

THE CCM UPDATE

Special Report

Retailers, Suppliers Hope for Major Christmas Presence

COLORADO SPRINGS, Colo.—For Christian retailers, the Christmas sales season is like the fourth quarter of the Super Bowl, the gun lap of the Dream Mile.

In November and December, Christian retailers achieve 28.1% of their total annual sales, according to the 1991 CBA Operating Statement Survey. December alone accounts for 17.7%, more than twice the percentage of any other month.

"Many retail stores lose money or just break even six to nine months of the year," says Phil Bandy, Zondervan Books' marketing director and former director of advertising and sales promotion for the Family Bookstores chain. "Only in the heaviest sales periods do most retailers make enough money to cover all their expenses."

Greg Bays, vice president of music and marketing at Gospel Supplies in Tucson, Arizona, elaborates, "At our store, this season is 30 to 35% of annual sales, so it's important that the store looks its best and is at its highest stock level of the year. Employees also have to be at their best."

Bays sees another factor that heightens the season's importance: "It's a chance to impact a lot of people who don't normally shop at Christian retail stores—like those who come in looking for a gift for 'my religious aunt.' If we can serve them well at Christmas, we can win customers for the whole year. That's one of the best things we can do."

"Cautiously optimistic" is a frequently heard expression among retail analysts, retailers and music execs as they assess the sales outlook for this season.

"We have the best product I've ever seen," says Stan Jantz of Fresno, California's Bible House. "Carman's *Addicted to Jesus* is selling well and Amy's *Heart in Motion* is still going strong. However, it remains to be seen how loose people will be with the purse strings. Our sales picked up in early November, but there are fewer selling days between Thanksgiving and Christmas this year. That could make sales lighter."

Some retailers and suppliers cite the music product glut as a possible negative factor this season.

"There are way too many releases out," Bays says. "We can't give that much shelf space to all of them, so we're going to focus on key releases like *Addicted to Jesus*, the new Petra project and Amy Grant's video."

"The glut isn't good," agrees Ed Goble, Word's executive director of corporate marketing and retail development. "Better focus means more effective marketing and there are too many products for retailers to focus on. However, our sales people say that they're expecting good sell-through. In the general market, mall-based music stores' sales have dipped lately, but our stores are more destination-oriented." (Less than 10% of

CBA stores are located in a mall or regional shopping center.)

Others in the industry display a great deal more optimism than caution.

"Our outlook is positive," says Michael Black, Frontline Music Group executive director of marketing and promotions. "People were saving money during the recession, and now they're showing up to spend it. The malls in this area [Southern California] are packed."

"Christian retail stores should enjoy revenue increases of about 8%," says Tom Gruen, head of CBA's Center for Research and Information. "More stores are better merchandised this year than last year, and the larger, better-inventoried stores could see double-digit increases."

The National Retail Federation's 1991 Retail Sales Outlook forecasts a 2% unit-sales increase this Christmas over a year ago. This means a store that sold 8,000 items last Christmas at an average price of \$10 would realize a 7.1% revenue increase this year (based on price increasing by 5%).

NRF cautions that spending will vary across geographic regions. The country's mid-section—except for auto industry-plagued Michigan—should show strong consumer holiday buying, NRF says. The Northeast and California will see some sales growth, while the Pacific Northwest and the Rocky Mountain states should ring up impressive numbers.

NRF warns that retailers in Connecticut, New Jersey and California should be concerned about how sales tax increases will affect consumer spending.

Music companies and retailers are making efforts to ensure that they have a strong run down the home stretch.

At Gospel Supplies, for example, Bays says training for employees has intensified: "We're working to make everyone aware which products are key. Also, you deal with more difficult customers this time of year, so you have to be prepared for that—because when you've dealt with one difficult customer, you don't have time to rest or collect your thoughts. There may be another one standing next in line. We really need to pray for each other during this season."

At Fresno Bible House, Jantz's Christmas push includes using the Parable Buying Group catalog. Jantz is also running a catalog insert in his local paper—circulation 140,000—on November 29 and 30.

On the supplier side, Brentwood Music hopes to boost sales by providing retailers a 16-page, full-color catalog highlighting the company's songbooks, videos and recorded music.

Brentwood has also designed a snowman display to showcase its kids' products [see F.Y.I. in *The CCM Update*, Nov. 4] and a log cabin display to highlight its Smoky Mountain Music releases, including the new *Smoky Mountain Christmas Video*.

Frontline Music Group has launched the "Art for the Ears" promotion, featuring four 99¢ cassette samplers that present some of the company's adult-contemporary, R&B, alternative,

(Continued on page 2)

Christmas Report

(Continued from page 1)

and metal artists. Each cassette offers commentary and more than an hour of music. The samplers include entry forms for a contest whose grand-prize winner will receive a trip for two to the Louvre art museum in Paris as well as discount coupons for FMG product as well. Also part of the promotion are in-store giveaways of FMG music and frameable art prints.

Black says Frontline's top Christmastime products include best-of projects by Crystal Lewis, Altar Boys and Jon Gibson. Gibson's record includes a Christmas song.

Word's hot Yuletide fare includes Petra's *Unseen Power* and Amy Grant's *Heart in Motion Collection* video, both due to ship this week. The video features "Baby Baby," "Good for Me," "That's What Love is For," "Every Heartbeat" and the Peter Cetera duet "Next Time I Fall."

Additionally, Word's Goble notes that the "Music 2 Go" campaign is "creating interest and pulling people into stores." The campaign includes a sampler featuring several Word artists, a variety of in-store merchandising aids, and a contest in which customers can win such prizes as a Jeep Wrangler with a Sony pull-out CD system, various Sony electronic items, key chains and license plates.

Other products that could be key retail releases include, from Star Song: *Sanctuary* by Twila Paris; Carman Ministries' *High Praises, Volume One*; and the videos *Boys Will Be Boys* by the Newsboys, The Gaithers' *Homecoming Video Album*, and *Rap on the Road: the Asphalt Assault*—featuring Michael Peace, Stephen Wiley, D.O.C. and One Way Up.

Star Song's Velvet Rousseau reveals that *Sanctuary* is selling at the same pace as Paris' *Cry for the Desert*, which sold 100,000 units in its first month.

From Benson: Larnelle Harris' two-volume *The Best of 10 Years* and Harvest's *Let's Fight for a Generation*.

From Sparrow: Charlie Peacock's *Love Life*, Michael Card's *The Promise: A Celebration of Christ's Birth*, Steve Camp's *Doing My Best, Volume 2*, and Mom & Pop Winans' *For the Rest of My Life*.

From Warner Alliance: Take 6's *He is Christmas* and Michael English's self-titled release.

Certainly, there are other noteworthy products vying for Christmas customers' attention, but we wouldn't want this article to become as glutted as the music market.

And a glutted market means that releases by lesser-known artists won't find their way under many trees this season. However, retail-level training and merchandising—together with music companies' creative promotions and strong product from several major artists—should give stores the muscle they need for a fast, financially fortuitous finish.

—Todd Hafer

Out & About...

- Ever heard of a group called the **Andrae Crouch Singers**? A lot of people will soon be reading that name on the credits of the new, sure-to-be-mega seller **Michael Jackson** album, *Dangerous*. Crouch helps out on two tracks, "Will You Be There" and "Keep the Faith."

- Certainly you've heard of a group called **Witness**. They're in some fast company as well, performing with **Stevie Wonder** in Chicago at a benefit for Wonder's lawyer's unborn child who will need heart surgery at birth. They are the only gospel artist invited to appear.

- Another **Stev(i)e**, this time **Winwood**, made a guest appearance on **Nathan DiGesare's** Christmas project for Word, *Christmas Oasis*. The six-month-a-year resident of Nashville made it to the studio to contribute an organ solo on "Jingle Bells" and mandolin on "Silent Night" despite the Traffic.

- **Prince** included a gospel song called "Thunder" on his *Diamonds and Pearls* album which has become the basis for an 18-minute piece he's composing for the **Joffrey Ballet**.

- What do **Atlantic Co-Chairman/Co-CEO Doug Morris**, **Sony Music President Tommy Mottola**, **Sony Music Sr. VP Michele Anthony**, **MTV Networks Chairman/CEO Tom Freston** and **Warner Music Group Chairman Robert Morgado** have in common? They all heard **Michael English** at a benefit dinner in honor of Morgado at New York's Winter Garden. **Roberta Flack** was the only other artist to perform.

- **Stephen Wiley** is taking on youth pastor duties at the largest black church in the nation, LA's Crenshaw Christian Center, which seats 10,000.

- **Take 6** renders the national anthem at the **Lakers** game tomorrow night, November 19, before sauntering over to a spot on **Arsenio** later in the evening.

- **Sandi Patti** will be appearing on *Regis and Kathie Lee* on December 6.

- **Myrrh's True 4 U** can be seen on a teen-oriented edition of **The 700 Club** on November 21 performing from their *We R Here* release.

- A video by **DC TALK**, "I Luv Rap Music," is on some 40 secular video outlets and airing in 150 night clubs. (Oh, for a rap group that can spell.)

Follow up:

- The contest to win a part in the new **Carman** video [as reported in *The CCM Update*, Nov 4] has found its man—and woman. **Kristin Dion** and **Rick Lones** will play a saloon girl and a piano player in the video of the western-themed, "Satan, Bite the Dust." The search was sponsored by **KLTY/Dallas**, Dallas area **Family Bookstores** and **Benson**.

