

THE *CCM* UPDATE

#1

CMVR Report

Retail + Promoters + Radio = Sales

CHRISTIAN RETAILERS have always been leery of concert promotion, fearing product sold at concerts cut into their sales. Not so, said Matt Seward, president of Innovative Resources, during a Christian Music and Video Retailers Task Force report at Gospel Music '93, held Mar. 29-Apr. 1 in Nashville. "The more people go to concerts, the overwhelmingly more they buy from you, that artist's product and other artists' products, both before and after. Because of that, it can be a big value to you. You should be involved, and you should be concerned and care a lot about getting the most number of people to concerts that you can."

The report showed that 90 percent of retailers already are involved in ticket sales. But, alarmingly, many people who say they'd like to go to concerts say they never hear about them. "Even the basic group of concertgoers from concert to concert are not getting the information well enough in advance," Seward said. "We know that it's a hassle sometimes. We know that the way you can partner and how much you partner varies, and it's dependent a considerable amount where you're at and who your concert promoter is, and whether or not you even have concerts coming to your area."

Some 2000 concertgoers from around the country were surveyed for the National Christian Music Research Project. Of those,

70 percent say they're "actively involved" in their church; another 22 percent are "somewhat active." "This also is your core customer," Seward told retailers.

Of the 2000, 25 percent heard about the concert on the radio; only 2 percent were told of the concert at a Christian retail outlet. But they *do* buy product—45 percent said they buy 2-4 albums per year, 6 percent buy from 5-8 albums, while 38 percent said they bought more than 8 albums each year.

"That's your main buyer," Seward said. "And they're buying lots of different artists, not just the concert that they're going to."

Six months after the concert, the 2000 were contacted again. Of them, only 38 percent had purchased something from the artist whose concert they attended. But 83 percent had purchased a Christian album from an artist other than the one who performed. Some 46 artist names were mentioned.

"Concerts stimulate purchases that have been put off," Seward said. "They go to a concert and go, 'Yeah, I heard them sing that Wayne Watson song at my church, and I've been meaning to buy it.' And they go to anybody's concert and they get all excited about Christian music again."

Concertgoers surveyed were pleased; 81 percent said they were very satisfied with the concert. Only 1 percent indicated a

Contemporary Christian Music

"Holding out Hope to You"

Michael English • Warner Alliance

Adult Contemporary

"We're All Looking"

Imperials • Star Song

Inspirational

"Heal Our Land"

Michael Card • Sparrow

CHR

"Wind in the Fire"

Keith Brown • Star Song

Rock

"Shoeshine Johnny"

Guardian • Pakaderm

Metal

"Eden" Die Happy • Intense

level of dissatisfaction. "We should be supporting it because they do like it, and it causes them to buy more music," Seward said.

With the statistics out, Seward then turned over the floor to a host of music industry veterans who offered their tips on partnering—and how successful it can be.

And the first place to start may be in a little respect for concert promoters, said

(Continued on page 2)

ANointed

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Spiritual Love Affair (AC)

God's Personality (CHR)

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Summer Trends

Labels Focusing on New Marketing Techniques

WITH A BEVY OF product hitting retail outlets this summer, several labels are executing some new promotional concepts to attract retailers and customers alike.

Starting in June, Star Song Communications will initiate a new summer campaign in conjunction with ForeFront Communications, Tyndale, CCM-TV and Living Epistles that will involve all aspects of the CBA market including retail, television, consumers, print media, festivals and radio.

Whenever customers purchase any two selected Star Song or ForeFront cassettes or CDs, they will receive the new 12-song *Summer Free* video at no charge. A \$14.95 value, the video features clips from several artists such as DC Talk, Newsboys, Twila Paris, Geoff Moore & The Distance and

White Heart. Retailers can order the video premium for \$2.50 each along with a "tropical" floor tower that will display both product and the free videos. Star Song will offset the cost for the video to retailers, varying according to the amount of product ordered, with free Star Song and ForeFront product from the promotion.

In addition to the *Summer Free* video, the promotion involves a contest, "Getaway with CCM-TV" that will send two customers to Hawaii for five days and four nights with a 'mystery artist,' the CCM-TV crew and the retailer. Other prizes include Living Epistles T-shirts, Tyndale's Life Application Bibles for Students, and Star Song and ForeFront cassettes and CDs. Customers may enter the contest via CCM-

(Continued on page 2)

Out and About...

- **The Family Channel** has announced plans to re-air the **24th Annual Dove Awards telecast** on Sunday, June 27th, 8-10 EST/PST. Those present at the ceremony now have their "home taping opportunity"....
- **Stephen Yake Productions** received the Gold Award in the Religious Films category at the Houston Int'l Film & Video Festival for its production of Wayne Watson's music video, "It's Time." The Silver Award went to the Michael English video, "In Christ Alone," and the Bronze to Operation Angel Wings' "World of Difference" video....
- **Sandi Patti** sang "The Star-Spangled Banner" to kick off the T.J. Martell Foundation dinner, held April 17th at the New York Hilton. Later in the evening, Patti performed a number of popular standards with the Duke Ellington Orchestra. The dinner raised six million dollars, over 90 percent of which will go directly to cancer research...
- **Shameless self-promotion dept.: CCM** magazine has been posting record circulation figures as it approaches its 15th anniversary in July. Press run for the June issue was over 63,000, which represents an increase of 20,000 in the past 14 months....

Summer Promotions

(Continued from page 1)

TV, retail outlets and video trailer spots. "With Star Song and ForeFront's aggressive move into music video as a promotional marketing medium, *Summer Free* is the next logical progression," said Danny McGuffey, vice president of marketing and sales for Star Song. "It puts our videos into the consumers' hands at a 'can't pass it up' offer and gives retailers a way to increase summer traffic and sales." The Benson Music Group is trying another approach through the release of *Artist, Music, Message... 1993 Benson Music Group Sampler*, a 16-song music sampler available at national retail outlets for \$1.99. The promotional release was put together to bring attention to new Benson signees as well as to generate additional growth of established artists, and the release includes a coupon for \$2.00 off any regularly priced Benson cassette or CD. "We've already received great response to the promotion, shipping in excess of 80,000 samplers to bookstores nationwide," said Dan Lynch, vice president of marketing for Benson.

Also offered with the promotional release is a seven-color new artist brochure that includes color photos and short biographies on new Benson or Benson-distributed artists. Lynch said, "Our brochure has generated many inquiries from publications, radio and retail. New and fresh talent is the backbone of our industry, and we're committed to building that talent as effectively and quickly as possible."

Sparrow Distribution has also recently announced a new program to benefit retailers and the second quarter product line-up, *Express Pricing*. Mark Funderburg, vice president of sales and marketing for Sparrow Distribution, said the program builds on the existing *Express* program that offers retailers free freight opportunities and extended billing for those orders that meet the program's criteria.

In addition, the new pricing program offers an extra 30 days to pay for the product shipping on *Express*, *Hot New Music* and *Hot New Artist* programs. Details of *Express Pricing* were discussed in a new corporate profile brochure which also provides retailers with information on other facets of Sparrow Distribution.

CMVR Report

(Continued from page 1)

promoter-turned-manager Paul Emery. "Promoters have been trying to say for many years that we have a direct impact on what's going on with sales. It's nice to see it's finally showing up. But one of the things I've found that happens in conversations that take place between promoters and retailers is this adversarial attitude, like promoters are trying to get something out of you. There needs to be a partnership, a relationship that reciprocates the relationship so that we both benefit."

Michael Wall, of Bible Bookstore and Solid Rock Christian Music and Video in Billings, Mont., said his store frequently helps concert promoters by providing information on which radio stations offer the best advertising results. The store also arranges in-store promotions when an artist is in town. "We try to co-sponsor so that we have our name up on the poster, and it lends credibility to the concerts," Wall said. "We feel that we need to be out in front of the public all the time and supporting the concert in an active way so that they understand we're there any time there's a concert in town."

Christian music stores should see the two-way street in working with radio stations, says Tom McCoy, of Oklahoma City station KNTL. "The question: Have you hugged your radio station lately? And the answer is, no you haven't. If we succeed, you succeed and the reverse if true."

But Christian stores can't sell product if it's not in stock, McCoy said. "One of the complaints we get from our listeners, and it's not just when concerts are in town, is that they're unable to get the product at their Christian retailer that we're playing 24 hours a day. It has to be backordered. This is an impulse society, and they don't like to backorder things. We can benefit each other so that you can make a profit and so can I, so that we can continue to provide what we're providing to the community."

