

THE *CCM* UPDATE

Diadem Set to Raise \$2.5 Million with Stock Offering

THE AD IN *Charisma* magazine speaks of the "rapidly growing gospel music industry (estimated \$300 million per year..." and invites you to call 1-800-SOW-GOSPEL for a prospectus. Call the number and a lady answers, "Diadem Music. May I help you?"

It's an effort to fulfill what Diadem President George King describes as "a real hunger out there among Christians to be able to invest in something... and see their money work for the Lord and, at the same time, get a return on their investment. That's what our preferred stock does." King referred to the response to the *Charisma* ad as "a wonderful thing" and points to the Family Channel's stock offering, which he claims was "oversubscribed by many millions of dollars," as evidence of this hunger.

Diadem is offering 250,000 shares of convertible preferred stock at \$10 per share with a \$10,000 minimum investment. The stock pays a 10% per annum return and, according to King, "...in three years, the company has the option of buying the stock back from the [investor], they have the option of converting it into common stock... or they can leave it in the preferred category

(ADVERTISEMENT)

"LIKE A FATHER SHOULD BE"

by

KENNY MARKS & KIM HILL

On your desk now!

Celebrate Father's Day
with us this year--

Add this classic ccm duet today!



and still make 10% on it. At a minimum, what it does is allows the investor to get involved and get a much higher investment return on their money than they would get at a bank."

If every investor converts, King will have given up 25% of Diadem but that, to him, is well worth the infusion of capital. "We sold a million Ray Boltz records. That's a wonderful blessing, but it's also a curse," claims King. "Selling the product and collecting the money are two different things. So, you're always behind and the thing that helps you stay ahead is either equity capital that people have invested or your banking credit line which helps you ride over the bump until you collect the money for the product that you sold."

The problem with the latter, as King explains, is that "The bank will only give you credit lines based on last year's score card." For a company that is growing fast, that presents a problem in planning for the kind of future the company would like.

"What's the future going to be like in five years?" King asked. "We've been

Retail

Record Execs Speak Out on Communicating with Retail

The following is the second installment of a series of edited excerpts from a Gospel Music '92 panel called "Industry Crossfire."

Moderator **Chuck Bolte** to the assembled retailers: Do you feel like there is a line of communication? Can you call any of these companies and get your problems addressed? (There is a unanimous head shake.)

Frontline's **Brian Tong**: You can call me direct. I think it's even in our policy manual that, if for some reason you are not getting customer service answers through our customer service department or even through Spring Arbor's customer service department,

profitable every year since year one. We're just a little [\$5 million sales] commando company... and we're very profitable. [But] if you don't have capital to sustain your company, you end up having to do things [you don't want to do] or being subject to the whims of the marketplace." ■

—Stephen Speer

#1

Adult Contemporary

"This Love"

Margaret Becker • Sparrow

Inspirational

"The Less Traveled Road"

Phillip Sandifer • Urgent

CHR

"A Friend Like U"

Geoff Moore & The Distance • ForeFront

Rock

"There Is No One Like You"

the violet burning • Bluestone

Metal

"Temples on Fire"

Sacred Warrior • Intense

Top Albums

Forever Friends

Jon Gibson • Frontline

my office is completely open. I've had several of you call and I'll make sure that I'll call you back no later than 24 hours, no matter where I am in the world. That is very very important to us.

When I was a retailer for four years, I had no trouble getting ahold of these guys. I really didn't; because I pushed and I wanted to get the answers. You are our life blood and we know that. We have not forgotten that.

Sparrow CEO **Billy Ray Hearn**: Our salesmen are listened to constantly. If you have a real problem, you talk to our salesman. He relates that back to our sales department and it gets all the way to me or to Bill, my son, about the

(Continued on page 2)

Out & About...

Russ Taff in Hat and Boots?; Radio Tosses Softballs; Bass Fishing Devotee Wayne Watson

- **Soon-to-be-Sparrow** artist **Russ Taff** will be doing a Christmas album in a one-record deal. Russ' long-time manager **Zac Glickman** was in town last week, reportedly shopping a country deal with Liberty, Warner Brothers and who knows who else. If Russ does crossover to country, you can bet he won't be a "hat act."
- Christian radio, well known for tossing softball questions to Christian music artists, took to tossing real softballs when Nashville's Way-FM headed to the ball park Saturday [6/13] to take on an all-star lineup of: **Michael W. Smith**, DC TALK's **Kevin Smith**, **Margaret Becker**, **Geoff Moore**, **Bash**, **Two Hearts**, **Newsboys**, **Lisa Bevell**, **Petra's Bob Hartman** and **Louie Weaver**, **Mike-E**, **Michael James**, **Allies**, **Kenny Marks**, **Rick Cua**, **Take 6**, **Phil Keaggy**, **First Call**, **David Mullen**, **Russ Taff**, **Angelo** and **Veronica**.
- "You get a line, I'll get a pole, we'll go see **Wayne Watson** at the Seventh Annual American Fishing and Tackle Manufacturers Association Sportfishing Expo Prayer Breakfast." (Well, *everything* can't rhyme.)
- **Sparrow's Charlie Peacock's Art House** (an old church, actually) "seeks to inspire the professional and lay person to originality and creativity, to encourage them to live artfully, to develop searching minds, and to apply biblical principles to their lives and art" (doesn't that sound like Charlie?). To that end, the foundation last weekend presented a conference workshop on "Communicating Truth in Contemporary Culture" which

featured **Charlie** and fellow Christ Community Church members **Steve Taylor**, **Ashley Cleveland**, **John Styll** and CCC's pastor, **Scotty Smith**.

- **DaySpring's Petra** will be featured on TNN's popular **Crook and Chase** this Sunday [6/21].
- TNN has planned to air **HALO's** new video "My Buddy" as a Father's Day piece.
- All that effort we went to last issue to tell you when **CCM-TV** was debuting was for naught. The **Steve Gilreath**-produced program has been moved to 11 p.m. CDT on Saturday July 11 on **The Family Channel**. **Amy Delane** (wife of DC TALK producer **Mark Heimermann**) is the newly-named host.
- **Word's Sandi Patti** was featured on Disney's "Indianapolis 500 Parade" float and sang the national anthem for the race. Sandi's also recorded a PSA for The Bible League's "China Project." The League recently placed 25 million Bibles in a year's time.
- **Steve and Dorothy Gulbonson** are scheduled on July 15 to perform at the "First Church of the Bushes" (as in **George and Barbara Bush**); a.k.a. the National Presbyterian Church. ■

Industry Input

Referencing the article on Gospel Music '92, The Week in Review [Update 4/20], I was a bit disappointed that there was no mention of the artists who performed for the Tuesday night black gospel spectacular. I was present and, though the list was long, it still should have been given some recognition in your article and not so blatantly absent. It stood out like a sore thumb against the lists you proudly presented for Monday and Wednesday nights' lineup.

Thank you for the opportunity to express my concern.
Julia Watts

Those artists were: **Reverend Lawrence D. Thomison** and the **Music City Mass Choir**, **Michael Peace**, **Kathy Troccoli**, **Mike-E** and the (g) **Rap Crew**, **Dennis Austin**, **Daryl Coley**, **Lavine Hudson**, **UK Fusion**, **Shun Pace Rhodes**, **Lizz Lee**, **Lyntee Hawkins**, **Commissioned**, **Beau Williams**, **Nu Vision** and co-hosts **Edwin** and **Walter Hawkins**.

Part of the reason for not printing this list was its length, another was that the official GM '92 Schedule Book, from which we took the information for the other two nights, did not list the entire roster since changes occurred up to the week of the convention. Still another was that The CCM Update covers the contemporary Christian music industry which includes some crossover, CHR-playable contemporary black gospel, but not the more traditional side of the genre; just as we do not cover southern gospel.