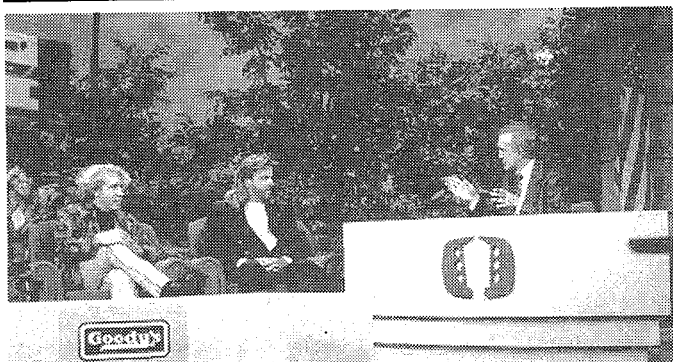
- That **National New Artist Search**, sponsored by **Star Song** and **The 700 Club** [as reported in *The CCM Update*, Sept 23], is getting close to 1,000 calls and day and sent one Chicago bookstore through 500 applications in the first week. ■

The CCM Update is published every other Monday (except the first Monday in January), by CCM Publications, Inc.: 1913 21st Avenue South, Nashville, TN 37212. Phone: 615/386-3011. Fax: 615/386-3380. Advertising Sales: P.O. Box 6300, Laguna Hills, CA 92654. Phone: 714/951-9106. Fax: 714/951-5179. In the U.S., subscriptions are \$120 per year (includes 25 issues of *The Update* plus 12 issues of *CCM* magazine) or \$65 for six months (13 issues of *The Update* plus 6 issues of *CCM*). All other countries (including Canada), one year of *The Update* only, USD \$110. Subscriptions outside the U.S.: \$120/one year; \$65/six months, U.S.D. *CCM* magazine not included.

Copyright © 1991 CCM Publications, Inc. Contents may not be reproduced without permission.

Editor/Publisher: John W. Styll; Managing Editor: Stephen Speer; Manager of Charts and Information Services: Holly Granger; Director of Advertising: DeDe Donatelli-Tarrant; Art/Production Director: Dede T. Franz; Art/Production Assistant: Ramona Wilkes; Circulation Director: John M. Dodd; Subscriber Service: Heidi Groff.

THE CCM UPDATE GALLERY



DeGarmo and Key appeared last Tuesday on the nationally cablecast "Nashville Now." They performed "Family Reunion" which is receiving a surprising response from country video shows on CMT (Country Music Television) and The Nashville Network video shows. Eddie DeGarmo and Dana Key (l-r) are shown with legendary country host Ralph Emery.



White Heart's holding up a wall in Germany ("a" wall, not "the" wall) where they're hot. So hot, their song, "Desert Rose," recently rose to the top of the country's secular chart and they performed to 3,000,000+ viewers on Munich television. Standing next to posters advertising their concert with DC TALK are: (l-r) Rick Florian, lead vocals; Jon Knox, drums; Brian Wooten, guitar; Billy Smiley, guitar and vocals; Anthony Sallee, bass; and Mark Gersmehl, keyboards and vocals.



It's hard to believe until you hold it in your hands, but Carman is doing just that with his second gold certified project, Revival in the Land. Celebrating with him at the ritzy City Club in Nashville are Benson execs (l-r) Dan Cleary, director of A&R; Jerry Park, president; Allan Hardin, vice president of sales; and Dan Lynch, vice president of marketing.



Dick & Mel Tunney get some help from Warner Alliance's Neal Joseph in holding a framed copy of the first CD of their first project as a duo, "Let the Dreamers Dream." Also attending the ASCAP party were (l-r) Elwyn Raymer, BMG Music; Tom Long, ASCAP; Billy Ray and Joanie Hearn, Sparrow Distribution.



It's not Dr. Blanton yet, but Amy Grant and Michael W. Smith's manager, Michael Blanton, also of Reunion Records fame, did receive the Distinguished Alumni Citation from Texas' Abilene Christian University. He accepted the award from ACU President Dr. Royce Money with his wife, Paula, by his side.



Are those guys really tearing the signs off the walls? Star Song rocker Novella showed up at the grand opening of the Family Bookstore in Nashville, sans amps, signed autographs and played acoustic music for the browsers. Pictured are: (l-r) Marcia McKim, Family Bookstore Manager; Brian Mason, WLAC/Nashville; Derek Jan, lead guitar; Jonathan Pagano, vocals; Jon Spinola, bass; and Adam Gibson, drums.

Signings

—**Dave Clark** (seated), Dove-nominated songwriter, to **Benson** for



songwriting. Clark has the current **Sandi Patti** single as well as past cuts by Larnelle, Al Denson, 4 Him, Bruce Carroll and many more, and is co-author, with **Russell Mauldin**, of Benson's major Easter musical of 1992, *Sacrifice of Glory*. Clark's First Verse Music was also signed to a co-publishing agreement. He is pictured with **Si Simonson**, Benson's director of publishing.

—**Vince Wilcox**, to an exclusive songwriting agreement with **Benson**. Wilcox created the 1989 Dove-nominated youth musical *We Believe... Rappin' Up Our Faith*.

—**Angelo & Veronica**, Boston R&B artists, to an exclusive recording contract with **Benson**. Shown are (l-r): Dennis Disney, marketing director; Jerry



Park, president; Ken Pennell, managing director of A&R; Veronica; Angelo; Andy Ivey, A&R director; Sheron Sherman, business manager; Dan Lynch, marketing vice president.

—**Ordained Fate**, progressive metal/thrash band, to **Wonderland Communications** for a long term recording agreement. The first release is expected in late April.

—**Randy Phillips** to **SpiritSound** for a long term recording agreement.

—**Geron Davis**, author of "Holy Ground," to **Pathway** for songwriting.

New Company

—**Banica Records**, formerly a music production company, is now a record company with distribution through **Spectra**. The company will focus on CHR and A/C artists. The address is P.O. Box 5000, Davis, CA 95617, 916/756-0886, fax 916/756-3090.

New Address

—**Hamstein Publishing** can now be reached at P.O. Box 163870, Austin, TX 78716, 512/328-6355, fax 512/328-1031.

Employment Opportunities

ForeFront Communication Group is seeking:

—**Business Manager/Accountant**: Music business accounting, *Peachtree* software experience preferred.

—**Director of A&R**: Must have experience in recorded product development, artist relationships, budget management and contract negotiation.

—**Director of National Promotions**: Experience in publicity and radio promotions preferred.

Interested candidates should send résumé and salary history to **Greg Ham**, ForeFront, 7106 Moores Lane, Suite 200, Brentwood, TN 37027.

Birth

—to **Rob Frazier** and wife, **Carol**, a boy, William Dillon, on August 31.

Errata

This publication reported, in its October 21 issue, that **Catherine Bird** had been promoted at Reunion Music Group from director of administration to vice president of copyright and royalty administration, that Reunion Music Group's **Melinda Scruggs'** title had changed from vice president of corporate communication to vice president of artist and corporate communications, and that **Deb Rhodes**

of Reunion Music Group had a title change from vice president of advertising and promotion to vice president of creative services. We received a corrective fax from **Susan Coker**, manager of public relations, that explains that Scruggs and Rhodes work not for Reunion Music Group, as we stated, but for **Reunion Records** but Catherine Bird does work for **Reunion Music Group**. Reunion Music Group and Reunion Records are divisions of the umbrella company, **Reunion Entertainment Group**, which has only one employee, President/CEO **Terry Hemmings**. Also, Melinda Scruggs' title is **vice president of artist and corporate development** (not vice president of artist and corporate communications as was reported). The correction was requested as this is very confusing to industry insiders. We agree. We are happy to make the correction. That should make everything perfectly clear. **NOT!**

Upcoming Releases

November/December

Bluestone Band, *Praise in the Streets* (Frontline)

Scott Wesley Brown, *The Passionate Pursuit* (Word)

Lanny Cordola, *Electric Warrior*, *Acoustic Saint* (Frontline)

Denny Correll, *Trust* (Maranathal)

Ezra, *Key to Heaven* (Frontline)

Less is More, *Less is More* (Frontline)

Lewis Family, *Untitled* (Riversong)

Jeannie Rogers, *Live Worship 4* (Maranathal)

Randy Rose, *Sacrificium* (Frontline)

Songs of Hope, Vol. 1, *Jesus Christ is Lord* (Maranathal)

Tom Stipe, *Never Too Late* (Frontline)

Various, *Bluegrass Gospel* (Maranathal)

Kelly Willard, *Lookin' Back* (Maranathal)

Woman to Woman, *Friendship* (Maranathal)

Send all announcements, news and photos to Stephen Speer, *The CCM Update*, 1913 21st Avenue South, Nashville, TN 37212. All releases should be received one week before issue date for editorial consideration.