Kent McDonald of Houston radio station KSBJ agrees that all music sellers should get in on the act. "Yes, there are problems," he said. "Yes, there are frustrations at times. But it can be very rewarding, emotionally, spiritually and financially. There's a lot of room for growth out there."

A fresh example of these three parties

working together in a synergistic fashion was evidenced in McDonald's own Houston market just recently. Sparrow artist Margaret Becker premiered her new album *Soul* at the Sam Houston Coliseum on May 15, with Reunion artist Rich Mullins opening the show. KSBJ sponsored the concert, which drew a crowd of 3700, marking it as Becker's largest ticketed audience to date.

Following the concert, an in-store appearance at the Theophilus Bible Store in Bellaire, Texas (coordinated with Emery's Creative Management Group) drew a crowd estimated by the local police at over 2000. Concert attendees received 50 percent off of CDs and cassettes of *Soul* with their ticket stubs, and Becker and Mullins signed autographs until 2:00 a.m.

According to Paul Dunne, who handles marketing and public relations for Theophilus Bible Store, "This event with Margaret [Becker] represented perfect coordination between the record label, artist management, retail and radio. The concert and in-store demonstrated what can result when all these elements work together."

—Sandy Smith

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CCM
COMMUNICATIONS

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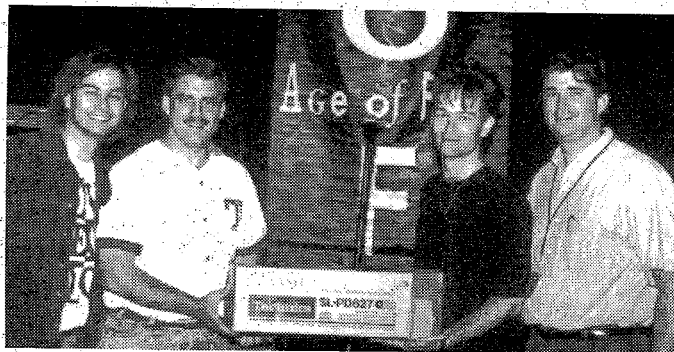
FOREFRONT

THE FOREFRONT COMMUNICATIONS GROUP, INC.

THE CCM UPDATE GALLERY



FRIENDS IN HIGH PLACES—New Star Song artist **Andy Landis** invited friends like **Dolly Parton**, **Ricky Skaggs**, **The Fairfield Four**, **Twila Paris**, **Sweethearts of the Rodeo** and **Sonny Landreth** into the studio to help with her upcoming Christian country release, *Stranger*. Pictured (l-r) are (back) **Darrell Harris**, president, Star Song; **Steve Buckingham**, producer; **Jonathan Watkins**, manager of music publishing, Star Song; **Stan Moser**, CEO, Star Song; (front) Landis; and Parton.



CD MINISTRY—**Age of Faith** recently presented youth pastor **Ron Brack** of Waller Baptist Church in Bossier City, Louisiana, a five-disc CD player after he won a drawing at a concert for the Baptist Youth Ministers National Convention in Nashville. Pictured (l-r) are **Jimi Ray**, Age of Faith; Brack; **Rick Harwell**, Age of Faith; and **Rodney Hatfield**, director of record marketing, Benson.



FIRST #1 IN THE '90s—**The Gaither Vocal Band** got together recently with some Star Song execs to celebrate GVB's first #1 AC song in six years, the title track from *Peace of the Rock*. Pictured (l-r) are **Jason Parker**, marketing manager, Star Song; **Stan Moser**, CEO, Star Song; **Terry Franklin**, **Michael English**, **Bill Gaither**, **Mark Lowry**, Gaither Vocal Band; **Darrell Harris**, president, Star Song; **Jill Landess**, radio promotions, Star Song; and **Jeff Moseley**, senior vice president, Star Song.



BECKER SIGNS AWAY SOUL—**Margaret Becker** spent some time signing autographs at the Theophilus Bible Store in Bellaire, Tex., after she premiered her new recording, *Soul*, in Houston at the Sam Houston Coliseum with special guest **Rich Mullins** (see story, page 2). Pictured (l-r) are (standing) **Jan Eric** and **Paul Emery**, managers, Creative Management Group; **Scott McKinley**, road sales representative, Sparrow Distribution; **Paul Dunne**, marketing/public relations, Theophilus Bible Store; **John** and **Mary Foust**, owners, Theophilus Bible Store; **Charlie Ferguson**, field sales representative, Sparrow Distribution; **Bill Hearn**, president, Sparrow Communications Group; (seated) Becker and Mullins.



CARROLL SIGNS BOTTOM LINE—Word/Epic artist **Bruce Carroll** recently signed agreements with new management and booking agencies. He is pictured above with manager **Bobby Roberts** (left), Bobby Roberts Company and agent **Charles Dorris** (right), William Morris Agency.



BENEFIT CONCERT—A recent benefit concert at David Lipscomb University in Nashville, Tenn., featured Benson's **Tanya Goodman-Sykes** (middle) and co-hosts **Geraldo Rivera** and **Janet Tyson**, producer of TNN's *Path to Stardom*. All proceeds of the concert went to the Jason Daniels Foundation which benefits children who are victims of the premature aging disease, progeria.

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Appointment

—**Gentry McCreary**, current head of A&R and vice president of **PepperCo**, has relocated to Oakland, Calif., to serve as a liason in the black gospel division between **PepperCo** and **Ocean Entertainment** regarding their new distribution agreement.

Signings

—**Brian Barrett** to a booking agreement with the **Paramount Agency**.

—**BlueStone Records** to a long-term production/distribution agreement with **Intersound Christian Music**.



—**David and Angie Ebensberger** to an exclusive writer's agreement with **Meadowgreen Music**. Pictured (l-r) are **Bruce Cokeroff**, creative director, **Meadowgreen**; the **Ebensbergers**; and **Jim Gibson**, executive director of publishing, **Buddy Killen Music Group/Meadowgreen**.



—**HOW "SWEET" IT IS**—Former **Stryper** vocalist/songwriter **Michael Sweet** has signed a long-term recording contract with **Benson Records**, a management agreement with **Rendy Lovelady**, and a booking agreement with **Creative Artists Agency**. Pictured (l-r) are (bottom) **Rendy Lovelady**, manager; **Sweet**; **Jerry Park**, **Benson** president; (top) **David Holmes**, **Rendy Lovelady Management**; **Scott Harvey**, international sales manager, **Benson**; **Troy VanLiere**, director of A&R, **Benson**; and **Dan Lynch**, vice-president of marketing, **Benson**.



—**Claire Lynch** to a recording agreement with **Brentwood Bluegrass**.

—**John Fischer** to a booking agreement with **Briar Patch**, 616/534-6571.

—**Ocean Entertainment** and **PepperCo** have announced a long term distribution agreement to provide **PepperCo** access to the general market for selected product via **Ocean's** agreement with **Word**.



—**Michael O'Brien** to an exclusive writer's agreement with **Meadowgreen Music**. Pictured (l-r) are **Jim Gibson**, executive director of publishing, **Buddy Killen Music Group/Meadowgreen**; **O'Brien**; and **Bruce Cokeroff**, creative director, **Meadowgreen**.



—**CALLIN' NORMAN**—**First Call** has signed a management agreement with **Norman Miller**, **Proper Management**. Pictured (l-r) are **Miller**; **Marabeth Jorden**, **First Call**; **Roland Lundy**, president of **Word, Inc.**; **Bonnie Keen** and **Marty McCall**, **First Call**.

—**Ken Tamplin** to a recording agreement with **Benson**.

—**Bride** to an agreement with **Music for Nations** for European distribution and promotion. **Music for Nations** is an independent European metal label responsible for breaking such acts as **Metallica** and **Anthrax**.

—**Stephen Yake Productions** to a public relations agreement with **Atkins, Muse and Associates**.

New Addresses

—**Good News Records** and its publishing affiliate **Dunamis Music**, have moved to 435 S. San Fernando Blvd., Burbank, CA 91052, 818/955-8984.

—**Eastco Pro Audio/Video Corp.** has moved to 40 Gardenville Pkwy., Buffalo, NY 14224.

New Company

—**BMP Management** has announced its formation as well as representation of **Brian A. Mayes**, **Stacy Gardner**, **Kelly and Kortney Cummings**, **James Cummings** and **Joel Weldon**. For more information, write/call P.O. Box 1703, La Mirada, CA 90637, 310/861-0123.

New Name

—The distribution company formed after the reconstruction of **Frontline Music Group** has announced its new name, **Diamante Music Group**.

