

THE *CCM* UPDATE

Family Bookstore Goes to the Videos

NASHVILLE, Tenn.—Last week's grand re-opening of the Family Bookstore here unveiled the Zondervan Corporation's latest and most innovative promotional tool—*FBTV*.

FBTV (*Family Bookstores Television*) is an MTV-like video show soon to be aired at all of the company's 126 retail stores. A bank of video monitors will greet customers as they walk in



the store with a similar video wall with youth-oriented programs dominating the children's department. VJs (video jockeys) will introduce music videos, artist interviews

and in-store promotions. Zondervan hopes that *FBTV* will catch the eye and ear of the buying public.

"We at Zondervan have been looking for an approach to reach our customers in a new and innovative way," says Jay Brooks, director of advertising and sales promotion. "*FBTV* has been in the development stages for some time and it will have an important impact in the retailing environment of all of our stores."

The company which first opened its doors in 1932 stores now claims over 25% of its revenue from music sales and considers music as its fastest growing product in its stores. Executives credit this growth to Zondervan's success in appealing to and reaching the consumer and in particular—the most elusive and desirable buyer—youth. New displays for cassettes, increased listening booths for performance tapes, and colorful displays are increasing the traffic and frequency of consumers.

Zondervan's interest in the consumer has expanded in recent months to include the new, non-traditional shopper who is entering the store in response to the mainstream success of Amy Grant, Michael W. Smith and BeBe & CeCe Winans. Since over 80% of the chain's stores are in mall outlets, the company is well aware of walk-in traffic potential and the need to capitalize on it through the visual impact of front store displays that will feature *FBTV*. "When you consider the amount of people that travel through our stores, *FBTV* has unlimited potential as a significant marketing tool in the place of purchase. Unfortunately, the opportunity for the average consumer to be exposed to Christian product is very limited. It is our hope that our increased visibility will educate the consumer in what is available as an alternative."

Zondervan is banking that this diverse, impulse-oriented buyer population will entice potential advertisers into purchasing ad time on *FBTV*. Family Bookstores, the largest Christian retail chain in the country, also ranks as the fourth largest bookstore chain in the country—in the company of such powerhouse stores as Waldenbooks and Brentanos.

With 75% percent of all Family Bookstores currently using video monitors with the rest of the stores to come on-line by 1992, Zondervan has created for itself a cost-effective means of self and artist promotion while its customers watch and listen. ■

Editorial

Fourth Quarter Release Glut is Bad Business Practice

Once again, the Christian music industry is about to shoot itself in the foot. Except that this time it might be more like a crippling shot to the leg.

There are more releases scheduled for the fourth quarter of 1991 than, as far as I can recall, during any previous quarter in Christian music's history. *The CCM Update* lists approximately 97 new music products scheduled for release during October, November or December. And those are just the ones we know about!

So, why is that a problem, you might ask. Won't all of these releases result in additional sales, especially during the Christmas retail season? Yes, and no. Sure, lots of CDs and cassettes will sell between now and Christmas. But history has proven that the Christian retail industry cannot absorb so many releases in such a short time. Our industry has a penchant for overstating its size and strength, but in reality it is a relatively tiny segment of the music business which has neither the consumer base nor the distribution system to adequately market and sell so many titles all at once.

There will be a few winners this holiday season and many, many losers. A few high-priority products will receive the marketing and merchandising support they need, but the rest will simply fall by the wayside. By the end of January, most will once again languish in the warehouses from whence they were shipped and record company executives will once again be crying the blues about excessive returns.

The sad, unfortunate fact is that in this scenario, everybody loses—especially artists and record companies. Unsold product clogs the system and costs money. For an industry that calls itself Christian, this is poor financial stewardship. When the deluge of returns hits, the typical knee-jerk reaction of the record companies is to cut budgets and look for someone to blame. But they have only themselves to blame for this dilemma.

The solution is for record companies to release only products they truly believe in and can focus on. If the success of Michael W. Smith in the mainstream market has taught us anything, it

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Editorial

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is the importance of focus. Geffen made it happen for Michael by concentrating its energy on his product rather than dissipating it among several. The result? One major victory as opposed to several mediocre performances.

I have been speaking in generalities and by no means intend to indict every single label of oversaturating the market. Still, the fact remains that there are too many releases coming to market in the coming weeks and we are probably headed for trouble in 1992. I thought this lesson had been learned from past experience, but that is apparently not the case. It's time for the industry leadership to take a stand and put an end to this foolish practice. Then, perhaps we'll see growth instead of a glut. ■

—John W. Styll

New Packaging by Sparrow

NASHVILLE, Tenn.—Sparrow Records will introduce new space-saving box sets to Christian retailers beginning January 1992. The collector's "slip case" packaging will make box sets easier to rack and display in both the compact disc and cassette configurations. Each collection will contain a commemorative booklet, redesigned to fit the new packages.

