

THE *CCM* UPDATE

Christian Retailers Face Mainstream Challenge

AS CONTEMPORARY CHRISTIAN music's exposure to a mainstream audience increases through general market radio and video airplay, and corporate giants like EMI and BMG bring credibility and clout to the table, new inroads are being made to both stock and promote Christian music products in mass-market retail chains like K-Mart, Wal-Mart and Target. Will this higher profile on behalf of a few key artists serve to benefit Christian retailers or cause consumer allegiances and buying habits to shift, due to attractive discounts and promotions?

Though it's probably too early to judge the results of many mainstream accounts, most would label Target Stores' Amy Grant/Michael W. Smith promotions as immensely successful. According to Rod Eaton, Target's director of sales promotions, the numbers exceeded all of their estimated projections. "We were very pleased and surprised at the results from Amy's original campaign with us at Christmas three years ago. We saw her as an emerging pop star with an already-strong following, and an image that was a good match for Target. As far as the specific product promotions, I have to tell you that direct product campaigns are fairly unusual for us to begin with. And even my estimate, which everybody at Target felt was 'optimistic,' has more than doubled. [Though

he wouldn't specifically confirm it, our sources indicate that the sales of *Heart in Motion* through Target Stores alone have exceeded one million units.]

"I think everybody in the record business was very surprised at the percentage of Amy's total record sales sold by Target, which was anywhere from 25-30 percent, depending on who you talk to, from a chain of only 500 stores," said Eaton.

How do Christian retailers feel about the impact of promotions such as Target's? Glenn Williams, music buyer for the 130-unit Family Bookstore chain believes it will have a positive effect in his stores. "It's difficult to communicate through the media available to us, to the broadly-based potential consumers out there, that products like these are available to them. I just see this as another way to gain exposure to the product, and bring in those people that aren't regular shoppers to our stores."

Williams mentioned that his research indicates mainstream media influence on his customers' purchases as well. "We've tracked a visible increase in the sales of product by artists who have benefited from

#1

Contemporary Christian Music

"He Watches Over You"

Sandi Patti & BeBe Winans • Everland

Adult Contemporary

"He Watches Over You"

Sandi Patti & BeBe Winans • Everland

Inspirational

"Serve the Lord" Carman • Sparrow

CHR

"Love is for Always"

Maia Amada • DaySpring

Rock

"Up at Night"

Liaison • Frontline

Metal

"Would You Die for Me"

Bride • Star Song

general market radio and TV exposure. I track sales on a weekly basis, and in 1992, as individual songs by Amy Grant, Michael W. Smith and Kathy Troccoli hit the [mainstream] charts, we experienced a noticeable increase on their products in our stores during those weeks their songs were charting."

(Continued on page 2)

RIAA Reports 15 Percent Total Industry Growth in '92

THE RECORDING INDUSTRY Association of America (RIAA) released its 1992 year-end unit shipment and dollar value statistics last week, and the news is good with significant growth reflected over 1991.

According to the report, the U.S. sound recording market grew over 15 percent to \$9 billion (based on the shipment of 895.5 million units net after returns of records, tapes, CDs and music videos) over 1991's \$7.8 billion with every configuration except LPs experiencing increases. Unit shipments of CDs increased from 333.3 million in 1991 to 407.5 million in 1992, a 22.3 percent increase that is particularly significant to implying further growth in the future since CD players are currently in only 42 percent of American households. Meanwhile, cassettes remain a mainstay in the audio marketplace with a retail value of \$3.1 billion, a 3.2 percent increase over '91.

Music videos also experienced significant increase with unit shipments up 24.5 percent and a dollar value increase of 33.3 percent. Growth in this market is partly attributed to superstar audio releases in 1992.

RIAA President Jay Berman said, "I'm confident that the diversity of music now available, coupled with an improving economic climate, will serve to foster the development of new talent and continued growth in the future."

Based in Washington, D.C., the RIAA is a trade organization whose member companies create, manufacture and market approximately 95 percent of all legitimate sound recordings produced in the U.S. Each quarter, the RIAA Market Research Committee assisted by KPMG Peat Marwick, compiles industry statistics from record companies net shipment figures.

Rock the WAL Rock the WAL Rock the WAL
WAL Rock the WAL

**tuesday,
march 30th**
328 Performance Hall
328 fourth ave south nashville, tn
9:30 p.m.

77's
again again
undercover
the brave
the stand
hokus pick manouver

W.
WORD

WATCHING TV

MO 3/29 at 8 p.m.—Marvin Matthews and 4HIM on Nashville Now, TNN

MO 3/29 at 11 p.m.—Steven Curtis Chapman and Cindy Morgan on Miller & Company, TNN

TU 3/30 at 8 p.m.—4HIM on Talk of the Town, WTVF Ch. 5 (Nashville)

WE 3/31 at 7 p.m.—Bruce Carroll on Crook & Chase, TNN

TH 4/1 at 7 p.m.—Dove Awards telecast, Family Channel

SA 4/3 at 11 p.m.—Carman on CCM-TV, Family Channel

SA 4/10 at 11 p.m.—Beach Reach '93 on CCM-TV, Family Channel

All times CDT unless otherwise noted.

"Ethics vs. Earnings" NARAS Debate Scheduled in Nashville

The National Academy of Recording Arts and Sciences (NARAS) has announced an upcoming debate in Nashville to discuss the issue of ethics versus earnings in the music industry.

Facilitated by Pete Fisher of WarnerSongs (co-venture of Warner Brothers and Warner Chapell), the debate is scheduled for April 14 from 6-8:30 p.m. at the Loew's Vanderbilt Plaza Hotel with a reception to follow. Topics of discussion will include social responsibility in the record business, free expression vs. social responsibility, and whether or not the industry is currently creating the market or meeting the demand.

Jeff Ayeroff, president of Virgin Records; Mike Greene, president of NARAS; and Mick Kleber, vice president of media for Capitol Records are among the confirmed guests to represent the "left" side while Bob DeMoss, youth culture specialist with Focus on the Family; Moses Dillard, CEO and creative director of New Freedom Music; and Bill Bennett, former secretary of education will represent opposing viewpoints.

Retail Challenge

(Continued from page 1)

Just how do Christian retailers make the most of special mainstream promotions like Target's, to attract new customers to their stores? As Williams responded, "The ball's definitely in our own court there, as a Christian retail community, to take advantage of those opportunities. At Family Bookstores, one thing that helps us is the high profile location of our stores in the malls. Our local store managers are also aware of the need to be competitively priced. We don't necessarily see the need to 'meet or beat' the price-point offered by mass-marketers during their promotions, however. One alternative to price-point in our industry is the coupon program. It's an educational challenge, and I've got some serious questions about the efficiency of it, but it does help with continuity and competitiveness."

Brian Howard, music/video marketing specialist for Baptist Book Stores, said his chain is taking an even more aggressive approach to the challenge. "We have made some steps to counteract some of the secular stores with our promotion coinciding with the Dove Awards. We are featuring product by the nominees at a price-point lower than Target would sell at for three weeks—\$10.97 for CDs and \$7.97 for cassettes—and we're supporting that with four 30-second TV spots that will air on the Dove Awards telecast on The Family Channel. We have made a concentrated decision to make music a bigger part of our business, and the Dove Awards promotion is just the first part of that. We will also roll out another ongoing promotion beginning June 1, which will feature a 'best for less' concept with 20 of the top Christian albums discounted at 20 percent off of retail."

Like Family Bookstores, Howard says several of the Baptist Book Stores will be relocated into higher traffic areas, with some even bearing a new name—Lifeway Stores—in areas where Baptists are not as predominant. Says Howard, "The music sections in those and other rebuilt stores are expanded about 20 percent, with video monitors hanging from the ceiling and special displays underneath featuring products shown in the videos."

Howard also mentioned that his chain will also be experimenting soon with central buying on front-list music products. (Individual stores have done all of their own buying in the past.) "We think this will help insure that we carry what the customer needs as far as new product, and we're hoping

that a central buying situation will give us a little more buying power with the vendors, so we can improve some margins there for better pricing. The stores will continue to buy the backlist product that has been on the market a year or more."

When asked if Target had any plans to promote the genre of contemporary Christian music as a whole in its stores, encouraging the kind of buying trend Jimmy Bowen foresees in the future, Rod Eaton replied, "Probably not. You have to remember that by and large, mass-marketers are not trendsetters. It's not our business. Our business is to recognize a product that is on a 'trend curve.' That's when we get involved."

Despite the impact of individual promotions like those executed so successfully by Target, who has also sponsored the concert tours for both Grant and Smith, Christian retail buyers like Family's Williams remain optimistic. "We're quite sure that many of our customers also shop at Target; but we had phenomenal sales last year with Amy Grant's products as well. If we let people know we exist, and give the customers good service, they will be loyal."