Retail

(Continued from page 1)

problem. You are heard whether you think you are or not because that's our life blood out there.

The second thing is: I have a fear of not being able to know what you're talking about. I like to know what the problem is, do a little research and then talk to you. I don't know about everything that's going on. What I don't like is when they call my secretary and won't tell her what the problem is. I'm not going to have any research at all before I talk to you and I like to have that. One way you'll get an answer is tell my assistant what you want to know and then let me speak intelligently instead of making two or three phone calls before you get an answer.

Moderator Dan Johnson: Did you all hear that? That is the smartest thing anybody can do in this fast-paced, communication world. [To Hearn]: Would you be open to a fax to your office?

Hearn: Fax me a question, you'll get an answer quicker than any other way.

Johnson: Can we get less product with more promotion on the product that is coming out?

Integrity's F.G. Baldwin: Great question for me to answer because it

(Continued on page 6)

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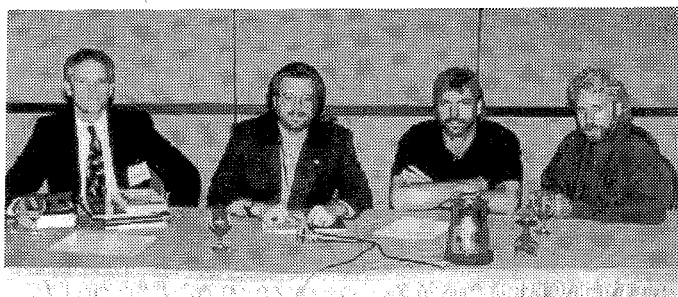
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THE CCM UPDATE GALLERY



FORGET GOLD. FORGET PLATINUM. AMY'S GONE CHOCOLATE! Triple chocolate, in fact. **Word** presented the cake to **Amy Grant** at it's annual picnic for sales in excess of three million units of *Heart in Motion*. Shown with taste buds standing at attention are: **Loren Balman**, vice president of marketing and creative development; **Roland Lundy**, president; **Grant**; **Tom Ramsey**, executive vice president of records and music; **Steve Sutton**, vice president of sales and distribution.



D&K AT EPA—**Ron Richardson** (left) of **Gospel Light**, publisher of DeGarmo & Key's *Go to the Top* curriculum, joins curriculum creator **Robert Michaels**, **Dana Key** and **Eddie DeGarmo** for a panel on album-based curriculum at the recent **Evangelical Press Association Convention**.



WHERE'S ANDRAE?—**Word's Babbie Mason** is surround by glittering stars during the recording of **Hallelujah! A Soulful Celebration**. On her right is **Gladys Knight** (of Pips fame); on her left is the original Dorothy from *The Wiz*, **Stephanie Mills**; and behind her is Mrs. Huxtable from *The Cosby Show*, **Phylicia Rashad**. Can you find **Andrae Crouch**?



NICOLE DANCES FROM AMY TO FRONTLINE—The lady who choreographed the movement on Amy Grant's *Heart in Motion* tour is moving from the back of the stage to the front line with her own contract with **Frontline Records**. Shown with **Nicole** are a couple of helpers with some pretty heavy credentials: **Mark Keefner** (Tiffany, Nancy Wilson), **Randy Waldman** (Whitney Houston, Madonna, Michael Jackson, Aretha). At right is FMG A&R Director **Matt Duffy**.



DRISCOLL WEARS FUNNY HAT TO RECORD—**Phil Driscoll** (left) is doing a new **Bill Maxwell**-produced (right) project for **Word** under the watchful eye of A&R man **Bubba Smith**.



AS BASIC AS 2+2—**4 HIM's** new project, **The Basics of Life**, has the guys on tap for 20 days in the studio working on vocals alone. Shown with slave driver/A&R director **Andy Ivey** (third from right) are drummer **Paul Leim**, engineer **Brett Teegarden**, and producer **Reed Arvin**, **4 HIM's Kirk Sullivan**, **Andy Chrisman** and **Mark Harris**. Not pictured are **4 HIM** vocalist **Marty Magehee** and, of course, **Jerry Park**.

THE CCM UPDATE ALBUM REVIEWS

Picks

2nd Chapter of Acts 20 Sparrow



Listening to these 42 tracks and reading the fascinating 64-page account of one of Christian music's most popular and enduring groups, it's almost impossible for me to remain objective, for my own spiritual rebirth closely mirrored that of "The Acts" and its songs were the soundtrack of my first twenty years as a believer. Still, I don't think it would be amiss to label the bulk of these tracks "classics," some, such as "Which Way The Wind Blows," "Mansion Builder," "Rejoice" and of course "Easter Song" are perhaps "more equal" than others. Besides being pioneers in Christian pop, the Acts set new standards for quality in other areas such as Buck Herring's peerless engineering and the group's concert sound and production. Throughout the years though, the focus remained on the trio's sublime vocal blend and Annie's intimate lyrics. I'd consider it a small oversight that none of 2nd Chapter's work with Barry McGuire is included; also absent are any tracks from the group's best-selling *Hymns* albums. On the other hand, you're treated to 2nd Chapter's rare first singles for MGM as well as two new tracks. The brilliantly-packaged two and a half hour set raises the standards for such collections.

Margaret Becker *Steps of Faith 1987-1991* Sparrow



This collection charts the tremendous growth of one of Christian music's foremost artists. For those who know the gifted writer/performer only from the Dove-winning *Simple House* album and sell-out "Build This House" tour, *Steps of Faith* is an excellent primer of her previous work. If your customer already has Becker's earlier discs, this set is worth owning for its balanced cross section of tracks, Becker's personal notes, the lovely packaging and the new number one hit, "This Love."

Noteworthy

John Austin *The Embarrassing Young GlassHouse*

Austin was uncovered at last year's Cornerstone Festival and parlayed his enthusiastic reception into a debut album brimming with marvelously written material. His pointed and witty wordplay is reminiscent of the work of alternative heroes such as Peter Case and Tonio K, his slight twang reminds us of Steve Forbert, and his grasp of British Invasion musical vocabulary evokes comparison to Elvis Costello and John Wesley Harding. Austin's songs work best when they tell personal stories; keeping one's faith intact in a faithless world is their central theme. Brilliant musical backing, directed by Mark Heard, makes this one of the best debuts in many moons.

Tami Gunden *Behind The Cover* Drexion

Tami has spent several years in the ministry trenches; debuting at age three and cutting two albums by age eleven! Bright California pop is the order of the day on Gunden's latest as she alternately evokes comparison to Wilson Phillips, Belinda Carlisle and the Bangles. The songwriting and production are superb; tunes are contributed by Phil Keaggy and Michael W. Smith among others

instrumental support comes from Bill Batstone, Tim Chandler, Bob Wilson and other studio heavyweights. Much of Gunden's album has a sunny summertime feel, but a few serious tracks lend needed depth.

Also Received

Milton Carroll *The Life of Christ* BlueStone

This roots of this ambitious project date back to 1979 when Milton (older brother of Bruce), a young believer, began searching for a way to tell the story of the Lord in song. Collecting the songs and concepts over the ensuing decade, Carroll finally saw his dream realized two years ago—with the help of his wife Barbara Fairchild, brother Bruce, producer Don Potter (The Judds), Roy Clark, and Ricky and Sharon White Skaggs. Carroll has performed the music more than a hundred times in concert but the album has just seen release. Although contemporary country in fashion, its timeless theme should appeal to a wider audience.

Various Artists *N-Effect* Frontline Records

Along with Brainstorm, Frontline is the only label which has shown a serious commitment to establishing rap music as an art form which can be utilized by

Christian performers. Frontline's posse boasts some of the top names in the genre including P.I.D., 12th Tribe and the late D-Boy. Our own hip-hop expert, Jamie Lee Rake, compiled this fine 15-song collection as well as penning the informative and entertaining liner notes. At a mere \$10.88 list, it's an excellent primer for those new to the genre.