Congratulations



—**A GRAND BABY**—**Dino and Cheryl Kartsonakis** are proud to announce the birth of their first grandchild, **Lauren Taylor Bonar** born April 6 to the **Kartsonakis'** daughter **Cheri** and husband **Steve**. And the first present for this grand baby... why a baby grand piano, naturally!

"The Robe"

#1 *for
three
weeks!*

Photo Credit: Mark Tucker

*Thank you
Christian radio!*

*— Wes King and
Reunion Records*



THE CCM UPDATE ALBUM REVIEWS

Top Ten

First Call *Sacred Journey* Myrrh



From the opening burst of "Wanna Be" to the 14th century "Agnus Dei" & "In Natali Domini" and the closing title track, First Call, taking co-production credits for the first time, have (along with David Batteau & Darrell Brown) crafted a brilliant pop record. The album highlights what superb songwriters and soloists Bonnie, Marty & Marabeth are, while simultaneously displaying the trio's peerless vocal blend. Many of its jazzier tendencies are downplayed in favor of a timeless harmony sound evocative of The Mamas & The Papas (which, after all, they are!). In-store play should net impressive sales figures.

David Meece *Once in a Lifetime* Star Song



Facing the pain of growing up in a dysfunctional family led Meece to create *Learning to Trust*, one of his most artistically and commercially successful albums. That record yielded four #1 adult contemporary singles as well as becoming a multi-format smash; *Lifetime* shows every evidence of being able to do the same (the title track was already Top 10 as of this writing). It's a little less serious in tone, as Meece is beginning to experience healing and recovery. A like-titled book (penned by Meece & wife Debbie) which gives greater insight into the songs, is available free with the purchase of the album or separately for \$4.95.

On The Chart

Acappella (The Series) *Spirituals* Word

The latest release in the continuing series that features Acappella, AVB and Keith Lancaster & Friends mines the rich tradition of Afro-American church music. Producer Lancaster puts a contemporary (yet respectful) twist on classic spirituals, such as "Wade in the Water," "Elijah Rock," "Everybody Wants to Go to Heaven" and "I Want Jesus to Walk With Me." This may be the series' most accessible project yet, in that many of these songs gained their original notoriety sans instrumental backing.

Code of Ethics *Code of Ethics* ForeFront

C.O.E. (which is essentially studio auteur Barry Blaze) has synthesized (no pun intended) a frothy dance/pop confection, which draws from older "New Romantic" sources such as ABC and Human League and more alternative influences like Electronic and New Order. Blaze's beautifully layered vocals carry lyrics which have greater depth than the techno beats would suggest. C.O.E. recently completed a successful opening stint with Geoff Moore which brought its thinking man's dance music to a young, enthusiastic audience. Radio support and in-store play will kick this title into high gear!

2nd Chapter of Acts *The Hymns Collection* Sparrow

Now you know why there were no songs from these albums on last year's career-spanning 20 box set! Two of the group's best-selling albums are collected here, with

the previously-unreleased vocal track "O Worship The King" and Hymns Instrumental. Still, if your customer doesn't already own any of these marvelous recordings, this set is reasonably priced at \$19.95/25.95.

Randy Stonehill *Stories* Myrrh
Stonehill caps his Myrrh tenure with a 13-song collection featuring some of his best-loved story-songs. The artist, who is a consummate balladeer and songwriter *non pareil*, augments the oldies with an acoustic re-make of "Hope of Glory" and two terrific new tracks; one of those, "Charlie the Weatherman," is as good as anything he's ever written. Perhaps in this context, Stonehill's music will receive its commercial due.

Truth *Praise Integrity*

After debuting on Integrity last year with one of its most contemporary efforts to date, Truth tackles a collection of praise & worship material. Producers Tom Brooks & Steven V. Taylor place the songs in a bright pop context while retaining a worshipful attitude in the performances.

Also Received

The Choir *Kissers and Killers* Never Say Never Songs

This independently-produced project gathers seven of the best tunes the band has ever written, many featuring twinges of psychedelia and marvelous distorted guitar work. Also included is a *Circle Slide* out-take titled "Let the Sky Fall," which the band has performed acoustically for some time. The original version featured the late Mark Heard on accordion; the band kept Heard's part and built a re-recording around

it. The disc and cassette (\$7.20 or \$4.80, plus shipping) are available from The Choir, 711 Fair Oaks Ave. #176, So. Pasadena, CA 91030, 818/403-0771.

* Saviour Machine *Saviour Machine* Intense

Brooding, operatic, theatrical—in a word, you could say the sound of this stunning band is BIG. Although influenced by Gothic rockers such as Sisters of Mercy and the dramatic rock of David Bowie, Saviour Machine has created its own niche in the modern rock marketplace. Its nearly 70-minute debut is not a casual listen, but perusing co-producer/vocalist Eric Clayton's provocative (often apocalyptic) lyrics and soaking in the challenging music yields fresh insights with each play. This album (co-produced by Terry Taylor) may prove to be as ground-breaking as Daniel Amos' early '80s work.

Seraiah *My Generation* Star Song

Vocalist Brad Beckey and guitarist Quinton Gibson are all that remain from the lite metal outfit that released a self-titled career resurrecting album just a year ago. Producer Steve Griffith returns on this outing, steering the duo toward a more radio-friendly technopop sound, not unlike the recent Newsboys album. Beckey's sweet vocals and Griffith's production and songwriting savvy should endear this project to a whole new audience. (NOT for metal enthusiasts!)

Various Artists *Motion Factory* Wonderland

Wonderland continues to turn out some of the best dance music in Christendom. Highlights include a choral-driven reinvention of DC Talk's "Heavenbound," "Destination Love" from Brand New Language, ZERO's "I Want This Beat" and (a real coup) "Electricity" by mainstream mixer Moby (an outspoken Christian). An informative insert explains the rave philosophy and how to stage a Christian rave party.

VIDEO

Lionel Petersen *Rejoice Africa* Hosanna Music Video

It's always a treat with a live recording to see what all the excitement is about, and that especially holds true for this miraculous concert, filmed last year in Johannesburg, South Africa. Although staged in a simple fashion, the magic comes from watching musicians and audience members of a myriad of racial, ethnic and religious backgrounds unify in praising God. Following the live footage, Petersen and musicians Abe Laboral, Justo Almarino and Alex Acuña offer stirring testimonies and observations about the precedent setting event.

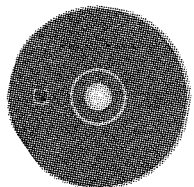
—Reviewed by Bruce A. Brown

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, Centerville, VA 22020. All product should be received two weeks before issue date for editorial consideration.

THE CCM UPDATE SINGLE REVIEWS

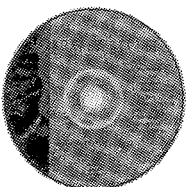
Top Five

"Only Love" Maia Amada DaySpring



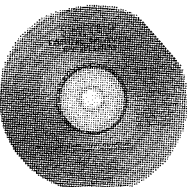
Maia's strikingly emotive voice soars effortlessly in yet another display of her diverse repertoire. The poignant lyrical content and major-league production values virtually guarantee a strong showing in the AC and Inspirational formats. **AC/INSP**

"This I Know" Margaret Becker Sparrow



Margaret's latest album, *Soul*, promises to gain altitude quickly with a lead single that will quickly entrench itself in heavy rotation at AC and CHR stations across the country. The infectious track bops light-heartedly along for three minutes while Margaret's satiny voice delivers chorus after chorus of gripping lyrical hooks. **AC/CHR**

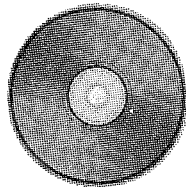
"Taking Heaven by Storm" Steve Camp Warner Alliance



Camp's back with a high energy track and uplifting lyrics that are sure to turn heads and perk up ears. Michael Omartian's production genius wraps Camp's inimitable vocal in a fortress of sound, reminiscent of McCartney's classic "Live and Let Die." Two versions are available; the edit, at under 4:30 will probably be preferred by most stations.