—Thom Granger

Music to Heal L.A.

IN RESPONSE TO THE L.A. RIOTS of a year ago, the Musicians Institute in Hollywood, Calif., is spearheading the "Heal L.A.... Through Music" songwriting contest whose theme is "to motivate peace and harmony."

Songwriters are asked to submit material that is positive and inspires a sense of unification. Submissions will be accepted until April 26 with the winning song being formally unveiled during a celebrity benefit concert. Judges for the contest are industry professionals along with record company executives, publishers and celebrity songwriters. Over \$30,000 in prizes are being awarded including scholarships to the Musicians Institute, a Yamaha Portable keyboard, a Fender guitar and amplifier, a Pearl drum set, Shure microphones, Ovation guitars and cases, a Starfield guitar, MusicLord speaker cabinets and a WRC Custom Neptune Series guitar.

Entry fee is \$15 for the first song and \$5 each for any additional songs. All inquiries should be directed to the Musicians Institute at 213/462-1384.

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CCM
COMMUNICATIONS

Spiritual Love Affair

Everybody's Talkin' About It

the debut release from
ANOINTED



"Spiritual Love Affair has the potential to be a multi-format smash." • CCM Update, March 15

See them perform Tuesday, March 30 at the Word GMA Luncheon

Look for the debut AC/CHR Singles "Spiritual Love Affair" and "God's Personality" on your desk April 5

Produced by Mario "Skeeter" Winans, Eddie Howard and
Anointed for Brainstorm Productions

A Word Associated Label Release



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THE CCM UPDATE GALLERY



G'DAY... Y'ALL—The Newsboys and Petra recently drew a crowd of about 600 people during an in-store appearance at the Theophilus Bible Store in Bellaire, Tex., where they signed autographs, talked with fans and posed for photographs. Pictured above (l to r) are **Kevin Mills**, Newsboys; **Trey Boring**, Star Song sales representative; **Peter Furler**, Newsboys; **Paul Dunne**, Theophilus public relations/marketing director; and **Jonathan Geange** (Jibba), Newsboys.



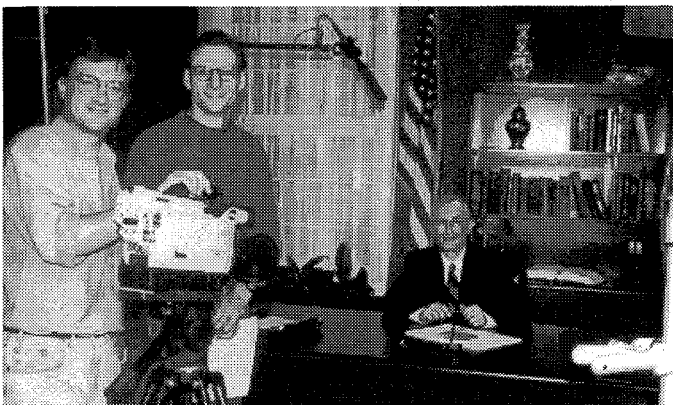
A PLANNED QUAKE IN L.A.?—**Norman Hutchins** (front right) shook the walls of **Capitol Records'** Studio A in Los Angeles recently while recording his upcoming **Sparrow** release with **The L.A. Praise Ensemble** choir directed by **Kurt Carr** (front left). Hutchins' live recording is slated to release in July.



SO HOW'S YOUR ESPAÑOL?—The song "We are One Body" was recorded in the Spanish, English, Afrikaans, and Zulu languages in a recent Integrity recording session in Johannesburg, South Africa. To be featured on an upcoming Hosanna! release, the song brought together over 5000 worshipers of various racial and ethnic backgrounds to worship God. Pictured (l to r) are **Alex Acuna**, percussionist; **Abraham Laboriel**, bass; and **Justo Almarie**, flute/sax.



SOME SAINTS AND SINNERS—It may be hard to tell one from the other with this colorful crew at a recent ForeFront gathering where **Michael Anderson** performed a few hot tunes off his Christian debut, **Saints and Sinners**. Pictured (l to r) are **Eddie DeGarmo**, co-owner, ForeFront; **Danny McGuffy**, vice president of marketing and sales, Star Song; **Anderson**; and **Dan Brock**, co-owner and president, ForeFront.



PEROT-LIFE CAUSE?—**Eric Wyse** of **Gary Musick Productions** recently directed Ross Perot impersonator **Jack Mayberry** in a promotional video titled "Gospel Music—Big Business" for the Gospel Music Association. The video was shown during the independent label presentation at the National Association of Record Merchandisers (NARM) convention. Pictured (l to r) are **Matt Coale**, director of photography; **Wyse**; and **Mayberry**.



THIS SHAMBROOK IS NO SHAM—Frontline's **Peter Shambrook** just wrapped up his latest recording, **Love Unseen**, with some top musicians. Pictured (l to r) kneeling are Shambrook and guitarist **Don Harris**; and standing are **Mike MacLane**, FMG executive vice president; keyboardist **Steve George**, Mr. Mister; engineer **Eric Elwell**; producer **Paul Clark**; **Matt Duffy**, FMG A&R; drummer **Red Lincoln**; and **Brian Tong**, FMG president.

See You At The



RECORD RELEASE PARTY

Honoring these four new projects:

Michael English
"Hope"

Steve Camp
"Taking Heaven By Storm"

Dick and Mel Tunney
"Left to Write"

The Brooklyn Tabernacle Choir
"Live... We Come Rejoicing"

Along with stunning New Artist signing announcements
(be the first on your block to know!)

Dinner Will Be Served

Monday, March 29, 1993

5:00-6:30 pm

The Court Club

(at the Food Court, 2nd floor of the Church Street Centre Mall
across from the Stouffer Hotel)

Open to all NCRS, CMVR, and NCPR registrants. Must have GMA Badge for entry.



Appointments

—**Neal Joseph**, formerly vice president and general manager, to president of **Warner Alliance**.



—**Jim McKenna**, formerly regional sales manager for **Benson Music Group**, to director, national field sales for **Sparrow Distribution**.



—**Dave Palmer**, formerly director of marketing and radio promotions for **Wonderland**, to rock promoter for radio, retail and media for **Reunion**.

Promotions

—**Lori Perry**, formerly in radio promotions, to director of marketing and radio promotions for **Wonderland**.

Announcement

—**The National Black Gospel Talent Search**, "Sing His Praises," awarded the \$10,000 Grand Prize along with a recording contract from **Warner Alliance** to the Detroit-based group, **The Ginyards**, on March 13 in Nashville, Tennessee. Sponsored by **TriUnity, Inc.** and **Thomas Nelson Publishing Company**, the event attracted artists from across the country to compete in five vocal categories.

Signings

—**Acoustic Shack** to a recording agreement with **Broken Records**.

—**Mercy** to a recording agreement with **Broken Records**.

—**Chuckie Perez**, formerly **Chuckie P.** on **Arcade Records**, to a recording agreement with **Essential**.



THE EMPIRE STRIKES... BROWN?

Star Song's Keith Brown just signed a management agreement with new Nashville company **Empire Management**. Pictured above (l to r) are **Dave Kelly**, president of **Empire Management**; **Brown**; and **Bobby Brooks**, vice president of **Empire Management**.

Correction—In the March 15 Update, the photo of **Steve Reno** from **Star Song** was inadvertently identified as **Lanny Cates**.

Send all announcements, news and photos for FYI to April Hefner, *The CCM Update*, 107 Kenner Avenue, Nashville, TN 37205. All releases should be received one week before issue date for editorial consideration.

There are 7,000 Company listings in The 1993 Christian Media Directory.

It seems like all kinds of organizations are producing directories these days, but there are several key differences in **The CMD** & other books. Besides the fact that our directory has more listings covering more categories than any other Christian directory, our book has one feature that is unique. IT'S CURRENT. Unlike other directory publishers, In the last year, we 'cleaned' our list and sent mail to every listing in the book. The 1993 **CMD** came off the press in February 1993 so it is the most current Christian Trade Directory on the market. That's the good news. The bad news is that although you can buy A directory at the GMA show, we're not allowed to sell THIS directory there. So even though this is the **Original** directory listing all the companies in Christian Media, you'll need to send us a check to receive it. Simply fill out the form below & we'll post your order as quickly as possible. We'll also send an editorial on the politics behind the publishing.