Connie Scott *Live To Tell* Image 7

Scott is a talented and stylish vocalist who creatively mixes pop, rock and R&B influences on her first album in three years. Scott shows superb taste in cover tunes, including songs penned by Marc Jordan, Ashley Cleveland, and Richard Page and Steve George (Mr. Mister). Topics reflect Scott's focus on her family, as well as maintaining a solid walk with God. Excellent musicianship and creative arrangements make this an album worth recommending to fans of everyone from Amy Grant to Sheila Walsh.

VIDEOS

Don Moen *Worship* Hosanna! Music Video

This video is a companion to the recently released CD/cassette which was recorded at an enthusiastic praise gathering last year in Norfolk VA. Over 2,700 worshippers lift their voices to God on a selection of Integrity/Hosanna's most beloved choruses such as "I Just Want To Be Where You Are," "Give Thanks" and "Celebrate Jesus." The ebb and flow of the worship is uplifting, but the visuals are rather static. To be fair, there's not a whole lot of different ways to film a crowd of people and group of musicians and vocalists just basically standing there. But the performances and audio quality are fantastic and worth the investment for those who don't already own the audio portion. In-store viewing should net good sales.

Various Artists *Turn Your World Around* Myrrh Music Video

In just under a half-hour, John Schlitt (Petra), Rich Mullins, Whitecross and Kenny Marks take the viewer into the mission fields of Russia, Nicaragua, Peru and Guatemala in an effort to motivate teens and young adults to serve God in a foreign missionary environment during their summer breaks. Scenes of witnessing and street performance are inspiring and challenging. Teen Mania, which sponsored the making of this compilation and will profit from its sale, says there's still time to get involved this summer. Let your customers know about the 1-800-299-TEEN info line.

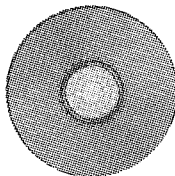
—Reviewed by Bruce A. Brown

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. ★ are albums that, in the reviewer's estimation, are artistically exceptional and worthy of attention, irrespective of their chart potential. Send all product for review, in advance of its retail release date, to: Bruce Brown, 6829 Cottingham Lane, Centreville, VA 22020. Phone: (voice only) 703/815-2874; new fax/modem: 703/222-HITS (4487). All product should be received two weeks before issue date for editorial consideration.

THE CCM UPDATE SINGLE REVIEWS

Picks

Susan Ashton "Here In My Heart" Sparrow



The relentless barrage of Ashton hits continues with the first single from her new project, *Angels of Mercy*. A tightly -mic'ed guitar and vocal opening quickly gives way to a wall of sound on the first chorus and, from that point on, you're locked in for a treat for the ears. Producer Wayne Kirkpatrick and Ashton make an unbeatable team. **AC/CHR**

First Call "I Will Always Come Back to You" Myrrh



It takes all of thirty seconds to realize that this will be one of the biggest records at radio this summer. Omartian's production makes First Call's already stellar vocals sparkle like never before. You'll want to take notice of Marty McCall's exceptional performance on the lead vocal. This is a cross-format smash you won't want to miss. **AC/CHR/INSP**

Holy Soldier "Hallow's Eve" Myrrh



This song typifies the Holy Soldier sound; slick vocals and precise guitars. Although the song is rather non-descript when compared to their past hits, it will no doubt enjoy a rousing response from rock and metal programmers alike. **ROCK/METAL**

Legend "Angela" Word



This is the sound that sold zillions of Van Halen records and it will definitely make a bunch of new fans for Legend. Layers of guitars and a searing lead vocal make it impossible to resist the urge to crank it up. Lock in those button-pushers with this one. **ROCK**

Cindy Morgan "It's Gonna Be Heaven" Word



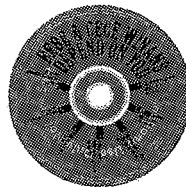
This song grabs you from the very first note and doesn't let go. Even though this song is loaded with an impressive display of vocal acrobatics, when it's all done you walk away with the distinct feeling there's plenty more left in her bag of tricks. The future looks bright for this talented newcomer. (Note: the CD single is edited for radio and has a cleaner intro than the LP version.) **AC/CHR**

One Bad Pig "Rock the Casbah" Myrrh



Will this cover of The Clash's big mid-eighties hit translate into a big tune in the Christian marketplace? In all candor, it doesn't even come close to living up to the original, but that probably won't matter in our little world. Fact of the matter is: If Pig does it, it will be a top five contender. **ROCK/METAL**

BeBe & CeCe Winans "Depend On You" Sparrow



With seven versions to choose from, every PD in America should be able to find a version they like. Which do I recommend? I like them all! With BeBe & CeCe you can't go wrong. **CHR**

Noteworthy

Audio Adrenaline "Who Do You Love?" ForeFront

I found the melody line and lead vocalist's voice to be particularly interesting and the lyrical hook is effective. The rap in the first and second verses blends surprisingly well with a track that didn't sound like it would lend itself well to rap. While it's not a smash, it is fresh and unique enough to work well at CHR radio. **CHR**

Geoff Moore & The Distance "Remember Who You Are" ForeFront

Moore's brand of high energy, blue-collar rock and roll reminds me a lot of growing up in Detroit. This song is a shining example and should bring a breath of fresh air to rock radio and aggressive CHRs. The guitar work and piano help make it jump out of the radio. **ROCK/CHR**

b/w "Angels"/"Why Should the Devil Have All the Good Music?" Warner Alliance

An interesting concept: take classic Christian hits and do rap versions of them. Even more interesting if it delivers the goods... and these singles do. I have to admit, I was skeptical at first, but one listen told me that they could be more than just novelty tunes for CHR radio. **CHR**

Legend "Lead Me Back" Word

The sparse production of this guitar ballad may be a welcome respite for those with fatigued ears. While it certainly isn't this band's forte, Andy Denton, the lead vocalist, has a versatile enough voice to pull it off well. **AC**

VIDEOS

Picks

Vince Ebo "Make It Work" Warner Alliance

...and a good time was had by all! Tons of fun in this clip; some serious hip-hoppin' in the streets, and a major warehouse jam session featuring, among others, Mike E and Rod McGaha. This song is infectious enough on its own, but combine it with high energy visuals and you've got the makings of a party in your living room.

Steven Curtis Chapman "The Great Adventure" Sparrow

Hard as it is to believe, this is Chapman's first concept video. While the concept itself could be conveyed more effectively, the clip does succeed in making you feel good through its use of a wide variety of images, sweeping camera moves and a breathtaking mountain backdrop (the clip was shot on location in Jackson Hole WY). Chapman's great rapport with the camera leaves you wanting more. You can bet this won't be the last time you'll see him on video.

—Reviewed by Todd Chatman

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: *The CCM Update*, 1913 21st Avenue South, Nashville, TN 37212. All product should be received one week before issue date for editorial consideration.

Appointments

Danny McGuffey, formerly vice president of marketing and sales at Reunion, to vice president of marketing and sales at **Star Song**, effective June 22.



Paul W. Oatman, formerly of WCIE/Lakeland, to northwest sales and field marketing representative at **Frontline Music Group**.



—**Lee Torrence**, formerly promotion manager at Expo America, to director

of tour marketing and development for **Kid's Touring Company**.

—**Barry Landis**, director of marketing for Warner Alliance, to the advisory board of *Christian Retailing*.

Signings

—**Kurt Kaiser** to a non-exclusive representation agreement with **Steven Song Publishing**.



—**Tom McCain** to a production and distribution agreement with **Urgent Records** and **Rivendell Productions**.

—**Harv and Edythe Lyon** to a recording agreement with **Heart &**

Soul Music.