THE CCM UPDATE TOP ALBUMS

MO	LM	TM	TITLE, Artist Label (Distributor)
9	1	1	HEART IN MOTION , Amy Grant Myrrh (Word)
14	2	2	GO WEST YOUNG MAN , Michael W. Smith Reunion (Word)
14	4	3	ANOTHER TIME, ANOTHER PLACE , Sandi Patti Word (Word)
—	—	4	SANCTUARY , Twila Paris Star Song (Star Song)
4	3	5	DIFFERENT LIFESTYLES , BeBe & CeCe Winans Sparrow (Sparrow)
26	5	6	REVIVAL IN THE LAND , Carman Benson (Benson)
11	6	7	FOR THE SAKE OF THE CALL , Steven Curtis Chapman Sparrow (Sparrow)
14	9	8	NU THANGI , DC TALK Yo! ForeFront (Benson)
4	7	9	CONSIDER THE COST , Steve Camp Sparrow (Sparrow)
5	8	10	WE BELIEVE , Steve Green Sparrow (Sparrow)
—	—	11	MICHAEL ENGLISH , Michael English Warner Alliance (Sparrow)
15	50	12	DC TALK , DC TALK Yo! ForeFront (Benson)
2	21	13	MAJESTIC PEACE , Dino Benson (Benson)
65	14	14	THE COLLECTION , Amy Grant Myrrh (Word)
4	10	15	THE WORLD AS BEST AS I REMEMBER IT VOL.1 , Rich Mullins Reunion (Word)
5	17	16	SHAKIN' THE HOUSE , Carman, Commissioned, and The Christ Church Choir Benson (Benson)
17	16	17	BEYOND BELIEF , Petra DaySpring (Word)
—	—	18	HE IS CHRISTMAS , Take 6 Warner Alliance (Sparrow)
8	20	19	WAKENED BY THE WIND , Susan Ashton Sparrow (Sparrow)
4	11	20	WAR IN THE HEAVENLIES , Various Hosanna! (Sparrow)
4	13	21	BRAVE HEART , Kim Hill Reunion (Word)
8	*	22	THE ACAPELLA PROJECT II , Glad Benson (Benson)
14	28	23	HOME FREE , Wayne Watson DaySpring (Word)
4	15	24	FACE THE NATION , 4 Him Benson (Benson)
—	—	25	HEAVEN CALLING , Halo Pakaderm (Word)
3	12	26	PETRAFIED , Petra Star Song (Star Song)
26	37	27	THE FINEST MOMENTS , Sandi Patti Word (Word)
5	30	28	GO TO THE TOP , DeGarmo & Key Benson (Benson)
24	*	29	FOR GOD AND GOD ALONE , Steve Green Sparrow (Sparrow)
*	*	30	NO COMPROMISE , Keith Green Sparrow (Sparrow)
—	—	31	THE PROMISE , Michael Card Sparrow (Sparrow)
3	39	32	SHOW ME , Glen Campbell New Haven (Spectra)
39	31	33	I 2 (EYE) , Michael W. Smith Reunion (Word)
4	22	34	IN THE KINGDOM , Whitecross Star Song (Star Song)
—	—	35	INSIDE OUT , Idle Cure Frontline (Benson)
4	47	36	BE THE ONE , Al Denson Benson (Benson)
26	27	37	MORE TO THIS LIFE , Steven Curtis Chapman Sparrow (Sparrow)
3	38	38	20 YEARS OF HOPE , Maranatha! Singers Maranatha! (Benson)
2	26	39	WHAT A JOKE , Deliverance Intense (Frontline)
2	42	40	BIG GOD , The Imperials Star Song (Star Song)
—	—	41	ACAPELLA CHRISTMAS , Glad Benson (Benson)
4	19	42	CELEBRATE , Various Hosanna! (Sparrow)
63	45	43	HYMNS JUST FOR YOU , Sandi Patti Helvering Productions (Word)
—	—	44	HANDEL'S YOUNG MESSIAH , Various Word (Word)
5	41	45	THE SYMPHONY PROJECT , Glad Benson (Benson)
40	*	46	SLEEP SOUND IN JESUS , Michael Card Sparrow (Sparrow)
65	*	47	MICHAEL W. SMITH PROJECT , Michael W. Smith Reunion (Word)
2	24	48	LOOK A LITTLE CLOSER , Helen Baylor Word (Word)
6	40	49	STATE OF MIND , Commissioned Benson (Benson)
—	—	50	PAINTED ORANGE , Painted Orange Star Song (Star Song)

Reporting retailers:

Anchor Room-Ft. Wayne/IN; The Ark-Denver/CO; Berean #15-Colton/CA; Berean #30-Phoenix/AZ; Berean #52-Canton/OH; Berean #59-Atlanta/GA; Better Book Room-Wichita/KS; Better Books-Tyler/TX; The Carpenter's Shop-Lakeland/FL; Cedar Springs-Knoxville/TN; Christ Centered Book & Music-Ft. Myers/FL; Christian Book & Gift-Rochester/MN; Christian Center Bookstore-Allendale/NJ; Christian Supply Shoppe-Spartanburg/SC; Crossroads Book & Music-Sioux Falls/SD; Dightman's Bible Bookstore-Tacoma/WA; Fellowship Bookstores-Fresno/A; Foothills-La Mesa/CA; Gospel Supplies-Tucson/AZ; Heaven and Earth-Hampton/VA; High Plains Bookstore-Amarillo/TX; Inner Court-San Antonio/TX; Joshua's Christian Discount-Ft. Worth/TX; Light & Life Book Shop-Indianapolis/IN; Lighthouse-Green Bay/WI; Lighthouse Christian Stores-Long Beach/CA; The Living Vine-Columbia, SC; Ministries for Christ-Austin/TX; Moody Bookstore-Chicago/IL; New Life Bookstore-Crystal Lake/IL; New Life-Longview/TX; One Way Bookstore-St. Louis/MO; Pathfinder-Covina/CA; Praise Unlimited-Columbia Heights/MN; Provident Bookstore-Lancaster/PA; Provident Bookstore-Souderton/PA; Religious Book & Supply-Sarasota/FL; Revelation Bookstore-Springfield/MO; The Scripture Stall-San Antonio/TX; Sunshine Books & Gifts-Baton Rouge/LA; Theophilus-Bellaire/TX; Family Bookstores-Grand Rapids/MI.

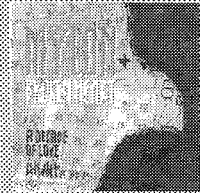
The CCM "Top Albums" chart is based on reports from selected Christian retail outlets in the U.S. The rankings are based on total units of each title reported sold during the month of October 1991 and includes LPs, cassettes and compact discs. This listing may not be reproduced in any manner without the express written permission of CCM Publications, Inc. ("*" = Re-entry, "--" = New Entry, "MO" = Months on Chart, "LM" = Position Last Month, "TM" = Position This Month.)

THE CCM UPDATE ALBUM REVIEWS

Albums

Pick

Mylon & Broken Heart, *A Decade of Love* (Star Song)



This soft-spoken Georgian's recording career stretches back to the 1960's. However, this 15-song collection commences with LeFevre's 1981 rededication album, *Brand New Start*. The set emphasizes the mellower Mylon, with hits such as "You Comfort Me," "Give It Away" and "Lamb of God." (Could we have a corresponding set of rockers, please?) As a bonus, there's one new track, "Secret Place."

Noteworthy

Acapella, *We Have Seen His Glory* (Word)

As an "honorary citizen" of the group's Paris, TN hometown, I'll admit I'm not the most objective when it comes to the talents of this foursome. I always find their vocal blend enjoyable, whether they're working an R&B groove, rocking doo-wop style or affecting a Jamaican patois. Of course, Keith Lancaster's production is terrific, as are the Biblically-centered songs, penned by the group along with Lancaster.

Bob Bennett, *Songs From Bright Avenue* (Urgent)

Bennett, who hasn't favored us with an all-new album for several years, returns with a superb collection of acoustic-based tunes. Topics addressed include the problems of children of divorce, the heartache of being a traveling father and a hilarious look at "Our Co-Dependent Love" ("I've got six feet worth of books to tell me what went wrong"). You'd have to look hard to find a more expressive voice in all Christian music, and Bennett is without peer as an evocative teller of richly-detailed stories.

Bruce Carroll, *Sometimes Miracles Hide* (Word)

Contemporary country is far too limiting a description of Carroll's music. On this outing, Bruce often hews closer to the acoustic pop of artists such as Dan Fogelberg or James Taylor. A number of high-profile guest stars, such as Vince Gill, Ricky Skaggs and Paul Overstreet, help Carroll paint his portraits of characters struggling to live out their faith. This brilliant follow-up to the Grammy-winning *The Great Exchange* should help Bruce expand his loyal following.

Lanny Cordola, *Electric Warrior, Acoustic Saint* (Intense)

Roll over Jimi Hendrix, and tell Eddie Van Halen the news! A new guitar hero has emerged, to join the likes of Steve Vai and Joe Satriani. Cordola, who began the oft-postponed Magdalan project with Ken Tamplin well over a year ago, uses this hiatus time to craft a brilliant album that displays his tremendous gifts. Featured musicians on this sprawling (mostly instrumental) 26-track work include jazz bassist Brian Bromberg. Set the volume on "11" and watch the jaws of your metal customers drop in wonder.

Crystal Lewis, *Simply the Best* (Frontline)

Lewis' petite frame and large voice have often drawn comparisons, largely favorable, to alternative country rocker Maria McKee. This was probably most evident in her early recordings with

Wild Blue Yonder, represented here by two tracks making their first appearance on CD. Also included are "Jump," "Bloodstained Pages," "Rock Solid" and Lewis' hit duet with Jon Gibson, "Lost Inside of You."