There are other features you should be aware of. We don't 'pad' our listing count with hundreds of firms with no phone numbers, or obsolete artist listings. We only list **companies** & we almost always have the phone number. The **CMD** is the only Christian directory with a complete index so you can see which categories various firms compete in. We've added new categories this year. For the 1st time, we have the card deck vendors & the direct mail list brokers. For those firms doing print press releases, we've tracked down virtually every Christian newspaper in America. Of course we have all the Christian **labels, producers, & publishers**; but we've also greatly expanded the broadcast programmers & syndicator listings. We even list Christian Computer Software. We have Tape Duplicators, CD Mastering Labs, A/V Studios, Record Promoters, Booking Agents, Artist Managers, Home Video Producers, Film Production Companies, & **More!**

"The Directory looks Great!" - **RAE Media** "I use the CMD an average of 3 times a week & consider it one of my most valuable resources" - **Trinity Studios** "The information you supply is vital" - **L. Cruz** "I've so appreciated your publications!" - **Treasured Word** "A God Send!" - **WDYN FM** "We've benefited from these Resources" - **Crossroads Recording Studios** "You have done an incredible job, James--The competition is a throw away pamphlet by comparison!" - **Tom Green - Lightmusic**

The **Christian Media Directory** sells for \$34.95 (plus \$1.75 for postage and handling). To receive your copy, send a check or money order for \$36.70 (Please make your check payable to **James Lloyd**) with the coupon below. Orders **MUST BE PREPAID**. Sorry, no COD or credit cards. Canadian orders are welcome at \$45 Canadian or \$36.70 US Currency. Although we try to ship immediately, we are required to say it takes 2-3 weeks to receive, so Order your copy NOW!

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C H R I S T I A N A D U L T H I T R A D I O

THE CCM UPDATE

ALBUM REVIEWS

On The Chart

Scott Blackwell presents *Once Upon A Time MYX*

Blackwell's latest sampler is his most far-reaching musically; it features (to name a few styles) funk, house, rave, techno and jack swing. Besides old favorites Sandra Stephens & Allegra Parks and the Theriot Brothers, some fine new talent is introduced; in this case, Aaron Delacruz and Liz Gonzales are the hot young vocalists featured. Backed by the Theriots, Delacruz turns in a delightful O'Jays influenced Philly groove tune called "Never Ending Love" which ought to be a hit single.

Pam Thum Pam Thum Benson

While not a name with which many may be familiar, Thum has already spent a couple of decades as a recording and concert artist, as well as honing her songwriting craft; Trace Balin took Thum's "We are an Army" to the Top 10 a few years back. Co-architects of Thum's sound are producer/songwriters Bill Cuomo and Robert White Johnson, known for their work with artists such as Celine Dion, Barbra Streisand and Kim Carnes. Thum can work a slinky dance groove ala Lisa Bevell, but she sounds much more at ease delivering quiet, reflective pieces. In either case, radio (and your clientele) should fall hard for this seasoned artist.

Also Received

*** Acoustic Shack Fret Buzz Broken**

The Shack has been rewired for its sophomore effort, its first for Broken. Though acoustic underpinnings are still present, the vibe this time is much more reminiscent of alternative rockers such as Belly or The Sundays. Michael Misiuk is a consistently interesting guitarist, while lead vocalist (and spouse) Laura integrates overtones of singers such as Kate Bush and Chrissie Hynde while making her own musical statement. Bound to be one of the top in alternative rock.

Pearl Brick On The Other Side Spirit Song

Vineyard Music Group inaugurates a new imprint with the second major label release from the talented Brick. Her folk/rock repertoire expands to include some Bonnie Raitt-styled blues and occasional country influences ala Kathy Mattea. Brick's *Going Home* album for Maranatha! enjoyed substantial airplay; the diversity of styles represented here should most likely attract your age 35 and up crowd, although many collegiates will be broad-minded enough to appreciate Brick's rootsy appeal.

d.b.d. featuring XL Sodom and America Brainstorm

This incendiary album marries two of pop music's most extreme styles—hard core

rap and thrash metal—with provocative lyrics straight from the street. For example, from "Die Racism"—"If racism was a man and I had a 12-gauge I'd shoot him in the head in the Lord God's name." These searing performances will probably only appeal to a small number of customers, and that's unfortunate. I can't recall hearing another rap or metal album this honest in Christian music.

Mercy Mercy Broken

Husband/wife duo Lorraine Lewis (former lead singer of Femme Fatales) and Erik Levy (late of The Black-Eyed Susans) decided the cool thing to do on their honeymoon this winter would be make a record. Mercy's album has an organic feel reminiscent of Lone Justice (no doubt owing to Lewis' dusky soprano), while occasionally featuring edgier guitar work and alternative leaning arrangements. Even though the drums are programmed, the layers of guitars and vocals give the album depth and warmth, something often lacking in modern rock releases.

Shack of Peasants Classic Blues, Vol. 1 Metro One

The title of this acoustic album is a pun on the name of session leader Lanny Cordola's former band, House of Lords. But Cordola and the rest of the performers, including Darrell Mansfield and Crystal Lewis, take their blues very seriously. Cordola has sought out obscurities from the 1920s through the early '60s, when the appearance of masters such as Rev. Gary Davis on college campuses first exposed many white folk to the blues. Tunes like "Gwine Dig a Hole to Put the Devil In" and "Death Don't Have No Mercy" are performed with sincere enthusiasm and will attract folks interested in gospel music's roots.

Sister Renetha Holy Spirit, Rain On Me Eden

Sister Renetha is a minister of music from the Oakland, CA area who is such a dynamic performer and communicator that its hard to imagine this is her first nationally-distributed album. For this live session, Renetha led a crackerjack band and 1500 worshippers through about five hours of high praise; we get to hear about 60 of the most electrifying minutes. Renetha and her group seamlessly mix traditional and contemporary black gospel elements, so this album should have a broad appeal, especially to fans of the Winans, Tramaine Hawkins, etc.

Threes Fall On Your World

Glasshouse Singer/songwriter/guitarist Bill Campbell is the sole remaining member from the quartet that made its major label debut in 1990. In the the ensuing 2 1/2 years,

the band has switched labels and become a three guitar quintet, toughening its sound and losing the pronounced R.E.M.-isms which drew earlier criticism. Lyrics occasionally lack weight, but minor weaknesses are compensated for by Campbell's fervent delivery and the clangorous guitar mix. Despite lack of touring, the group's otherwise high profile and airplay has maintained interest among alternative music lovers.

Various Artists Victory Outreach/Up From The Ashes Metro One

This isn't merely a collection of throw-away tracks lumped together for a good cause; six of the nine tunes are exclusive to this collection. Included are a hot remix of Crystal Lewis' "I Now Live," plus Lewis' rap debut; raps by the Dynamic Twins and Peace & Poetic Lee (Freedom of Soul) are also outstanding. This disc also marks the debut of rapper T-Bone, who's sure to be one of '93's sensational new voices. Proceeds will benefit Victory Outreach Centers throughout the world, which among other ministries, provide shelter and a rehabilitative environment for the homeless, recovering substance abusers and ex-prisoners.

VIDEOS

Dakota Into The Son Myrrh/Word Visual Audio

Another can't-miss collection from Word, this time introducing its hot new alternative act, Dakota. The fellas in the band show off their loopy charisma surfing, skateboarding, skiing and on stage, while lead singer Davia Vallesillo is a mesmerizing presence that the camera seems to love. This three-clip package is only \$2.99 with the purchase of a cassette or CD or \$5.99 alone—a steal!

Guardian Streets of Fire Pakaderm/Word Visual Audio

Pakaderm and Word have seized the bull by the horns when it comes to using video as a promotional tool. For a measly \$4.95, you get four clips, including the brand-new "Shoeshine Johnny" (from *Miracle Mile*) and chart-topping "Power of Love," plus several minutes of behind-the-scenes "making of" footage and candid interviews. Whatta deal!

Uthanda Shadow Play Essential

Essential's intro to Uthanda contains only one clip, for "Shadow Play," the second single from the *Believe* album, plus some witty and revealing interview footage. Perhaps the most cost-effective of these three products, the video is a mere \$1.98 with the purchase of the album.

—Reviewed by Bruce A. Brown

Product reviews are intended to provide retailers with advance information about new releases. "Top 10" and "On The Chart" are albums and videos which *The CCM Update* predicts will reach those respective levels on the sales chart. *Critics Choice: 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. All product should be received two weeks before issue date for editorial consideration.