The first repackaged releases include Michael Card, *The Life*; Keith Green, *The Ministry Years, Vol. I & II*; and John Michael Talbot, *The Master's Collection, Vol. I*. Additional box sets scheduled for first quarter release include: Charlie Peacock, *West Coast Diaries, Vol. I, II, and III*; Kerry Livgren/AD collection to include *Time Line* and *Seeds of Change*, neither of which has been released on CD previously. ■

Industry Input

While I can appreciate an individual's right to inflict their righteous indignation on some poor soul from time to time it is still embarrassing to see it done in public. Shame on WNDA for once again making Christian radio look like a bunch of self righteous do gooders. If you had limited your rebuke to Michael Smith's business address your point might have been well taken by the person you were trying to reach. Instead you send out letters to bookstores and radio stations urging them to join your crusade because Mr. Smith hosted a VH-1 show that had a beer commercial on it. I'd like to know where you buy your groceries and if they sell beer there. To say in your letter that "(M. Smith) will not return to our playlist until we are satisfied that a change of heart has taken place..." is to set yourself up as the one Michael Smith has to answer to. Well, in any event, you got yourself printed up in the *Wall Street Journal*. I bet you went out and bought a few copies to keep around.

Mark Rider/WAY-FM
Ft. Myers, FL

After fighting "Christian" radio stations for 15 years to accept Christian rock as an effective tool to minister the gospel, and

Out and About...

• **BeBe & CeCe Winans'** *Different Lifestyles* will appear in the #1 sales position on *Billboard's* Top R&B albums chart for the week ending October 26, 1991... "I'll Take You There," the duo's second single to mainstream, will appear at #18 with a bullet on the R&B single chart...

• **DeGarmo & Key's** first video single from *Go to the Top*, "Family Reunion," has been added to both CMT and TNN. In response to its video success, the single "Family Reunion" is being released to country radio and promoted by independent country promoter Terry Duncan... In other video news, **Guardian's** video "Power of Love" has been appearing on MTV's *Headbangers Ball*...

• **DC TALK, Heather & Kirsten, Dynamic Twins, and The Newsboys** have hit the road for the *Nu Skool Jam* tour which opens in Anderson, Indiana... In other DC TALK news, total sales for *DC TALK* and *Nu Thang* have reached 425,000 units... Presales for its video, *Rap, Rock & Soul*, are an impressive 28,000...

• **Geoff Moore & The Distance** begin work on new tunes for his seventh album, his second for *ForeFront*...

• We extend our condolences to **Kathy Troccoli**, whose mother Josephine died October 11th after a long battle with cancer...

• **Recovering... Jackie Street**, well-known studio musician and bassist for Russ Taff and Margaret Becker, after collapsing at his home, apparently from a diabetic condition... ■

being rejected for my belief for the most part, I only have one question for our brothers & sisters in the radio industry that I would really like an answer, "Who has determined that rock and metal music are not a part of contemporary Christian music, and therefore are rejected by the majority of so-called "full service" Christian radio stations?"

I have produced Christian rock programs for several years, and I am constantly running into program directors and station managers who refuse to air such a show. C'mon guys! God can use anything He wants for His own Glory, why are you afraid of taking a step of faith to air a Christian rock show??

Phil Sterling
Louisville, KY

"Industry Input" is an open forum for you and your colleagues to respond to the issues and ideas affecting our industry. We'll print your comments (no longer than 100 words, please). We'll even omit your name, if you wish. However, all letters must have name, address, and a daytime phone number. Mail or fax to: "Industry Input," *The CCM Update*, 1913 21st Avenue South, Nashville, TN 37212. Fax: 615/386-3380. Next deadline is October 28.