Various Artists, *Silver Celebration-A Tribute to Bill & Gloria Gaither* (IMPACT)

On a list of names that represent integrity, faith and dedication to craft, Bill and Gloria Gaither would be at or near the top. Notwithstanding their own innumerable contributions to Christian music, they have helped launch the careers of countless others, many of whom pay their respects on this album. Michael English, Sandi Patti, Doug Oldham and White Heart are among the artists who honor the influence of this wonderful couple, as they interpret classics like "He Touched Me," "I've Just Seen Jesus" and "The King is Coming."

Also Received

Michael Kelly Blanchard, *Mercy in the Maze* (Diadem)

Blanchard follows his Dove-nominated *Be Ye Glad* release with a collection of songs that explore God's love, blessings and instruction, as reflected through friends, family and nature itself. Blanchard's personal, finely-detailed songwriting, as well as his vocal style, will remind many of Steven Curtis Chapman and John Michael Talbot. Delightful arrangements and some Celtic influences distinguish this fine album.

Priscilla Engle, *Learning to Love* (Diadem)

This is Engle's second release for the label and it features a number of well-written pop-oriented tunes. Engle occasionally utilizes the talents of composers such as Paul Smith and Dawn Thomas, but she's most successful at interpreting her own songs which often deal with the struggles of balancing being a spouse, mother and performer.

Cindy Epstein, *Every Eye* (IMPACT)

This is the artists' debut for Impact and it's in somewhat more of a pop vein than most of the label's other releases. She and producer Lari Goss have chosen an eclectic song selection, from classic worship songs ("I Hear A Sound") to little-known gems (Tom Howard's "Strong Love"). No matter the style, the arrangements emphasize Epstein's rich and powerful voice.

Terri Gibbs, *What A Great Day* (Morning Gate)

This is the third gospel project for the country vocalist and the artists' first for Morning Gate. Gibbs is an evocative singer who employs a lower

register to put across her songs, mostly written in tandem with husband David Daughtry. The album also features noted scribes such as Mark Baldwin and Bruce Carroll, and some of Nashville's top sidemen and singers. This project should please radio programmers and Gibbs' solid fan base.

Edwin Hawkins, *Music and Arts Seminar Mass Choir* (Fixit)

The dean of contemporary gospel choral music introduces his latest group on the new Fixit label. Recorded live in Pasadena, this exciting release also features some uplifting traditional arrangements. The transcendent moment is a reunion of the entire Hawkins family on an extended medley featuring their classic "Oh, Happy Day."

Truth, *More Than You Ever Imagined* (Benson)

Few groups can claim 20 years of groundbreaking ministry, let alone boast of the number of Christian industry "heavyweights" that Truth has graduated. The chart-topping efforts of spin-off quartet 4 Him are testimony to the consistent quality and commitment evidenced by the organization. This album follows in the tradition of dozens that have gone before, with smooth performances, finely-crafted songs and razor-sharp production.

Video

Pick

DeGarmo & Key, *Go to the Top Videos* (Benson Videos)

This slick, \$19.91 package takes you on a trip through the duo's hometown of Memphis. You get to visit famous sights (Graceland, Sun Studios), chat with rock stars (Elvis?) and see and hear six of the top tracks from the boys' latest best-selling

album. The lack of variety in the performance footage is a bit disappointing, but nicely offset by the slick travelogue and the touching "Family Reunion" concept clip.

Noteworthy

Newsboys, *Boys will Be Boys-The Video Album* (Star Song Moving Pictures)

This package showcases one of Christian music's brightest young bands having fun onstage, backstage, and generally expending more energy than is humanly possible. A bargain at \$9.95, the collection includes three tracks from the title album and a bonus clip, "Simple Man" from *Hell is For Wimps*, shot in the highly-photogenic garden of eccentric Georgia minister/folk artist Howard Finster.

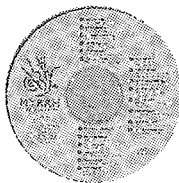
Product reviews are intended to provide retailers with advance information about new releases. "Picks" are albums and videos being released to Christian retail outlets which *The CCM Update* predicts will make a significant impact in retail sales and reach the top ten of the "Top Albums" or the top five of the "Video Sales" charts. "Noteworthy" are products expected to reach the top 50 of the albums chart or the video sales chart. Send all product for review, in advance of its retail release date, to: Bruce Brown, 6829 Cottingham Lane, Centreville, VA 22020. All product should be received two weeks before issue date for editorial consideration.

THE CCM UPDATE SINGLE REVIEWS

Beginning with this issue, this page has been renamed "Single Reviews" (formerly "Radio Reviews"). Concurrently, "Retail Reviews" has been renamed "Album Reviews." Brilliant, eh? A more substantive change concerns the way singles are listed. Because so many songs are applicable to more than one radio format, we now list "Picks" and "Noteworthy" songs in alphabetical order rather than by format. Bold type at the end of each review denotes the suggested format(s). We also want to take this opportunity to welcome new reviewer Bernie Sheahan.

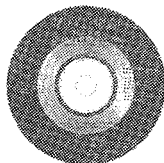
Picks

Eric Champion, "Generation of Right" (Myrrh)



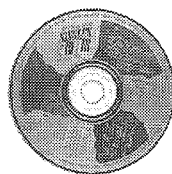
How does a boy this young make records this good? Screamin' but clean guitar weaves in and out of a hot pop mix and vocals that could make a young girl scream. (And they do, I'm sure.) Watch that tricky ending, though. **CHR, ROCK**

Michael English, "Mary Did You Know" (Warner Alliance)



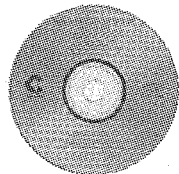
English renders this seasonally appropriate ballad with an emotional intensity that provides a "rock-solid" follow-up to his chart-topping debut. With his nightly performance of this tune on the mega-*Young Messiah* tour, count on heavy phones in tour markets. **AC, CHR**

David Meece, "When All Colors Turn to Love" (Star Song)



With hopeful lyrics about flags, nations and war, this would have been great last winter, but the sentiment still rings true. Characteristic Meece pop hooks and the soaring twin guitar break ought to lock in yet another hit from *Learning to Trust*. **AC, CHR**

Phil & Brenda Nicholas, "How Long Can This Go On" (Command)



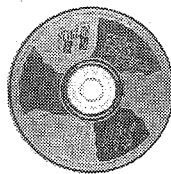
Finally, a smokin' urban dancin' disc from this husband and wife team. Thematically familiar call to cultural revolution (see *Go West Young Man*) served up with a flavor that goes with everything hot. Dare you to sit still. **CHR**

Michael Omartian, "Burn It Up" (Myrrh)



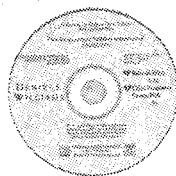
Burn it up, he does, with that same synth-pop magic that graces everything this man touches. Some baaaad harmonica riffs compliment the sizzling programmed horns on this danceable track. **CHR, ROCK**

Craig Smith, "Single Heart" (Star Song)



Once and for all, let this man out of the mellow box—he shines on this power pop driver, complete with big drums and impassioned vocals to match lyrical convictions. Favorably reminiscent of hot Wayne Watson or last year's Harvest. **AC, CHR**

Deniece Williams, "Baby of Mine" (Everland)



Considering the demographic of most A/C and inspo stations, this mother's lullaby ought to be a favorite. Mama Niecey's lovely voice whispers softly over gentle piano and airy strings—so soothing that I almost fell asleep (It works!). Comes with PSA for Crisis Pregnancy Centers. **AC, INSP**

Noteworthy

AVB, "U Can't Go 2 Church" (Word)

It's probably not top 10 material, but this a cappella bopper is so fun it's worth a spin. Sort of a Beach Boys/Take 6 over-cafeinated theology lesson. The more wacky of CHR programmers will have even more fun with the spoken intro version. **CHR, AC**

Scott Wesley Brown, "Creator" (Word)

One of Christian music's best and most experienced vocalists sounds as fresh as ever on this upbeat ode to the One who made ya. Begs the question—why didn't SWB ever win Male Vocalist? **AC**

Rick Crawford, "Cristo Te Ama (Christ Loves You)" (Word)

Leave it to a South Texas boy to come up with such a sweet cross-cultural message of hope and compassion. Anyone who's gone on a short-term mission south of the border will relate to this *cancion simpatica*. (Don't worry—it's mostly *en Engles*.) **AC, INSP**

Heirloom, "Talk To Me" (Benson)

Easy pop exhortation to prayer features cool sax intro and soft swingin' harmonies. Not so much Wilson Phillips this time as the early '80s Boone Girls—does anybody remember them? **AC, INSP**

Babbie Mason, "A World of Difference" (Word)

This exhortation ought to be a theme song for some worthy cause—Babbie's soulful delivery would coax the coins out of any pocket. Gospel choir only enhances the volcanic vocals of one of Christian music's finest ladies. **AC, INSP**

Julie Miller, "Manger Throne" (Myrrh)

Another seasonal goody with a simple folk melody and a spare acoustic, almost madrigal-style treatment. Appalachian harmonies and a sweet fiddle line round it out for a fresh Christmas-themed cut. **AC, CHR**

Janet Paschal, "One Rock" (Word)

Sounding a lot like Margaret Becker in her milder moments, this newcomer delivers experienced vocals over an arrangement that should please even the most cautious inspo captain. **INSP, AC**

Whitecross, "If He Goes Before Me" (Star Song)

A singable chorus hook and a power ballad feel makes for cross-format potential, though the rock anthem vocals toward the end are likely a little too hot for most inspirational programmers. **ROCK, CHR**

Reviews of promotional singles and video clips are intended to provide programmers with information about potential new material for airplay. "Picks" are songs and video clips which *The CCM Update* predicts will receive airplay significant enough to its format to reach the top five of that format's airplay chart. "Noteworthy" are songs/clips expected to reach the top 20 of the radio airplay charts or the video airplay chart. Send radio singles/video clips for review to: Bernie Sheahan, *The CCM Update*, 1913 21st Avenue South, Nashville, TN 37212. All product should be received one week before issue date for editorial consideration.

