Jackson (r), who is the new dir for WEAS in Savannah, GA, when he's not drilling in the reserves, talks with Lindsay Thomas, U.S. congressman.

Retail Review



Newly signed Atlantic recording artist Sam The Beast (2nd from l) stopped in to visit the retail store Peaches in Richmond, VA.

PROGRAMMER'S POLL Compiled by Terry Muggleton

REGGIE SWINSON
WOKN/GOLDSBORO, NC



VICTORIA WILSON-JAMES
"THROUGH"

It definitely has a good uptempo beat which is getting it plenty of attention at Urban radio. Demos: All.

ALTITUDE
WORK IT (LIKE A) 9 TO 5

This new group on the scene has a sound that suggests they've been together for years. They have plenty of harmony to offer. These ladies can definitely sing heavy. Demos: Teens, Young Adults.

B ANGIE B
I DON'T WANT TO LOSE
YOUR LOVE

An Emotions remake and it's definitely a slammin' track. The phones have been crazy from the start. Demos: Teens, Young Adults.

HECTOR HANNIBAL
WOL/WASHINGTON, D.C.
THE DELLS
A HEART IS A HOUSE FOR
LOVE

This cut, featured on the "Five Heartbeats" soundtrack, has a vintage sound that should appeal to all demos. Smart programmers have a secret weapon with this. This group hasn't lost a step. I anticipate great success for this song. It's too early to tell, but the phones should soon be busy on this. Demos: All.

JON LUCIEN
SWEET CONTROL

This has got to be one of the smoothest songs I've heard in a long time. Lucien displays his awesome vocal talent. The phone response was immediate. I can't wait for the album. Demos: Adults.

KEITH WASHINGTON
KISSING YOU

Can it really be true, Luther has a serious competitor? This song should do well after dark! It's suitable for most day parts as well as for night time. The ladies should take to this song quickly. Demo: Adults.

DAVID DICKINSON
KGRM/GRAMBLING, LA
KEITH WASHINGTON
KISSING YOU

This is definitely one of the most dramatic ballads on the radio today. It's a great song for mood-setting and slow dancing. Strong phones from females of all ages. I can see this song going strong across the board. Demos: Females.

JON LUCIEN
SWEET CONTROL

It's so good to hear from Jon Lucien after his long absence. This song should go down well with jazz and ballad lovers alike. It's got a perfect blend for both, and with Jeff Lorber's production, this song can't lose. Not very many phones on this, mainly due to it being an adult song. Demos: Adults.

FAMILY STAND
SWEET LIBERATION

We've been playing this song for about two weeks and already it's been getting great response. It's a song with a definite hook to catch all radio listeners. It should be Family Stand's biggest hit to date. It's also got great crossover appeal. Demos: All.

RON "LOVE" CUMMINS
WHOV/HAMPTON, VA
LALAH HATHAWAY
IT'S SOMETHIN'

The remix version is all that it should be. After her smash hit, "Baby, Don't Cry," Lalah Hathaway keeps rising to the

top. With the help of Craig T. Cooper, this cut is a sophisticated blend of vocal arrangements and a slammin' drum track. Demos: Young Adults.

NIKKI D.

DADDY'S LITTLE GIRL

Make room for yet another sassy young lady in the ever growing world of rap. If you like hard core lyrics, Nikki D. is laying them down like bricks. The sample from the remixed version of "Tom's Diner" gives "Daddy's Little Girl" a house flavor. Demos: Young Adults, Teens.

WHISPERS
IS IT GOOD TO YOU

Once again the Whispers deliver us a song which demonstrates vocal skill, talent and class. The album version is great, but the remix version will add thunder to your Quiet Storm. Demos: Adults.

VICTORIA WILSON-JAMES
THROUGH

This former Soul II Soul lead singer is back to life. Black radio, don't sleep on this club hit. Victoria Wilson-James' style is laid back yet to the point, as she sings about a typical love situation. Wilson is 'through,' but her audience isn't. Demos: Young Adults.

DAVID ECCLES
WNSB/NORFOLK, VA
TANAREID
SOME SLINKIN'

This is a superb jazz tune. It has a nice walking feel to it. To me it's a throwback to classic jazz with a great '90s sound. Excellent work from two great side men, Akira Tana and Rufus Reid. The tunes on the *Yours And Mind* LP are a fine blend of standards and originals. The songs appeal to both seasoned jazz veterans and the new breed of jazz listeners. Demos: Adults, Jazz Lovers.

CHICK COREA AND HIS
AKOUSTIC BAND
ON GREEN DOLPHIN
STREET

The bottom line on this is that Chick Corea, John Patitucci and Dave Weckl perform as a perfect ensemble with an

intimate musical understanding. The dominate instrument is piano, and the bass and drums render fine solos. Demos: Adults.

MACEO PARKER
BETTER GET HIT
IN YO' SOUL

The best in jazz funk is displayed in its finest form on this Charles Mingus tune. Maceo and his group capture the harmonic freedom of this composition. It's not a traditional James Brown sound, but a real jazz tune that still manages to rock the house. Demos: Adults.

DEE JAI SLOAN
KKDA/GRAND
PRAIRIE, TX
HI-FIVE

THE KISSING GAME

This is a song that worked for us from day one. We're getting great response from demos of all ages. The telephones are really crazy on this. It's one of our top five songs right now. If these guys continue to make records of this distinction, they should have a lot of chart success. Demos: All.

THE RUDE BOYS
WRITTEN ALL OVER
YOUR FACE

This is the perfect song for all demographics. It's a song that reminds me of Guy, with traces of the Gap Band. The phone response has been incredible. This song is also in our top five. I knew straight away that this was going to be a hit. Demos: All.

TONY TERRY
WITH YOU

I think that this is a very pretty song. It's definitely touching a lot of the ladies' hearts. It's a song that women can relate to easily. "With You" has great potential to become a No. 1 song. I will be very surprised if it doesn't. This song is getting heavy phones as well. Demos: Young Adults.

THE NATIONAL RADIO REPORT

ALABAMA

WATV-AM

Frozen.
 PD: Ron January
 P.O. Box 39054
 Birmingham
 AL 35208
 205-780-2014

WBIL-FM

Jeffrey Osborne, Brothers
 Maxi Priest, Space
 Tony Terry, With
 V. Wilson-James, Through
 PD: Costee McNair
 MD: Costee McNair
 P.O. Box 666
 Tuskegee
 AL 36083
 205-727-2100

WBLX-AM

Colin England, I
 Funky Social, You
 Genius, Come
 Lazet Micheals, Kraze
 Loose Ends, Cheap
 T. Pendergrass, Should've
 Tony Terry, With
 PD: Michael Pool
 MD: Michael Pool
 1204 Dauphin
 Mobile
 AL 36604
 205-432-7600

WENN-FM

Black Box, Strike
 En Vogue, Don't
 In the Mood, Let's
 K. Washington, Kissing
 Keith Sweat, Your
 Teena Marie, Just
 PD: Dave Donald
 MD: Michael Starr
 424 16 Street North
 Birmingham
 AL 35203
 205-254-1820

WGOK-AM

Funky Social, You
 Lazet Micheals, Kraze
 Pebbles, Backyard
 Tabu, I'm
 Teena Marie, Just
 Ya Kid K, Awesome
 PD: Charles Merritt
 MD: The Mad Hatter
 800 Gum
 Mobile
 AL 36603
 205-432-8661

WVAS-FM

Frozen,
 PD: Stephen Myers
 MD: Carol Y. Stephens
 915 S. Jackson Street
 Montgomery
 AL
 36101-0271
 205-293-4287

WXVI-AM

En Vogue, Don't
 Funky Social, You
 Keith Sweat, Your
 Kid Capri, Apollo
 M. McDonald, All
 Najee, My
 Trish, She
 PD: Roscoe Miller
 MD: Roscoe Miller
 P.O. Box 4280
 Montgomery
 AL 36195
 205-263-3459

WZMG-AM

3 For 3, Don't
 B N Heavies, Dream
 Jeffrey Osborne, Brothers
 McBreed, Ain't
 PD: Vince Johnson
 MD: Charlie Pruitt
 P. O. Box 2329
 Opelika
 AL 36801
 205-745-4656

ARKANSAS

KCLT-FM

2 Live Crew, Do
 Faze, The
 Gerald Albright, Dream
 James Morgan, Child
 Keith Sweat, Your
 L.L. Cool J, Mama
 La Rue, Serious
 M. McDonald, All
 The Dells, Heart
 Tony Terry, With
 PD: Milli Mills
 MD: Milli Mills
 P.O. Box 2870
 West Helena
 AR 72390
 501-572-9506