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

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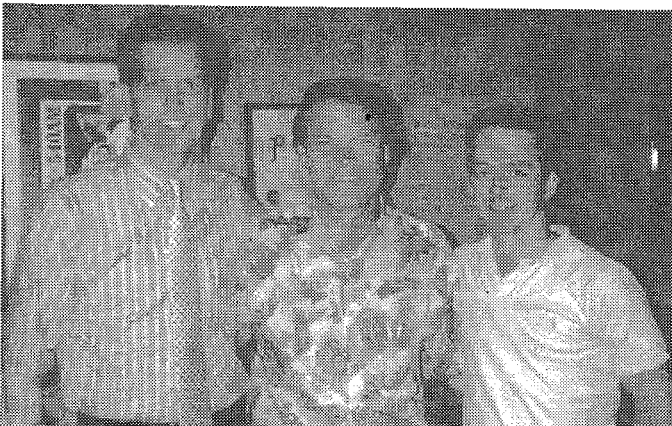
THE CCM UPDATE GALLERY



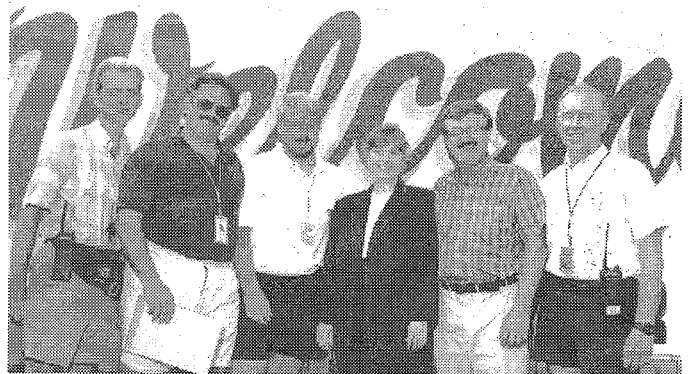
Petra's Louie Weaver addressed over 5,000 students at Nazarene Youth Congress '91, an international conference for discipleship training held in Orlando. Pictured with youth leaders at NYC '91: Allen Weed, Interl'inc president; Weaver; and Jim Poole, Interl'inc Southeast representative.



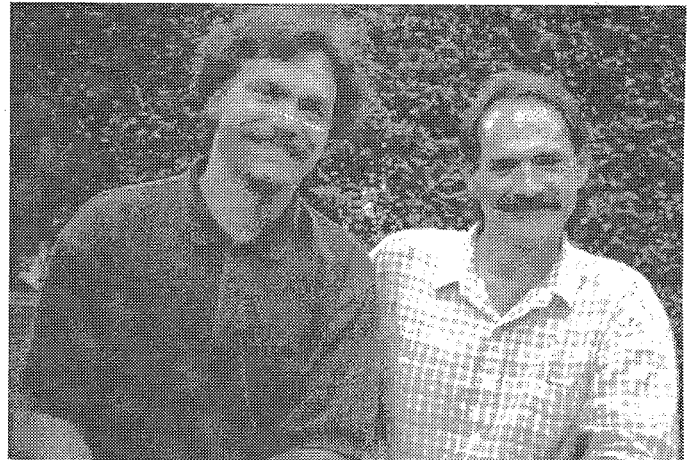
Marilyn McCoo has finished working on a video bio project, produced and directed by senior producer for Gary Musick Productions, Eric Wyse, with Warner Alliance's Director of Marketing, Barry Landis as executive producer. The bio, which will be distributed to retailers, radio and the press, includes videotaped performances and autograph sessions during the Christian Booksellers Association. Pictured (l-r): Fernando Bandera, Sterling Winters Management; McCoo; Landis; and Wyse.



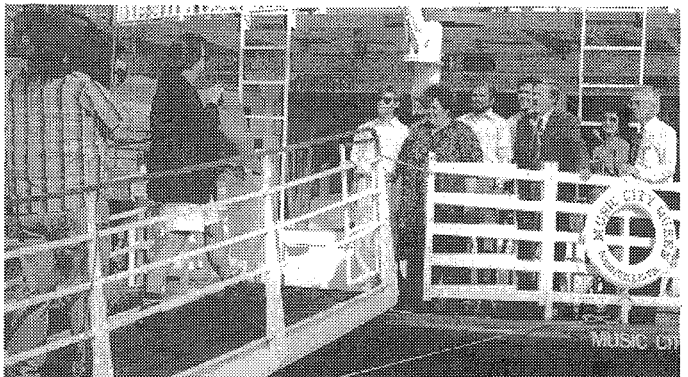
During a recent promotional tour of New York City, Glen Campbell dropped by WLIX/Bayshore, NY studios to join Program Director Jerry Williams on his morning show. Pictured (l-r): WLIX Vice President/General Manager Lloyd Parker, Campbell, and Williams.



Twila Paris has completed an extensive tour of summer festivals and fairs. Pictured at the Delaware State Fair (l-r): Howard Cowdrick, Show Pros; Doug King, King Enterprises; Billy Fitch, Sound by Fitch; Paris; Gary Simpson, Delaware State Fair general manager; and Dave Merrifield, Show Pros.