THE *CCM* UPDATE SINGLE REVIEWS

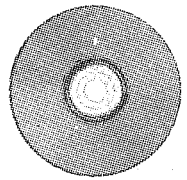
Top Five

"He Must Be Love" Kelli Reisen Pakadern



Reisen's first single turned heads and reached top five peaks on several national charts. Watch for similar response from Inspirational programmers on this offering, which exemplifies Kelli's ability to communicate her deep spirituality through song. **INSP**

"Holding Out Hope to You" Michael English Warner



Alliance
After the unprecedented success of his first solo album, one had to wonder if the new album could compare. Well, write it down: Michael English's next number one single has arrived. The debut release from his sophomore effort, *Hope*, is certain to transcend all format boundaries and further establish him as one of Christian music's premiere male vocalists. **AC/CHR/INSP**

"Saints and Sinners" Michael Anderson ForeFront



Anderson's no-holds-barred lyrics and musical originality are showcased quite effectively in the title cut from his debut Christian project. While the raw nature of the cut will make some AC programmers uncomfortable, it's sure to find a home in heavy rotation at CHR outlets. **CHR**

"Shoeshine Johnny" Guardian Pakadern



Growling guitars, infectious rhythms, gritty vocals and uncompromising lyrical content... just what you've come to expect from Guardian. This time out you also get a bonus in the horn work of the Fabulous Martin Brothers (no extra charge). Guardian and producers John and Dino Elefante have taken it to the next level. This is rock 'n' roll that would sound

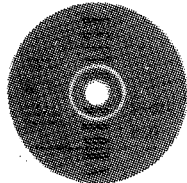
right at home on mainstream rock radio. Crank it up and watch your cume figures grow! **ROCK**

"Sound Alarm" Michael Anderson ForeFront



Anderson's unique, polished blend of acoustic rock is epitomized in this debut single, which sports a monster hook, amazing lyrical innovations and instrumentation that's as distinctive as his voice. This veteran rocker ranks as one of Christian music's brightest new faces, and a much-needed fresh sound for Christian radio. **ROCK/CHR**

"Wind in the Fire" Keith Brown Star Song



Welcome another new face to the Christian music scene. Producers Dez Dickerson and Brown have created a winning combination of power pop tracks and searing vocals that is sure to light up the phones at stations nationwide. CHR will eat this one up! **CHR**

On the Chart

"Come Into This House" Carman Benson

Carman teams up with Commissioned and Fred Hammond for a cool jam from the *Addicted To Jesus* project. CHR will make good use of this one. **CHR**

"Everybody Needs Somebody" Dawkins & Dawkins

Benson

The Dawkins brothers (you probably know them best from Commissioned) have branched out and gone solo... or duet, I guess. A catchy hook and solid vocal performances will give it a good shot at top 10 CHR numbers. **CHR**

"Love has Made the Difference" Kim Boyce Warner

Alliance

As the warmer weather approaches, you're probably looking for some musical selections to warm your music mix as well. Look no further—Kim has dished up a contagious groove that is as smooth as it is hip. Top 10 numbers are certain at CHR and probable at AC. **CHR/AC**

"Prodigal Heart" Keith Brown Star Song

Brown's satiny vocal glides easily over a seamless track highlighted by outstanding acoustic guitar work compliments of Michael (Two Hearts) Hodge. It's a sure shot for top 10 peaks with a real shot at top five as well. **AC/INSP**

"Seasons Change" Ray Boltz Word

The title cut from Boltz's first Word project is a comfortable mid-tempo number that will find a welcome home at both AC and Inspirational radio. It's not a monster hit, but it's certainly a solid add given this artist's familiarity and the lyrical content. **AC/INSP**

"The Garden" Glad Benson

This is certainly an apropos song for airplay during the Easter season, and the name recognition of the group makes it a safe addition. I'd recommend the edit version, which comes in a minute shorter and also pulls out the guitar solo. **AC/CHR**

"Learning to Believe" Mesa Benson

For those of you who haven't (or don't) read the letters that come with your singles, Mesa is a new threesome comprised of Dana Key, Dallas Holm and Jerry Williams. Its first release is a gentle ballad that boasts Key's familiar lead vocal supported by airtight harmonies from the other two Christian music vets. (With Dana singing lead, it's easy to assume that this is a D & K selection. You'll want to make sure you talk about who sings it whenever possible.) **AC/INSP**

"Torn in Two" Glad Benson

Glad enlists the writing and vocal talents of its new keyboard player on another selection that is especially relevant as we celebrate the resurrection of our Lord over the next few weeks. Inspirational stations will find it quite appealing, but it is also suitable for AC airplay. **INSP/AC**

—Reviewed by Todd Chatman

Reviews of promotional singles and video clips are intended to provide programmers with information about potential new material for airplay. "Top 5" and "On The Chart" are songs and video clips which *The CCM Update* predicts will reach those respective levels on their format's airplay charts. *Critics Choice: Singles that, in the reviewer's estimation, are artistically exceptional and worthy of attention, irrespective of their chart potential. Send radio singles/video clips for review to: Todd Chatman, *The CCM Update*, 107 Kenner Avenue, Nashville, TN 37205. All product should be received one week before issue date for editorial consideration.

THE CCM UPDATE RADIO ACTIVITY

Signing On

—WYLV-FM/Knoxville, TN signed on the air February 14th as a 24-hour affiliate of the **Morningstar Radio Network**. WYLV's GM is **John Hanna**, the OM is **Larry Richmond**. 3214 Tazewell, Suite 101, Knoxville, TN 37918. 615/656-6262.

—KPSM-FM/Brownwood, TX also hit the air in February as a full-time **Morningstar** affiliate. The GM is **Jerry Martin**. P.O. Box 1522, Brownwood, TX 76801. 915/646-3420.

Staff Moves

—**Randy Ray Urich**, 10 year veteran announcer/account manager for **KFDI-AM/FM** has joined the staff of **KTLI-FM/Wichita, KS**. Urich will retain responsibilities in the sales department as well as handling afternoon drive duties.

—**Dawn Rae**, fresh off a stint in mornings at **WJMM-Lexington, KY**, joins the staff of **WJQ-FM/Grand Rapids, MI**. Rae will co-host the morning show with PD **Dale K.**, and will also handle mid-day responsibilities.

—**Bob Thornton**, former PD at **KNTL/Oklahoma City**, has joined **KLTI-FM/Wichita, KS** and will serve as **Assistant PD, MD** and **mid-day announcer** at the 24-hour Christian music outlet.

—**Greg Johnston** to PD and PM Drive at **WCVO-FM/Columbus, OH**.

—**Troy West** exits **KIKS-FM/Iola, KS** to take on afternoon drive duties at **WJQ-FM/Grand Rapids, MI**.

Programming Changes

—**WCVO-FM/Columbus, OH** has added a new rock-based CHR music show called "**The Source**" to its Friday night line-up. The seven-hour show features involvement from local youth groups.

Promotions

—**WCVO-FM/Columbus, OH's** Easter Seals Bowl-A-Thon raised \$1200 for the Columbus area Easter Seals Telethon.

—**K-LORD-FM/Riverside, CA** gave **Bryan Duncan** the wake-up call of his life March 16th. With a little help from Bryan's wife **Jodi**, the station brought

in a trumpet player to blast reveille at the foot of his bed precisely at 6:40 a.m.... in honor of his 40th. The event was witnessed by Bryan's band and was also captured on video tape (look out *America's Funniest Videos!*). It remains to be seen if Bryan will reach 41, or if he wants to!



STEVEN CURTIS CHAPMAN'S GREAT ADVENTURE HITS WATERMARK—Steven Curtis Chapman enjoyed some pleasant conversation with **ABC Watermark's Neil Haislop**. The interview will be used on *American Country Countdown*.

Send all announcements, news and photos for Radio Activity to: Todd Chatman, *The CCM Update*, 107 Kenner Avenue, Nashville, TN 37205. All releases should be received one week before issue date for editorial consideration.

Who are these guys, anyway?

A bunch of nobodies. What's more, we spend all our time working with a bunch of nobodies. We're *not* the hot new indie label to watch. We don't even think we're a contender.

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And of course, we, like any honest part of the music industry, struggle with that elusive sense of self-worth and acceptance from our peers. Why else would a bunch of yahoos from the Pacific Northwest spring for an ad in the Update?