CALIFORNIA

KDAY-AM

4 Fun, You
 Colin England, I
 K.M.C. Kru, She's
 Lazet Micheals, Kraze
 One Cause One, Turntable
 Tabu, I'm
 Trish, She
 Ya Kid K, Awesome
 PD: Jack Patterson
 MD: Jack Patterson
 1700 N. Alvarado
 Los Angeles
 CA 90026
 213-665-1105

KGfJ-AM

Keith Sweat, Your
 Mariah Carey, I
 Peabo Bryson, Can
 PD: Daryl Cox
 MD: Johnny Morris
 1100 S. La Brea
 Los Angeles
 CA 90019
 213-930-9090

KJLH-FM

Altitude, Work
 Keith Sweat, Your
 PD: Lynn Briggs
 MD: Lynn Briggs
 3847 Crenshaw Blvd.
 Los Angeles
 CA 90008
 213-299-5960

KPOO-FM

Big Daddy Kane, Mr.
 En Vogue, Don't
 K-9 Posse, Different
 K. Washington, Kissing
 Keith Sweat, Your
 Master Ace, Movin
 Unity 2, Buckwheat
 PD: Jerome Parsons
 MD: Jerome Parsons
 P.O. Box 11008
 San Francisco
 CA 94101
 415-346-5373

KSOL-FM

Wooten Bros., Tell
 PD: Bob Mitchell
 MD: Bob Mitchell
 1730 Amphlett Blvd.
 #327
 San Mateo
 CA 94402
 415-341-8777

XHRM-FM

Colin England, I
 K. Washington, Kissing
 Keith Sweat, Your
 Run DMC, Faces
 The Dells, Heart
 V. Wilson-James, Through
 MD: Bailey Coleman
 2434 S. Port Wy. Ste. J.
 National City
 CA 91950
 619-425-9236

COLORADO

KDKO-AM

Altitude, Work
 Colin England, I
 En Vogue, Don't
 Enigma, Sadness
 Lazet Micheals, Kraze
 One Cause One, Turntable
 Whispers, Is
 Will Downing, I
 Winans, Don't
 Ya Kid K, Awesome
 PD: James Walker
 MD: Terry Hurt
 2569 Welton St
 Denver
 CO 80208
 303-295-1225

CONNECTICUT

WKND-AM

Maxi Priest, Space
 Pebbles, Backyard
 The Dells, Heart
 V. Wilson-James, Through
 PD: Melonae McLean
 MD: Melonae McLean
 P.O. Box 1480
 Windsor
 CT 06095
 203-688-6221

WNHC-AM

Keith Sweat, Your
 The Dells, Heart
 PD: Stan Boston
 MD: Lenny Green
 112 Washington Ave.
 North Haven
 CT 06473
 203-234-1340

WYBC-FM

4 Play, Extacy
 Al B. Sure, No
 Colin England, I
 Harriet, Temple
 Mica Paris, Contrib.
 Nikki D, Daddy's
 Tracie, Tender
 Tribal House, Main
 Will Downing, I
 Ya Kid K, Awesome
 PD: Cindy Brown
 MD: Andrew Gifford
 165 Elm St.
 New Haven
 CT 06520
 203-432-4127

DIST. OF COLUMBIA

WHUR-FM

B N Heavies, Dream
 En Vogue, Don't
 Jeffrey Osborne, Brothers
 K. Washington, Kissing
 PD: Bobby Bennett
 MD: Mike Archie
 529 Bryant St. N. W.
 Washington
 DC 20059
 202-232-6000

FLORIDA

WANM-FM

2 Live Crew, Do
 Carmen Carter, Always
 Champaign, Trials
 En Vogue, Don't
 Genius, Come
 Najee, My
 Run DMC, Faces
 Teena Marie, Jsut
 Tony Terry, With
 PD: Van Wilson
 P.O. Box 10174
 Tallahassee
 FL 30302
 904-222-1070

WEDR-FM

Keith Sweat, Your
 PD: James Thomas
 MD: James Thomas
 3790 N.W. 167th St.
 Miami
 FL 33055
 305-623-7711

WPUL-AM

Chill Deal Boys, Single
 En Vogue, Don't
 Father M.C., Lisa
 Keith Sweat, Your
 Nancy Wilson, Do
 Nikki Richards, Naked
 The Dells, Heart
 Tyrone Davis, I'll
 PD: Walter James
 MD: Walter James
 2598 S. Nova Rd.
 South Daytona
 FL 32121
 904-767-1131

WRBD-AM

Frozen,
 PD: Ross Allan
 MD: Jim Jackson
 4431 Rock Island Road
 Ft. Lauderdale
 FL 33319
 305-731-4800

WRXB-AM

En Vogue, Don't
 Tabu, I'm
 Teena Marie, Just
 The Dells, Heart
 Will Downing, I
 Winans, Don't
 PD: Michael Danzey
 MD: Rob Simone
 3000 34th St.
 South B-206
 St. Petersburg
 FL 33712
 813-864-1515

WTMP-AM

Boston Dawn, Soldier
 Enigma, Sadness
 K. Washington, Kissing
 Keith Sweat, Your
 Lazet Micheals, Kraze
 Mac Band, I
 Nikki D, Daddy's
 Way To Go, Fever
 Ya Kid K, Awesome
 PD: Chris Turner
 MD: Chris Turner
 P.O. Box 1101
 Tampa
 FL 33601
 813-626-4108

WYFX-AM

2 Live Crew, Do
 Jon Lucien, Sweet
 Lazet Micheals, Kraze
 M. McDonald, All
 Ya Kid K, Awesome
 PD: Mike James
 MD: Mike James
 400 Gulfstream Blvd.
 Delray Beach
 FL 33444
 407-737-1040

WZAZ-FM

Champaign, Trials
 Colin England, I
 En Vogue, Don't
 Fever, Way
 Lazet Micheals, Kraze
 Nikki D, Daddy's
 S. Christopher, Another
 Sheena Easton, What
 Tabu, I'm
 Tyrone Davis, I'll
 PD: Nat Jackson
 MD: Nat Jackson
 2611 WERD Radio Dr.
 Jacksonville
 FL 32205
 904-389-1111

GEORGIA

WFXE-FM

Black Box, Strike
Keith Sweat, Your
Nikki D, Daddy's
Sheena Easton, What
V. Wilson-James, Through

PD: Phillip D. March
1115 14th St.,
Columbus
GA 31902
404-576-3565

WGOV-FM

B Angie B, Don't
Jeffrey Osborne, Brothers
Lalah Hathaway, Something
Tony Terry, With

PD: Mike Mink
MD: Mike Mink
P.O. Box 1207
Valdosta
GA 31601
912-244-9590

WHGH-AM

Curio, Special
K. Washington, Kissing
Keith Sweat, Your
Lalah Hathaway, Something
Latimore, I
M. McDonald, All
Mac Band, I
Surface, All
The Dayz, Certainly
The Dells, Heart

PD: Arvin Berry
MD: Arvin Berry
P.O. Box 2718
Thomasville
GA 31799
912-228-4124

WIBB-AM

BBD, She's
Ice T, New
Nikki D, Daddy's
Nikki Richards, Naked

PD: Big George Threatt
MD: Big George Threatt
369 2nd St.
Macon
GA 31212
912-742-2505

WJIZ-FM

Frozen, Geoff McB

PD: Tony Wright
MD: Tony Wright
P.O. Box 5226
Albany
GA 31706
912-432-7447

WMXY-FM

Frozen,

PD: Ike Filmore
MD: Ike Filmore
P.O. BOX 1114
La Grange
GA 30241
404-882-9699

WQVE-FM

En Vogue, Don't
Keith Sweat, Your
Lalah Hathaway, Something
Monie Love, Ring
Riff, My
Tony Terry, With
Tony! Toni! Tone!, Whatever
Too Short, Short
Winans, Don't

PD: Lee Sherman
P.O. Box 434
Camilla
GA 31730
912-294-2105

WVEE-FM

BBD, She's
Keith Sweat, Your

PD: Micheal Roberts
MD: Thomas Bacote
120 Ralph McGill
Suite 1000
Atlanta
GA 30369
404-898-8900

WXAG-AM

B N Heavies, Dream
Carmen Carter, Always
Colin England, I
Culture Beat, Tell
Devise, What
Jeffrey Osborn, Brothers
One Cause One, Turntable

PD: Henry Norman
MD: Bobby Mitchell
2145 S. Millledge
Athens
GA 30605
404-549-1470