Composer Jeff Johnson (left) is finishing production on a new album based on best-selling author Stephen Lawhead's (right) latest book, The Paradise War (Book I of the Song of Albion trilogy) published by Lion Publications. The album, tentatively titled Songs of Albion, will be released in early 1992 by Ark/Sparrow.



Good Morning America was in town recording an October 4th greeting segment for the Southern Gospel Music Guild. Pictured on the Music City Queen riverboat for the taping (l-r): Charles Dunway, Channel 2 cameraman; Robert Michaels; Brian Smith, southern gospel promotions at Benson; Chris White, Sonlight; Ed Harper, Harper & Associates; Nashville's Mayor Phil Bredesen; and Eddie & Janice Crook, Eddie Crook Company.

Appointments

—**Bill Lee** to the **Benson Music Group**



as coordinator of black gospel promotions. Lee, a broadcast journalism major of **Geneva College**, served as a announcer for **WTJH**, Atlanta, Georgia.

—**Jan Benjamin**, formerly of **Upper Room Productions, Inc.** to vice president of promotions at **Gold Coast Concert Series**.

—**Deborah Onyewuchi** to the **Benson Music Group** as public relations/A&R coordinator for black gospel.



—**Gretchen Koehler** to **Reunion Music Group** as executive assistant for marketing and development.

—**Brian L. Journagan** formerly of **Durham & Company**, to **Spectra Distribution** as midwest regional sales representative. Journagan, who will be based out of Olathe, Kansas, will cover Kansas, Oklahoma, Missouri, Nebraska, Southern Illinois, and Northwest Arkansas.



Promotions

—**Catherine Bird**, formerly director of administration, to vice president of copyright and royalty administration for **Reunion Music Group**.



Title Changes

—**Melinda Scruggs** of **Reunion Music Group** from vice president of corporate

communication to vice president of artist and corporate communications.

—**Deb Rhodes** of **Reunion Music Group** from vice president of advertising and promotions to vice president of creative services.

Signings

—**Kim Hill** to an exclusive endorsement contract with **Gibson Guitars**.

—**Marty McCall** (center), current and original member of **First Call**, to an



exclusive songwriting agreement with **Reunion Music Group**. Pictured with McCall (l-r): **Reunion** president **Terry Hemmings** and A&R manager **Richard Headen**. (Photo by Beth Gwinn)

—**Scott Brasher** to an exclusive songwriting agreement with **Sparrow Publishing** and **Mole End Music**. Brasher, who has toured extensively



with **Michael Card** as keyboardist, wrote music for Card's *Way of Wisdom* and *The Promise*. Pictured (l-r): Brasher; Dan Raines of Creative Trust

(representing **Mole End Music**); and **Mark Williams**, manager of publishing for **Sparrow**.

—Producer **Steve Griffith** and member of the **Exit** recording group **Vector** to an exclusive songwriting contract with **Reunion Music Group**.

—**Barbara Fairchild** to an exclusive booking agreement with the **Bobby Roberts Company**. Under the arrangement, the **Bobby Roberts Company** will be handling Fairchild's dates in country venues, as well as churches and Christian festivals.

—**Cheryl Becker** to a management agreement with **carpe diem management international**.

—**Rhythm House** to a recording agreement with **Myrrh Records**.

New Addresses

—**Justin Smith & Associates** in Ft. Lauderdale, Florida is restructuring its company to promote five independent concert series statewide in Florida. Under the new organization, **Event Management, Group Inc.**, **North Florida Concert Series**, **Central Florida Concert Series**, **Gulf Coast Concert Series**, and **Treasure Coast Concert Series** have been added to the eight-year-old **Gold Coast Concert Series** produced in South Florida. The new address: 3454 South University Drive, Davie, FL 33328. 305/475-8700. Fax: 305/476-3792.