AC/CHR

"Upon This Rock" Newsboys Star Song



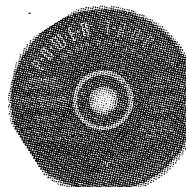
Yet another hit selection from one of the most memorable albums of the past year. Once you've heard this song's chorus, you're singing along. If you're looking for great dance-pop with no-compromise lyrics, this song is for you. **CHR**

"More God" NewSong Benson



On the heels of the enormously successful lead ballad, NewSong's sophomore release, "More God," offers radio a great summertime tune complete with brass highlights ala Chicago. This cut has strong cross-format potential, especially in the AC and CHR arenas. **AC/CHR**

"This is the Life" Phillips, Craig & Dean Star Song



PC&D's latest offering is a bright, up-tempo number celebrating the joy of the life of the Christian. Tight harmonies and up-front vocals make it a great up tune for the summer months. **AC/CHR**

On the Chart

"Grey Clouds" Dakota Motor Co. Myrrh

Myrrh's latest signing is a West Coast based-band who made an impressive showing in Nashville this past GMA. Its unique musical style is perhaps best compared to "surfer music" but sounds as at-home in the '90s as it did in decades gone by. Boasting a raw, acoustic track and tight harmonies, "Grey Clouds" offers an infusion of fresh pop for the AC and CHR formats. Look for solid numbers in the latter format. **CHR/AC**

"Wind an' Sea" Dakota Motor Co. Myrrh

The initial rock offering from Myrrh's new four-piece perhaps best exemplifies their unique blend of acoustic pop-rock. The earthy female lead vocal supported by gritty yet melodic guitar will stand out in the context of rock program's music mix. **ROCK**

"We're All Looking" Imperials Star Song

Pam Morales' lead vocal offers yet another first for one of Christian music's pioneer artists. The song's laid-back groove will fit in well with both AC and Inspirational music mixes. **AC/INSP**

"Change the World" Imperials Star Song

Imperials do hip-hop on this CHR release from the *Stir It Up* album. Two versions are provided; the album version gives you an extra minute to jam to the catchy track, but still gets you out in less than 4:30. **CHR**

"Put a Little Love in Your Heart" Julie Miller Myrrh

Miller's unique vocal style shines in a rendition of this classic tune. Familiar songs such as this represent a great opportunity to lock in potential new listeners who are dial scanning. **AC/CHR**

"Gold" the violet burning Bluestone Records

Ethereal guitar and vocals pave the way for a surprisingly melodic chorus that delivers the message of our desperate need for the love of the Father. If you're looking for something in the alternative vein, this one definitely deserves strong consideration. **ROCK**

"Silhouette" White Heart Star Song

Compared to other selections from the *Tales of Wonder* project, this tune sounds underproduced... but pleasantly so. Rick Florian's fluid vocals speak of God's enduring love for his children. While it's not a chart-topper, it is a solid latter release from an album that has delivered some of the past year's best radio. **AC/CHR**

VIDEO CLIPS

"Serve the Lord" Carman Sparrow

While it lacks some of the flash and dramatic flair of some of his previous forays into video, Carman's latest video single is no less effective in delivering its message. Fluid editing gracefully carries us through color images of Carman and producer David Foster in a studio setting into black and white conceptual images where the underlying theme seems to be planting a harvest. As the song reaches its anthemic climax, the heavens open, pouring forth life-giving rain on the seeds sown by the characters throughout the clip.

—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.



15TH ANNIVERSARY RADIO SPECIAL

A three hour retrospective look at
contemporary Christian music.

Available for air 4th of July weekend.

For more information, contact Todd Chatman at

615/386-3011

Produced by Third Coast Media, Inc. for CCM Communications Broadcast Group.

THE CCM UPDATE RADIO ACTIVITY

Congratulations

—**Morningstar Radio Network** celebrated its first birthday on May 9th. The live 24 hour pure AC music network signed on with nine affiliates, and is now carried on 48 stations.

—**KCBI-FM/Dallas' Southern Gospel** program *A Lifetime of Musical Memories* has been named "Top Radio Program of 1993" by the International Country Gospel Music Association.

Staff Moves

—**Jason Sharp** has accepted the PM drive slot at **WXPZ-FM/Milford, DE**. Sharp's previous assignment was at **WONU-FM/Kankakee, IL**, where he also held down afternoon drive chores.

Promotions

—**KGBI-FM/Omaha, NE** sponsored a listener appreciation concert featuring **Larnelle Harris** at the Omaha Civic Auditorium. Over 8500 people attended the free event.

—**WVFJ-FM/Atlanta, GA** raised \$8,000 for Teen Challenge of Georgia during Teen Challenge Day on April 30th.

—**KJIL-FM/Meade, KS** declared May 14th "Christian T-shirt Day," encouraging students to wear Christian-oriented garments to



GREEN PRAYS FOR DODGE CITY—

Sparrow recording artist **Steve Green** joined the staff of **KJIL-FM/Meade (Dodge City), KS** and several thousand faithful listeners for a prayer meeting and concert on the National Day of Prayer, May 6th. Shown here with Green are l-r: **KJIL's Rebecca Ottun, Eileen Pierce, Michael Luskey, Doug Wedekind** and General Manager **Don Hughes**.

school. The station also gave away shirts donated by several Christian bookstores in the listening area.

—In honor of Mother's Day, **WJIS-FM/Sarasota, FL** awarded a listener a three day, two night weekend excursion for two to Marco Island, Florida. Contestants had to submit a 25 word-or-less testimonial about Mom; the winner was drawn at random.

Employment Opportunities

—General manager for commercial, non-profit station. Part of The Word in Music group. Sales management experience a must. Experience with donor base a plus. Send resume, references and salary history to **Mark Pluimer, The Word in Music, 1465 Kelly Johnson Blvd., Suite 202, Colorado Springs, CO 80920**. EOE.

—**KSLT-FM/Spearfish, SD** has an immediate opening for an experienced announcer. Must have production skills, energy and heart for ministry. T&R to: **KSLT, P.O. Box 845, Spearfish, SD, 57783**.

—**KSBJ-FM/Houston, TX** seeks air personality with over five years experience and great production skills. Expedite T&R to: **Tom Carter, KSBJ, P.O. Box 187 Humble, TX 77347**. EOE.

Opportunities Sought

—New Christian with 10 years experience seeks afternoon/evenings at AC or CHR. Uptempo and good production. Will relocate. **Steve Kelly, 302/875-3801**.

Corrections

—In our May 10th issue, we listed an incorrect telephone number for the syndicated Christian Country program *County Line*. The correct phone is 313/822-0024; FAX: 313/824-3366.

—Our May 10th issue also indicated that new **Word In Music** affiliate station **KQCS-FM/Davenport, IA** carried the network 21 hours on weekdays and 24 hours per day on weekends. The station actually airs



ALL IN "OUR FAMILY"—**Everland Entertainment** celebrated their latest project *Our Family* with a special in-store appearance in Dallas. Pictured l-r: **Kelly Crane**, Everland Entertainment; **Chris Neal**, **Brad Tackel** and **Stan Cantrelle**, Family Bookstore at Valley View Mall; **KLT's Linda O'Brien**; Word artist **Bruce Carroll**; and **Dave Sartain**, Family Bookstore Manager.

Word In Music programming 17 hours per day Monday through Friday, 15 hours on Saturday and 17 hours on Sundays. All other programming originates locally.



VIVE "LE VOYAGE!"—**Third Coast Media** and **Word Records** teamed up for a special Memorial Day radio event in support of **Sandi Patti's** new recording *Le Voyage*. Based on the *Le Voyage* storybook and featuring the voice talents of **Patti**, **Bonnie Keen**, **Mark Lowry** and others, the two-hour radio drama brings the story to life while featuring musical selections from the album. Captured during the recording process are (l-r): **Chris Blizzard**, Third Coast Media; **Keen**; **Patti**; **Word's Dean Arvidson**; **Lowry**; **Matt Baugher** of The Anderson Group; **Sissy Goff** and **Todd Chatman** of Third Coast Media.

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.