New Companies

—**Kid's Touring Company** has been formed by **Mark Bell** to produce Christian musical tours for children; 2909 Poston Av - Suite 200, Nashville TN 37203, 615-329-0224.

—**Urgent Records** has added two labels, **Heart & Soul Music** and **Enclave Entertainment** to form **Urgent Music Group**.

Births

—to **Don Cason**, vice president of **Word Music**, and wife **Nancy**, a boy, **Patrick Foster**, on May 11.

—to **Steve Geyer**, **Star Song** comedian, and wife **Kathy**, a boy, **Graham William**, on May 31.

—to **Terry and Annette Cvengros** of **Ordained Fate**, a girl, **Deliah Ashley**, on May 24.

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.

Retail

(Continued from page 2)

really suits us. We would like to see the stores buy what sells. We feel [our distributor, Sparrow, is] very responsible in the release program and we feel we're very responsible. There is probably not a Hosanna! album that goes out that's with Sparrow that, in its total sales, isn't selling several hundred thousand units. So we don't bring out a product that we don't think is going to do very, very well. And we support everything we supply to the stores. We support the catalog advertising—last year I think we had 130 million advertising impressions through the store catalogs.

We've been totally supportive of the min-max ordering over the last two years. The stores have emphasized less volume buying up front and more turn around time, using either Sparrow distribution or Spring Arbor or wherever they buy their product. Shorter turn around; that's great, we applaud it. It helps us keep our inventories down. I think the industry's getting a lot stronger over the last several years.

We would perhaps want to encourage the stores to be a little more self-governing. And we would like to say:

Buy what is selling and not necessarily just what is coming in the door. If there's a program behind it, get behind the sales. Buy what sells and keep the open to buy for music proportional to your music sales. Don't penalize us as an industry because we turn over fast. Don't take that money and put it into something that has a low turnover.

And I will give you one parting shot because this is what we're really going to emphasize over the next year as a challenge: Don't talk to us only about *discounts*. Include the word *turnover* in that and then we will have a wonderful conversation. Because we can generate profits for you on the bottom line if you include the word *turnover*. If you exclude the word, we're not going to have very profitable conversations between us, because you're going to miss what it is that we're about. We bring customers into the store as an industry and that's really what music does, that's what the Innovative Resources and the Barna research shows; we bring customers into the store with outreach and every other way. That's our challenge. We want to work with you. Hopefully you'll open up things like net pricing and all these different things to make it easier to communicate, but that's where we are.

Diadem's George King: We take a minimalist approach to our release schedule. We believe in couponing. Since we're kind of the new guy on this block, we've had a chance to reinvent the wheel, screw it up a couple of times and then reinvent it again. I think the philosophy that we've come to is that we want to use existing marketing avenues as ways to drive people to your store.

We have coupled that with a minimalist approach on releases, where we only put out what we believe in. It's an evolving thing. I mean, that's what this room is about. We're evolving into a more mature industry; a place where none of us have ever been before because the information age is upon us and we're probably five steps behind, quite honestly.

So our challenge is to continue to send you customers, but at the same time as we bring you marketing programs that involve driving the customers there, I think, if there is going to be new talent introduced, there's going to need to be a give and take where we introduce programs that matter, and at the same time you guys embrace those with a certain amount of risk taking that we've done with our pocket books. ■

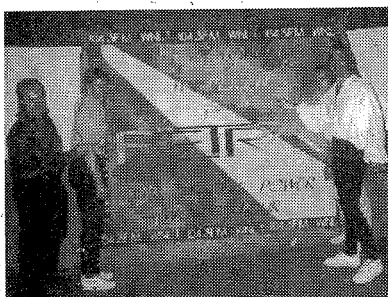
THE CCM UPDATE RADIO ACTIVITY

Promotional Events

—**KSBJ/Houston** will sponsor the "Blessed Be the Tie That Blinds" contest. Air personality **Buddy Holiday** will announce the winner of the contest and later that day will appear incognito as a Father's Day nightmare, sporting the winning tie. The one to ask, "Are you wearing the **KSBJ** Blinding Tie?" is an instant winner. The catch? **KSBJ** is not responsible if you ask the wrong person!

—**WNCM/Jacksonville** reports an estimated 10,000 Christians walked alongside parade vehicles in the Florida "March for Jesus" through downtown Jacksonville on May 23. The parade was grand marshalled by WNCM VP and GM **Calvin D. Grabau**.

—**KADI/Springfield MO**, celebrates two years this week with several events and concerts including **Bruce Carroll**, **Wayne Watson**, **Craig Smith**, **Micheal James**, and **David Meece**.



BANNER YEAR FOR PETRA—
WNLTY/Dayton held a banner contest to welcome **Petra** to town on their Unseen Power tour. The winning banner of **Matt** and **Kevin Hogarth** was autographed by Petra's **John Schlitt**. The winners were awarded \$104.30 from 104.3 FM.

—**Don Burns**, formerly MD at **KLYT/Dallas**, to music director/late morning announcer at **Morningstar Radio Network**.

—**Kate Bruington**, former local TV anchor, to the news department of **WSOR/Ft. Myers**.

—**Deb Haag** to Program Director at **WCLQ/Schofield WI**.

—**Jeffrey Kaye** to Music Director at **WCLQ/Schofield WI**.

Discontinued

—"**Crosswalk**," at one time the most widely-syndicated Christian rock/interview program in the world, has announced that it is discontinuing its syndication. The last program will be aired the week of June 22.

Seeking Opportunity

—**Peter Lloyd**, fifteen-year veteran and former music director for the **KLOVE Radio Network**, desires a music or programming position with AC or Inspirational station. Has interest in a start up station. Write 2705 Range Ave. #231, Santa Rosa CA 95403, 707/528-1122.

Birth

—to **Terry VanOss** at **WJQ/Holland MI**, and wife **Tina**, a girl, **Olivia Grace**, on June 2.



20: WINNER GETS 91—Mark Most, 20: The Countdown Magazine's grand prize winner, picked up 91 **Word** CDs and a CD player from **KLRD/Yucaipa CA**. Shown are Word rep **Bob Mitchell**, **KLRD** morning host **Jon Fugler** and **Most**.

Promotion

—**John Shirk**, formerly music director, to program director at **WJTL/Lancaster PA**.

Appointments

—"**Captain Kent**" **Hayburn**, formerly at **WPIT/Pittsburgh**, to music director and evening show host at **WJTL/Lancaster PA**.

The CCM Update Charts

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.

WO (Weeks On) shows how long the song has been on that chart; **LC** (Last Chart; Last Week on AC) shows the song's previous position. A bullet represents upward momentum with gain in total points over previous period. "Pts" 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.) "Chg" is the gain or loss (-) in points from the previous chart. "%On" represents the percentage of Reporters reporting the song. "%A" is the percentage of Reporters adding the song this time. "%H" "%M" "%L" shows the percentage of Reporters who have the song in "Heavy," "Medium" or "Light" rotations. The "Highest Debut" is the song that enters that chart at the highest position. The "Highest Gainer" is the non-debut song that has gained the most points on that chart.

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Reporting Adult Contemporary Stations: KADI, KBBX, KBUZ, KCON, KDAR, KLTE, KLYR, KLYN, KNLE, KNTL, KOBC, KSLR, KSLT, KTFA, KXOJ, KYCR, KYMS, WABS, WBFJ, WBSN, WCIC, WCFY, WCIE, WCVK, WDJC, WDYL, WGGN, WHAZ, WHLO, WHME, WJIS, WJQK, WJRX, WLAB, WLFJ, WLX, WLVX, WNAZ, WNDL, WNLTY, WPIT, WQCK, WQFL, WTLT, WVFJ, WWCN, WWEV, WXIR, WYLO.

Reporting Adult Contemporary Power Stations: KCMS, KLTU, KSBJ, WCBW, WMUZ, WWDJ, WZZD.