Calendar

OCTOBER

CMJ Music Marathon Convention and 1991 New Music Awards

October 31-November 3
Vista Hotel at the World Trade Center
New York, New York
516/466-6000

NOVEMBER

13th Annual Billboard Music Video Conference
November 6-8
Sofitel-Ma Maison
Los Angeles, California
212/536-5018

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

THE CCM UPDATE TOP ALBUMS

MO	LM	TM	TITLE, Artist Label (Distributor)
8	1	1	HEART IN MOTION , Amy Grant Myrrh (Word)
13	2	2	GO WEST YOUNG MAN , Michael W. Smith Reunion (Word)
3	4	3	DIFFERENT LIFESTYLES , BeBe & CeCe Winans Sparrow (Sparrow)
13	5	4	ANOTHER TIME, ANOTHER PLACE , Sandi Patti Word (Word)
25	3	5	REVIVAL IN THE LAND , Carman Benson (Benson)
10	6	6	FOR THE SAKE OF THE CALL , Steven Curtis Chapman Sparrow (Sparrow)
3	9	7	CONSIDER THE COST , Steve Camp Sparrow (Sparrow)
4	7	8	WE BELIEVE , Steve Green Sparrow (Sparrow)
13	11	9	NU THANG! , DC TALK Yo! ForeFront (Benson)
3	10	10	THE WORLD AS BEST AS I REMEMBER IT VOL.1 , Rich Mullins Reunion (Word)
3	8	11	WAR IN THE HEAVENLIES , Various Hosanna! (Sparrow)
2	17	12	PETRAIFIED , Petra Star Song (Star Song)
3	13	13	BRAVE HEART , Kim Hill Reunion (Word)
64	22	14	THE COLLECTION , Amy Grant Myrrh (Word)
3	14	15	FACE THE NATION , 4 Him Benson (Benson)
16	19	16	BEYOND BELIEF , Petra DaySpring (Word)
4	12	17	SHAKIN' THE HOUSE , Carman, Commissioned & the Christ Church Choir Benson (Benson)
2	18	18	REJOICE , Various Hosanna! (Sparrow)
3	15	19	CELEBRATE , Various Hosanna! (Sparrow)
7	16	20	WAKENED BY THE WIND , Susan Ashton Sparrow (Sparrow)
—	—	21	MAJESTIC PEACE , Dino Benson (Benson)
3	20	22	IN THE KINGDOM , Whitecross Star Song (Star Song)
2	37	23	HOMECOMING , The Gaither Vocal Trio Band Star Song (Star Song)
—	—	24	LOOK A LITTLE CLOSER , Helen Baylor Word (Word)
3	30	25	LIVE WITH FRIENDS , Brooklyn Tabernacle Choir Word (Word)
—	—	26	WHAT A JOKE , Deliverance Intense (Frontline)
25	28	27	MORE TO THIS LIFE , Steven Curtis Chapman Sparrow (Sparrow)
13	25	28	HOME FREE , Wayne Watson DaySpring (Word)
43	35	29	LIVE... RADICALLY SAVED! , Carman Benson (Benson)
4	21	30	GO TO THE TOP , DeGarmo & Key Benson (Benson)
38	26	31	i 2 (EYE) , Michael W. Smith Reunion (Word)
4	23	32	OUT OF MY MIND , Mike Warnke DaySpring (Word)
3	29	33	HOSANNA MUSIC , Various Hosanna! (Sparrow)
2	24	34	JUBILEE , Various Hosanna! (Sparrow)
3	40	35	LIVE...AGAIN , Brooklyn Tabernacle Choir Word (Word)
—	—	36	ROCK, STOCK & BARREL , Angelica Intense (Frontline)
25	33	37	THE FINEST MOMENTS , Sandi Patti Word (Word)
2	31	38	20 YEARS OF HOPE , Maranatha! Singers Maranatha! Music (Benson)
2	45	39	SHOW ME , Glen Campbell New Haven (Spectra)
5	*	40	STATE OF MIND , Commissioned Benson (Benson)
4	32	41	THE SYMPHONY PROJECT , Glad Benson (Benson)
—	—	42	BIG GOD , Imperials Star Song (Star Song)
—	—	43	THE ME NOBODY KNOWS , Marilyn McCoo Warner Alliance (Sparrow)
—	—	44	CROWN HIM , Various Hosanna (Sparrow)
62	36	45	HYMNS JUST FOR YOU , Sandi Patti Helvering Productions (Word)
10	*	46	DOING MY BEST , Steve Camp Sparrow (Sparrow)
3	48	47	BE THE ONE , Al Denson Benson (Benson)
7	38	48	ANOTHER CHILD TO HOLD , Ray Boltz Diadem (Spectra)
4	41	49	PRAISE BEYOND WORDS , Various Maranatha! Music (Benson)
14	43	50	DC TALK , DC TALK Yo! ForeFront (Benson)

Reporting retailers:

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

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

THE CCM UPDATE RETAIL REVIEWS

Albums

Noteworthy

Billy & Sarah Gaines, *No One Loves Me Like You* (Benson)

The fourth Benson release for this husband/wife duo finds the pair moving solidly toward the contemporary black sound being made popular by BeBe & CeCe Winans. The arrangements are tight and catchy and Billy and Sarah are in top form vocally, both in duo and solo settings. Mainstream exposure via A&M distribution should (deservedly) launch them to a much wider audience.