THE CCM UPDATE ROCK

WO	LW	TW	TITLE	Pts.	%On
6	1	• 1	SHOESHINE JOHNNY Guardian/Pakadern • Tony Palacios, Karl Ney, David Bach, Jamie Rowe	93.57	100.00
10	2	• 2	DON'T USE ME Bride/Star Song • Troy Thompson, Rik Foley, Jerry McBroom, Dale Thompson	68.57	76.19
4	10	• 3	LAY DOWN YOUR HEAD Rachel Rachel/DaySpring • Ron Aniello, Philip Kennard, Robert Parlee, Brynn Beltran, Cheryl Jewel, Jennifer Sparks, Heli Stemer	67.86	90.48
8	4	• 4	VENDETTA White Heart/Star Song • Mark Gersmehl, Billy Smiley, Anthony Salles, Brian Wooten	63.93	76.19
4	11	• 5	THE BODY SLAM JAM/GOD GAVE ROCK & ROLL TO YOU D.O.C. w/Bride/Star Song • D.O.C., Drac, Tedd T., Russ Ballard	59.88	71.43
12	3	• 6	SUNRISE Uthanda/ERG • Uthanda, Robert Beeson	58.57	71.43
8	6	• 7	[WHAT'S SO FUNNY 'BOUT] PEACE, LOVE & UNDERSTANDING The Stand/Wonderland • Nick Lowe	57.50	71.43
8	7	• 8	WATERLINE In Reach/Star Song • Brett Williams, David Zaffiro	51.31	61.90
12	5	• 9	JOHN THE REVEALATOR Phil Keaggy/Myrrh • Traditional, Arranged by Phil Keaggy, L. Nichols	51.31	61.90
6	9	• 10	BANQUET AT THE WORLD'S END Daniel Amos/BAI • Terry Taylor	49.52	57.14
2	15	• 11	PHONY EYES The 77s/BAI • The 77s, Bill Harmon	46.31	61.90
6	13	• 12	ALIVE AND AWAKE Mortal/Intense • Mortal	41.67	52.38
16	8	• 13	PROMENADE Undercover/BAI • Gym Nicholson, Sim Wilson	40.12	52.38
2	24	• 14	SOUND ALARM Michael Anderson/ForeFront • Michael Anderson	39.88	57.14
—	—	• 15	THE WAITING The Brave/Pakadern • The Brave, Ian Sabretti, Brandon Starr	36.79	52.38
4	18	• 16	EDEN Die Happy/Intense • Larry Farkas, Doug Thieme, Greg Chaisson, Robyn Basauri	36.55	47.62
2	20	• 17	HARD HITTER Liaison/Frontline • Lary Melby, Tim Melby	33.81	47.62
2	21	• 18	WILD, WILD RIDE Jacob's Trouble/Alarma • Davison, Atwell, Johnston, Cochran	32.86	42.86
10	14	• 19	TURN OR BURN Noisy Little Sunbeams/Benson • Dale Bray, Troy Nilson	32.74	42.86
8	17	• 20	BAD PLACE Novella/Star Song • Jonathan Pagano, Derek Jan	31.07	47.62
20	12	• 21	DANCIN' IN HEAVEN Whitcross/Star Song • Rex Carroll, Dez Dickerson	29.76	42.86
—	—	• 22	SOUNDS LIKE HEAVEN The Throes/Glasshouse • The Throes	27.26	42.86
10	19	• 23	HOME AGAIN Pray for Rain/Vireo • Joel Hanson	27.14	33.33
—	—	• 24	NEVER ENOUGH the Prayer Chain/Reunion • Campuzano, the Prayer Chain	17.98	28.57
—	—	• 25	BROTHER IT'S ALRIGHT Chris Lizotte/New Breed • C. Lizotte	17.86	28.57

THE CCM UPDATE METAL

WO	LW	TW	TITLE	Pts.	%On
10	2	• 1	EDEN Die Happy/Intense • Larry Farkas, Doug Thieme, Greg Chaisson, Robyn Basauri	85.31	100.00
12	1	• 2	WOULD YOU DIE FOR ME Bride/Star Song • Troy Thompson, Dale Thompson, Alex Thompson	81.88	87.50
14	3	• 3	DEMONS Rose/Intense • Randy Rose	78.75	87.50
4	10	• 4	SHOESHINE JOHNNY Guardian/Pakadern • Tony Palacios, Karl Ney, David Bach, Jamie Rowe	60.63	75.00
2	8	• 5	PHANTOM LIMB Tourniquet/Intense • Ted Kirkpatrick	58.75	62.50
14	4	• 6	WHO Crashdog/Grrr • Crashdog	56.25	75.00
12	6	• 7	DEVIATE Brainchild/R.E.X. • Scott Albert	51.88	62.50
18	7	• 8	LORD OF DREAMS Deliverance/Intense • Mike Phillips, Jimmy P. Brown II	51.56	62.50
16	9	• 9	HELL HOUSE Godsent Humans/New Breed • Godsent Humans	49.06	62.50
6	11	• 10	DIE TO MYSELF Under Midnight/Wonderland • Frankie Allen, D.B. Allen	47.19	62.50
16	5	• 11	DEAD END DRIVE Holy Soldier/Myrrh • J. Cramer, S. Patrick, A. Robbins, T. Russell, S. Soderstrom, D. Zaffiro	46.25	62.50
2	17	• 12	GETHSEMANE Ordained Fate/Wonderland • Marge Curtner, Ordained Fate	41.25	50.00
18	12	• 13	PATHOGENIC OCULAR DISSONANCE Tourniquet/Intense • Ted Kirkpatrick	40.94	50.00
—	—	• 14	COME HOME PHLUBBER Children of the Consuming Fire/New Breed • Marc Rivera	37.81	50.00
10	15	• 15	VOID EXPRESSION Living Sacrifice/R.E.X. • Living Sacrifice	36.25	50.00
14	13	• 16	THE OBSTINATE TOY SOLDIERS Lanny Cordola/ERG • Lanny Cordola	35.00	50.00
26	16	• 17	WISDOM CALLS Veni Domine/R.E.X. • Veni Domine	34.06	50.00
28	14	• 18	SIX FEET UNDER Applehead/Ocean • Greg Minier	32.19	37.50
24	18	• 19	HAUNTS OF VIOLENCE Sacrament/R.E.X. • Robert Wolfe	31.25	50.00
—	—	• 20	SELF-MONGER Deliverance/Intense • Jimmy P. Brown II, Mike Phillips	29.69	37.50

MOST PLAYED ALBUMS

1. SNAKES IN THE PLAYGROUND, Bride (Star Song)
2. PATHOGENIC OCULAR DISSONANCE, Tourniquet (Intense)
3. DIE HAPPY VOLUME II, Die Happy (Intense)
4. HEALING, Rose/Intense
5. MEANING, Applehead/Ocean

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 dayparts 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, KQMS 2.96, KLTE, KLTY 5.00, KLYR, KLYN, KNLE, KNLR 1.05, KNTL 1.68, KOBC, KSBJ 2.99, KSLR 1.29, KSLT 1.20, KTFA 1.36, KTLI, KTSI, 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, WDWL 1.25, WGGN, WHAZ 1.11, WHUT, WHLO 1.39, WHME 1.27, WJIS, WJQK 1.70, WJRX 1.68, WLAB 1.24, WLFJ, WLIX 1.18, WLWX 1.07, WMUZ 2.51, WNAZ, WNDA 1.27, WNLT,

WPSM, WQCK 1.26, WQFL 1.30, WRTP, WYFJ 2.37, WWCN 1.09, WWDJ 2.00, WWEV, WYLO 1.20, WZZD 1.63.

Reporting CHR Stations: KGMS 1.19, KJRD 1.83, KLYT, KQCS 1.14, KRDS 1.49, KZZD, WAYI, WAYM, WBRG, WCLQ, WGTI 1.10, WJTL, WNCM, WYSZ.

Reporting Inspirational Stations: KAJN 1.16, KCBJ, KCCS 1.27, KCIH, KCVO, KJIL, KJLY, KJFI, KWBI 2.56, WAFR, WHYD, WBGL, WRN 1.56, WGLY 1.19, WGRG, WJIE, WMCU 1.90, WMHK, WNV 1.06, WOKT, WONU 1.46, WRFD 1.28, WSOR, WYNX.

Reporting Rock stations & shows: KCLC (Crossroads), KGOT, KLYT, KOKF (Power Rock), KYTT, KTSI, KZZD (Z-Jam), Reality Rock, WAYJ (The Way), WBRG, WCIE (Living Water), WCIL (Jesus Solid Rock), WCLQ (89-Q), WCWP, WHLO, WKLO (Wakeup Call), WMIE (Rock Solid), WNIN (Star Rock), WVBC, WVEV (Power Source), WXTQ (Sunday Offering).