IOWA

KBBG-FM

Al B. Sure, Hotel
Alex. O'Neal, The
Marion Meadows, Paradise
Mica Paris, Contrib.
Tyrone Davis, I'll
Will Downing, I'll

PD: Delores Smith
MD: Delores Smith
527 1/2 Cottage St.
Waterloo
IA 50703
319-234-1441

ILLINOIS

WBCP-AM

Altitude, Work
M. McDonald, All
Marva Hicks, Never
The Dells, Heart
Tyrone Davis, I'll

PD: Deborah Kennedy
MD: Deborah Kennedy
P.D. Box 1023
Champaign
IL 61820
217-359-1580

WBML-FM

2 Live Crew, Do
Devise, Here
Loose Ends, Cheap
Whodini, Freaks

PD: Rob Biddle
MD: D.D. Collins
708 S. Mathews
Urbana
IL 61801
217-333-2613

WGCI-FM

K. Washington, Kissing
Keith Sweat, Your
Marva Hicks, Never
Monie Love, It's
Phil Perry, Call
The Dells, Heart

PD: James Alexander
MD: D. Handley
322 S. Michigan Ave.
Chicago
IL 60602
312-427-4800

WLNR-FM

Frozen,

PD: Mary Ann Stewart
MD: Mary Ann Stewart
820 S. Michigan Ave.
Chicago
IL 60616
312-322-9400

INDIANA

WJFX-FM

B N Heavies, Dream
Carmen Carter, Always
Colin England, I
En Vogue, Don't
K. Washington, Kissing
Tony Terry, With
Winans, Don't

PD: Kelly Karson
MD: Kelly Karson
5936 E. State Blvd.
Fort Wayne
IN 46815
219-493-9239

WLTH-AM

BBD, She's
Chandler, Do
Jeffrey Osborne, Brothers
Lalah Hathaway, Something
Lazet Micheals, Kraze
Whodini, Freaks

PD: Gil Palmer
MD: Gil Palmer
3669 Broadway
Gary
IN 46409
219-884-9409

WTLC-FM

Champaign, That's
K. Washington, Kissing
Keith Sweat, Your
Maxi Priest, Space
Sheena Easton, What
The Dells, Heart
Tony Terry, With

PD: Jay Johnson
MD: Vicki Buchanan
2126 N. Meridian St.
Indianapolis
IN 46202
317-923-1456

KANSAS

KBUZ-FM

Hi-Five, I
K. Washington, Kissing

PD: James McFadden
MD: James McFadden
400 N. Woodlawn
Suite 101
Wichita
KS 67208
316-684-0099

LOUISIANA

KBCE-FM

BBD, She's
Ice T, New
Innocence, Let's
K. Washington, Kissing
Keith Sweat, Your
Lazet Micheals, Kraze
The Dells, Heart

PD: Donnie Taylor
MD: Donnie Taylor
P.D. Box 69
Boyce
LA 71409
318-793-4003

KFXZ-FM

Black Box, Strike
Carmen Carter, Always
Colin England, I
En Vogue, Don't
Genius, Come
K. Washington, Kissing
Keith Sweat, Your
Sheena Easton, What
Wooten Bros., Tell

PD: Chuck Harrison
MD: Barbara Byrd
3225 Ambassador Caffery
Lafayette
LA 70506
318-898-1112

KGRM-FM

En Vogue, Don't
Keith Sweat, Your
Nikki D, Daddy's

PD: David A. Dikinson
P.D. Draw K.
Grambling
LA 71245
318-274-3244

KJCB-AM

Jon Lucien, Sweet
Oscare, Reconsider
V. Wilson-James, Through

MD: Carl Thibodeaux
413 Jefferson St.
Lafayette
LA 70501
318-233-4262

KQXL-FM

B N Heavies, Dream
Back Box, Strike
En Vogue, Don't
Jeffrey Osborne, Brothers
K. Washington, Kissing
Keith Sweat, Your
Nikki Richards, Naked
Sheena Easton, What
Too Short, Short
V. Wilson-James, Through

PD: A. B. Welch
MD: Chns Clay
7707 Waco Dr.
Baton Rouge
LA 70806
504-926-1106

KYEA-FM

Black Box, Strike
Colin England, I
Innocence, Let's
K. Washington, Kissing
Keith Sweat, Your
Lazet Micheals, Kraze
Loose Ends, Cheap
Run DMC, Faces
Tabu, I'm
Ya Kid K, Awesome

PD: John K. Wilson
MD: John K. Wilson
P.O. Box 2199
West Monroe
LA 71294
318-322-1491

WXOK-AM

Genius, Come
Innocence, Let's
K. Washington, Kissing
Najee, My
Phalon, Ready
Tyrone Davis, I'll

PD: Al Wallace
MD: Jim Mitchem
P.O. Box 66475
7707 Waco Drive
Baton Rouge
LA 70896
504-927-7060

WYLD-FM

Altitude, Work
Black Box, Strike
K. Washington, Kissing
Keith Sweat, Your
Nikki D, Daddy's
Nikki Richards, Naked
Teena Marie, Jsut

PD: Brian Wallace
MD: Steve Ross
2228 Gravier
New Orleans
LA 70119
504-822-1945

MASSACHUSETTS

WILD-AM

Black Box, Strike
Colin England, I
K. Washington, Kissing
Sheena Easton, What
Teena Marie, Just
The Dells, Heart

PD: Stephen Hill
MD: Dana Hill
90 Warren St.
Boston
MA 02119
617-427-2222

MARYLAND

WANN-FM

Black Box, Strike
Lalah Hathaway, Something
Lazet Micheals, Kraze

PD: Hoppy Adams
MD: Hoppy Adams
P.D. Box 631
Annapolis
MD 21404
301-269-0742

WJDY-AM

Frozen,

PD: Paul Butler
MD: Chase Thomas
1633 N. Division St.
Salisbury
MD 21801
301-742-5191

WOCQ-FM

B Angie B, Don't
Black Box, Strike
Chris. Williams, Dreamin
Mica Paris, Contrib.
Nikki D, Daddy's
Sheena Easton, What

PD: Scott Jantzen
MD: Scott Jantzen
P.O. Box 1850 Montego Bay Station
Drean City
MD 21842
301-641-0001

WXYV-FM

Jeffrey Osborne, Brothers
L.L. Cool J, Mama
The Dells, Heart
V. Wilson-James, Through

PD: Roy Sampson
MD: Marlear Alston
1829 Reisterstown Rd.
Baltimore
MD 21208
301-653-2200

MICHIGAN

WCHB-AM

ABC, Iesha
En Vogue, Don't
Gerald Albright, Can't
K. Washington, Kissing
Keith Sweat, Tellin
Nancy Wilson, Do
Winans, Don't

PD: Terry Arnold
MD: Larry Hudson
32790 Henry Ruff Rd.
Inkster
MI 48141
313-278-1440

WGPR-FM

Black Box, Strike
Honey's, Perfection
K. Washington, Kissing
L.L. Cool J, Mama
One Cause, One, Turntable
Phil Perry, The
Teena Marie, Just

PD: Joe Spencer
MD: Lucia Harvin
3146 E. Jefferson
Detroit
MI 48207
313-259-8862

WJLB-FM

En Vogue, Don't
Gwen Guthrie, Sweet
Jasmine Guy, Another
Keith Sweat, Your

MD: Fonda Thomas
Suite 2050 Penobscot Bldg
Detroit
MI 48226
313-965-2000

WMHG-FM

Lazet Micheals, Kraze
Sheena Easton, What
Will Downing, I'll

PD: Sammie Jordan
MD: Sammie Jordan
517 W. Giles Rd.
N. Muskegon
MI 49445
616-744-2405

MINNESOTA

KBEM-FM

Bireli Lagrene, Acoustic
Dan Moretti, Point
Eric Leeds, Times
Kiluea, Antigua
Peter Kater, Rooftops
Phil Woods, Real

PD: J.D. Ball
MD: Terry Walker
1555 James Ave. N.
Minneapolis
MN 55411
612-627-2833

KMOJ-FM

B N Heavies, Dream
Carmen Carter, Always
Chazz N' Trina, Got
D. J. Stetten, White
Fever, Way
K. Washington, Kissing
Londonbeat, I've

PD: Donian Flowers
MD: Walter Banks
501 Bryant Ave. North
Minneapolis
MN 55405
612-377-0594

WRNB-FM

B Angie B, Don't
Herb Alpert, North
Jeffrey Osborne, Brothers
L.L. Cool J, Mama
Nancy Wilson, Do
Pebbles, Backyard
The Dells, Heart