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UPDFRE

THE CCM UPDATE ROCK

WO	LW	TW	TITLE	Pts.	%On
			Artist/Label • Songwriter(s)		
12	1	1	UP AT NIGHT Liaison/Frontline • Lary Melby, Tim Melby	75.13	85.00
12	2	2	DANCIN' IN HEAVEN Whitecross/Star Song • Rex Carroll, Dez Dickerson	68.38	75.00
14	3	3	IF THAT AIN'T LOVE The Brave/Pakadern • The Brave	67.50	75.00
4	10	4	SUNRISE Uthanda/ERG • Uthanda, Robert Beeson	64.00	80.00
4	6	5	FIRE AND LOVE Guardian/Pakadern • T. Palacios, D. Bach, J. Rowe, J. Elefante	60.88	75.00
6	4	6	FRIENDLY FIRE Legend/Word • Mike Jacobs, Andy Denton, Randy Ray, Tim Turner	60.50	70.00
8	9	7	PROMENADE Undercover/BAI • Gym Nicholson, Sim Wilson	59.63	75.00
4	7	8	JOHN THE REVELATOR Phil Keaggy/Myrrh • Traditional, Arranged by Phil Keaggy, L. Nichols	59.00	70.00
10	11	9	THE REAL THING Lanny Cordola/ERG • Lanny Cordola, Phil Bardowell	44.38	55.00
10	5	10	CALL HIS NAME The Kry/Asaph • Jean Luc Lajoie, Peter Nelson	43.38	50.00
8	15	11	JESUS IS JUST ALRIGHT DC Talk/FareFront • Arthur Reynolds	38.88	45.00
2	24	12	DON'T USE ME Bride/Star Song • Troy Thompson, Rik Foley, Jerry McBroom, Dale Thompson	38.75	55.00
6	13	13	SHAME Crystavox/Ocean • Loren Holmquist, Adam Lee Kemp	38.75	55.00
14	12	14	WOODY 77's/BAI • The 77's	36.00	45.00
—	—	15	VENDETTA White Heart/Star Song • Mark Gersmehl, Billy Smiley, Anthony Sallee, Brian Wooten	35.75	55.00
14	14	16	BANG THE DRUM Fighter/Wonderland • Sean Murphy	32.88	45.00
6	19	17	OVER YOU Age of Faith/Benson • Jimi Ray, Michael Hough	32.50	45.00
2	23	18	TURN OR BURN Noisy Little Sunbeams/Benson • Dale Bray, Troy Nilson	32.38	45.00
6	18	19	LEARNING TO FLY Under Midnight/Wonderland • Frankie Allen, D.B. Allen	30.75	40.00
12	8	20	WORLDWIDE Adam Again/BAI • Gene Eugene	28.88	40.00
2	25	21	HOME AGAIN Pray for Rain/Vireo • Joel Hanson	28.13	40.00
—	—	22	[WHAT'S SO FUNNY 'BOU] PEACE, LOVE & UNDERSTANDING The Stand/Wonderland • Nick Lowe	26.25	45.00
—	—	23	WATERLINE In Reach/Star Song • Brett Williams, David Zaffiro	25.50	35.00
—	—	24	BAD PLACE Novella/Star Song • Jonathan Pagano, Derek Jan	24.38	35.00
—	—	25	FEVER Seraiah/Star Song • Bradley Beckey, Tracy Ferrie, Quinton Gibson, Kyle Dietz	22.13	30.00

THE CCM UPDATE METAL

WO	LW	TW	TITLE	Pts.	%On
			Artist/Label • Songwriter(s)		
4	1	1	WOULD YOU DIE FOR ME Bride/Star Song • Troy Thompson, Dale Thompson, Alex Thompson	92.50	100.00
6	3	2	DEMONS Rose/Intense • Randy Rose	86.88	100.00
8	2	3	HELL HOUSE Godsent Humans/New Breed • Godsent Humans	79.69	100.00
6	6	4	WHO Crashdog/Grrr • Crashdog	73.13	87.50
10	8	5	LORD OF DREAMS Deliverance/Intense • Mike Phillips, Jimmy P. Brown II	61.25	75.00
8	4	6	DEAD END DRIVE Holy Soldier/Myrrh • J. Cramer, S. Patrick, A. Robbins, T. Russell, S. Soderstrom, D. Zaffiro	59.69	75.00
10	5	7	PATHOGENIC OCULAR DISSONANCE Tourniquet/Intense • Ted Kirkpatrick	58.75	62.50
2	16	8	EDEN Die Happy/Intense • Larry Farkas, Doug Thieme, Greg Chaisson, Robyn Basauri	54.38	62.50
4	10	9	DEVIATE Brainchild/R.E.X. • Scott Albert	54.38	75.00
18	7	10	WISDOM CALLS Veni Domine/R.E.X. • Veni Domine	47.50	62.50
6	12	11	THE OBSTINATE TOY SOLDIERS Lanny Cordola/ERG • Lanny Cordola	42.19	50.00
20	9	12	SIX FEET UNDER Applehead/Ocean • Greg Minier	41.88	50.00
22	13	13	RATTLESNAKE Bride/Star Song • Troy Thompson, Rik Foley, Jerry McBroom, Dale Thompson	40.94	50.00
4	14	14	ISAIAH 6 One Bad Pig/Myrrh • Carey Womack, Paul Q-Pek	38.44	62.50
2	20	15	CONSEQUENCES Circle of Dust/R.E.X. • Doug Mann	36.88	50.00
16	11	16	HAUNTS OF VIOLENCE Sacrament/R.E.X. • Robert Wolfe	36.25	50.00
12	15	17	CAGE Die Happy/Intense • Doug Thieme, Larry Farkas	35.94	50.00
2	18	18	VOID EXPRESSION Living Sacrifice/R.E.X. • Living Sacrifice	32.81	50.00
10	17	19	DANCIN' IN HEAVEN Whitecross/Star Song • Rex Carroll, Dez Dickerson	31.25	37.50
10	19	20	CORRIDOR TO LIGHT Sardonyx/Light Shine Music Group • T. Denlinger, C. Turner, R. Feltman, M. Anthony	27.50	37.50

MOST PLAYED ALBUMS

1. SNAKES IN THE PLAYGROUND, Bride (Star Song)
2. MEANING, Applehead (Ocean)
3. LAST TRAIN, Holy Soldier (Myrrh)
4. HIGH GEAR, Whitecross (Star Song)
5. DIE HAPPY, Die Happy (Intense)

Most Adds AC

1. The Robe, Wes King 11
 2. Love Can Break your Fall, Cindy Morgan 11
 3. Prodigal Heart, Keith Brown 10
 4. Peace of the Rock, Gaither Vocal Band 10
 5. Seasons Change, Ray Boltz 9
 6. Love Has Made the Difference, Kim Boyce 8
 7. I Want to Hear the Angels Sing, Truth 7
 8. I Know Where I Stand, Bruce Carroll 7
 9. Only Heaven Knows, Rachel Rachel 6
 10. After the Hurricane, Kelli Reisen 6
 11. The Garden, Glad 5
 12. Talk About It, Phil Driscoll 5
- The following stations did not report and their charts were frozen: WCBW, WCIE, KXOJ.

Most Adds INSP

1. The Robe, Wes King 6
 2. Seasons Change, Ray Boltz 5
 3. I Know Where I Stand, Bruce Carroll 5
 4. God Will Make a Way, Truth 4
- The following station did not report and its chart was frozen: WHYD.
- ## Most Adds CHR
1. Wind in the Fire, Keith Brown 4
 2. After the Hurricane, Kelli Reisen 4
 3. Only Heaven Knows, Rachel Rachel 3
 4. Love Has Made the Difference, Kim Boyce 3
 5. Talk About It, Phil Driscoll 2
 6. Saints and Sinners, Michael Anderson 2

7. Love Can Break your Fall, Cindy Morgan 2
 8. As Far as the East is from the West, Liaison 2
- All stations reporting.

Most Adds Rock

1. [What's So Funny 'Bout] Peace, Love & Understanding, The Stand 8
 2. Vendetta, White Heart 7
 3. Don't Use Me, Bride 5
 4. Turn or Burn, Noisy Little Sunbeams 4
 5. Promenade, Undercover 4
 6. Banquet at the World's End, Daniel Amos 4
- The following station did not report and its chart was frozen: KGOT
- ## Most Adds Metal
- None