THE CCM UPDATE RADIO ACTIVITY

Radio News

—The **National Christian Radio Seminars (NCRS)** is repeating its successful "Sales Boot Camp" idea for 1992. The one day "camp" will convene at the Sparrow offices outside Nashville on Saturday April 4, the day prior to **GMA's Gospel Music Week**. **Bob Lepine** of **KSLR/San Antonio**, co-head of the event, claims that, "the future of Christian radio depends on our sales efforts. The best programmed radio station in America can't succeed without sales. It is the gas that makes the engine run."



IT WAS STEVE CAMP DAY and the grand opening of the Bible Superstore in Fort Collins, CO. Steve and wife, Kim, were interviewed by **KLTT's** Jim Young and signed a few autographs as well. Also pictured are Road Home Productions' Robby Marshall (far left) and Sparrow Rep Mitch Ady (far right).

—**WDJC/Birmingham, AL** held a Halloween alternative at a local skating rink called "Satan, Bite the Dust Night" after **Carman's** new single. Some 135 "cowpokes" showed up in costume bringing groceries for donation to a local shelter for women. A Birmingham evening news crew spotted the sign out front and taped some footage which appeared on their late report.

—**KSLT/Spearfish, SD** supported the **Morality in Media** "Turn Off Your TV" day by running back-to-back radio dramas that evening from **Focus on the Family's** *Adventures in Odyssey* series. PD **Dan Carlson** expressed his belief that "we too often encourage Christians to boycott this or that, or motivate our listeners to participate in various movements and activities, without... making participation in those things easy and accessible by providing alternatives."

—**WJIS/Sarasota** is working with **Continental Airlines** and the **Manatee Sheriff's Department**, among others, to provide chronically ill children a "trip to the north pole." Each child will receive a gift from volunteers dressed as elves and clowns, board a plane for a flight around Sarasota Bay, then the airport fire department will pick up the children for a sleigh ride to a fire station decorated to look like the North Pole. **McDonald's** is kicking in the food, **Shoney's** will give away a "Shoney Bear," and **Kelly's Ice Cream** will provide the dessert.



RHYTHM WAS IN WHME'S HOUSE — New Myrrh artists **Rhythm House** were on hand at a youth pastors' luncheon sponsored by **WHME/South Bend**. Attendees gave a listen to the group's new album and received pre-release cassettes and posters.

Appointments

- Mitch Barber** to station manager of **WNZR-FM/Mt Vernon, OH**.
- Bill Carlin** to GM at **WLPJ/Port Richey, FL**.
- Don Flanders** to GM at **WJRX/Chattanooga, TN**.
- Mike Gonzales** to promotions director at **WJIS/Sarasota**.
- Jim Howard** to PD at **KNRB/Dallas-Ft. Worth**, replacing **Pat Rutherford**.
- Michelle Tellone** to afternoons at **WJIS/Sarasota**.

Departure

—**John Mueller** from **Communicom**. **Lee Everding**, currently chairman and chief executive officer, has assumed Mueller's chief operating officer duties as well.



KIM² IN CT — **Al Kim**, program director at **Hartford's WLTX**, met **Kim Hill**, artist with **Reunion**, backstage at a **Bridgeport, CT** concert.

Promotion

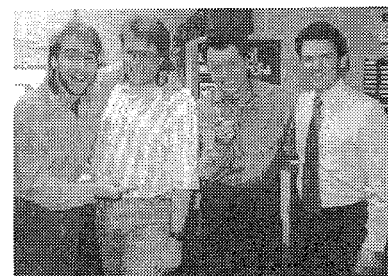
—**Rob Dempsey** to production director at **WJIS/Sarasota**.

New Address

- KNRB/Dallas-Ft. Worth** has moved to 121 NE Loop 820, Hurst, TX 76053, 817/589-1100, fax 817/590-9590.
- WQCK/Baker, LA** has moved to 5280 Groom Road, Baker, LA 70714, 504/774-7780, fax 504/774-7785.

Birth

—to **Scott Wilder**, PD at **KLTY/Dallas**, and wife **Kathy**, a girl, **Caroline Christine**, on October 29.



BREAKING A NEW ARTIST THE HARD WAY — **Ron David Moore** saw 35 radio stations and 60 bookstores in a 21-day, 5,532-mile marathon to 30 cities. Moore (second from right) is pictured in Houston with (l-r) **KSBJ's** **Johnnie Ray**, **Mickey Wilson** and **Tom Carter**.

Send all radio-related announcements, news and photos to Stephen Speer, *The CCM Update*, 1913 21st Avenue South, Nashville, TN 37212. All releases should be received one week before issue date for editorial consideration.

THE CCM UPDATE CONTEMPORARY HITS

WOLW	TW	TITLE	PTS.	%ON			
6	2	• 1	I'LL TAKE YOU THERE	81.36	85.71	—	—
			BeBe & CeCe Winans/Sparrow * Alvertis Isbell (Irving-BMI)			• 22	LOVE WAS NEVER MEANT TO DIE 24.35 42.86
6	5	• 2	TALK ABOUT LOVE	64.85	66.67		
			Margaret Becker/Sparrow * Margaret Becker, Charlie Peacock			4	29
			(Sparrow Song/Andi Beat Goes On-BMI; His Eye-SESAC)				• 23 HEAVEN IS HOLDING US NOW 22.72 28.57
6	4	3	HOPE SET HIGH	64.82	80.95		
			Amy Grant/Myrrh * Amy Grant (Age to Age-ASCAP)			—	—
2	15	• 4	SAVED BY GRACE	54.05	76.19		
			Halo/Pakadem * Scott Springer, John Elefante (Dayspring/Uncle Pitts/			• 24	HE IS NOT SILENT 22.68 42.86
			Nimbus-BMI)				Out of the Gray/Sparrow * Scott Dente, Christine Dente (Sparrow
8	1	5	SOLID AS THE ROCK	52.87	61.90		
			Michael English/Warner Alliance * Larry Bryant, Geoff Thurman			2	30
			(Meadowgreen-ASCAP; Stonebrook-SESAC)				• 25 THE WAY THAT YOU TRUST ME 21.05 28.57
2	22	• 6	IN THE LIGHT	51.16	76.19		
			Charlie Peacock/Sparrow * Charlie Peacock (Andi Beat Goes On-				Age of Faith/Benson * Jimi Ray, Leonard Ahlstrom, Rick Harwell
			BMI)				(Sunday Shoes-ASCAP; LifeSong Music Press-BMI)
8	3	7	ANY DAY ANY MINUTE NOW	49.54	61.90	2	28
			Margaret Bell/Warner Alliance * Robert Sterling, Joe Hogue (Word-				• 26 RADIO MAN 21.04 33.33
			ASCAP; Careers/BMG-BMI)				Fighter/Wonderland * Amy Wolter (Big Rage-BMI)
8	8	8	FAMILY REUNION	43.75	61.90	4	21
			DeGarmo & Key/Benson * Eddie DeGarmo, Dana Key (DKB-ASCAP)				27 GO THROUGH FIRE 21.04 33.33
4	9	• 9	REVIVAL	43.30	66.67		
			Edin Adahl/Alarma * Bertil Edin, Simon Adahl (Cantio/Ear Songs/				Rob Frazier/Urgent * Rob Frazier, David Brighton (Joe Guy-ASCAP;
			Warner-Chappell-ASCAP)				Two Three Four/Lifesong-BMI)
6	11	• 10	FOLLOW ME	42.11	47.62	14	18
			Steve Camp/Sparrow * Steve Camp (Birdwing-ASCAP)				28 ONE HEART 19.83 28.57
12	6	11	FOR YOU	38.00	52.38		
			Michael W. Smith/Reunion * Michael W. Smith, Wayne Kirkpatrick,			10	20
			William Owsley III (O'Ryan-ASCAP; Emily Boothe/Coupe De Ville-BMI)				29 BUSY MAN 19.38 28.57
6	16	• 12	HOME INSIDE OF ME	35.91	42.86		
			Wes King/Reunion * Wes King, Gary Chapman (Locally Owned-BMI)				Steven Curtis Chapman/Sparrow * Steven Curtis Chapman
—	—	• 13	WHERE YOU ARE	33.42	61.90		
			Rich Mullins/Reunion * Rich Mullins, Beaker (Edward Grant/Kid				(Sparrow Song/Careers/Greg Nelson-BMI)
			Brothers of St. Frank's-ASCAP)			—	—
10	7	14	BENEDICTION	33.03	38.10		
			Susan Ashton/Sparrow * Wayne Kirkpatrick, Billy Simon (Emily			• 30	I LOVE YOU WITH MY LIFE 18.17 23.81
			Boothe/Riveroaks/Locally Owned-BMI)				Bryan Duncan/Myrrh * Bryan Duncan (Spectra-BMI)
4	17	• 15	THINK TWICE	32.99	52.38		
			Fernando/Movin' Up * Fernando (FQ/Del Mar Garage-ASCAP)				
2	19	• 16	HOLY MOUNTAIN	32.56	47.62		
			Idle Cure/Frontline * Mark Ambrose (Broken/Idle Cure-ASCAP)				
8	13	17	NEVER GONNA GIVE UP ON YOU	31.79	42.86		
			Julie Miller/Myrrh * Julie Miller (BMG/Verdugo/Word-ASCAP)				
6	10	18	DESTINED TO WIN	28.48	38.10		
			E.T.W./YoForeFront * Broy Forbes, Mike Hill, Eddie DeGarmo, Dana				
			Key (DKB-ASCAP; Up In The Mix-BMI)				
—	—	• 19	WORLD WITHOUT END	25.14	38.10		
			Street Called Straight/Frontline * Moreing, Frankfurt (Carlotta/Bleach				
			Bros.-BMI)				
2	25	• 20	SATAN BITE THE DUST	25.14	38.10		
			Carman/Benson * Carman, Keith Thomas (Sony Tunes/Yellow				
			Elephant-ASCAP; Some-O-Dat-BMI)				
8	14	21	PERFECT THING	24.38	28.57		
			Katina Boyz/Arcade * Samuel Katina, Joseph Katina, John Katina,				
			James Katina, Jesse Katina, Roby Duke (Maranatha/Dunamis-ASCAP)				