PD: Pete Rhodes
MD: Pete Rhodes
1004 Marquette
Suite 202
Minneapolis
MN 55403
612-341-2447

MISSOURI

KATZ-FM

Blues B. Willie, Why
Dorothy Moore, All
Loose Ends, Cheap
Tyrone Davis, I'll

PD: Rod King
MD: Alice Jejada
1139 Olive St.
Suite 303
St. Louis
MO 63101
314-241-6000

KCXL-AM

Jon Lucien, Sweet
K. Washington, Kissing
Keith Sweat, Your
Lazet Micheals, Kraze
Najee, My
Syd Youngblood, Ain't

PD: Dell Rice
MD: Dell Rice
810 E. 63rd St.
Kansas City
MO 64110
816-333-2583

KIDZ-AM

K. Washington, Kissing
Keith Sweat, Your
Loose Ends, Cheap
The Dells, Heart

PD: Frank James
MD: Ricky Hamilton
10841 E. 28th St.
Independence
MO 64052
816-836-5055

KLUM-FM

Mica Paris, Contrib.
Sheila E., Sex
T. Pendergrass, Should've

PD: Kool Man Zoo
MD: Kool Man Zoo
1004 E. Dunklin
P.O. Box 29
Jefferson City
MO 65101
314-681-5295

KPRS-FM

K. Washington, Kissing
Keith Sweat, Your
Tony Terry, With
Will Downing, I
Winans, Don't

PD: Paderick McFree
MD: Bobby Wonder
2440 Pershing Rd.
#118
Kansas City
MO 64108
816-471-2100

MISSISSIPPI

WACR-FM

C & C Music, Here
Ice T, New
K. Washington, Kissing
Lalah Hathaway, Something
Tony Terry, With
V. Wilson-James, Through

PD: Tony Dean
MD: Sabrina
P.O. Box 1078
Columbus
MS 39701
601-328-1050

WJMG-FM

Al B. Sure, I'll
B N Heavies, Dream
BBD, She's
Dayz, Don't
Mac Band, I
Pebbles, Backyard
Tyrone Davis, I'll

PD: Melvin Meggs
MD: DJ Bum Bum
1204 Gravel Line St
Hattiesburg
MS 39401
601-544-1947

WJMI-FM

Chris. Williams, Dreamin
Kiara, Mr.
Latimore, I
Mac Band, Never
Sheena Easton, What
Special Gen, Spark
Teena Marie, Just
Tony!Ton!Tone!, Whatever
Will Downing, I

PD: Paul Todd
MD: Venus Jones
1850 Lynch St.
Jackson
MS 39203
601-948-1515

WJSU-FM

Carmen McRae, Sarah
Dizzy Gillespie, Live
Gerry Allen, The

PD: Lary McAdoo
MD: Lary McAdoo
P.O. Box 18450
Jackson
MS 39217
601-968-2140

WKXG-AM

En Vogue, Don't
Herb Alpert, North
Jeffrey Osborne, Brothers
K. Washington, Kissing
Keith Sweat, Your
Teena Marie, Just
The Dells, Heart
Tyrone Davis, I'll

PD: Herman Anderson
MD: Herman Anderson
P.O. Box 1686
Greenwood
MS 38930-1686
601-453-2174

WLTD-FM

Casper, Adrenalin
MC World 2 Girl, Brainwash
Mac Band, I
Shango, You're
Trish, Love

PD: Lewis Clark
MD: Lewis Clark
Route 1, Box 288 E.
Lexington
MS 39095
601-834-1103

WQIC-FM

Altitude, Work
Harriet, Temple
Loose Ends, Cheap
Special Gen, Spark
Tony Terry, With

PD: Larry Carr
MD: Larry Carr
P.O. Box 5353
Mendian
MS 39302
601-693-4851

NORTH CAROLINA

WAAA-AM

En Vogue, Don't
K. Washington, Kissing
Keith Sweat, Your
Nikki D, Daddy's
Sheena Easton, What
The Dells, Heart

PD: Tina Carson
MD: Tina Carson
P.O. Box 11197
Winston-Salem
NC 27106
919-767-0430

WAUG-AM

BBD, She's
Device, Wild
Jeffrey Osborne, Brothers
Rick Webb, Try
S. Christopher, Another

PD: Dollar Bill Chapel
MD: Dollar Bill Chapel
2805 Finks St
P.O. Box 14815
Raleigh
NC 27601
919-755-0750

WBMS-AM

ABC, Playground
Deff Boys, Swing
Whodini, Freaks

PD: Thomas McLaurian
MD: Thomas McLaurian
P.O. Box 718
Wilmington
NC 28402
919-343-9898

WIKS-FM

Enigma, Sadness
Genius, Come
K. Washington, Kissing
Najee, My
Nikki D, Daddy's
Special Gen, Spark
Teena Marie, Just
Wooten Bros., Tell

PD: B.K. Kirkland
MD: Yvonne Sanders
P.O. Box 2684
New Bern
NC 28561
919-633-1500

WNAA-FM

Black Box, Strike
Jeffrey Osborne, Brothers
Keith Sweat, Your
Nikki Richards, Naked
Will Downing, I

PD: Yvonne Anderson
MD: Yvonne Anderson
Price Hall
Suite 200
Greensboro
NC 27411
919-334-7936

WOKN-FM

Barbara Weather, Where
Black Box, Strike
En Vogue, Don't
Marion Meadows, Sleepless
Rick Webb, Try

PD: Reggie Swinson
MD: Jerry Moore
P.O. Box 804
Goldensboro
NC 27530
919-734-4213

WPEG-FM

Kool Moe D, Rise
Nikki D, Daddy's
Run DMC, Faces

PD: Michael Saunders
MD: Frankie Darcell
520 Hwy 29 N.
P.O. Box 128
Concord
NC 28025
704-333-0131

WQMG-FM

Keith Sweat, Your
Nancy Wilson, Do
Nikki D, Daddy's
The Dells, Heart

PD: Sam Weaver
MD: Gregory Sampson
1060 Gatewood Avenue
Greensboro
NC 27405
919-275-1657

WRVS-FM

B N Heavies, Dream
Col Abrams, Bad
Jeffrey Osborne, Brothers
L.L. Cool J, Mama
La Rue, Serious
Londonbeat, I've
Rick Webb, Try
Sheena Easton, What
Today, I

PD: Edith Lee
MD: Edith Lee
Campus Box 800
Elizabeth City
NC 27909
919-335-3517

WSHA-FM

Frozen,

PD: Rashad Muhaimin
MD: Nadine Clipper
27611 East South St.
Raleigh
NC 27611
919-755-4890

WVOE-AM

Dorothy Moore, More
Etta James, Get
Lorenzo Smith, Let
Lou Pride, I've
Mystique, I
Nancy Wilson, Do
Robert Cray, Conseq.
Travis Haddy, Better
Tyrone Davis, I'll
Whitney Houston, We

PD: Wille Walls
MD: Beulah Foxworth
Route 3 P.D. Box 328
Chadbourn
NC 28431
919-654-5621

WZFX-FM

En Vogue, Don't
Keith Sweat, Your
Maxi Priest,
Sheena Easton, What

PD: Phil Allen
MD: Phil Allen
225 Green St.
Suite 900
Fayetteville
NC 28302
919-486-4991

NEW JERSEY

WUSS-AM

Black Box, Strike
Harriet, Temple
Innocence, Let's
Lorenzo Smith, Tic
Special Gen, Spark

PD: Maurice Singleton
MD: LaVerne Richard
P. O. Box 7539
Atlantic City
NJ 08404
609-345-7134

NEW MEXICO**KKSS-FM**

Hi-Five, I
Keedy, Save
Michele, Something
Rod Stewart, Rhythm

PD: Cadillac Jack
MD: Cadillac Jack
5301 Central N.E.
Suite 700
Albuquerque
NM 87108
505-265-1431

NEVADA**KCEP-FM**

En Vogue, Don't
Hansoul, Imaginati
Nikki Richards, Naked
The Dells, Heart
Tony Terry, With

PD: Louis Conner
MD: Darrell Brown
330 W. Washington
Las Vegas
NV 89106
702-648-4218

NEW YORK**WBLS-FM**

Black Box, Strike
Chris. Williams, Dreamin
Chubb Rock, Treat
Phil Perry, Call
Tony!Toni!Tone!, Whatever

MD: Mike Love
801 Second Ave.
New York
NY 10017
212-661-3344

WDKX-FM

Chubb Rock, Treat
Colin England, I
Najee, My
Syd Youngblood, Ain't
The Dells, Heart