Harvest, *Let's Fight for a Generation* (Benson)

These 14-year veterans have positioned themselves musically and lyrically for an all-out assault on the unsaved youth of America. Acoustic-based rockers are mixed smoothly with Bon Jovi-ish arena anthems in a way that should attract fans of Petra and White Heart. The group's track record on the charts should make this album an easy sell.

Heirloom, *Uncommon Love* (Benson)
Originally marketed as a contemporary country act, this all-star trio—Barbara Fairchild, Tanya Goodman-Sykes and Candy Hemphill Christmas—actually sounds more like Wilson Phillips with a slight bluegrass twang to its harmonies. Outstanding production and progressive arrangements make this album fully capable of scaling the contemporary hits charts.

Dick & Mel Tunney, *Let the Dreamers Dream* (Warner Alliance)

The Tunneys are no strangers to the charts; he as a noted producer/arranger, she as a vocalist, and both as songwriters. But this is the duo's first full-length collaboration. Billed as "contemporary music for the church," these songs challenge, comfort, uplift and offer praise. Mel's voice has never sounded more confident, and Dick's arrangements support her without being overwhelming. *Dream...* is, by and large, an outstanding effort.

Also Received

Acoustic Shack, *Acoustic Shack* (Blonde Vinyl)

The husband/wife duo of Laura and Michael Misiuk have fashioned a debut full of punchy, post-modern acoustic rock, and direct, yet poetic lyrics. Laura's voice often evokes progressive country ladies like Kelly Willis, while in her quirkier moments, she approaches the breathiness of Kate Bush. Your alternative-minded customers should be impressed.

Pearl Brick, *Going Home* (Maranatha! Music)

Brick proffers a tight, acoustic rock sound which buoys her songs quite nicely. Her voice is bubbly without being saccharine, and

a slightly deeper burnish gives weight to the lyrics of her faith experience. College-age customers, especially those fond of Susan Ashton and Kim Hill, will find much to enjoy in Brick's music.

Deltaphobia, *Fear of God* (Blonde Vinyl)

At last, there's a commercial (yet cutting-edge) Christian counterpart to the garbage being spewed by mainstream industrial bands like Nine Inch Nails and Ministry. The pummeling dance grooves of this innovative duo (formerly known as Donderfliegen) are not for everyone, but its lyrical message is solidly scriptural, and highly recommended to that niche of alternative customers anxious to try something different.

Painted Orange, *Painted Orange* (Star Song)

Many alternative fans have become acquainted with this Oklahoma-based trio through its two fine indie cassettes. The dance-oriented rock grooves here recall early Depeche Mode; while the lyrical approach is somber, yet engaging and accessible. Many stations have programmed the band via the *Brave New Music* sampler, so interest is already building.

Keith Staten, *From the Heart* (Fixit)

The former lead vocalist for Commissioned makes his solo debut, remaining paired here with Commissioned compatriot Michael Brooks at the production helm. The pair have fashioned a package of energetic and emotional tracks which give Staten the opportunity to showcase his terrific voice.

Street Called Straight, *Street Called Straight* (Frontline)

The husband-wife duo of Scott Frankfurt and Jody Moreing-Frankfurt has produced a sparkling debut of dance/pop tunes and radio-ready ballads. The spotlight is on Jody's sultry voice, which, at its best, recalls Taylor Dayne's throaty approach. The couple's approach to applying its faith to the foibles of modern life is refreshing, as is the devotional nature of many tracks.

12th Tribe, *Knowledge in the Tree of Life* (Frontline)

The label's latest rap signing is one of its most aggressively street-oriented to date. Produced by noted secular remixer Scott Blackwell, rappers Excell and Rapps Gallor throw down a challenge to maturity and holiness. Guitar solos and samples from Deliverance, Mortification, Tourniquet and Vengeance Rising add a metallic flavor to several cuts.

Various Artists, *Desire Only You/Vineyard Instrumental 4* (Vineyard)

This companion piece to the label's popular vocal series features instrumental arrangements of 12 well-known songs from recent Vineyard praise releases. Notables

providing musical support include keyboardist Jeff Lams, percussionists Ephraim Toro and Alex MacDougall and guitarists Glen Holmen and Hadley Hockensmith.