THE CCM UPDATE CHR

WO	LW	TW	TITLE	Artist	Label • Songwriter(s)	Pts	Chg	%On	%A	%H	%M	%L
8	1	1	LOVE IS FOR ALWAYS	Maia Amada	DaySpring • Robert Sterling, Scott Williamson	100.00	0.00	100%	0%	100%	0%	0%
6	5	• 2	LIGHT A CANDLE	White Heart	Star Song • Mark Gersmehl, Billy Smiley	94.16	6.64	100%	0%	83%	17%	0%
7	4	3	TELL ME WHY	Lavine Hudson	Sparrow • Rhett Lawrence, Lavine Hudson	83.03	-4.62	100%	0%	58%	33%	8%
4	7	• 4 †	THE ANSWER	Eric Champion	Myrrh • Eric Champion	82.43	7.29	100%	0%	50%	50%	0%
11	3	5	NOTHING'S GONNA KEEP ME FROM YOU	Out of the Grey	Sparrow • Christine Dente, Scott Dente, Charlie Peacock	77.89	-12.61	92%	0%	58%	25%	8%
8	2	6	I CAN'T BELIEVE IT	Charlie Peacock	Sparrow • Keith Green, Melody Green	76.53	-23.47	83%	0%	67%	17%	0%
5	11	• 7	HELP SOMEBODY	Millions & Millions	DaySpring • Mark Stitts, Mike Stitts	75.92	10.22	83%	0%	67%	17%	0%
7	8	• 8	I TOOK A TUMBLE	Lisa Beville	Vireo • Lisa Beville, Paula Carpenter, Chris Harris, Mark Heimermann	74.07	1.93	92%	8%	50%	33%	8%
5	15	• 9	REMINDERS OF YOU	Geoff Moore & The Distance	ForeFront • Billy Simon, Jeff Silvey	71.60	10.47	100%	0%	25%	75%	0%
4	18	• 10	ONLY HEAVEN KNOWS	Rachel Rachel	DaySpring • Billy Smiley, Brynn Beltran, Heli Sterner	69.65	17.47	100%	25%	25%	67%	8%
5	14	• 11	GIVING ME REASONS	In Reach	Star Song • Brett Williams, Ken Mesford	67.40	4.62	92%	0%	33%	58%	0%
11	6	12	TAKING YOUR LOVE FOR GRANTED	Imperials	Star Song • Michael Peterson, Kenny Lamar, Dave Raynor	64.43	-12.09	75%	0%	50%	8%	17%
8	12	13	WHERE YOU BELONG/TURN YOUR EYES UPON JESUS	Newsboys	Star Song • P. Furler, S. Taylor, Helen H. Lemmel	64.01	-1.52	83%	8%	50%	17%	17%
7	13	14	CAN'T TAKE THIS AWAY	BeBe & CeCe Winans	Sparrow • B. Winans, R. Lawrence	62.89	-0.02	67%	8%	50%	8%	8%
4	19	• 15	MIRACLES	Nicole	Frontline • David Lynch, David Mullen, Jeffrey Nettles, Nicole Coleman, Fred Lynch, Jay Johnson	57.91	8.38	83%	8%	25%	50%	8%
7	16	• 16	HOME AGAIN	Pray for Rain	Vireo • Joel Hanson	57.24	3.04	67%	0%	42%	25%	0%
8	9	17	SOMEBODY LOVE ME	Michael W. Smith	Reunion • Michael W. Smith, Wayne Kirkpatrick	52.03	-19.17	58%	0%	33%	17%	8%
8	10	18	CELEBRATE NEW LIFE	Two Hearts	Star Song • Kim Tribble, Michael Hodge, Michael James	48.99	-18.86	58%	0%	25%	25%	8%
4	20	19	I AM NOT MY OWN	Morning Tapestry w/Bob Carlisle	Warner Alliance • Greg Nelson, Bob Farrell, Dave Kelly	48.74	-0.25	58%	0%	33%	17%	8%
—	—	• 20	AFTER THE HURRICANE	Kelli Reisen	Pakadorm • David Baiteau, Darrell Brown	48.39	22.90	83%	33%	8%	50%	25%
2	22	• 21	WHEN IT RAINS	Seraiah	Star Song • Bradley Beckey, Quinton Gibson, Steve Griffith	44.05	8.25	67%	8%	25%	25%	17%
10	17	22	I KNOW	Angelo & Veronica	Benson • Fred Hammond, Veronica Petrucci	38.27	-15.07	50%	0%	17%	33%	0%
—	—	• 23	LOVE CAN BREAK YOUR FALL	Cindy Morgan	Word • Grant Cunningham, Mark Hammond	38.08	12.13	67%	17%	17%	17%	33%
5	23	24	HUNGER AND THIRST	Susan Ashton	Sparrow • Phil Madeira	35.32	0.00	42%	0%	25%	17%	0%
2	25	• 25	EVERYWHERE I LOOK	Phil Keaggy	Myrrh • Phil Madeira	32.63	2.31	42%	0%	25%	17%	0%

† Last Week's Highest Gainer ‡ Last Week's Highest Debut ≈ Last Week's Most Added

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THE CCM UPDATE INSPIRATIONAL

WO	LW	TW	TITLE	Artist	Pts	Chg	%On	%A	%H	%M	%L
8	1	• 1	SERVE THE LORD	Carman Sparrow • Carman	84.29	4.33	88%	0%	75%	13%	0%
8	2	• 2	HE WATCHES OVER YOU	Sandi Patti and BeBe Winans Everland • Greg Nelson, Bob Farrell	74.23	-2.57	79%	0%	67%	13%	0%
3	10	• 3	ALL AROUND THE WORLD	NewSong Benson • Eddie Carswell, Leonard Ahlstrom, Mike Demus	73.62	12.85	88%	13%	54%	25%	8%
5	9	• 4	A HEART THAT KNOWS YOU	Twila Paris Star Song • Twila Paris	72.28	10.71	75%	0%	67%	8%	0%
8	4	• 5	FAVORITE SONG OF ALL	Phillips, Craig & Dean Star Song • Dan Dean	70.26	-5.35	79%	0%	50%	25%	4%
11	3	• 6	THROUGH HIS EYES	4HIM Benson • Don Koch, Mark Harris	69.67	-6.15	83%	4%	58%	8%	17%
8	6	• 7	WE WILL WORSHIP THE LAMB	Annie Herring Sparrow • Anne Herring	65.93	-2.22	75%	0%	58%	8%	8%
3	7	• 8	† THE ONLY HOPE	Babbie Mason Word • Babbie Mason, Donna Douglas	65.90	1.29	83%	0%	50%	25%	8%
3	13	• 9	HE KNOWS YOUR NAME	Janet Paschal Word • Dawn Thomas, Thomas Yarbrough	61.95	9.17	83%	8%	38%	38%	8%
8	8	• 10	HUNGER AND THIRST	Susan Ashton Sparrow • Phil Madeira	61.67	-2.92	75%	0%	50%	17%	8%
3	15	• 11	THERE BUT FOR THE GRACE OF GOD GO I	Paul Overstreet Word • Paul Overstreet, Taylor Dunn	60.94	10.45	79%	4%	46%	29%	4%
8	5	• 12	GO THERE WITH YOU	Steven Curtis Chapman Sparrow • Steven Curtis Chapman	60.34	-10.33	67%	0%	46%	17%	4%
7	11	• 13	STUMBLING BLOCK TO A STEPPING STONE	David & The Giants Giant • David W. Huff	58.43	-0.98	67%	0%	50%	13%	4%
2	21	• 14	† GOD WILL MAKE A WAY	Truth Integrity • Don Moen	56.43	18.46	79%	17%	33%	25%	21%
6	12	• 15	THEN THEY WILL KNOW	Michael Card Sparrow • Michael Card, Scott Brasher	52.23	-4.40	67%	4%	46%	13%	8%
3	18	• 16	CLOSER THAN A FRIEND	Mylon LeFevre Star Song • Scott Allen, Sal Oliver, Mylon LeFevre	48.44	4.59	63%	4%	33%	25%	4%
—	—	• 17	† I KNOW WHERE I STAND	Bruce Carroll Word • Bruce Carroll, Claire Cloninger	47.95	19.96	75%	21%	13%	46%	17%
3	22	• 18	YOU DON'T LEAVE ME LONELY	Bryan Duncan Myrrh • Bryan Duncan, Randy Lee	43.30	9.21	54%	8%	33%	21%	0%
2	23	• 19	CAUSE AND EFFECT	Don Francisco Star Song • Kerry J. Conner	40.18	7.77	58%	13%	13%	38%	8%
11	14	• 20	THERE STANDS THE COST	Larnelle Harris Benson • Larnelle Harris, Dave Clark	37.36	-13.21	50%	0%	25%	25%	0%
5	19	• 21	OL' FRIEND (JESUS LIVES IN ME)	Tony Elenburg Rio Vida • Tony Elenburg	36.52	-4.91	46%	0%	25%	17%	4%
11	16	• 22	FORGIVENESS	Tanya Goodman-Sykes Benson • Tanya Goodman Sykes, Michael Sykes	35.44	-13.48	46%	0%	29%	4%	13%
7	17	• 23	THERE IS A REDEEMER	Kelly Willard/Brown Bannister Sparrow • Melody Green	34.34	-13.84	46%	4%	17%	29%	0%
—	—	• 24	GO	Tom McCain Urgent • Tom McCain	34.20	6.54	58%	8%	13%	25%	21%
—	—	• 25	WALK IN THE SPIRIT	Derek Floyd Diadem • David Baroni	33.82	12.90	42%	8%	17%	17%	8%

† Last Week's Highest Gainer ‡ Last Week's Highest Debut = Last Week's Most Added

The CCM Update Charts

The CCM Update airplay charts are compiled from programming information submitted by selected Christian radio stations (Reporters) in the United States. The "Contemporary Christian Music," "Adult Contemporary," "Inspirational" and "CHR" charts are based on song rotation patterns as reported by programmers. Reporters are weighted 1.00 unless otherwise noted. Bonus points are awarded according to a formula based on their Average Weekly Cume and the number of days parts they program music. The "Contemporary Christian Music" chart combines all Reporters to the "Adult Contemporary," "Inspirational" and "CHR" charts. 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; LW (Last Week) or LC (Last Chart) shows the song's previous position. A bullet represents gain in total points over previous period. "Pts" represents the percentage of total possible points a song has received. ("Heavy" rotation or #1 position from every Reporter

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. All charts copyright © 1993 by CCM Communications. These listings may not be reproduced in any manner without the express written permission of CCM Communications.
Reporting Adult Contemporary Stations: KADI 1.46, KCMS 2.96, KLTE, KLTU 5.00, KLVK, KLYN, KNLE, KNLR 1.05, KNLT 1.68, KOBC, KSBK 2.99, KSLR 1.29, KSLT 1.20, KTFA 1.36, KTLI, KTSK, KXOJ 1.26, KYCR, KYMS 1.65, WABS 1.19, WBEJ, WBSN 1.49, WCBW 1.99, WCFY 1.04, WCIC, WCIE, WCVK, WDJC 1.94, WDL 1.25, WGN, WHAZ 1.11, WHLO 1.39, WHME 1.27, WJIS, WJQK 1.70, WJRX 1.68, WLAB 1.24, WLFJ, WUX 1.18, WLYX 1.07, WМУ 2.51, WNAZ, WNDA 1.27, WNLT, WQCK

1.26, WQFL 1.30, WVEJ 2.37, WWCM 1.09, WWDJ 2.00, WWEV, WYLO 1.20, WZZD 1.63.