PD: Andre Marcel
MD: Andre Marcel
683 E. Main St.
Rochester
NY 14605
716-262-2050

OHIO**WCKX-FM**

2 Live Crew, Do
BBD, She's
Champaign, Trials
Faze, The
Jon Lucien, Sweet
K.M.C. Kru, She's
Keith Sweat, Your
Lalah Hathaway, Something
One Cause, One, Turntable

PD: Rick Stevens
MD: Keith Willis
510 Mound St. 2nd Fl.
Columbus
OH 43215
614-464-0020

WDAO-AM

ED O.G. & Bull, I
Jon Lucien, Sweet
Lorenzo Smith, Tic
M. McDonald, All
The Dells, Heart
Tyrone Davis, I'll
Whodini, Freaks
Winans, Don't

PD: Michael Ecton
MD: Michael Ecton
4309 W. 3rd St.
Dayton
OH 45417
513-263-9326

WZAK-FM

Black Box, Strike
En Vogue, Don't
Sheena Easton, What
Syd Youngblood, Ain't
The Dells, Heart
Tyrone Davis, I'll

PD: Lynn Tolliver Jr.
MD: Bobby Rush
1729 Superior
#401
Cleveland
OH 44114
216-621-9300

WVKO-AM

La Rue, Serious
Lalah Hathaway, Something
Loose Ends, Cheap
Pebbles, Backyard

PD: K C Jones
MD: Marco Houpe
4401 Carnegie Hill Lane
Columbus
OH 43220
614-451-2191

OREGON**KBMS-AM**

2 Live Crew, Do
K. Washington, Kissing
Nikki Richards, Naked
Tony Terry, With

PD: Michael Vance
MD: Michael Vance
510 S.W. 3rd St.
#100
Portland
OR 97202
503-222-1491

PENNSYLVANIA**WDAS-FM**

Jeffrey Osborne, Brothers
Nancy Wilson, Do
The Dells, Heart
Tony Terry, With

PD: Joe Tamburo
MD: Pat Jackson
Belmon Ave. & Edgely Rd.
Philadelphia
PA 19131
215-878-2000

WUSL-FM

En Vogue, Don't
Keith Sweat, Your
Nikki D, Daddy's
Teena Marie, Just

PD: Dave Allan
MD: Kim Stevens
440 Domino Lane
Philadelphia
PA 19128
215-483-8900

SOUTH CAROLINA**WASC-AM**

Faze, The
K. Washington, Kissing
Maxi Priest, Space
Rick Webb, Try
The Dells, Heart

PD: Lou Broadus
MD: Lou Broadus
P.O. Box 5686
Spartanburg
SC 29304
803-585-1530

WCIG-FM

Black Box, Strike
Faze, The
Phil Perry, Call
Ruby Andrews, To
Tyrone Davis, I'll
Yvonne Jackson, Common

PD: Eugene Brantley
MD: Eugene Brantley
P.O. Box 1005
Mullins
SC 29574
803-423-1140

WHYZ-AM

En Vogue, Don't
La Rue, Serious
S. Christopher, Amother
Special Gen, Spark
Winans, Don't

PD: Reggie Jackson
MD: Reggie Jackson
P.O. Box 4309
Greenville
SC 29608
803-246-1970

WLBG-AM

Altershock, Going
Carmen Carter, Always
Culture Beat, Tell
En Vogue, Don't
Lattimore, I
Malemen, Cold
Nikki Richards, Naked
Rick Webb, Try

PD: Kevin St. John
MD: Kevin St. John
P.O. Box 1289
Laurens
SC 29360
803-984-3544

WLGI-FM

Tyrone Davis, I'll

PD: Bill Willis
MD: Bob Brown
Route 2 Box 69
Hemingway
SC 29554
803-558-2977

WOIC-AM

Carmen Carter, Always
Mona Lisa, Love
Patti Austin, Soldier
Tyrone Davis, I'll

PD: Don Hambrck
MD: Don Hambrck
1717 Gervais St.
P.O. Box 50568
Columbia
SC 29201
803-771-0105

WWKT-FM

Black Box, Strike
D Nice, The
Family Stand, Sweet
Lalah Hathaway, Stay
Malemen, Cold
Riff, All

PD: Yvette Shore
MD: David Williams
P.O. Box 1125
Kingstree
SC 29556
803-382-2362

WWWZ-FM

Black Box, Strike
Sheena Easton, What

PD: B.J. Lewis
MD: Cliff Fletcher
P.O. Box 30669
Charleston
SC 29417
803-769-0876

WZLA-FM

Bobby Lyle, Reach
En Vogue, Don't
Faze, The
Hi-Five, Can't
The Dells, Heart
Yvonne Jackson, What

PD: Cyril Bald Eagle
MD: Cyril Bald Eagle
116 N. Main St.
Abbeville
SC 29620
803-459-5785

TENNESSEE**KHUL-FM**

En Vogue, Don't
Gerald Albright, Can't
Keith Sweat, Your
Riff, My
The Dells, Heart
Tony Terry, With

PD: Terry Alexander
MD: Toni St. James
80 N. Tillman St.
Memphis
TN 38111
901-323-0101

WABD-AM

Keith Sweat, Your
L.L. Cool J, Mama
La Rue, Serious
Mica Paris, Contrib.

PD: Jerry Silvers
MD: Peaches
P.O. Box 2249
Clarksville
TN 37042
615-431-4984

WFKX-FM

EPMD, Rampage
En Vogue, Don't
Jeffrey Osborne, Brothers
Sheena Easton, What
Syd Youngblood, Ain't
Tony Terry, With

PD: David Shaw
MD: Kimberly Kaye
425 E. Chester
Jackson
TN 38301
901-427-9616

WJTT-FM

4 Fun, You
Keith Sweat, Your
Nikki D, Daddy's
Tony Terry, With
Will Downing, I

PD: Tony Rankin
MD: Tony Rankin
409 Chestnut St.
Suite A154
Chattanooga
TN 37402
615-265-9494

WQQK-FM

B Angie B, Don't
C & C Music, Here
Chris. Williams, Dreamin
Londonbeat, I've

PD: Michael St. John
MD: Jasmine Sanders
1320 Brnk Church Pke
P.O. Box 70085
Nashville
TN 37207
615-227-1470

TEXAS**KALO-AM**

B Angie B, Don't
Blues B, Willie, Why
Latimore, I
Lorenzo Smith, Tic
Special Gen, Spark
T. Pendergrass, Should've
Tyrone Davis, I'll
Whispers, Is

PD: Jay Moore
MD: Jay Moore
7700 Gulfway Dr.
Port Arthur
TX 77642
409-963-1277

KBWC-FM

B Angie B, Don't
BBD, She's
Grady Harrell, Patience
Pebbles, Backyard
Rude Boys, Written
Tyrone Davis, I'll
Vernon Garret, Straight
Whodini, Freaks

PD: Clarice Watkins
MD: Clarice Watkins
711 Wiley Avenue
Marshall
TX 75670
903-927-3266

KHRN-FM

B N Heavies, Dream
Faze, Things
Keith Sweat, Your
Lazet Micheals, Kraze
Maleman, Cold
Winans, Don't
Yz, When

PD: A. J. Whiteside
MD: A. J. Whiteside
P.O. Box 1075
Hwy 6 South
Heame
TX 77859
409-279-9211

KHYS-FM

Frozen.