MOST ADDS:

1. WHERE YOU ARE, Rich Mullins (8)
2. IN THE LIGHT, Charlie Peacock (7)
3. HE IS NOT SILENT, Out of the Grey (7)
4. SAVED BY GRACE, Halo (5)
5. LOVE IS JUST A PRAYER AWAY, Mark Pogue & Fortress (5)
6. GENERATION, Eric Champion (5)

Reporting Stations: KGMS, KJIA, KLRD, KLYT, KOKF, KQCS, KRDS, KVTY, KZZD, WAEC, WAYJ, WBRG, WCLQ, WGFT, WGSJ, WJTL, WLAB, WNOW, WRDZ, WYDE.

Reporting Power Station: KYMS.

The CCM airplay charts are compiled from reports submitted by selected Christian radio stations in the U.S. The "Contemporary Hits," "Inspirational," and "Adult Contemporary" charts are based on song rotation patterns as reported by programmers. The "Rock" and "Metal" charts are based on chart listings and playlists submitted by stations, shows and syndicated programs.

"Points" represents the percentage of total possible points a song has received. ("Heavy" rotation or #1 position on every reporting station would result in 100 points.) "Bullet" represents upward momentum with gain in total points over previous period. "Percent On" represents the percentage of reporting stations which have the song in current rotation or on top 20 chart.

All charts copyright © 1991 by CCM Publications, Inc. These listings may not be reproduced in any manner without the express written permission of CCM Publications, Inc.

THE CCM UPDATE ROCK

WOLW	TW	TITLE	PTS.	%ON
6	2	LOVESPEAK REZ/Ocean * Roy Montroy, REZ, Dave Canfield (Grrr-ASCAP)	77.87	85.19
10	1	I WOULDN'T NEED YOU (LIKE I DO) Rick Elias and The Confessions/Frontline * Rick Elias (Carlotta/Shiggaon-BMI)	68.61	74.07
6	3	TAKEN DOWN BELOW Mastedon/Pakadern * John Elefante, Dino Elefante (Benefante-BMI)	59.54	74.07
6	7	COVER ME Angelica/Intense * Dennis Cameron (Broken-ASCAP)	53.15	66.67
4	14	MEDIA MANIA Ken Tamplin/Intense * Ken Tamplin, Scott Van Zen (Ken Tamplin/Broken-ASCAP; Van Zen-BMI)	51.02	62.96
12	4	ROUND AND ROUND Kim Hill/Reunion * Kim Hill, Wayne Kirkpatrick (Edward Grant-ASCAP; Emily Boothe-BMI)	50.46	59.26
12	6	BELIEVE Stryper/Hollywood * Michael Sweet (Sweet Family-BMI)	50.37	59.26
2	22	HEAVEN CALLING Halo/Pakadern * S. Springer, J. Elefante (Dayspring/Uncle Pitts/Nimbus-BMI)	47.69	66.67
8	5	SEND A MESSAGE Guardian/Pakadern * T. Palacios, D. Bach, J. Rowe, J. Elefante (Uncle Pitts/Dayspring-BMI)	44.91	51.85
12	10	NAILED DOWN White Heart/Star Song * Billy Smiley, Brian Wooten, Mark Gersmehl, Dale Oliver (Ariose/Brit-N-Brenn/Word-ASCAP; Shepherd's Fold-BMI)	43.89	55.56
4	12	CARRY ON WAYWARD SON Rachel Rachel/Dayspring * Kerry Livgren (EMI Blackwood/Don Kirshner-BMI)	42.96	55.56
12	8	KALHOUN da/Brainstorm * Terry Taylor, Tim Chandler, Greg Flesch (Twitchee Vibes-ASCAP; Brainstorm-BMI)	38.15	48.15
2	25	WE'VE LOST GROUND Idle Cure/Frontline * Mark Ambrose (Broken/Idle Cure-ASCAP)	35.93	48.15
—	—	MURDER IN THE BIG HOUSE Chagall Guevara/MCA * Nichols, Perkins, Taylor (MCA-ASCAP)	31.76	40.74
10	9	HERE I AM AGAIN Siloam/Image * Brian Lutes (Siloam-ASCAP)	31.39	37.04
8	15	ANYTIME AT ALL Brighton/Pakadern * Lennon, McCartney (MacLen-ASCAP)	30.19	40.74
12	11	WHO DO I BELIEVE Mark Pogue & Fortress/Pakadern * Mark Pogue, John Elefante (Word-ASCAP; Dayspring-BMI)	28.52	37.04
—	—	FADED BLUES David Mullen/Warner Brothers * David Mullen, Dennis Matkosky (Word/WB/Geffen/Matkosky-ASCAP)	27.04	40.74
12	17	TOUCH OF LOVE Jimmy A/Sparrow * Jimmy Abegg, Steve Griffith (Riverstone/Steven Michael Griffith-ASCAP)	24.44	33.33
12	13	DRAGGIN' THE CHAINS Mad at the World/Alarma * Roger Rose, Brent Gordon (Broken-ASCAP)	24.35	33.33
—	—	THE LUST, THE FLESH, THE EYES & THE PRIDE OF LIFE 77's/Broken * M. Roe (Sangre Productions-ASCAP)	23.52	29.63
2	24	WISFUL THINKING Fighter/Wonderland * Sean Murphy (Big Rage-BMI)	22.78	33.33
4	20	TRIANGLE Human Condition/Image * G. Egger (Condition Red/Image-ASCAP)	22.31	33.33
16	18	GETCH YA X-Sinner/Pakadern * Greg Bishop, Rex Scott, Mike Buckner (Word/Heard-ASCAP)	19.81	25.93
—	—	LAY IT ON ME Novella/Star Song * Jonathan Pagano (Ariose Music-ASCAP)	15.93	25.93

Reporting stations & shows: KCLC (Crossroads), KMOD-A (Morning Sonlight), KMOD-B (Sonlight), KOKF (Power Rock), KYTT, KZZD (Z-Jam), Reality Rock, WAYJ (The Way), WBJB (His Song), WBRG, WCIE (Living Water), WCIL (Jesus Solid Rock), WCLQ (89-Q), WCVO, WCWP, WGSJ (Power Supply), WHLO, WJIS (LightForce), WKLO (Wakeup Call), WMIE (Rock Solid), WNNN (Star Rock), WPIT (Saturday Night Light), WTSJ (Honest to God Rock), WVBC, WVEV (Power Source), WXTQ (Sunday Offering).