Reporting CHR Stations: KGMS, KLRD, KLYT, KQCS, KRDS, KTSJ, KZZD, WAEC, WAYJ, WCLQ, WGTU, WJTL, WNCN, WRDZ.

Reporting Inspirational Stations: KAJN, KCBI, KCCS, KCIH, KCVO, KGNM, KJLY, KLFJ, KLTT, KSUD, KWBI, WAFR, WBGJ, WEMI, WFRN, WGLY, WGRG, WHYD, WBI, WJIE, WMCU, WMHK, WNIW, WOKT, WONU, WRFD, WSOR, WYNK.

Reporting rock stations & shows: KCLC (Crossroads), KGOT, KLYT, KOKF (Power Rock), KYTT, KTSJ, KZZD (Z-Jam), Reality Rock, WAYJ (The Way), WBRG, WCIE (Living Water), WCIL (Jesus Solid Rock), WCLQ (89-Q), WCVO, WCWP, WHLO, WJIS (LightForce), WKLO (Wakeup Call), WMIE (Rock Solid), WNNN (Star Rock), WPIT (Saturday Night Light), WVBC, WVEV (Power Source), Higher Power, WXTQ (Sunday Offering).

Reporting metal stations: KCLC, KOKF (Real Rock Hits), KWJC (White Metal), KZOK (Eternal Rock), WAYJ (Raging Truth), WCLQ (Late Night Q), WCVO, WJTL, WTCC (The Delour), WVCP (Stainless Steel), Midnight Metal.

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 TOP ALBUMS

MO	LM	TM	TITLE, Artist Label (Distributor)
—	—	1	FOREVER FRIENDS Jon Gibson Frontline (Frontline)
7	1	2	ADDICTED TO JESUS Carman Benson (Benson)
3	4	3	MOMENTS FROM THE HEART Ray Boltz Diadem (Spectra)
8	2	4	MICHAEL ENGLISH Michael English Warner Alliance (Sparrow)
18	8	5	FOR THE SAKE OF THE CALL Steven Curtis Chapman Sparrow (Sparrow)
21	5	6	GO WEST, YOUNG MAN Michael W. Smith Reunion (Word)
7	3	7	UNSEEN POWER Petra DaySpring (Word)
16	6	8	HEART IN MOTION Amy Grant Myrrh (Word)
3	7	9	HUMAN SONG First Call Myrrh (Word)
8	10	10	SANCTUARY Twila Paris Star Song (Star Song)
21	9	11	NU THANG! DC TALK YoForeFront (Benson)
21	12	12	ANOTHER TIME ANOTHER PLACE , Sandi Patti Word (Word)
3	14	13	THE EXTRA MILE Al Denson Benson (Benson)
—	—	14	MAN WITH A MISSION Allies DaySpring (Word)
11	15	15	DIFFERENT LIFESTYLES BeBe & CeCe Winans Sparrow (Sparrow)
4	18	16	CHAIN OF GRACE Dallas Holm Benson (Benson)
6	11	17	PURE ATTRACTION Kathy Troccoli Reunion (Word)
—	—	18	STEPS OF FAITH Margaret Becker Sparrow (Sparrow)
15	16	19	WAKENED BY THE WIND Susan Ashton Sparrow (Sparrow)
72	21	20	THE COLLECTION Amy Grant Myrrh (Word)
33	13	21	REVIVAL IN THE LAND Carman Benson (Benson)
4	39	22	SMOKY MOUNTAIN HYMNS VOL. 3 Various Brentwood (Brentwood)
3	26	23	REAL LIFE Cindy Morgan Word (Word)
11	28	24	THE WORLD AS BEST AS I REMEMBER IT VOL. 1 Rich Mullins Reunion (Word)
—	—	25	60 ACAPPELLA FAVORITES Various Benson (Benson)
1	50	26	ACAPPELLA Various Integrity (Sparrow)
6	17	27	WE HAVE SEEN HIS GLORY Acappella Word (Word)
—	—	28	WORSHIP WITH DON MOEN Don Moen Hosanna! (Sparrow)
30	23	29	MORE TO THIS LIFE Steven Curtis Chapman Sparrow (Sparrow)
12	34	30	FACE THE NATION 4 Him Benson (Benson)
3	19	31	BIG BANG Magdallan Frontline (Frontline)
13	38	32	20 YEARS OF HOPE Maranatha! Singers Maranatha! (Benson)
—	*	33	CROWN HIM Various Hosanna! (Sparrow)
—	*	34	WAR IN THE HEAVENLIES Various Hosanna! (Sparrow)
—	*	35	MAJESTIC PEACE Dino Benson (Benson)
—	*	36	PEACE IN THE MIDST OF THE STORM Dino Benson (Benson)
—	—	37	SHOW ME YOUR WAY Glen Campbell New Haven (Spectra)
1	27	38	TORN BETWEEN TWO WORLDS Billy Sprague Benson (Benson)
8	24	39	IN THE KINGDOM Whitecross Star Song (Star Song)
5	48	40	BESIDE STILL WATERS IV Don Marsh Orchestra Brentwood (Brentwood)
—	—	41	WORLD AS BEST AS I REMEMBER IT VOL. 2 Rich Mullins Reunion (Word)
—	*	42	SMOKY MOUNTAIN HYMNS II Various Brentwood (Brentwood)
6	47	43	LIVE...AGAIN The Brooklyn Tabernacle Choir Word (Word)
31	49	44	THE FINEST MOMENTS Sandi Patti Word (Word)
—	*	45	SMOKY MOUNTAIN HYMNS I Various Brentwood (Sparrow)
4	40	46	UP TO ZION Various Integrity (Sparrow)
1	20	47	PHASE III S.F.C. Brainstorm (Word)
4	22	48	WONDERAMA Randy Stonehill Myrrh (Word)
—	—	49	GIVE THANKS Various Hosanna! (Sparrow)
1	44	50	THE MAJESTY AND GLORY OF THE RESURRECTION , Various Sparrow (Sparrow)

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 upon total units of each title reported sold during the month of May 1992 and includes LPs, cassettes and compact discs. This listing may not be reproduced in any manner without the express written permission of CCM Communications, Inc. ("*" = Re-entry, "--" = New Entry, "MO" = Months on Chart, "LM" = Position Last Month, "TM" = Position This Month.)