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

THE CCM UPDATE CHR

WO	LW	TW	Title	Artist	Pts	Chg	%On	%A	%H	%M	%L
8	1	1	WIND IN THE FIRE	Keith Brown Star Song • Keith Brown	100.00	0.00	100%	15%	100%	0%	0%
5	6	2	THE DOOR OF HEAVEN	Out of the Grey Sparrow • Christine Dente, Scott Dente, Charlie Peacock	90.37	7.67	100%	23%	77%	15%	8%
9	2	3	LOVE CAN BREAK YOUR FALL	Cindy Morgan Word • Grant Cunningham, Mark Hammond	88.25	-8.84	92%	8%	77%	15%	0%
5	8	4	SOCIALLY ACCEPTABLE	DC Talk ForeFront • Toby McKeehan, Mark Heimermann	87.41	13.76	92%	23%	85%	8%	0%
5	7	5	THAT'S PARADISE	Steven Curtis Chapman Sparrow • Steven Curtis Chapman, Geoff Moore	85.15	9.76	85%	15%	85%	0%	0%
7	3	6	LOVE HAS MADE THE DIFFERENCE	Kim Boyce Warner Alliance • Kim Boyce, Gary Koseiba, Tammy Sims	85.14	-5.42	92%	15%	77%	8%	8%
8	4	7	LOVE ME SO RIGHT	Tavani Broken • Marcus Miller, Stephen Tavani, Linda Tavani	83.95	-2.30	85%	15%	77%	8%	0%
6	9	8	SAINTS AND SINNERS	Michael Anderson ForeFront • Michael Anderson, Spady Branman	73.46	6.62	85%	23%	54%	23%	8%
3	14	9	GIVE IT AWAY	Michael W. Smith Reunion • Michael W. Smith, Wayne Kirkpatrick, Amy Grant	65.63	18.08	100%	31%	23%	62%	15%
3	15	10	I BELIEVE IN YOU	Peter Shambrook Frontline • Peter Shambrook	59.11	13.73	85%	23%	31%	38%	15%
6	11	11	INNOCENT LOVE	D.O.C. Star Song • D.O.C., Drac, Tedd T.	56.13	-2.72	69%	15%	46%	23%	0%
4	12	12	I DON'T WANNA FALL AWAY FROM YOU	Petra Sparrow • Keith Green	56.02	7.47	69%	23%	38%	31%	0%
3	16	13	THIS MOMENT	Jacob's Trouble Alarma • Davison, Atwell, Johnston, Cochran	53.98	10.51	77%	23%	23%	46%	8%
2	19	14	HOLDING OUT HOPE TO YOU	Michael English Warner Alliance • Joe Beck, Brian White, David Wills	50.46	11.62	77%	23%	23%	31%	23%
2	23	15	IN YOUR EYES	The Kry Asaph • Jean Luc Lajoie	50.38	16.46	69%	31%	31%	15%	23%
2	24	16	TAKING HEAVEN BY STORM	Steve Camp Warner Alliance • Steve Camp, Rob Frazier, Michael Omatian	46.64	13.40	62%	23%	23%	31%	8%
—	—	17	THIS I KNOW	Margaret Becker Sparrow • Margaret Becker	42.64	23.63	69%	31%	15%	46%	8%
12	5	18	ONLY HEAVEN KNOWS	Rachel Rachel DaySpring • Billy Smiley, Brynn Beltran, Heli Sterner	42.06	-42.06	46%	0%	23%	15%	8%
2	20	19	ONCE IN A LIFETIME	David Meece Star Song • David Meece, Dwight Liles, Michael Hudson, Deborah Meece	40.20	3.38	62%	8%	8%	46%	8%
9	10	20	AFTER THE HURRICANE	Kelli Reisen Pakaderm • David Batteau, Darrell Brown	37.44	-25.29	54%	0%	23%	15%	15%
2	21	21	I'LL BE THERE	Angelo & Veronica Benson • Joe Hogue, Veronica Petrucci	35.15	-0.25	38%	8%	23%	15%	0%
3	18	22	COME INTO THIS HOUSE	Carman Benson • Carman, Gary Oliver	34.55	-6.82	38%	8%	23%	15%	0%
8	22	23	AS FAR AS THE EAST IS FROM THE WEST	Liaison Frontline • Lary Melby, Tim Melby	29.94	-4.67	46%	15%	15%	23%	8%
—	—	24	SILHOUETTE	White Heart Star Song • Brian Woolen, Mark Gersmehl, Billy Smiley	28.10	15.15	46%	31%	23%	0%	23%
—	—	25	THERE'S A PLACE	Maia Amada DaySpring • Alan Pugielli, Nelson Miranda	27.90	11.78	54%	23%	8%	15%	31%

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

THANKS RADIO FOR YOUR GREAT RESPONSE TO

Scott Wesley Brown's "Meet Me At The Foot Of The Cross"



For interviews and more info contact Jacque Gibb AM/FM Promotions
303-934-0003

THE CCM UPDATE INSPIRATIONAL

WO	LW	TW	Title	Artist	Pts	Chg	%On	%A	%H	%M	%L
6	1	1	HEAL OUR LAND	Michael Card Sparrow • Michael Card	87.31	-7.70	95%	5%	76%	19%	0%
7	4	2	SEASONS CHANGE	Ray Boltz Word • Ray Boltz, Steve Millikan	84.14	1.34	95%	5%	81%	10%	5%
5	5	3	HAND ON MY SHOULDER	Sandi Patti Word • Greg Nelson, Bob Farrell	77.78	1.29	86%	10%	71%	10%	5%
4	8	4	WHEN IT'S TIME TO GO	4HIM Benson • Billy Simon, Jeff Silvey	76.53	15.70	90%	10%	62%	29%	0%
8	3	5	THE ROBE	Wes King Reunion • Wes King, Phil Naish	75.30	-8.58	81%	5%	62%	19%	0%
9	2	6	I KNOW WHERE I STAND	Bruce Carroll Word • Bruce Carroll, Claire Cloninger	75.11	-16.01	81%	5%	71%	10%	0%
6	12	7	HOLDING OUT HOPE TO YOU	Michael English Warner Alliance • Joe Beck, Brian White, David Wills	71.92	16.58	76%	10%	62%	14%	0%
3	13	8	IN A FATHER'S HEART	Kathy Troccoli Word • Shane Keister, Bob Farrell, Kathy Troccoli	70.63	19.68	95%	10%	43%	48%	5%
7	6	9	TORN IN TWO	Glad Benson • Jeff Hamlin	67.79	-3.66	81%	5%	43%	33%	5%
4	10	10	IN A WAY THAT MATTERS	Larnelle Harris Benson • Larnelle Harris	59.33	1.60	81%	10%	43%	33%	5%
4	11	11	(MEET ME) AT THE FOOT OF THE CROSS	Scott Wesley Brown OnWord • Scott Wesley Brown, Niles Borap, Dwight Liles	58.67	3.01	90%	24%	24%	52%	14%
5	9	12	WHO HAVE YOU BEEN TALKING TO	Ron David Moore Warner Alliance • Ron David Moore, Don Pfrimmer	55.98	-4.33	71%	5%	48%	19%	5%
11	7	13	ALL AROUND THE WORLD	NewSong Benson • Eddie Carswell, Leonard Ahlstrom, Mike Demus	55.92	-8.71	62%	5%	43%	14%	5%
3	18	14	THE SAME ALL THE TIME	Billy & Sarah Gaines Benson • Billy Gaines, Sarah Gaines, Don Koch	53.71	19.38	76%	19%	19%	48%	10%
2	21	15†	CHRIST THE LORD IS RISEN TODAY	Steve Green = Sparrow • Wesley Lyra Davidca	46.37	13.67	57%	14%	19%	38%	0%
3	17	16	HIGHER	Heirloom Benson • Connie Harrington	45.34	10.12	57%	10%	29%	19%	10%
3	19	17	ALICE IN WONDERLAND	Susan Ashton Sparrow • Wayne Kirkpatrick, Billy Sprague	44.27	9.98	62%	5%	33%	14%	14%
—	—	18	GIVING MY BEST	Brooklyn Tabernacle Choir Warner Alliance • Mark Condon	41.76	16.06	62%	19%	19%	24%	19%
13	15	19	A HEART THAT KNOWS YOU	Twila Paris Star Song • Twila Paris	39.42	-4.55	48%	5%	24%	19%	5%
7	16	20	HE MUST BE LOVE	Kelli Reisen Pakaderm • Lowell Alexander	37.60	-0.83	52%	5%	14%	24%	14%
5	22	21	PEACE OF THE ROCK	Gaither Vocal Band = Star Song • Bruce Carroll, Dwight Liles, Michael Puryear	34.89	3.10	48%	10%	24%	14%	10%
2	23	22	I CHOOSE TO FOLLOW	Al Denson Benson • Brian White, Don Koch, Brian Becker, Toni Becker	32.39	1.94	52%	0%	14%	33%	5%
10	14	23	GOD WILL MAKE A WAY	Truth Integrity • Don Moen	30.55	-16.56	48%	5%	19%	19%	10%
—	—	24	A LITTLE SOMETHING	Tanya Goodman Sykes Benson • Lisa Binion, Tanya Goodman Sykes, Michael Sykes	29.11	5.08	48%	10%	14%	19%	14%
—	—	25	GIVE IT AWAY	Michael W. Smith Reunion • Michael W. Smith, Wayne Kirkpatrick, Amy Grant	28.38	6.51	43%	5%	14%	24%	5%

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

Most Adds AC

1. We're All Looking, Imperials 17
 2. Into My Heart, Bryan Duncan 16
 3. This I Know, Margaret Becker 12
 4. Only Love, Maia Amada 11
 5. Everyman, Rich Mullins 9
 6. This is the Life, Phillips, Craig, & Dean 8
 7. Taking Heaven By Storm, Steve Camp 8
 8. Seasons Change, Ray Boltz 7
 9. When It's Time to Go, 4HIM 6
 10. Put a Little Love in Your Heart, Julie Miller 6
 11. In a Father's Heart, Kathy Troccoli 6
 12. I Don't Wanna Fall Away from You, Petra 6
- The following stations did not report and their charts were frozen: KXOJ, WNAZ.