THE CCM UPDATE INSPIRATIONAL

WOLW	TW	TITLE	PTS.	%ON
4	5	ONLY THE HANDS NewSong/Dayspring * Eddie Carswell, Steven Curtis Chapman, Oliver Wells (Dayspring/Causing Change/Sparrow Song/Careers/Greg Nelson-BMI)	73.69	85.19
6	6	NOTHING LESS The Imperials/Star Song * L. Ahlstrom, G. Driskell (Ariose-ASCAP)	69.00	74.07
6	3	FROM A BROKEN HEART Phillip Sandifer/Urgent * Phillip Sandifer (Two Three Four/Lifesong-BMI)	69.00	77.78
4	15	EVERYTHING YOU ARE Larnelle Harris/Benson * Dave Clark, Don Koch, Brian White (John T. Benson/First Verse/Paragon-ASCAP)	63.19	81.48
2	21	WARRIOR FOR THE LORD Marilyn McCoo/Warner Alliance * Brent Tallent (Preston Christian-ASCAP)	61.19	88.89
4	10	CONSIDER THE COST Steve Camp/Sparrow * Steve Camp (Birdwing-ASCAP)	59.50	74.07
4	9	HOPE SET HIGH Amy Grant/Myrrh * Amy Grant (Age to Age-ASCAP)	58.89	62.96
6	12	VOICE IN THE NIGHT Jodi Benson/Sparrow * Steve Fry (Birdwing-ASCAP)	54.54	62.96
10	2	WE BELIEVE Steve Green/Sparrow * Nathan DiGesare, Dan Scott (Dayspring-BMI)	52.83	59.26
8	1	IF THERE WERE NO TOMORROW Mark Lowry/Word * Mark Gersmehl, Billy Smiley (Word/Birdwing-ASCAP)	50.12	55.56
—	—	BEST OF FRIENDS Sandi Patti/Word * Dave Clark, Russell Mauldin (John T. Benson/First Verse-ASCAP)	49.07	81.48
2	23	JUST NEVER SAY IT ENOUGH Wayne Watson/Dayspring * Wayne Watson (Word/Material-ASCAP)	46.37	74.07
—	—	WE WILL FIND HIM Michael Card/Sparrow * Michael Card (Birdwing-ASCAP)	45.73	77.78
8	11	PRISONER OF LOVE Lenny LeBlanc/Maranatha * Lenny LeBlanc (Maranatha/Lensongs-ASCAP)	45.42	51.85
4	14	I LOVE YOU WITH MY LIFE Bryan Duncan/Myrrh * Bryan Duncan (Spectra-BMI)	44.41	59.26
12	4	THE GREATEST GIFT OF ALL Glen Campbell/New Haven * T. J. Kuenster (Seventh Son/Michaela-ASCAP)	44.07	48.15
6	16	HE IS THERE Buddy Greene/Word * Buddy Greene (Rufus/SpiritQuest-ASCAP)	41.34	55.56
8	8	OVER THE HORIZON 4 Him/Benson * Mark Harris, Don Koch, Dave Clark (First Verse/John T./Paragon/TRC-ASCAP)	37.02	44.44
—	—	LOVE WAS NEVER MEANT TO DIE Kathy Troccoli/Reunion * Kathy Troccoli, Jeff Franzel (Bird Wins-ASCAP; Emily Boothe-BMI)	36.62	62.96
6	18	GO TELL JOHN Keith Lancaster/Word * Greg Sublett (Anthony K.-ASCAP)	35.66	48.15
10	7	SEARCH ME AND KNOW ME Michael Card/Sparrow * Michael Card (Birdwing-ASCAP)	30.62	33.33
2	19	RUN TO YOU The Archers/Reunion * Shawn Craig (Paragon-ASCAP)	30.59	44.44
2	24	ONLY YOU Helen Baylor/Dayspring * John Bokowski, Dominick Allen (John Bokowski/Sushi-ASCAP)	26.89	40.74
12	13	UNEXPECTED FRIENDS Sandi Patti/Word * Greg Nelson, Bob Farrell (Summerdawn/Steadfast-ASCAP; Dayspring/Gentle Ben-BMI)	24.56	29.63
—	—	ANSWER TO PRAYER Trace Balin/Dayspring * Paul Smith, Bruce Carroll (Word-ASCAP)	24.55	33.33

Reporting Stations: KAJN, KCBI, KCCS, KCJH, KCVO, KGNM, KJLY, KLFJ, KLTT, KPBC, KSUD, KWBI, WBGL, WCIC, WEMI, WFRN, WGLY, WGRG, WHYD, WIBI, WJIE, WMCU, WMHK, WOKT, WONU, WRFD, WSOR, WYNN.

THE CCM UPDATE METAL

WOLW	TW	TITLE	PTS.	%ON
12 4	1	MINDBENDER The Crucified/Ocean * Minier, Chaffin, Salomon (435 South-BMI)	59.23	69.23
6 6	* 2	LOVESPEAK REZ/Ocean * Roy Montroy, REZ, Dave Canfield (Grrr-ASCAP)	58.46	76.92
8 9	* 3	HOME SWEET HEAVEN Angelica/Intense * Dennis Cameron (Broken-ASCAP)	53.65	61.54
16 2	4	BROKEN CHROMOSOMES Tourniquet/Intense * Guy Ritter (Broken-ASCAP)	53.08	61.54
4 7	5	WHAT A JOKE Deliverance/Intense * Jimmy P. Brown II, George Ochoa (Broken-ASCAP; Carlotta-BMI)	52.88	61.54
12 8	6	THE PRODIGAL Living Sacrifice/R.E.X. * Living Sacrifice (Jambox-ASCAP)	44.81	53.85
14 13	7	PEER PRESSURE X-Sinner/Pakadem * Rex Scott, Mike Buckner, Greg Bishop (Word/Heard-ASCAP)	44.81	53.85
14 1	8	LIKE A SONG Believer/R.E.X. * K. Bachman, J. Daub, D. Baddorf, W. Robertson (Jambox-ASCAP)	41.54	46.15
6 10	9	STEP ON IT Jet Circus/Wonderland * Gomer, Haw (Big Rage-BMI)	41.35	53.85
4 18	* 10	NO RETURN Mortification/Intense * Jayson Sherlock (Carlotta-BMI)	39.42	53.85
10 12	11	TASTE THE BLOOD Detritus/Pure Metal * Bright, Neal, Broomhead (Edge-ASCAP)	38.85	53.85
14 17	12	BEFORE THE TIME Vengeance Rising/Frontline * Roger Martinez (Broken-ASCAP)	35.77	46.15
12 5	13	CAN'T STOP THE ROCK Stryper/Hollywood * Michael Sweet, Robert Sweet, Richard Oderbagen (Sweet Family-BMI)	35.19	46.15
10 11	14	LET HIM TAKE CONTROL Seraiah/Pure Metal * Seraiah (Ariose-ASCAP)	35.00	38.46
14 15	15	STANDING Xalt/Pure Metal * Jim Erdman, Scott Doerfler (Ariose-ASCAP)	34.62	46.15
16 3	16	TROUBLED TIMES Bride/Pure Metal * Troy Thompson, Dale Thompson (Dawn Treader-SESAC)	33.46	38.46
8 14	17	SEND A MESSAGE Guardian/Pakadem * T. Palacios, D. Bach, J. Rowe, J. Elefante (Uncle Pitts/DaySpring-BMI)	32.50	38.46
2 16	18	OBSESSIONS Sacred Warrior/Intense * Rick Macias, Ray Parra, Tony Velasquez, Steve Watkins, Bruce Swift (Broken-ASCAP)	28.65	38.46
— —	* 19	I OF THE NEEDLE Seventh Angel/Star Song * Ian Arkey, Simon Bibby (Ariose-ASCAP)	27.69	38.46
2 19	20	BLOODY LANE Crash Dog/Ocean * Glenn Kalser (RRRough-ASCAP)	27.69	30.77

MOST PLAYED ALBUMS:

1. PSYCHO SURGERY, Tourniquet (Intense)
2. I SCREAM SUNDAY, One Bad Pig (Myrrh)
3. THE PILLARS OF HUMANITY, The Crucified (Ocean)
4. DESTRUCTION, Vengeance Rising (Frontline)
5. KINETIC FAITH, Bride (Pure Metal)

Reporting stations: KCLC, KOKF (Real Rock Hits), KWJC (White Metal), KZOK (Eternal Rock), WAYJ (Tempered Steel), WBJB, WCLQ (Late Night Q), WCVO, WJTL, WTCC (The Detour) WTSJ, WVCP (Stainless Steel), Midnight Metal.

THE CCM UPDATE VIDEO SALES

MO LM TM	TITLE, Artist/Label (Distributor)
2 4 1	RAP, ROCK & SOUL , DC TALK/Yo! ForeFront (Benson)
2 1 2	REVIVAL IN THE LAND , Carman/Benson (Benson)
2 7 3	BEYOND BELIEF , Petra/DaySpring (Word)
— — 4	DO YOU HEAR ME , Mike Warnke/DaySpring (Word)
2 2 5	OUT OF MY MIND , Mike Warnke/Word (Word)
2 3 6	HOT METAL 4 , Various/Intense (Frontline)
— — 7	COMMAND PERFORMANCE , Various/Myrrh (Word)
— — 8	TWO X FOUR , Various/Reunion (Word)
— — 9	SMOKY MOUNTAIN CHRISTMAS , Various/Brentwood (Brentwood)
— — 10	MY FIRST COMEDY VIDEO , Mark Lowry/Word (Word)

Reporting retailers: The Ark-Denver/CO; Berean #15-Colton/CA; Berean #30-Phoenix/AZ; Berean #59-Atlanta/GA; Better Book Room-Wichita/KS; Better Books-Tyler/TX; Christian Book & Gift-Rochester/MN; Lighthouse Christian Stores-Long Beach/CA; Praise Unlimited-Columbia Heights/MN; Sunshine Books & Gifts-Baton Rouge/LA; Zondervan Bookstore-Grand Rapids/MI.