Reporting CHR Stations: KGMS 1.19, KLRD 1.83, KLYT, KQCS 1.14, KRDS 1.49, KZZD, WAYJ, WAYM, WBRG, WCLQ, WGFT 1.10, WJTL, WNCM.

Reporting Inspirational Stations: KAJN 1.16, KCBI, KCBS 1.27, KCJH, KCVO, KGNM, KJLY, KLEJ, KWBI 2.56, WAFR, WBGL, WFRN 1.56, WGLY 1.19, WGRC, WHYD 1.04, WJIE, WMCU 1.90, WMHK, WNIV 1.06, WOKT, WONU 1.46, WRFD 1.28, WSOR, WYNY.

Reporting Rock stations & shows: KCLC (Crossroads), KGOT, KLYT, KOKF (Power Rock), KYTT, KTSK, KZZD (Z-Jam), Reality Rock, WAYJ (The Way), WBRG, WCIE (Living Water), WCIL (Jesus Solid Rock), WCLQ (B9-Q), WCWP, WHLO, WJIS (LightForce), WKLQ (Wakeup Call), WMIE (Rock Solid), WNNN (Star Rock), WVBC, WVEV (Power Source), WXTQ (Sunday Offering).

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

THE CCM UPDATE ADULT CONTEMPORARY

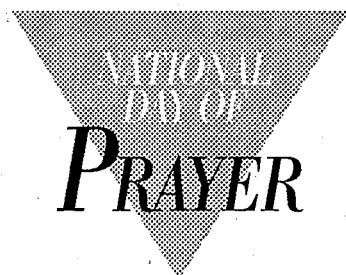
WO	LW	TW	TITLE	Artist	Pts	Chg	%On	%A	%H	%M	%L
8	2	1	HE WATCHES OVER YOU	Sandi Patti and BeBe Winans Everland • Greg Nelson, Bob Farrell	93.27	-1.65	96%	0%	87%	6%	4%
7	4	2	CLOSER THAN A FRIEND	Mylon LeFevre Star Song • Scott Allen, Sal Oliver, Mylon LeFevre	89.61	7.47	96%	4%	75%	21%	0%
10	1	3	HUNGER AND THIRST	Susan Ashton Sparrow • Phil Madeira	89.01	-7.49	90%	0%	83%	8%	0%
6	7	4	YOU DON'T LEAVE ME LONELY	Bryan Duncan Myrrh • Bryan Duncan, Randy Lee	87.47	10.74	100%	2%	63%	33%	4%
8	5	5	SERVE THE LORD	Carman Sparrow • Carman	80.89	0.65	87%	2%	75%	8%	4%
7	6	6	THERE BUT FOR THE GRACE OF GOD GO I	Paul Overstreet Word • Paul Overstreet, Taylor Dunn	79.99	3.12	87%	2%	69%	17%	0%
11	3	7	FAVORITE SONG OF ALL	Phillips, Craig & Dean Star Song • Dan Dean	79.39	-13.84	87%	0%	67%	19%	0%
5	9	8	ALL AROUND THE WORLD	NewSong Benson • Eddie Carswell, Leonard Ahlstrom, Mike Demus	78.83	10.47	90%	2%	62%	23%	6%
7	8	9	A HEART THAT KNOWS YOU	Twila Paris Star Song • Twila Paris	78.67	3.34	92%	4%	69%	21%	2%
7	11	10	EVERYWHERE I LOOK	Phil Keaggy Myrrh • Phil Madeira	70.65	4.56	88%	2%	42%	44%	2%
10	10	11	WHERE YOU BELONG/TURN YOUR EYES UPON JESUS	Newsboys Star Song • P. Furler, S. Taylor, Helen H. Lemmel	69.09	2.65	85%	4%	52%	27%	6%
4	18	12	TALK ABOUT IT	Phil Driscoll Word • Harlan Rogers, Lou Pardini, Abraham Laboriel, Jerry Hey	59.78	12.57	85%	10%	23%	48%	13%
5	19	13	WHY, WHY, WHY	Rob Frazier w/Steve Camp Urgent • Rob Frazier, Steve Camp	54.72	10.48	81%	6%	25%	42%	13%
4	22	14	AFTER THE HURRICANE	Kelli Reisen Pakadern • David Batteau, Darrell Brown	54.58	14.35	75%	12%	27%	37%	12%
4	20	15	ONLY HEAVEN KNOWS	Rachel Rachel DaySpring • Billy Smiley, Brynn Beltran, Heli Sterner	54.52	12.39	83%	12%	27%	40%	15%
3	23	16	I KNOW WHERE I STAND	Bruce Carroll Word • Bruce Carroll, Claire Cloninger	52.77	13.11	77%	13%	13%	52%	12%
5	21	17	REMINDERS OF YOU	Geoff Moore & The Distance ForeFront • Billy Simon, Jeff Silvey	45.18	4.02	62%	2%	23%	33%	6%
11	13	18	TAKING YOUR LOVE FOR GRANTED	Imperials Star Song • Michael Peterson, Kenny Lamar, Dave Raynor	43.66	-14.92	46%	2%	33%	13%	0%
11	12	19	THROUGH HIS EYES	4HIM Benson • Don Koch, Mark Harris	43.47	-17.07	44%	0%	35%	8%	2%
11	15	20	STUMBLING BLOCK TO A STEPPING STONE	David & The Giants Giant • David W. Huff	42.06	-10.29	54%	2%	33%	19%	2%
2	29	21	PEACE OF THE ROCK	Gaither Vocal Band Star Song • Bruce Carroll, Dwight Liles, Michael Puryear	40.49	13.85	69%	19%	2%	46%	21%
11	14	22	GROWING YOUNG	Rich Mullins Reunion • Rich Mullins, Beaker	37.14	-20.55	44%	0%	19%	19%	6%
2	31	23	THE ROBE	Wes King Reunion • Wes King, Phil Naish	37.03	16.24	67%	21%	4%	38%	25%
7	28	24	LOVE IS FOR ALWAYS	Maia Amada DaySpring • Robert Sterling, Scott Williamson	34.26	7.17	48%	8%	21%	19%	8%
11	16	25	GO THERE WITH YOU	Steven Curtis Chapman Sparrow • Steven Curtis Chapman	34.08	-15.85	42%	0%	25%	17%	0%
11	17	26	NOTHING'S GONNA KEEP ME FROM YOU	Out of the Grey Sparrow • Christine Dente, Scott Dente, Charlie Peacock	31.41	-16.05	40%	0%	21%	13%	6%
7	25	27	FORGIVENESS	Tanya Goodman-Sykes Benson • Tanya Goodman-Sykes, Michael Sykes	29.20	-4.23	40%	0%	17%	17%	6%
10	24	28	SOMEBODY LOVE ME	Michael W. Smith Reunion • Michael W. Smith, Wayne Kirkpatrick	26.87	-7.61	37%	0%	17%	15%	4%
8	30	29	HEALER OF HEARTS	Craig Smith Star Song • Craig Smith	25.15	1.85	38%	4%	10%	21%	8%
2	35	30	I WANT TO HEAR THE ANGELS SING	Truth Integrity • Dave Clark, Mark Harris, Don Koch	21.15	6.21	40%	13%	2%	19%	19%
4	32	31	GIVING ME REASONS	In Reach Star Song • Brett Williams, Ken Mesford	20.70	1.90	29%	4%	8%	15%	6%
—	—	32	LOVE CAN BREAK YOUR FALL	Cindy Morgan Word • Grant Cunningham, Mark Hammond	19.42	10.58	37%	21%	4%	13%	19%
2	36	33	THE ANSWER	Eric Champion Myrrh • Eric Champion	17.89	3.05	23%	6%	10%	6%	8%
11	27	34	MY HOUSE	Ron David Moore Warner Alliance • Ron David Moore, Dan Moore	16.80	-11.59	23%	0%	8%	13%	2%
10	26	35	I AM NOT MY OWN	Morning Tapestry w/Bob Carlisle Warner Alliance • Greg Nelson, Bob Farrell, Dave Kelly	15.73	-14.41	25%	0%	8%	12%	6%
4	38	36	OL' FRIEND (JESUS LIVES IN ME)	Tony Elenburg Rio Vida • Tony Elenburg	15.36	2.12	25%	4%	13%	2%	10%
2	39	37	JESUS LOVES YOU	Jeff Moody Image 7 • Jeff Moody, Ken Read	15.32	2.19	25%	0%	4%	13%	8%
2	40	38	MEANT TO BE	Phillip Sandifer Urgent • Phillip Sandifer	13.68	2.03	19%	2%	2%	12%	6%
—	—	39	LOVE HAS MADE THE DIFFERENCE	Kim Boyce Warner Alliance • Kim Boyce, Gary Koreiba, Tommy Sims	11.69	6.05	23%	15%	0%	12%	12%
10	34	40	EXTRA MILE	Al Denson Benson • Brian White, Don Koch	11.60	-3.48	19%	2%	8%	8%	4%