PD: Stevie Hegwood
MD: Terry Weber
Five Post Oak Park
Suite 1398
Houston
TX 77027
713-622-0010

KIIZ-AM

2 Live Crew, Do
B N Heavies, Dream
Genius, Come
Innocense, Push
K. Washington, Kissing
K.M.C. Kru, She's
Teena Marie, Just
The Dells, Heart

PD: Jammin Jimmy Carrow
MD: Cesarai Downs
5902 East Business
Hwy 190
Killeen
TX 76540
817-699-5000

KJMZ-FM

B Angie B, Don't
Loose Ends, Cheap

PD: Tom Casey
MD: MC Jammer
9900 Mc Cree Rd.
Dallas
TX 75238
214-556-8100

KKDA-FM

Carmen Carter, Always
Colin England, I
K. Washington, Kissing
Teena Marie, Just
Will Downing, I'll

PD: Michael Spears
MD: Dee Jai Sloan
P.O. Box 530860
Grand Prairie
TX 75053
214-263-9911

KMJQ-FM

En Vogue, Don't
K. Washington, Kissing
Tabu, I'm
Will Downing, I

PD: Ron Atkins
MD: Chris Reynolds
24 Greenway
#1508
Houston
TX 77046
713-623-0102

KNON-FM

Class Of PTA, Leaders
En Vogue, Waiting
Grady Harrell, Patience
Marion Meadows, Paradise
Mike Stevens, Set
Omar Chandler, Do
Whitney Houston, Miracles

PD: Charles Washington
MD: Rita Webb
4415 Sanjacinto St.
Dallas
TX 75371
214-828-9500

VIRGINIA**WHOV-FM**

Candyman, Nightgown
Colin England, I
Jon Lucien, Sweet
K. Washington, Kissing
Mantronic, Step
Queen, If
Venture, I

PD: Frank Sheffield
MD: Ron Cummins
Hampton University
Hampton
VA 23668
804-727-5670

WJJS-AM

K. Washington, Kissing
Loose Ends, Cheap
Mica Paris, Contrib.

PD: Robert "Lad" Goins
MD: Robert "Lad" Goins
1105 Main St.
Madison Heights
VA 24572
804-847-1269

WJWS-AM

Yvonne Jackson, Sweet

PD: Freddie Hargrove
MD: Freddie Hargrove
P.O. Box 216
South Hill
VA 23970
804-447-8997

WNSB-FM

Earl Klugh, Midnight
Ellis Marsalis, Piano
Gerry Allen, The
Joey DeFrancisco, Part
Yellow Jackets, Greenhouse

PD: Deanna Moore
MD: David Eccles
2401 Corprew Ave.
Norfolk
VA 23504
804-683-9672

WOWI-FM

Carmen Carter, Always
Deee-Lite, E.S.P.
En Vogue, Don't
K. Washington, Kissing
La Rue, Serious
Run DMC, Faces
Ya Kid K, Awesome

PD: Steve Crumley
MD: Steve Crumley
645 Church St.
#201
Norfolk
VA 23510
804-627-5800

WPAK-AM

2 Live Crew, Do
Father M.C., Mona
Herb Alpert, North
Lalah Hathaway, Somethin
V. Wilson-James, Through

PD: Reginald Foster
MD: Reginald Foster
P.O. Box 494
Farmville
VA 23901
804-392-8114

WRAP-AM

Carmen Carter, Always
Deee-Lite, E.S.P.
En Vogue, Don't
K. Washington, Kissing
M. McDonald, All
Run DMC, Faces
Ya Kid K, Awesome

PD: Steve Crumley
MD: Morris Baxter
P.O. Box 598
Norfolk
VA 23501
804-627-5800

WVST-FM

Hi-Five, I
Maxi Priest, Space
Ralph Tresvant, Do
T. Pendergrass, Should've

PD: Will Harris
MD: Rashman Hafiz
P.O. Box 10
Petersburg
VA 23803
804-524-5932

WASHINGTON**KKFX-AM**

Carmen Carter, Always
Colin England, I
K. Washington, Kissing
Keith Sweat, Your
The Dells, Sweet
Will Downing, I

PD: Deacon Baker
MD: Niki Hill-Garrett
2815 2nd Ave.
Seattle
WA 98121
206-728-1250

KRIZ-AM

2 Live Crew, Do
K. Washington, Kissing
Nikki Richards, Naked
Tony Terry, With

PD: Frank Barrow
MD: Frank Barrow
P.O. Box 22462
Seattle
WA 98122
206-329-7880

WISCONSIN**WLUM-FM**

DiVinyls, I
Salt-n-Pepa, Do
Trilogy, Love

PD: Rick Thomas
MD: Dana Lundon
2500 N. Mayfair Road
Milwaukee
WI 53226
414-785-1021

WMVP-AM

Jon Lucien, Sweet
K. Washington, Kissing
Keith Sweat, Your
Pebbles, Backyard
Tony Terry, With
V. Wilson-James, Through

PD: Billy Young
MD: Billy Young
4222 W. Capitol Drive
Suite 1290
Milwaukee
WI 53216
414-444-1290

DJ Looking

Experienced pd/md/ap seeking job. Will relocate. For more information call Dr. Lovejoy (803) 423-1577.

Job Opportunity

Isam Berry, general sales manager, KTOW-FM/Tulsa, OK, is looking for a seasoned radio salesperson. For more information call (918) 466-1903

DJ Looking

John Cromer equals personality plus! Cromer is seeking a broadcast position. Skills include afternoon drive experience, production and master control engineering. With 14 years experience as a mixologist, music editor and club jock, Cromer offers veteran quality Air-check, resume and references available on request. Phone (203) 776-6912

BASIC TRAINING *continued from page 32*

STEP # 5—PROMOTING THE CONTEST

Now that you have a promotion in motion, it's useless unless you properly promote the event. Station promotional announcements are needed in order to make your audience aware of your contest.

For best results in promoting your on-air event, have a 60-second promotional spot made to run every hour. This promotional spot should have lots of snap, crackle and pop, and it must convince your audience that this is the best contest in the world. Remember, perception is reality.

If promoted properly, you could make your contest a success and generate

revenue at the same time. You may want to consider including in your recorded promotional announcements mentions of the sponsors of the qualifying prizes, to match a time-buy made to promote the product you're giving away on-air.

You also need to schedule continuous liners on every air personality's shift. If this is truly a great promotion, then everyone should be talking about it.

Sometimes it takes a little imagination and a lot of extra effort to effectively deal with the shortcomings in your particular station. That's all a part of living. The idea is to do what you have to do to win. **BRE**

JAZZ NOTES *continued from page 17*

tion and received a \$10,000 cash prize.

While Monk, Morton and Ellington were indeed important influences on his own playing style, Roberts did not choose the three piano giants for his love of their music alone. "Playing music is a part of an evolutionary process," he says. "Recording music is a way to document where you are in that process at a given moment.

By the end of this project, I had moved to yet another stage in my own musical development. The only way you reach a certain level of self-actualization is to develop your strengths as well as your weaknesses. Thus, interpreting the works of the three giants for this project served as a sort of test for me."

If *Alone With Three Giants* is an examination of Roberts'

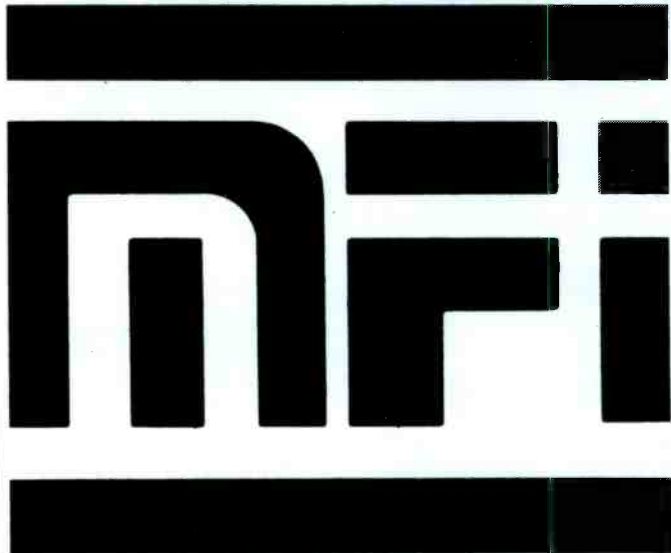
IVORY'S NOTES *continued from page 15*

Jackson LPs sold well, the element of spectacle that usually surrounds multi-million-selling albums is no longer there. The skeptics also point to the ailing economy.

In any case, if the Jackson/Virgin deal resulted in the biggest recording contract ever, then it will most likely lead to the biggest record producer's fee as well. According to one industry insider, "Jimmy Jam and Terry Lewis wrote and produced 95 percent of *Control* and all of *Rhythm Nation*; they definitely know what they're worth and what they mean to the success of the next project." Figures being tossed around start at \$1 million each for

Jam and Lewis and swell from there.

Regardless, while there is glee in such a precedent-setting deal, there's got to be enough pressure to go around as well. Everyone wants to do better than well. Count on Virgin to promote the deal's debut LP to the high heavens. Look for some firsts, including spell-binding music videos. Meanwhile, Jam and Lewis are undoubtedly faced with the question of whether to go with what is musically tried and true or tread new ground. How do you make a big enough splash to sell the kind of volume folks are expecting? A film starring Jackson might do the trick.



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skills and interpretation, then the introspective artist passes with flying colors from a listener's point of view. Roberts weaves his way through each selection with seeming ease and appears comfortable with every tune.

despite their technical demands. Roberts plays each piece with the emotional content that every true artist seeks in his work.