THE CCM UPDATE ROCK

WO	LW	TW	TITLE	Artist/Label • Songwriter(s)	Pts	%On
8	1	1	THERE IS NO ONE LIKE YOU	the violet burning/Bluestone • Michael J. Pritzl	72.60	79.17
10	2	2	BREATHE DEEP (THE BREATH OF GOD)	Lost Dogs/Brainstorm • Terry Taylor	65.31	70.83
4	8	3	TAKE UP YOUR CROSS	Guardian/Pakaderm • T. Palacios, D. Bach	57.08	70.83
6	13	4	HOLY WAR	Whitecross/Star Song • Rex Carroll, Dez Dickerson	55.10	70.83
6	5	5	READY, WILLING AND ABLE	Petra/DaySpring • Bob Hartman	52.71	66.67
16	3	6	LAST TRAIN	Holy Soldier/Myrrh • J. Cramer, S. Patrick, A. Robbins, T. Russell, S. Soderstrom, D. Zaffiro	50.21	58.33
10	12	7	I BELIEVE	The Prayer Chain/Chatterbox • Taber, Prickett, Campuzano, Everett	44.90	54.17
14	9	8	IT'S YOUR DECISION	Halo/Pakaderm • Scott Springer, John Elefante, Mike Graham	44.58	54.17
12	7	9	SET THIS PLACE ON FIRE	Legend/Word • Andy Denton, Mike Jacobs	44.48	54.17
2	20	10	FREE LOVE	The Stand/Wonderland • Tony Valenziano, Mark Robertson	43.13	54.17
6	11	11	SOMETHING GOOD HAPPENS	Jacob's Trouble/Alarma • Jerry Davison, Steve Atwell, Mark Blackburn, Ron Cochran, Keith Johnston	40.83	54.17
10	6	12	ENFLESHED [THE WORD IS ALIVE]	Mortal/Intense • Gyro	39.48	45.83
8	10	13	SATISFY	Hoi Polloi/Reunion • Jenny Gullen, Hoi Polloi	39.17	50.00
8	14	14	WHEN THE SUN FADES	At the Foot of the Cross/Glasshouse • S. Hindalong	38.85	45.83
6	16	15	PROMISE OF LOVE	Brighton/Pakaderm • D. Brighton, V. Campi	35.63	45.83
16	4	16	BIG BANG	Magdallan/Intense • Ken Tamplin, Lanny Cordola	35.00	41.67
10	17	17	IF YOU WANT TO	DA/Brainstorm • Terry Taylor	32.50	45.83
4	18	18	I NEED YOUR LOVE	Code of Ethics/R.E.X. • Barry Blasz	30.42	37.50
6	15	19	REDLINE	Idle Cure/Alarma • Mark Ambrose	29.79	41.67
2	24	20	BLACK FLAG	King's X/Atlantic • Pinnick, Tabor, Gaskill, Taylor	19.06	20.83
—	—	21	JESUS IS REAL	Steve Wiggins/Sparrow • Steve Wiggins	18.65	29.17
—	—	22	INTERMITTENT YOU	Applehead/Ocean • Greg Minier	15.00	20.83
—	—	23	HANG ME HIGH	Michael Knott/Blonde Vinyl • Michael Knott	14.90	20.83
—	—	24	STEPS OF FAITH	Margaret Becker/Sparrow • Margaret Becker	14.27	20.83
2	25	25	ROLLING THUNDER	X-Sinner/Pakaderm • Bishop, Scott, Buckner	13.96	20.83

THE CCM UPDATE METAL

WOLW	TW	TITLE	Artist/Label • Songwriter(s)	Pts	%On
8	2	1	TEMPLES ON FIRE	70.91	90.91
6	4	2	PAINTED TRUTH	69.55	81.82
10	1	3	MORE FAITH THAN ME	66.14	72.73
6	6	4	TAKE A LOOK AT YOURSELF	64.77	81.82
8	8	5	KISS THE TRAIN	62.50	72.73
14	3	6	EXIT (EUTHANASIA)	61.14	81.82
16	7	7	SO-CALLED LIVING, 1991	59.55	72.73
14	5	8	VIRTUE AND VICE	57.27	72.73
8	12	9	PROPHET OF IDIOCY	55.45	72.73
—	—	10	CRUTCH	50.91	63.64
20	9	11	PSYCHO SURGERY	50.23	63.64
12	15	12	BISHOP OF SOULS	45.45	54.55
10	13	13	INTERNAL UNREST	42.50	54.55
8	16	14	HOLLY	41.82	54.55
12	11	15	NEVER AGAIN	40.00	54.55
4	18	16	BREAK THE CURSE	39.32	45.45
18	14	17	FAREWELL TO HUMAN CRIES	37.27	45.45
8	10	18	ZEPTUNE	36.59	45.45
2	19	19	SNAKES IN THE GRASS	33.41	45.45
2	20	20	HISTORY	32.50	45.45

MOST PLAYED ALBUMS

1. KINETIC FAITH, Bride (Pure Metal)
2. RENAISSANCE BY DEATH, Betrayal (Wonderland)
3. LAST TRAIN, Holy Soldier (Myrrh)
4. RELEASED UPON THE EARTH, Vengeance Rising (Intense)
5. ALL STAND TOGETHER, Bloodgood (Broken)

Most Adds AC

1. The Great Adventure, Steven Curtis Chapman 21
2. Say the Word, White Heart 12
3. Waiting for the Day, Billy Sprague 10
4. He Never Changes, 4 HIM 9
5. Hallelu Yahweh, Marilyn McCoo 9
6. You've Got a Way, Kathy Troccoli 9
7. Take Me There, Imperials 8
8. Like a Father Should Be, Kenny Marks 8
9. Let the Dreamers Dream, Dick & Mel Tunney 7

AC: The following stations did not report and their charts were frozen: WNLJ, WVFI, KNTL

Most Adds CHR

1. Say the Word, White Heart 8
2. You've Got a Way, Kathy Troccoli 6
3. What's It Like in Your World, Charlie Peacock 5
4. Like a Father Should Be, Kenny Marks 5
5. Holy Fire, Two Hearts 5

6. Who Do You Love, Audio Adrenaline 4
7. Time Will Tell, Out of the Grey 4
8. This Love, Margaret Becker 4
9. All I Need, Lavine Hudson 4

Most Adds INSP

1. Find Your Strength in Him, Dick & Mel Tunney 11
2. Anything, Kellye Huff 11
3. Secret Sears, Ron David Moore 10
4. Amen, Praise and Glory!, Coram Deo Featuring Michael Card 10
5. Sometimes By Step, Rich Mullins 9
6. Sing, Children, Sing, Steve Green 7
7. Shade For the Children, Steve Camp 7
8. Jesus and Me, Glen Campbell 6
9. Glory In the Highest, Annie Herring 6

INSP: The following station did not report and its chart was frozen: KCVO.

Most Adds Rock

1. His Heart Was Always In It, White Heart 5
2. What a Friend, Metal Praise featuring Glenn Kaiser 4
3. Intermittent You, Applehead 4
4. Holy War, Whitecross 4
5. Hang Me High, Michael Knott 4
6. Free Love, The Stand 4

Most Adds Metal

1. Crutch, Applehead 2
2. Holly, Haven 2
3. Prophet of Idiocy, Deliverance 2
4. Radio Bikini, Magdallan 2
5. They're Knockin', Noisy Little Sunbeams 2
6. What a Friend, Metal Praise featuring Glenn Kaiser 2