MOST ADDS

Rock

1. HEAVEN CALLING, Halo (9)
2. FADED BLUES, David Mullen (7)
3. LAY IT ON ME, Novella (6)
4. WISHFUL THINKING, Fighter (5)
5. WE'VE LOST GROUND, Idle Cure (5)
6. MURDER IN THE BIG HOUSE, Chagall Guevara (5)

Inspirational

1. WE WILL FIND HIM, Michael Card (13)
2. BEST OF FRIENDS, Sandi Patti (10)
3. WARRIOR FOR THE LORD, Marilyn McCoo (9)
4. I WILL WAIT, Kim Hill (9)
5. UNTO THE LEAST OF THESE, Bob Bennett (8)
6. SOMETIMES MIRACLES HIDE, Bruce Carroll (8)
7. LOVE WAS NEVER MEANT TO DIE, Kathy Troccoli (8)
8. HEAVEN, Steve Green (7)

Metal

1. LOVE SPEAK, REZ (3)
2. YOU'RE A PAGAN, One Bad Pig (2)
3. STEP ON IT, Jet Circus (2)
4. NEVER FORGET THE CROSS, One Bad Pig (2)
5. GOOD ENOUGH, Whitecross (2)

ADULT CONTEMPORARY

WOLW	TW	TITLE	PTS.	%ON
6	2	1 HOPE SET HIGH Amy Grant/Myrrh * Amy Grant (Age to Age-ASCAP)	74.22	82.00
4	10	* 2 LOVE WAS NEVER MEANT TO DIE Kathy Troccoli/Reunion * Kathy Troccoli, Jeff Franzel (Bird Wins-ASCAP; Emily Boothe-BMI)	71.88	90.00
6	6	* 3 ONLY THE HANDS NewSong/DaySpring * Eddie Carswell, Steven Curtis Chapman, Oliver Wells (Dayspring/Causing Change/Sparrow Song/Careers/Greg Nelson-BMI)	71.00	82.00
8	3	4 I'LL TAKE YOU THERE BeBe & CeCe Winans/Sparrow * Alvertis Isbell (Irving-BMI)	68.61	72.00
6	5	* 5 NEVER BE AN ANGEL Margaret Becker/Sparrow * Margaret Becker, Mark Chesshir (Word-ASCAP; His Eye-SESAC)	67.66	82.00
8	1	6 I LOVE YOU WITH MY LIFE Bryan Duncan/Myrrh * Bryan Duncan (Spectra-BMI)	67.55	80.00
6	7	* 7 ONLY YOU Helen Baylor/DaySpring * John Bokowski, Dominick Allen (John Bokowski/Sushi-ASCAP)	66.93	80.00
8	13	* 8 FROM A BROKEN HEART Phillip Sandifer/Urgent * Phillip Sandifer (Two Three Four/Lifesong-BMI)	60.71	74.00
6	9	* 9 HOME INSIDE OF ME Wes King/Reunion * Wes King, Gary Chapman (Locally Owned-BMI)	59.94	70.00
6	12	10 RUN TO YOU The Archers/Reunion * Shawn Craig (Paragon-ASCAP)	50.27	56.00
4	25	* 11 WE WILL FIND HIM Michael Card/Sparrow * Michael Card (Birdwing-ASCAP)	45.96	76.00
4	26	* 12 THE WAYWARD SON Glen Campbell/New Haven * Geoff Thurman, Jamie Page (Meadowgreen/Oakenshield-ASCAP)	43.59	58.00
6	17	* 13 NOTHING LESS The Imperials/Star Song * L. Ahlstrom, G. Driskell (Ariose-ASCAP)	41.61	50.00
6	18	* 14 CONSIDER THE COST Steve Camp/Sparrow * Steve Camp (Birdwing-ASCAP)	40.26	56.00
6	22	* 15 HEAVEN IS HOLDING US NOW Sheila Walsh/Star Song * S. Walsh, C. Eaton (Ariose-ASCAP)	39.08	56.00
2	31	* 16 WHERE YOU ARE Rich Mullins/Reunion * Rich Mullins, Beaker (Edward Grant/Kid Brothers of St. Frank's-ASCAP)	38.89	66.00
4	24	* 17 ANSWER TO PRAYER Trace Balin/DaySpring * Paul Smith, Bruce Carroll (Word-ASCAP)	38.58	58.00
6	20	* 18 KEEPER OF MY SOUL Rick Cua/Reunion * Rick Cua, Bob Halligan, John Elefante (Edward Grant-ASCAP; Oppenockity Tunes/Ellymax/Uncle Pitts-BMI)	36.44	48.00
10	4	19 SOLID AS THE ROCK Michael English/Warner Alliance * Larry Bryant, Geoff Thurman (Meadowgreen-ASCAP; Stonebrook-SESAC)	34.22	44.00
—	—	* 20 IN AMAZING GRACE LAND Susan Ashton/Sparrow * Wayne Kirkpatrick, Phil Madeira (Little Dude-ASCAP; Emily Boothe-BMI)	30.43	52.00
2	39	* 21 I'M PRAYIN' FOR YOU Dick & Mel Tunney/Warner Alliance * Dick Tunney, Melodie Tunney (BMG/Dick & Mel/Pamela Kay-ASCAP)	29.95	50.00
2	29	* 22 SATAN BITE THE DUST Carman/Benson * Carman, Keith Thomas (Sony Tunes/Yellow Elephant-ASCAP; Some-O-Dat-BMI)	29.80	46.00
2	34	* 23 LET IT SHINE Edin Adahl/Alarma * Frank Adahl (Cantio/Ear Songs/Warner-Chappell-ASCAP)	28.75	44.00
6	21	24 GO THROUGH FIRE Rob Frazier/Urgent * Rob Frazier, David Brighton (Joe Guy-ASCAP; Two Three Four/Lifesong-BMI)	27.38	38.00
2	30	* 25 COME BE A SOLDIER Ron David Moore/Warner Alliance * Ron David Moore, Chuck E. Leonard (Gehl-ASCAP)	26.92	46.00
12	11	26 BENEDICTION Susan Ashton/Sparrow * Wayne Kirkpatrick, Billy Simon (Emily Boothe/River Oaks/Locally Owned-BMI)	25.71	40.00
—	—	* 27 BEST OF FRIENDS Sandi Patt/Everland * Dave Clark, Russell Mauklin (John T. Benson/First Verse-ASCAP)	25.42	36.00

—	—	* 28 JUST NEVER SAY IT ENOUGH Wayne Watson/DaySpring * Wayne Watson (Word/Material-ASCAP)	24.63	48.00
12	8	29 FOR YOU Michael W. Smith/Reunion * Michael W. Smith, Wayne Kirkpatrick, William Owsley III (O'Ryan-ASCAP; Emily Boothe/Coupe De Ville-BMI)	24.05	36.00
8	15	30 OVER AND OVER Margaret Bell/Warner Alliance * Cheryl Rogers (Word-ASCAP)	23.75	40.00
2	38	* 31 WARRIOR FOR THE LORD Marilyn McCoo/Warner Alliance * Brent Tallent (Preston Christian-ASCAP)	23.58	42.00
4	32	* 32 FROM HEAVEN Jon Gibson/Frontline * Jon Gibson (Reacher's/Broken-ASCAP)	22.24	38.00
—	—	* 33 IN THE LIGHT Charlie Peacock/Sparrow * Charlie Peacock (Andl Beat Goes On-BMI)	21.47	44.00
8	19	34 OVER THE HORIZON 4 Him/Benson * Mark Harris, Don Koch, Dave Clark (First Verse/John T. Benson/Paragon/TRC-ASCAP)	19.99	30.00
10	16	35 FAMILY REUNION DeGarmo & Key/Benson * Eddie DeGarmo, Dana Key (DKB-ASCAP)	19.83	28.00
12	14	36 BUSY MAN Steven Curtis Chapman/Sparrow * Steven Curtis Chapman (Sparrow Song/Careers/Greg Nelson-BMI)	19.36	34.00
—	—	* 37 I WILL WAIT Kim Hill/Reunion * Tommy Sims, Wayne Kirkpatrick, Kim Hill (Edward Grant/Brown n' Serve Music-ASCAP)	19.06	44.00
—	—	* 38 WHAT KIND OF JOY Steven Curtis Chapman/Sparrow * Steven Curtis Chapman (Sparrow/Careers/Greg Nelson-BMI)	17.11	36.00
—	—	* 39 SOMETIMES MIRACLES HIDE Bruce Carroll/Word * Bruce Carroll, C. Aaron Wilburn (Word Music/Magnolia Hill Music-ASCAP)	17.09	28.00
2	36	* 40 ONLY ONE LOVE Michele Wagner/Benson * Michele Wagner, Mark Hauth (Meadowgreen-ASCAP)	17.09	26.00

MOST ADDS:

1. IN AMAZING GRACE LAND, Susan Ashton (17)
2. WHERE YOU ARE, Rich Mullins (14)
3. SOMETIMES MIRACLES HIDE, Bruce Carroll (14)
4. I WILL WAIT, Kim Hill (14)
5. WHAT KIND OF JOY, Steven Curtis Chapman (13)
6. WE WILL FIND HIM, Michael Card (13)
7. MORNING LIGHT, Michael Omartian (13)
8. IN THE LIGHT, Charlie Peacock (13)
9. I'M PRAYING FOR YOU, Dick & Mel Tunney (12)
10. SECRET PLACE, Mylon & Broken Heart (11)
11. MARY DID YOU KNOW, Michael English (11)
12. JUST NEVER SAY IT ENOUGH, Wayne Watson (10)

Reporting Stations: KAIM, KBBX, KCON, KDAR, KKLO, KLVR, KLYN, KNLE, KOBK, KSLR, KSLT, KXOJ, KYCR, WABS, WAJL, WBFI, WBSN, WCFY, WDJC, WDWL, WGGN, WHAZ, WHLO, WHME, WJIS, WJOK, WJRX, WLFI, WLIX, WMUZ, WNAZ, WNDA, WNIV, WNNN, WQCK, WQFL, WTLT, WVEV, WXIR, WYLO.

Reporting Power Stations: KCMS, KFSG, KLTY, KSBJ, WCBW, WCIE, WPIT, WWCM, WWDJ, WZZD.



The CCM Update is printed on recycled paper.