Most Adds INSP

1. (Meet Me) At the Foot of the Cross, Scott Wesley Brown 5
 2. The Same All the Time, Billy & Sarah Gaines 4
 3. God's Word Shall Stand Forever, The Zion Choir w/Babbie Mason 4
 4. Giving My Best, The Brooklyn Tabernacle Choir 4
- All stations reporting.
- ## Most Adds CHR
1. Into My Heart, Bryan Duncan 5
 2. This I Know, Margaret Becker 4
 3. Silhouette, White Heart 4

4. In Your Eyes, The Kry 4
5. Give it Away, Michael W. Smith 4

All stations reporting.

Most Adds Rock

1. Sounds Like Heaven, The Threes 6
 2. Wind an' Sea, Dakota 5
 3. The Waiting, The Brave 5
 4. Sound Alarm, Michael Anderson 5
 5. Never Enough, the Prayer Chain 5
- The following stations did not report and their charts were frozen: KGOT, KTSL.
- ## Most Adds Metal
- None

THE CCM UPDATE

ADULT CONTEMPORARY

WO	LW	TW	Title	Artist	Pts	Chg	%On	%A	%H	%M	%L
7	1	• 1	HOLDING OUT HOPE TO YOU	Michael English Warner Alliance • Joe Beck, Brian White, David Wills	97.54	1.48	100%	8%	94%	2%	4%
5	6	• 2	ONCE IN A LIFETIME	David Meece Star Song • David Meece, Dwight Liles, Michael Hudson, Deborah Meece	94.27	9.32	100%	8%	83%	15%	2%
6	4	• 3	THAT'S PARADISE	Steven Curtis Chapman Sparrow • Steven Curtis Chapman, Geoff Moore	88.74	1.39	98%	9%	77%	17%	4%
6	7	• 4	THE DOOR OF HEAVEN	Out of the Grey Sparrow • Christine Dente, Scott Dente, Charlie Peacock	84.70	6.66	98%	9%	66%	23%	9%
4	8	• 5 †	GIVE IT AWAY	Michael W. Smith Reunion • Michael W. Smith, Wayne Kirkpatrick, Amy Grant	84.25	7.88	96%	9%	60%	28%	8%
7	11	• 6	HAND ON MY SHOULDER	Sandi Patti Word • Greg Nelson, Bob Farrell	82.90	7.44	89%	9%	72%	11%	6%
6	9	• 7	WHEN IT'S TIME TO GO	4HIM Benson • Billy Simon, Jeff Silvey	82.07	6.32	96%	11%	66%	25%	6%
10	3	• 8	THE ROBE	Wes King Reunion • Wes King, Phil Naish	80.80	-8.21	89%	6%	70%	17%	2%
10	2	• 9	PEACE OF THE ROCK	Gaither Vocal Band Star Song • Bruce Carroll, Dwight Liles, Michael Puryear	79.22	-14.31	87%	6%	70%	9%	8%
6	5	• 10	HEAL OUR LAND	Michael Card Sparrow • Michael Card	78.77	-6.79	89%	6%	60%	25%	4%
8	10	• 11	SEASONS CHANGE	Ray Boltz Word • Ray Boltz, Steve Millikan	75.48	-0.12	91%	13%	60%	21%	9%
4	17	• 12	THIS IS THE LIFE	Phillips, Craig, and Dean Star Song • Shawn Craig, Leonard Ahlstrom	68.51	17.22	92%	15%	30%	51%	11%
6	14	• 13	ALICE IN WONDERLAND	Susan Ashton Sparrow • Wayne Kirkpatrick, Billy Sprague	60.20	4.44	79%	6%	34%	36%	9%
6	19	• 14	IN A FATHER'S HEART	Kathy Troccoli Word • Shane Keister, Bob Farrell, Kathy Troccoli	58.57	10.63	79%	11%	26%	42%	11%
4	18	• 15	TAKING HEAVEN BY STORM	Steve Camp Warner Alliance • Steve Camp, Rob Frazier, Michael Omatian	58.40	9.86	87%	15%	15%	55%	17%
2	23	• 16 †	THIS I KNOW	Margaret Becker Sparrow • Margaret Becker	53.18	16.21	85%	23%	8%	58%	19%
11	12	• 17	I KNOW WHERE I STAND	Bruce Carroll Word • Bruce Carroll, Claire Cloninger	47.69	-25.13	60%	6%	30%	26%	4%
4	26	• 18	EVERYMAN	Rich Mullins Reunion • Mullins, Becker	47.26	12.73	75%	17%	15%	42%	19%
3	27	• 19	INTO MY HEART	Bryan Duncan Myrrh • Bryan Duncan, Reed Vertelney	45.15	20.36	66%	30%	13%	30%	23%
7	21	• 20	WHO HAVE YOU BEEN TALKING TO	Ron David Moore Warner Alliance • Ron David Moore, Don Pfrimmer	44.82	6.25	62%	8%	34%	17%	11%
2	28	• 21	WE'RE ALL LOOKING	Imperials Star Song • Judy Reno, Dwight Liles	43.57	19.11	77%	32%	8%	38%	32%
9	16	• 22	LOVE CAN BREAK YOUR FALL	Cindy Morgan Word • Grant Cunningham, Mark Hammond	40.22	-12.27	53%	8%	32%	17%	4%
9	20	• 23	LOVE HAS MADE THE DIFFERENCE	Kim Boyce Warner Alliance • Kim Boyce, Gary Korseiba, Tommy Sims	39.27	-4.97	57%	4%	19%	34%	4%
8	22	• 24	PRODIGAL HEART	Keith Brown Star Song • Keith Brown	39.18	1.79	58%	8%	21%	32%	6%
12	15	• 25	ONLY HEAVEN KNOWS	Rachel Rachel DaySpring • Billy Smiley, Brynn Beltran, Heli Sterner	38.82	-14.72	49%	4%	11%	30%	8%
12	13	• 26	TALK ABOUT IT	Phil Driscoll Word • Harlan Rogers, Lou Pardini, Abraham Laboriel, Jerry Hey	36.26	-20.83	45%	4%	17%	23%	6%
3	32	• 27	STARTING TO RAIN	Pam Thum Benson • Ken Beach, John Mandeville, Robert White Johnson, Pam Thum	26.41	7.09	53%	9%	4%	26%	23%
3	34	• 28	(MEET ME) AT THE FOOT OF THE CROSS	Scott Wesley Brown OnWard • Scott Wesley Brown, Niles Borop, Dwight Liles	22.32	6.86	38%	9%	8%	19%	11%
13	25	• 29	ALL AROUND THE WORLD	NewSong Benson • Eddie Carswell, Leonard Ahlstrom, Mike Demus	21.34	-14.44	32%	4%	11%	17%	4%
3	36	• 30	THE SAME ALL THE TIME	Billy & Sarah Gaines Benson • Billy Gaines, Sarah Gaines, Don Koch	19.33	5.23	36%	8%	4%	19%	13%
12	24	• 31	AFTER THE HURRICANE	Kelli Reisen Pakaderm • David Batteau, Darrell Brown	17.94	-18.74	26%	2%	6%	19%	2%
6	30	• 32	LEARNING TO BELIEVE	Mesa Benson • Dana Key	17.76	-3.88	28%	4%	9%	13%	6%
—	—	• 33	SILHOUETTE	White Heart Star Song • Brian Wooten, Mark Gersmehl, Billy Smiley	16.74	6.12	30%	9%	2%	17%	11%
2	39	• 34	SEARCHING LOVE	Glen Campbell New Haven • John R. Wowell	16.30	5.31	32%	8%	0%	23%	9%
10	29	• 35	I WANT TO HEAR THE ANGELS SING	Truth Integrity • Dave Clark, Mark Harris, Don Koch	15.22	-7.86	17%	2%	8%	8%	2%
2	38	• 36	I DON'T WANNA FALL AWAY FROM YOU	Petra Sparrow • Keith Green	14.36	2.52	28%	11%	0%	21%	8%
5	35	• 37	THE GARDEN	Glad Benson • Billy Simon	13.47	-1.28	17%	0%	11%	6%	0%
7	33	• 38	GIVE ME JESUS	Tavani Broken • Stephen Tavani	12.82	-3.18	19%	0%	4%	11%	4%
—	—	• 39	LISTEN TO YOUR HEART	David & The Giants Giant • David W. Huff, Lloyd Bustard	10.70	1.44	17%	6%	2%	6%	9%
14	31	• 40	YOU DON'T LEAVE ME LONELY	Bryan Duncan Myrrh • Bryan Duncan, Randy Lee	10.47	-8.98	15%	2%	8%	4%	4%