THE CCM UPDATE CHR

WO	LW	TW	TITLE	Artist	Pts	Chg	%On	%A	%H	%M	%L
3	2	• 1	A FRIEND LIKE U	Geoff Moore & The Distance ForeFront • Geoff Moore, Steven Curtis Chapman	88.43	9.11	100%	13%	73%	20%	7%
3	9	• 2	THIS LOVE	Margaret Becker Sparrow • Margaret Becker, Charlie Peacock, Kip Summers	84.21	20.65	93%	27%	73%	13%	7%
5	7	• 3	WHAT YOU'RE LOOKING FOR	Eric Champion Myrrh • Eric Champion	75.10	8.45	87%	20%	60%	20%	7%
7	3	• 4	MAKE IT WORK	Vince Ebo Warner Alliance • Vince Ebo, Tommy Sims	72.67	-0.65	80%	13%	60%	20%	0%
7	1	• 5	LOVE IS REALITY	Al Green Word • Al Green, Mark Stitts, Mike Stitts	70.22	-14.00	80%	7%	53%	27%	0%
3	13	• 6	HAPPY TO KNOW JESUS	Jon Gibson Frontline • Jon Gibson	68.43	20.03	80%	13%	53%	20%	7%
3	4	• 7	I WILL REMEMBER YOU	Amy Grant Myrrh • Amy Grant, Gary Chapman, Keith Thomas	66.67	-4.22	67%	0%	67%	0%	0%
2	18	• 8	WHAT'S IT LIKE IN YOUR WORLD	Charlie Peacock Sparrow • Charlie Peacock	61.74	26.66	87%	33%	33%	33%	20%
5	6	• 9	IN THE LIKENESS OF YOU	Petra DaySpring • John Lawry	59.32	-10.90	73%	7%	40%	27%	7%
5	8	• 10	LET MY HEART BE THE FIRST TO KNOW	Michael Omartian Myrrh • Michael Omartian, Michael Anderson	57.56	-6.65	60%	0%	53%	7%	0%
3	12	• 11	YOU CAN HAVE MY HEART	Bash Star Song • Bash, Gary Driskell	57.54	6.66	67%	7%	47%	13%	7%
9	5	• 12	LOVE CRUSADE	Michael W. Smith Reunion • Wayne Kirkpatrick, Michael W. Smith	57.53	-13.35	73%	7%	40%	20%	13%
2	20	• 13	CHAPERONE	Lisa Bevill Vireo • Mark Heimermann, Toby McKeehan	52.65	24.23	67%	20%	33%	27%	7%
—	—	• 14	HOLY FIRE	Two Hearts Star Song • Michael Hodge, Carrie Hodge, Brian Tankersley	51.33	27.15	73%	33%	13%	60%	0%
5	14	• 15	MAKE IT RIGHT	Rhythm House Myrrh • Charlie Hueni, Dave Innes, Jeff Pummill, Keith Emerson, Marvin Sims, Tommy Sims	44.19	-1.14	60%	7%	27%	20%	13%
3	17	• 16	WORDS	Kim Hill Reunion • Wayne Kirkpatrick, Kim Hill, Gordon Kennedy	41.11	3.60	53%	7%	20%	33%	0%
—	—	• 17	ALL I NEED	Lavine Hudson Sparrow • Phil Collins, Lamont Dozier	33.29	13.97	53%	27%	13%	20%	20%
—	—	• 18	SAY THE WORD	White Heart Star Song • Mark Gersmehl, Billy Smiley	31.50	31.50	53%	53%	13%	13%	27%
3	25	• 19	FEELING I KNOW BEST	Dennis Austin Myrrh • Dennis Austin, Bobby Brown	30.88	6.67	40%	13%	20%	13%	7%
—	—	• 20	TIME WILL TELL	Out of the Grey Sparrow • Christine Dente, Scott Dente, Charlie Peacock	29.06	13.31	53%	27%	7%	20%	27%
—	—	• 21	SO GOOD	Katina Boyz Arcade • Roby Duke, Samuel Katin, Joseph Katina, John Katina, James Katina, Jessie Katina	28.43	13.33	40%	20%	13%	20%	7%
—	—	• 22	FROM GENERATION 2 GENERATION	Benson Artists Benson • Dave Clark, Don Koch	26.65	4.89	33%	7%	20%	7%	7%
—	—	• 23	GRAND FAÇADE	Allies DaySpring • Bob Carlisle, Randy Thomas	25.47	10.89	53%	20%	7%	7%	40%
2	24	• 24	SHADE FOR THE CHILDREN	Steve Camp Sparrow • Steve Camp	24.18	-0.65	47%	13%	0%	27%	20%
—	—	• 25	NO ONE LOVES ME LIKE YOU	Billy & Sarah Gaines Benson • Billy Gaines, Joe Hogue	23.56	1.80	33%	0%	7%	27%	0%

White Heart

t a l e s o f w o n d e r



"SAY THE WORD"
#2 "Most Added"—AC
#18 Debut—CHR



"HIS HEART WAS ALWAYS IN IT"
#1 "Most Added"—Rock

The Stories Have Just Begun...



THE CCM UPDATE INSPIRATIONAL

WO	LW	TW	TITLE Artist Label • Songwriter(s)	Pts	Chg	%On	%A	%H	%M	%L
7	1	1	THE LESS TRAVELED ROAD Phillip Sandifer Urgent • Phillip Sandifer	75.60	-9.75	82%	0%	64%	18%	0%
3	9	• 2	TAKE THESE BURDENS Janet Paschal Word • Dawn Thomas	75.59	22.76	86%	11%	61%	21%	4%
5	6	• 3	THAT'S WHAT A BROTHER IS FOR Michael James Reunion • Bobby Price, Michael James	69.75	6.20	79%	0%	57%	18%	4%
5	7	4	HAVE WE TAUGHT OUR CHILDREN WELL? One Word • Brent Alan Henderson	59.04	-1.90	68%	0%	46%	18%	4%
9	2	5	I'M STILL HERE Bruce Carroll w/Twila Paris Word • Bruce Carroll, C. Aaron Wilburn	58.09	-16.54	64%	0%	50%	11%	4%
2	20	• 6	JESUS AND ME Glen Campbell New Haven • Phil Driscoll, Lari Goss	58.07	26.32	71%	21%	43%	18%	11%
2	21	• 7	SING, CHILDREN, SING Steve Green Sparrow • Greg Nelson, Jon Mohr	58.06	26.92	79%	25%	36%	25%	18%
7	5	8	SOMEBODY'S PRAYING Ricky Skaggs Word • John G. Elliott	57.14	-6.79	61%	0%	54%	4%	4%
2	25	• 9	SOMETIMES BY STEP Rich Mullins Reunion • Rich Mullins, Becker	49.86	22.63	75%	32%	14%	50%	11%
9	3	10	WHO WILL CALL HIM KING OF KINGS? Sandi Patti Word • Greg Nelson, Bob Farrell, Sandi Patti Helvering	49.64	-20.12	57%	0%	39%	14%	4%
—	—	• 11	AMEN! PRAISE AND GLORY Coram Deo featuring Michael Card Sparrow • Charlie Peacock	49.26	31.09	68%	36%	25%	32%	11%
2	17	• 12	FROM GENERATION 2 GENERATION Benson Artists Benson • Dave Clark, Don Koch	46.40	13.32	61%	18%	32%	14%	14%
9	4	13	ARISE, MY SOUL, ARISE Twila Paris Star Song • Charles Wesley, Twila Paris	44.75	-20.12	54%	0%	32%	18%	4%
2	16	• 14	YOU LAID DOWN YOUR LIFE FOR ME Kelly Willard Asaph • Claire Cloninger, Kelly Willard	40.22	5.22	54%	18%	25%	18%	11%
—	—	• 15	SHADE FOR THE CHILDREN Steve Camp Sparrow • Steve Camp	38.91	16.89	50%	25%	25%	18%	7%
3	14	16	THE COLORS OF YOUR LOVE The Archers Reunion • Patricia Skinner, Jeff Nelson	38.56	-2.25	50%	7%	21%	25%	4%
5	13	17	BY HIS WOUNDS Wes King Reunion • Wes King, Fran Harris	38.56	-6.18	50%	0%	21%	25%	4%
11	8	18	WHEN LOVE COMES HOME Sheila Walsh w/Michael English Star Song • Bob Farrell, Paul Smith	37.62	-22.73	43%	0%	29%	14%	0%
—	—	• 19	SECRET SCARS Ron David Moore Warner Alliance • Ron David Moore, Bruce Carroll	37.59	24.64	57%	36%	14%	29%	14%
2	24	• 20	TAKE THE TIME Michael English Warner Alliance • Geoff Thurman, Becky Thurman, Michael English	35.68	7.49	50%	7%	21%	14%	14%
2	19	• 21	GOD IS FAITHFUL Karla Worley Diadem • Karla Worley, Jon Rosasco	35.68	3.57	54%	14%	18%	18%	18%
—	—	• 22	FROM LOVE TO LOVE Babbie Mason Word • Babbie Mason, Donna Douglas	30.83	3.93	36%	4%	25%	7%	4%
11	10	23	WHY? 4 Him Benson • Mark Harris, Don Koch, Dave Clark	29.50	-21.44	43%	0%	14%	18%	11%
—	—	• 24	GLORY IN THE HIGHEST Annie Herring Sparrow • Anne Herring	28.54	16.54	43%	21%	14%	14%	14%
—	—	• 25	ALWAYS BE A CHILD Ray Boltz Diadem • Ray Boltz, Steve Millikan	26.88	11.31	43%	14%	7%	25%	11%

When Word and Benson Went Up For Sale, You Read It Here First.