Washington, *Serious* (Frontline)

Washington's second go-round for Frontline, again produced by Tim Miner's Knightlight crew, is packed with sweet soul music. Hip-hop beats, solid R&B grooves and an occasional rap evoke comparisons to artists such as Bobby Brown and BBD. I don't hold with the wholesale "borrowing" of other folks' music (Tears for Fears on "Shout it Out"), especially when the focus should be on Washington's silky pipes, which make the album such a delight.

Stephen Wiley, *Rhapsody* (Star Song)

With his latest album, the godfather of Christian rap makes a play to keep pace with all the new jacks. Rather than taking a street-oriented approach, the wily Wiley employs hip-hop and swing beats, and plenty of vocals, making *Rhapsody* a more R&B-based effort than his past releases. A smooth update of the Andrae Crouch's classic "Jesus is Lord" is among the album's many highlights.

Witness, *Mean What You Say* (Fixit)

These four dynamic ladies have joined the burgeoning Fixit roster, and their debut for the label is one of the hottest contemporary black recordings of the year. Sizzling rhythm tracks lay a foundation for the no-nonsense lyrical and vocal approach by this acclaimed quartet. The group's solid professionalism should impress a much larger (read: white) audience than is often reached by gospel artists.

Mainstream

Bruce Cockburn, *Nothing but a Burning Light* (Columbia)

A kinder, gentler Cockburn? Well, yes, to a certain extent. Domestic tranquility has evidently taken a bit of the edge off Bruce's acerbic writing. There are still the expected political missives, but the emphasis is more often on Cockburn's faith. T-Bone Burnett's production is superb; this wonderful record is perhaps Cockburn's most spiritual since the early '60s.

Mahalia Jackson, *Gospels, Spirituals & Hymns* (Columbia/Legacy)

Before Amy and Michael crossed over, even before Edwin Hawkins hit the Top 10, this great lady had sold millions of records in the general marketplace. This 36-song collection is but a tiny excerpt from CBS' vast archives, and the label apparently intends to do more Mahalia retrospectives. For now, savor these masterpieces by the woman not immodestly called "the world's greatest gospel singer."

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

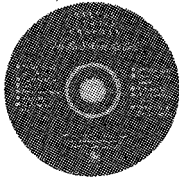
THE CCM UPDATE

AIRPLAY REVIEWS

Adult Contemporary

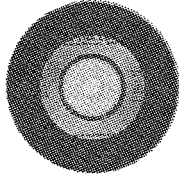
Picks

Steven Curtis Chapman, "What Kind of Joy" (Sparrow)



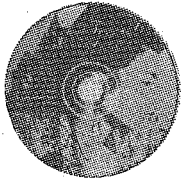
Not a bad track record for the powerhouse *For the Sake of the Call*—four singles, four #1s. "What Kind of Joy," an upbeat anthem of encouragement for the body, should make it five for five. Backed by an uplifting mix of chorus and intricate arrangement, Chapman thematically bases this sure hit on the early experiences of the church's followers.

Marilyn McCoo, "Warrior for the Lord" (Warner Alliance)



McCoo's second single to radio is a knockout powerhouse ballad crowned by lush strings and the poignant piano of Shane Keister. Somehow McCoo prevents this song from becoming another tired "fighting for Jesus" story but instead contributes killer vocals and a credible performance.

Kathy Troccoli, "Love was Never Meant to Die" (Reunion)



Everything here is big—the comeback, the arrangement, the music, and the voice of this little lady. After four years, Kathy Troccoli returns to radio with this signature, heart-tugging ballad a la "Stubborn Love." The production by Ric Wake is first class as is Troccoli's delivery.

Noteworthy

Pearl Brick, "Oh For the Life of Me" (Maranatha! Music)

Maranatha's autumn sampler is a progressive departure into a more upbeat adult contemporary, as seen with this wonderful country pop tune by Pearl Brick—penned by Brick, husband Larry and Roby Duke. Sure to turn an ear or two with its acoustic guitar/piano-dominated sound and enough fiddle thrown in for character.

Carman, "Satan Bite the Dust" (Benson)

For all you Christian Rambos out there, gather your posse and join Carman in riding Satan out of town—Las Vegas style. I am almost speechless at the use of the *Bonanza* theme, the tongue-in-cheek humor, and the casting out of various diseases and infirmities (alcoholism, drug addiction and various abuses). Carman is at top performance form (albeit a shaky theological one) but this single—like last year's "A Witch's Invitation" will have more novelty effect than actual radio play.