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

THE CCM UPDATE

CONTEMPORARY CHRISTIAN MUSIC

WO	LW	TW	TITLE	Artist • Label	Pts	Chg	%On	%H	%M	%L
7	2	• 1	HOLDING OUT HOPE TO YOU	Michael English • Warner Alliance	85.94	5.30	91%	76%	9%	6%
10	1	• 2	THE ROBE	Wes King • Reunion	72.05	-9.63	77%	60%	16%	1%
5	9	• 3	ONCE IN A LIFETIME	David Meece • Star Song	71.97	6.92	77%	55%	20%	2%
6	10	• 4	WHEN IT'S TIME TO GO	4HIM • Benson	71.26	6.67	82%	56%	22%	3%
7	8	• 5	HAND ON MY SHOULDER	Sandi Patti • Word	71.21	3.87	75%	61%	9%	5%
6	3	• 6	HEAL OUR LAND	Michael Card • Sparrow	71.14	-8.09	78%	55%	21%	2%
6	7	• 7	THAT'S PARADISE	Steven Curtis Chapman • Sparrow	70.62	2.34	75%	62%	10%	2%
4	12	• 8	GIVE IT AWAY	Michael W. Smith • Reunion	69.67	8.66	84%	44%	32%	8%
6	11	• 9	THE DOOR OF HEAVEN	Out of the Grey • Sparrow	68.01	6.01	77%	52%	18%	7%
8	6	• 10	SEASONS CHANGE	Ray Boltz • Word	67.75	-1.09	78%	56%	15%	7%
10	4	• 11	PEACE OF THE ROCK	Gaither Vocal Band • Star Song	61.88	-9.99	67%	51%	9%	7%
6	16	• 12	IN A FATHER'S HEART	Kathy Troccoli • Word	54.05	10.74	72%	26%	37%	9%
6	15	• 13	ALICE IN WONDERLAND	Susan Ashton • Sparrow	50.76	4.82	67%	29%	28%	10%
4	21	• 14 †	THIS IS THE LIFE	Phillips, Craig, and Dean • Star Song	49.46	11.78	64%	20%	36%	9%
11	5	• 15	I KNOW WHERE I STAND	Bruce Carroll • Word	48.42	-20.90	57%	36%	20%	2%
4	23	• 16	TAKING HEAVEN BY STORM	Steve Camp • Warner Alliance	44.46	8.13	63%	13%	38%	13%
7	19	• 17	WHO HAVE YOU BEEN TALKING TO	Ron David Moore • Warner Alliance	41.54	2.38	55%	32%	15%	8%
2	25	• 18 †	THIS I KNOW	Margaret Becker • Sparrow	40.22	13.50	62%	7%	43%	13%
8	14	• 19	LOVE CAN BREAK YOUR FALL	Cindy Morgan • Word	38.21	-8.16	47%	31%	14%	2%
8	18	• 20	LOVE HAS MADE THE DIFFERENCE	Kim Boyce • Warner Alliance	36.54	-2.95	48%	23%	22%	3%
3	26	• 21	EVERYMAN	Rich Mullins • Reunion	35.28	10.10	54%	11%	29%	14%
2	30	• 22	INTO MY HEART	Bryan Duncan • Myrrh	34.30	15.90	51%	9%	22%	20%
11	13	• 23	ONLY HEAVEN KNOWS	Rachel Rachel • DaySpring	32.71	-14.89	40%	11%	23%	6%
2	31	• 24	WE'RE ALL LOOKING	Imperials • Star Song	30.47	12.17	52%	5%	25%	22%
7	24	• 25	PRODIGAL HEART	Keith Brown • Star Song	28.39	1.29	39%	14%	22%	3%
4	27	• 26	(MEET ME) AT THE FOOT OF THE CROSS	Scott Wesley Brown • OnWard	27.96	4.68	46%	10%	25%	10%
12	17	• 27	TALK ABOUT IT	Phil Driscoll • Word	26.49	-16.03	32%	11%	17%	3%
13	20	• 28	ALL AROUND THE WORLD	NewSong • Benson	26.18	-12.91	34%	17%	14%	3%
3	32	• 29	THE SAME ALL THE TIME	Billy & Sarah Gaines • Benson	24.38	7.33	40%	7%	23%	10%
3	34	• 30	STARTING TO RAIN	Pam Thum • Benson	21.33	4.74	40%	3%	21%	16%
12	22	• 31	AFTER THE HURRICANE	Kelli Reisen • Pakaderm	20.42	-16.13	29%	10%	15%	3%
4	39	• 32	I DON'T WANNA FALL AWAY FROM YOU	Petra • Sparrow	18.26	4.36	31%	7%	18%	6%
6	29	• 33	LEARNING TO BELIEVE	Mesa • Benson	16.95	-2.87	25%	9%	11%	5%
—	—	• 34	SEARCHING LOVE	Glen Campbell • New Haven	15.41	6.75	26%	2%	17%	7%
3	38	• 35	IN A WAY THAT MATTERS	Larnelle Harris • Benson	15.26	0.04	23%	10%	10%	2%
6	35	• 36	TORN IN TWO	Glad • Benson	15.13	-1.15	21%	10%	8%	2%
—	—	• 37	SILHOUETTE	White Heart • Star Song	14.53	6.03	25%	5%	10%	10%
6	36	• 38	WIND IN THE FIRE	Keith Brown • Star Song	13.68	-2.35	16%	15%	1%	0%
15	33	• 39	A HEART THAT KNOWS YOU	Twila Paris • Star Song	12.32	-4.65	15%	9%	5%	1%
—	—	• 40	GIVING MY BEST	Brooklyn Tabernacle Choir • Warner Alliance	12.01	5.32	21%	5%	10%	6%
5	41	• 41	SAINTS AND SINNERS	Michael Anderson • ForeFront	11.92	0.02	16%	9%	6%	1%
2	48	• 42	HIGHER	Heirloom • Benson	11.90	2.01	16%	8%	5%	3%
14	28	• 43	YOU DON'T LEAVE ME LONELY	Bryan Duncan • Myrrh	11.82	-9.23	16%	7%	6%	3%
3	44	• 44	SOCIALLY ACCEPTABLE	DC Talk • ForeFront	11.69	0.99	15%	13%	2%	0%
5	40	• 45	LOVE ME SO RIGHT	Tavani • Broken	10.70	-1.39	13%	11%	1%	0%
—	—	• 46	CHRIST THE LORD IS RISEN TODAY	Steve Green • Sparrow	10.45	2.83	15%	5%	9%	1%
—	—	• 47	A LITTLE SOMETHING	Tanya Goodman Sykes • Benson	9.97	2.42	17%	3%	9%	5%
8	37	• 48	I WANT TO HEAR THE ANGELS SING	Truth • Integrity	9.95	-5.42	10%	5%	5%	1%
5	42	• 49	THE GARDEN	Glad • Benson	9.68	-1.58	11%	8%	3%	0%
2	47	• 50	INNOCENT LOVE	D.O.C. • Star Song	9.26	-1.06	14%	8%	6%	0%#

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

CHR #17

"THIS I KNOW"

• Highest Debut, CCM

• Most Added, AC

• Highest Debut, AC

MARGARET BECKER

SOUL

CCM #18

AC #16

• Most Added, CHR

RADIO KNOWS... A HIT WHEN THEY HEAR IT