Produced by Delfeayo Marsalis, *Alone With Three* *continued on page 44*

Jackson may not enjoy the role of highest-paid recording artist for very long; most insiders agree that when her brother Michael and Sony leave the negotiation table, his re-signing with the company will be the richest deal in the business. To be sure, baby sis set Mike up good with her deal—how could Sony offer him anything less? But no matter what transpires in Janet's universe now, one thing's for sure—whether you're nasty or not, it's definitely *Miss Jackson now*.

MEANWHILE, BACK AT THE RANCH: Speaking of Janet, \$32 million wasn't all that was sacrificed in the heavy-duty deal making. After a Virgin-sponsored party to celebrate the deal, Virgin

attorney Bernie Fishback walked outside the restaurant only to find that his vintage Mercedes had been stolen.... Considering how long he has backed some of the biggest acts in the business, it seems a crime that singer **Phil Perry** has waited this long for his own album. No matter, check out his Capitol collection, *The Heart Of The Man*, and be mesmerized by his performances on the tracks "Woman," "Forever" and "The Best Of Me." Definitely a singer whose time has come.... Rapper **Kid Capri's** Cold Chillin'/Warner Bros. LP, *The Tape*, produced by **Biz Markie**, is as funky as it is both thought-provoking and humorous. Check it out. **BRE**

ARIES (March 20-April 19)—With Jup-



Stephanie Mills, Aries

iter splendidly aspected to your domestic sector and Venus shining radiantly on your love life, focus this week on romantic and home affairs. But continue to work hard in career and business areas. This

is just the beginning. You are heading into what could be the best time of your life.

TAURUS (April 20-May 20)—Just when you thought it was safe to relax—this week—along comes the Scorpio full moon, linked to your sign by its polarity to Taurus on the Zodiac Wheel. Under its impact you are guaranteed to discover a few skeletons in your emotional closet. Expect to have some startling realizations this week that will set the wheels in motion for events you could not possibly predict.

GEMINI (May 21-June 20)—Because you are experiencing a time of personal decision making, you may begin this week with too much on your mind. Don't worry if this throws you temporarily off course. When Mercury returns to its true path, you'll suddenly discover simple solutions to problems that previously appeared unsolvable.

CANCER (June 21-July 22)—This week

is your sentimental journey, as people from your past suddenly reappear, opening doors in your heart that have been locked for a long time. They could shake your normally steely reserve.



Brenda Andrews, Cancer

You may take a step backwards against your better judgment. Be cautious while you are under the spell of the moment. You don't want to commit to responsibilities you may later regret.

LEO (Jul. 23-Aug. 22)—This week you are going to be placed center stage in your social life or through work, but beware, your hand will be forced, making you "perform" rather than act naturally. Partners, money lenders, and

authority figures want to see the returns on their investments in you. Expect to do some tap dancing to keep them happy.

VIRGO (Aug 23-Sept. 22)—The stars bode well again for Virgos this week, but as always, there is a trick to making the best of them. Opportunities will not be presenting themselves one after the other as in past weeks, but this allows you time



Michael Jackson, Virgo

to catch up. Ideal planning this week includes a holiday. Give your mind an overdue rest. At least ease the pace as much as possible.

LIBRA (Sept. 23-Oct. 22)—Money makes the world go round this week. Facing the conundrum of whether or not you have the funds to take a business chance, or simply splurge, you will spend many hours pondering your finances, to the extent that you risk missing pleasurable pursuits. Realistic cutbacks and budgeting are necessary and can make many things possible that previously appeared unlikely.

SCORPIO (Oct. 23-Nov. 21)—Prepare



Otis Williams, Scorpio

to be thrown a double astrological curve ball this week that could knock you off your feet, but if handled well, might give you a home run. Your ruler, Pluto, already pushing you to heady heights, is

joined by the full moon. There's glory coming your way when the full moon has you in its sights. If you are tempted to rock the relationship boat during this month, be careful not to tip it over. *Special Note:* Back in January, SV told Scorpios like Otis Williams to watch their health. Otis reads the BRE "cover to cover" and duly noted the warning. Several days later, his ulcer jumped up and said we were right. Otis sent up to BRE for additional copies to share with other Scorpios.

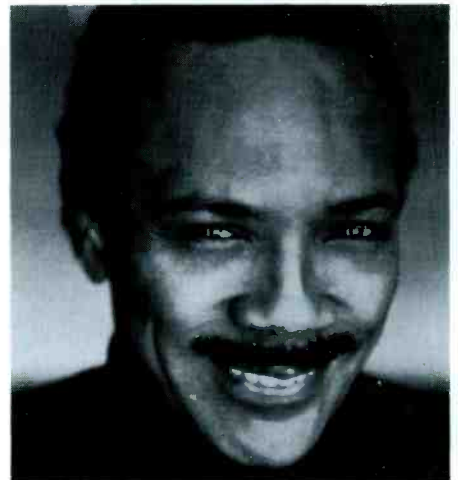
SAGITTARIUS (Nov. 22-Dec. 21)—Lucky Sagittarius, just when most other

signs are close to throwing in the towel this week, your recharged lucky stars open all the right doors, and in fine style you soar on newfound wings. Don't make the mistake of taking positive energy for granted. Spread some of it around. Whatever gifts you shower on others will be returned many times over. This week you can't lose.

CAPRICORN (Dec. 22-Jan 20)—Planets in Capricorn continue to press you into unusual situations this week. Understand that any difficulties are not sent your way to discourage you, but to get you back on course. You've always provided that dependable shoulder for others to lean on. The time has arrived to remove yourself from responsibilities. Leave your appointments wide open and prepare to go where the wind blows.

AQUARIUS (Jan. 21-Feb. 18)—This week so many interfering factors are playing games with your life, loves, and business, it is quite likely you will feel distant from what is going on around you. But take heart. You may be too close to the situation to fully appreciate the wonderful transformation taking place. You are in the throes of establishing a better way of life. Happier times than you've ever had before are ahead. Don't look back!

PISCES (Feb. 19-March 19)—Don't



Quincy Jones, Pisces

hurry. Maintain a steady pace and this week will grow into being a stellar month. The full moon will provide encouragement, as well as the push you need. Despite your enthusiasm, avoid leaping into situations before you have taken a good look. Where romance is putting you to the test, don't give in to the temptation to hold in your anger for the sake of keeping the peace. But when discussing problems, talk softly and choose your words carefully. BRE

CANADIAN REPORT *continued from page 30*

Carla Marshall - Top Reggae Single; **Errol Blackwood** - Top Reggae Album; **Krystal** - Top Reggae Singer, Newcomer Female; **Lady Pearl** - Top Soca Singer, Female; and **Junie Ranks** - Top Reggae Dance Hall D.J., Newcomer Female.

The voting for the awards is done by the music industry itself, an entity which includes producers, record store owners, distributors, night club owners, etc. **Norma Brown-Bell**, of R.J.R. Radio Jamaica, introduced Hewitt, the man responsible for the evening, to present the Memorial Awards for 1991—the **Bob Marley** Memorial Award and the **Peter Tosh** Memorial Award won by **P.V. Smith** of CHRY-FM and **Milton Blake**, host of the "Musical Triangle" on CKLN-FM, respectively.

Blake said, "If Peter Tosh were alive today, he would speak out against the war in Iraq and the trial of **Winnie Mandela**. The trial against Mrs. Mandela is engineered to further enslave Africans worldwide. Tosh would also say every nation has a right to chart their own destiny and that is why I am proud to receive this particular award."

Jazz musician **Slim Gaillard**, whose 60-year career spanned from the Depression-era nightclubs to hip-hop recordings, died recently in London. Gaillard was 74. The Cuban-born Gaillard performed with jazz greats, composed music and acted in Hollywood and Britain. **Malcolm X** mentioned listening to Gaillard's music on the jukebox when

he was a youth in Lansing, MI.

One of Gaillard's songs, "Flat Foot Floogie," which was recorded under the name **Slim and Slam**, appeared on the music and dialogue from the original soundtrack of the motion picture "Malcolm X." The film and soundtrack were released by Warner Bros. Communications in 1972.

One of Gaillard's last performances was on the recently released single "Easy to Put Together, But Hard to Take Apart" by the jazz-influenced African-Canadian rap group the **Dream Warriors**. Gaillard was the father of **Marvin Gaye's** second wife **Janice Hunter**.

Norman Richmond's radio show is on CKLN—FM 88.1 every Thursday at 8:00 p.m.