THE CCM UPDATE

In the current fast-paced climate of today's Christian music industry... *you can't afford to wait.*

ADULT CONTEMPORARY

WO	LW	TW	TITLE Artist Label • Songwriter(s)	Pts	Chg	%On	%A	%H	%M	%L
8	1	• 1	THIS LOVE Margaret Becker Sparrow • Margaret Becker, Charlie Peacock, Kip Summers	90.74	1.60	95%	2%	82%	11%	2%
6	3	• 2	FROM GENERATION 2 GENERATION Benson Artists Benson • Dave Clark, Don Koch	83.06	10.85	93%	7%	71%	20%	2%
5	8	• 3	TAKE THE TIME Michael English Warner Alliance • Geoff Thurman, Becky Thurman, Michael English	75.38	12.01	89%	7%	52%	30%	7%
9	4	• 4	THAT'S WHAT A BROTHER IS FOR Michael James Reunion • Bobby Price, Michael James	74.43	2.90	82%	9%	68%	9%	5%
9	5	• 5	LET MY HEART BE THE FIRST TO KNOW Michael Omartian Myrrh • Michael Omartian, Michael Anderson	69.94	1.16	75%	2%	59%	14%	2%
5	13	• 6	CAN'T LIVE WITHOUT JESUS Jon Gibson Frontline • Jon Gibson	68.93	11.45	80%	5%	50%	21%	9%
5	10	• 7	SHADE FOR THE CHILDREN Steve Camp Sparrow • Steve Camp	68.29	8.65	88%	4%	38%	39%	11%
4	14	• 8	SOMETIMES BY STEP Rich Mullins Reunion • Rich Mullins, Beaker	67.16	9.81	89%	7%	39%	34%	16%
7	9	• 9	A FRIEND LIKE U Geoff Moore & The Distance ForeFront • Geoff Moore, Steven Curtis Chapman	66.61	4.51	77%	2%	52%	21%	4%
10	7	• 10	LOVE IS SACRIFICE Rob Frazier Urgent • Rob Frazier	65.87	0.27	75%	4%	45%	27%	4%
11	2	• 11	THE LESS TRAVELED ROAD Phillip Sandifer Urgent • Phillip Sandifer	63.90	-9.25	75%	4%	55%	13%	7%
5	17	• 12	TWO DIFFERENT LIFESTYLES BeBe & CeCe Winans Sparrow • Benjamin Winans, Cedric Caldwell	55.16	11.24	77%	5%	23%	41%	13%
10	6	• 13	IN THE LIKENESS OF YOU Petra DaySpring • John Lawry	51.90	-16.72	61%	0%	39%	18%	4%
12	12	• 14	I'M STILL HERE Bruce Carroll w/Twila Paris Word • Bruce Carroll, C. Aaron Wilburn	45.13	-12.70	50%	0%	39%	11%	0%
8	18	• 15	LOVE Vince Ebo Warner Alliance • Vince Ebo, Scott Macleod, Trace Scarborough	41.20	-1.69	54%	0%	20%	27%	7%
12	11	• 16	CROSS MY HEART Michael W. Smith Reunion • Wayne Kirkpatrick, Michael W. Smith	41.11	-16.87	46%	0%	38%	7%	2%
6	19	• 17	I WILL REMEMBER YOU Amy Grant Myrrh • Amy Grant, Gary Chapman, Keith Thomas	37.50	-0.12	43%	4%	32%	7%	4%
4	22	• 18	JESUS AND ME Glen Campbell New Haven • Phil Driscoll, Lori Goss	35.46	3.59	55%	7%	14%	20%	21%
12	15	• 19	BROKEN PLACES First Call Myrrh • Bonnie Keen, Darrell Brown, Tori Taff	33.28	-16.61	45%	0%	23%	20%	2%
8	20	• 20	IN MY LIFE Kim Hill Reunion • Tommy Sims, Kim Hill, Wayne Kirkpatrick, Bob Farrell	31.42	-5.46	41%	4%	21%	14%	5%
3	28	• 21	ALONE IN LOVE Lisa Bevill Vireo • Mark Heimermann, Paula Carpenter, Lisa Bevill, Chris Harris	28.26	6.65	52%	13%	9%	18%	25%
2	27	• 22	HOLY FIRE Two Hearts Star Song • Michael Hodge, Carrie Hodge, Brian Tankersley	27.54	5.03	57%	7%	2%	20%	36%
2	30	• 23	HALLELU YAHWEH Marilyn McCoo Warner Alliance • Jeremy Dalton	27.20	7.34	46%	16%	0%	25%	21%
8	16	• 24	REAL LIFE MEDLEY Steven Curtis Chapman Sparrow • Steven Curtis Chapman, James Isaac Elliott, Brent Lamb, Phil Naish	24.66	-24.80	30%	0%	23%	7%	0%
10	24	• 25	LOVE IS REALITY Al Green Word • Al Green, Mark Stitts, Mike Stitts	24.49	-4.64	29%	0%	14%	13%	2%
4	31	• 26	NO ONE LOVES ME LIKE YOU Billy & Sarah Gaines Benson • Billy Gaines, Joe Hogue	24.34	7.37	32%	5%	13%	18%	2%
2	38	• 27	YOU'VE GOT A WAY Kathy Troccoli Reunion • K. Troccoli, J. Franzel	24.19	8.62	46%	16%	0%	25%	21%
—	—	• 28	THE GREAT ADVENTURE Steven Curtis Chapman Sparrow • Steven Curtis Chapman, Geoff Moore	23.04	23.04	38%	38%	2%	20%	16%
4	32	• 29	LORD OF MY LIFE Rick Crawford Word • Rick Crawford	18.87	2.01	30%	7%	7%	14%	9%
2	33	• 30	SECRET SCARS Ron David Moore Warner Alliance • Ron David Moore, Bruce Carroll	18.71	2.17	32%	7%	4%	18%	11%
4	34	• 31	IN MY FATHER'S HOUSE Dallas Holm Benson • Dallas Holm	18.60	2.32	32%	5%	7%	11%	14%
2	39	• 32	FROM LOVE TO LOVE Babbie Mason Word • Babbie Mason, Donna Douglas	17.98	2.44	29%	4%	5%	20%	4%
3	36	• 33	LISTEN Truth Benson • Billy Simon, Don Koch	17.71	1.58	27%	4%	9%	13%	5%
11	25	• 34	THE HUMAN TOUCH Paul Smith Star Song • Paul Smith, Bruce Carroll, Becky Thurman	17.56	-10.10	27%	0%	7%	16%	4%
—	—	• 35	THERE WAS LOVE Charlie Peacock Sparrow • Charlie Peacock	16.83	4.15	21%	0%	4%	18%	0%
—	—	• 36	WAITING FOR THE DAY Billy Sprague Benson • Billy Luz Sprague	16.00	11.95	27%	18%	2%	11%	14%
—	—	• 37	AMEN! PRAISE AND GLORY Coram Deo featuring Michael Card Sparrow • Charlie Peacock	15.85	4.34	29%	5%	4%	13%	13%
—	—	• 38	LIKE A FATHER SHOULD BE Kenny Marks w/Kim Hill DaySpring • Kenny Marks, Phil Madeira	15.72	6.61	34%	13%	0%	11%	23%
12	21	• 39	WHEN LOVE COMES HOME Sheila Walsh w/Michael English Star Song • Bob Farrell, Paul Smith	15.28	-18.58	25%	0%	9%	9%	7%
—	—	• 40	LET MY PEOPLE GO Scott Wesley Brown Word • Scott Wesley Brown, Tom Wanca, Niles Borop	14.27	3.18	25%	5%	7%	9%	9%