† Last Week's Highest Gainer ‡ Last Week's Highest Debut = Last Week's Most Added

CONTEMPORARY CHRISTIAN MUSIC

WO	LW	TW	TITLE	Artist • Label	Pts	Chg	%On	%H	%M	%L
8	3	1	HE WATCHES OVER YOU	Sandi Patti and BeBe Winans • Everland	78.88	-1.68	81%	70%	7%	3%
10	1	2	HUNGER AND THIRST	Susan Ashton • Sparrow	76.06	-5.49	80%	66%	11%	2%
8	4	• 3	SERVE THE LORD	Carman • Sparrow	73.49	1.47	76%	66%	8%	2%
11	2	4	FAVORITE SONG OF ALL	Phillips, Craig & Dean • Star Song	70.51	-10.47	76%	56%	19%	1%
6	5	• 5	CLOSER THAN A FRIEND	Mylon LeFevre • Star Song	70.24	6.20	76%	55%	19%	2%
5	9	• 6	ALL AROUND THE WORLD	NewSong • Benson	68.62	10.14	78%	51%	20%	7%
6	8	• 7	YOU DON'T LEAVE ME LONELY	Bryan Duncan • Myrrh	68.55	8.88	78%	47%	28%	3%
7	6	• 8	A HEART THAT KNOWS YOU	Twila Paris • Star Song	68.42	4.97	76%	59%	16%	1%
7	7	• 9	THERE BUT FOR THE GRACE OF GOD GO I	Paul Overstreet • Word	67.31	4.54	75%	53%	20%	1%
10	11	• 10	WHERE YOU BELONG/TURN YOUR EYES UPON JESUS	Newsboys • Star Song	53.58	0.97	64%	39%	19%	6%
7	16	• 11	EVERYWHERE I LOOK	Phil Keaggy • Myrrh	50.40	3.42	60%	30%	30%	1%
3	23	• 12 †	I KNOW WHERE I STAND	Bruce Carroll • Word	45.40	13.23	66%	11%	43%	11%
11	10	• 13	THROUGH HIS EYES	4HIM • Benson	44.74	-13.26	49%	36%	7%	6%
3	19	• 14	ONLY HEAVEN KNOWS	Rachel Rachel • DaySpring	43.89	9.97	65%	19%	34%	11%
4	21	• 15	TALK ABOUT IT	Phil Driscoll • Word	43.29	9.68	64%	15%	30%	19%
4	26	• 16	AFTER THE HURRICANE	Kelli Reisen • Pakadern	41.43	12.41	58%	17%	30%	11%
11	14	• 17	STUMBLING BLOCK TO A STEPPING STONE	David & The Giants • Giant	41.11	-6.81	50%	33%	15%	2%
11	12	• 18	GO THERE WITH YOU	Steven Curtis Chapman • Sparrow	37.94	-14.27	47%	27%	16%	3%
4	24	• 19	WHY, WHY, WHY	Rob Frazier w/Steve Camp • Urgent	37.89	8.18	53%	17%	26%	10%
11	13	• 20	TAKING YOUR LOVE FOR GRANTED	Imperials • Star Song	37.64	-11.28	40%	27%	10%	2%
5	20	• 21	REMINDERS OF YOU	Geoff Moore & The Distance • ForeFront	37.60	3.79	51%	17%	30%	5%
8	25	• 22	LOVE IS FOR ALWAYS	Maia Amada • DaySpring	33.65	4.59	42%	26%	11%	5%
2	36	• 23	THE ROBE	Wes King • Reunion	32.00	14.44	58%	5%	28%	25%
11	15	• 24	GROWING YOUNG	Rich Mullins • Reunion	31.96	-15.56	36%	16%	16%	5%
11	17	• 25	NOTHING'S GONNA KEEP ME FROM YOU	Out of the Grey • Sparrow	31.71	-11.74	39%	23%	11%	5%
2	34	• 26 †	PEACE OF THE ROCK	Gaither Vocal Band • Star Song	28.26	9.73	47%	1%	30%	16%
10	22	• 27	FORGIVENESS	Tanya Goodman-Sykes • Benson	27.29	-5.98	36%	18%	11%	7%
10	18	• 28	SOMEBODY LOVE ME	Michael W. Smith • Reunion	26.65	-7.44	34%	17%	14%	3%
3	29	• 29	THE ONLY HOPE	Babbie Mason • Word	22.19	1.54	31%	17%	8%	6%
5	31	• 30	GIVING ME REASONS	In Reach • Star Song	21.15	1.76	30%	9%	17%	3%
4	35	• 31	THE ANSWER	Eric Champion • Myrrh	21.12	2.81	27%	13%	10%	5%
6	30	• 32	WE WILL WORSHIP THE LAMB	Annie Herring • Sparrow	20.09	0.06	26%	18%	3%	5%
8	33	• 33	OL' FRIEND (JESUS LIVES IN ME)	Tony Elenburg • Rio Vida	18.70	0.16	27%	15%	6%	7%
3	38	• 34	HE KNOWS YOUR NAME	Janet Paschal • Word	17.66	2.45	28%	10%	14%	5%
—	—	• 35	LOVE CAN BREAK YOUR FALL	Cindy Morgan • Word	17.53	8.19	32%	5%	11%	16%
6	32	• 36	THEN THEY WILL KNOW	Michael Card • Sparrow	17.09	-1.61	25%	15%	6%	5%
8	37	• 37	HEALER OF HEARTS	Craig Smith • Star Song	16.93	-0.53	24%	7%	13%	5%
11	27	• 38	MY HOUSE	Ron David Moore • Warner Alliance	16.24	-10.69	20%	8%	11%	1%
10	28	• 39	I AM NOT MY OWN	Morning Tapestry w/Bob Carlisle • Warner Alliance	15.78	-9.25	23%	9%	9%	5%
2	44	• 40	MEANT TO BE	Phillip Sandifer • Urgent	14.84	1.91	24%	2%	13%	9%
3	47	• 41	GO	Tom McCain • Urgent	14.58	2.56	26%	3%	14%	9%
—	—	• 42	I WANT TO HEAR THE ANGELS SING	Truth • Integrity	14.06	3.97	25%	1%	13%	11%
2	49	• 43	GOD WILL MAKE A WAY	Truth • Integrity	13.72	3.20	22%	9%	7%	6%
4	45	• 44	LIGHT A CANDLE	White Heart • Star Song	13.15	0.78	17%	14%	2%	1%
8	40	• 45	I CAN'T BELIEVE IT	Charlie Peacock • Sparrow	12.04	-2.76	15%	13%	2%	0%
—	—	• 46	JESUS LOVES YOU	Jeff Moody • Image 7	11.87	1.71	19%	3%	9%	7%
6	43	• 47	THERE IS A REDEEMER	Kelly Willard/Brown Bannister • Sparrow	11.77	-2.01	19%	5%	13%	2%
10	39	• 48	THERE STANDS THE COST	Larnelle Harris • Benson	11.70	-3.21	17%	8%	8%	1%
4	46	• 49	TELL ME WHY	Lavine Hudson • Sparrow	11.69	-0.54	17%	8%	8%	1%
10	42	• 50	EXTRA MILE	Al Denson • Benson	10.96	-3.28	17%	6%	9%	2%

† Last Week's Highest Gainer ‡ Last Week's Highest Debut



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