JAZZ *cont. from 42*



Giants is a classic that is sizzling on the jazz charts and wowing the critics. And at age 27, Roberts has a lot more work to do. "I want to continue studying Monk and Coltrane. I'm always trying to present myself and my work in the best possible light. You have to be at peace with yourself in order to achieve that, and that's where I find myself headed." **BRE**

PHIL PERRY *continued from page 28*

Los Angeles that Perry teamed up with former Montclair, Kevin Sanlin. The duo cut two albums together as the group Perry & Sanlin, those albums being *For Those Who Love* and *We're The Love Winners*. After leaving Perry & Sanlin, Perry held various jobs in the music industry, from doing background vocals for many artists, to doing sound-alike

voice-overs for TV shows, something Perry hated.

Shortly after that, Perry was introduced to Quincy Jones. Perry recalls, "Quincy was hiring singers to sing background for the Budweiser Superfest. I was so nervous, but Quincy really settled me. Even now I can call Quincy and receive his assistance." The Budweiser Superfest helped to promote

Perry nationally to the extent that he was being asked to tour with artists such as Al Jarreau, Patti LaBelle and George Benson; touring the world as he worked.

It was while performing at the Hollywood Bowl with Lee Ritenour that Perry got his biggest break. "The reviews I received were very good," Perry says. "It wasn't long before I was contacted by

Capitol Records representatives. They stated they loved my voice and wanted to sign me quick because they (felt that) with the reviews I'd received I would be signed very quickly by another label."

Perry states, "Having a solo project can be summed up in one word: Rewarding." The debut solo album titled *The Heart Of The Man* features some great assists from the likes of George Duke, Brenda Russell and Robbie Neville, all people Perry formerly worked for.

The album's first release "Call Me" is a cover of the Aretha Franklin classic. Nationally, people in the industry have praised Perry's version, saying it is one of the best covers of an Aretha Franklin song they've heard. "It's the best compliment I could pay to Aretha after she'd recorded one of my songs," says Perry.

Phil Perry's career has had its valleys and peaks and it is a testament to his dedication and "never say die" attitude. He finally has the ball and the glory to go with it. **BRE**

THE BRAND NEW HEAVIES *continued from page 28*

the aforementioned artists is very evident in the BNH sound. They best describe their sound as "a blast from the past."

After leaving school they continued to jam together and eventually took their show on the road. They first gained recognition performing at the Warehouse and Rare Groove (rare & deleted soul 'n funk) parties. They gained so much recognition that it wasn't long before they were performing alongside already established acts like Soul II Soul and The Pasadenas.

With interest rising, BNH signed with the Acid Jazz

label. While on Acid Jazz, BNH cut their debut release titled "Got to Give." The song was a great success at the clubs and on the airwaves. It also helped to promote BNH nationally in Britain. BNH is now under license to Delicious Vinyl, a move that has been well received by both band and label.

With the release of their debut album, BNH hopes to experience the same level of success that other U.K. recording artists have achieved. The album, simply titled *The Brand New Heavies*, fields an excellent blend of fusion, jazz, soul and funk. BNH

wrote all the songs and performed all the instruments themselves, a fact they take great pride in.

"We have plans to tour the U.K. and Europe this year and to hopefully tour the U.S. college circuit," says Bartholomew.

BNH also claim that their next projects "will test all facets of music," a trend they have strictly followed to date.

With all the popularity they have started attaining, BNH seem to be in the perfect situation: being an enthusiastic band coupled with a ground-breaking label. **BRE**



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GRAPEVINE

WESTWOOD DOES WHITNEY—Westwood One is simulcasting a 90-minute special entitled "Home Box Office Presents Welcome Home Heroes with **Whitney Houston**." Beginning with a 15-minute radio only pre-show, the show features Houston in concert from Norfolk Naval Air Station in celebration of the men and women of Operation Desert Storm. The program airs on Easter Sunday, March 31.

KICKIN' IT WITH THE PREZ—Hear about **Eazy-E**'s lunch date with President Bush? Robert Dole, senate majority leader, invited the controversial rapper to an exclusive luncheon where Bush was scheduled to speak to the Republican Senatorial Inner Circle. Eazy received his invitation after



Whitney Houston

true; **Hank Shockley** and **Bill Stephney** have parted ways as partners of the one-year-old SOUL Records. Creative differences were cited as the cause for

playing. Also on hand was label mate **Roy Hargrove**, and **Ellis Marsalis**.

T.A. IS IN L.A.—Warner promotion dir **Teddy Astin** has relocated from the label's Atlanta office to their office in Burbank, CA.

NEW ORLEANS FOOD FIX—Grape stopped into a Hollywood Popeye's restaurant for some lunch and low and behold; the fast-food place now carries gumbo on its menu. With the **BRE** Conference '91 in New Orleans only weeks away Grape decided to partake, also ordering a portion of their fair rendition of red beans & rice. The gumbo, while not the best, was good enough to rouse fond memories of last year's conference dining pleasures.

TEDDY BASH—Elektra Records held a listening party for **Teddy Pendergrass** at the posh restaurant, Noa Noa in Beverly Hills. Some of the attendees include WEA's **Ornetta Barber**, Elektra's own **Ruben Rodriguez** and **Lisa Millman**; label execs **Karen** and **Kerry Gordy**; EWF's **Verdine White**; Warner's **Keith Washington**; EGCI pd **James Alexander**; **Guy Black**, WYLD; **Mike Stradford**, pd, KKBT; **Bailey Coleman**, XHRM; and **BRE**'s **Sidney**

Miller, **Ruth A. Robinson** and **J.R. Reynolds**.

GRAPE LOOKS BACK AT THE PAGES OF BRE: Ten years ago this week, **Lee Armstrong** was named gm, WLOK/Memphis. **Carl Davis**, pres, Chi-Town Records, was inducted into the America's Music & Entertainment Hall of Fame. Chicago drummer and band-leader **Theodore "Red" Saunders** died. KMOJ, Minneapolis held a "Children of Atlanta" basketball benefit featuring celebrity radio and TV

personalities versus sportscasters. WIGO/Atlanta, announced its new radio lineup consisting of **Bill Michaels**, mornings; **Zilla Mays**, middays; **Quincy Jason**, afternoon drive; **Kevin Fleming**, evenings; and **Garland Markham**, overnight. KDAY/Los Angeles altered its teen demos to include the 18-34 market.

REMEMBER, TIME PASSES AND PEOPLE CHANGE, BUT WE ARE YOUR MAGAZINE OF RECORD, AND YOU WILL READ IT HERE FIRST. **BRE**



Pictured at a reception in New York for Marcus Roberts are (l-r) **Vernon Hammond**, mgr; **Scott Southard**, agent; **Miller London**, RCA; **Roberts**; **Basil Marshall**, RCA; **Roy Hargrove**, recording artist; **Steve Backer**, Novus; jazz vet **Ellis Marsalis**, and **Ed Arrendell II**, mgr.

contributing \$2,490 to the Republican Party. The **N.W.A.** member also donated \$10,000 to the City of Hope charity last year, which may have led to the invite. Some of the other members of the Inner Circle include beer man **Joseph Coors**, actor **Arnold Schwarzenegger**, retail businessman **Sam Walton**, and former secretary of state **George Schultz**.

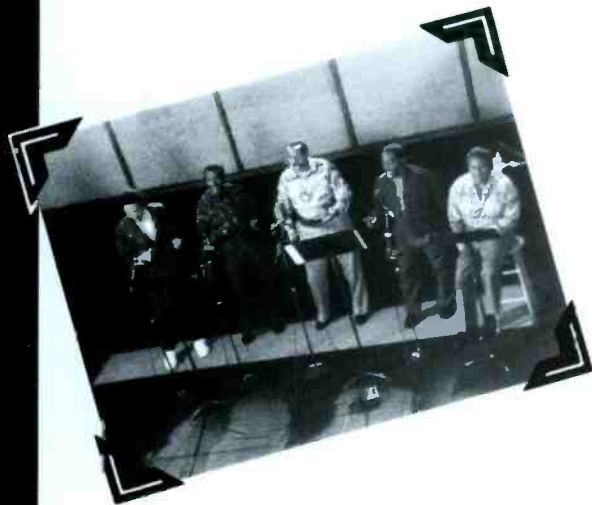
ONE UP AND ONE DOWN—Could there be any truth to the rumor that manager **Maurice Starr** is getting his own label? On the down side, it's sad, but

Stephney and company leaving the SOUL camp. Currently **Shockley** remains at the helm of SOUL, while **Stephney** moves on to what was described as bigger and better things. Stay tuned.

CARNEGIE PERFORMANCE—Novus/RCA recording artist **Marcus Roberts** was guest of honor at a pre-show performance at Carnegie Hall. The party was held at New York's Steinway Hall. Roberts later dazzled an anxious audience with his extraordinary piano

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