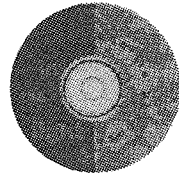
Dick & Mel Tunney, "I'm Prayin' for You" (Warner Alliance)

The Tunneys' first single as a couple for radio is a lot like cotton candy. It's great but doesn't have much substance. A simple phrase, "God hears our prayers/I'm praying for you," and a hooky emotive chorus is all the foundation this talented couple needs. Upbeat and encouraging, Dick and Mel continue to make an impact on Christian music.

Contemporary Hits

Pick

Charlie Peacock, "In the Light" (Sparrow)

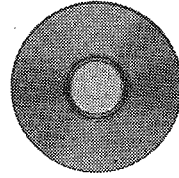


From Peacock's second Sparrow album, *Love Life*—his most eclectic to date—comes the joyous "In the Light." Mixing modern African pop with an infectious south of the border beat, Peacock continues as an industry innovator, mixing solid "common man" theology with edgy musical textures. A sure hit.

Inspirational

Pick

Sandi Patti, "Best of Friends" (Everland)



The second leg of the Friendship Company, *Open for Business*, features Patti's first single on the Everland label. This typically positive, emotive ballad is pure Sandi Patti. Single disc offers both the radio and album cut.

Noteworthy

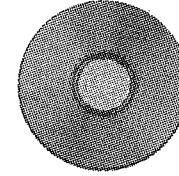
Christ Church Choir, "Hand in Hand" (Star Song)

Mixing contemporary with choral music is always a tricky thing to do, but if anyone is up to the challenge it's this choir that has built a name for itself as a studio choir for many mainstream projects. Two leads—a female and male—make for some natural interplay with 170-voice choir. One complaint is that the sound could use a bit more tenor/bass balance to the female voices.

Rock

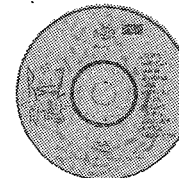
Picks

Chagall Guevara, "Murder in the Big House" (Sparrow/MCA)



After a less-than-exuberant welcome for its mainstream debut, Chagall Guevara swallows hard and allows Sparrow distribution of its production. Mainstream loss is most surely our gain in this raucous and delightfully rowdy romp featuring Steve Taylor, Dave Perkins, and Lynn Nichols.

REZ, "Lovespeak" (Grrr)



Glenn Kaiser lays down a blues riff and takes the lead in this four minute, all-out jam/group play-a-long. Influences evident from his Mansfield project. First single from *Civil Rites*. Watch for the awkward fade-out.

Noteworthy

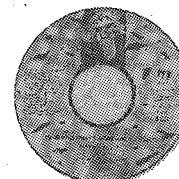
Fighter, "Wishful Thinking" (Wonderland)

Drums and guitar lay down an irresistible groove layered by melodic blys in arena rocker. Another radio-ready fave for rock formats.

Metal

Pick

One Bad Pig, "You're a Pagan" (Myrrh)

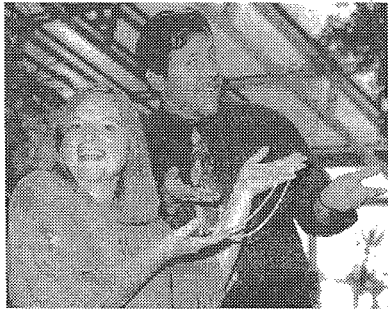


Pigs on helium? Pigs cover Vanilla Ice? All of the above as the pigsters follow up their first #1 hit, "Man In Black," with this aerobic sermon/confrontation on the temptations facing the thrash/punk/skaters population. Drugs, apathy, sex, they cover it all in a searing two minutes.

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

THE CCM UPDATE RADIO ACTIVITY

Radio News



TALK ABOUT A PEARL OF A DEAL—Maranatha! Music is giving away a \$2,000, 30" strand of pearls to promote (left) Pearl Brick's new single "Oh For the Life of Me" in the Maranatha! Music's Pearl's Pearl Giveaway. For more info call the guy on the left, Maranatha's radio guy Paul Grimshaw, at 615/742-6800.

PHILADELPHIA, Penn.—WZZD kicked the fall with "Thirty Days of Winning" by giving away \$5,000 worth of prizes to over 170 winners. The month of September concluded with a bang at the Joyful Noise Concert featuring the Imperials and Rick Cua.

ATLANTA, Ga.—WNIV joined 7,000 people who linked up on "Lifechain Atlanta '91"—to form a living cross lining the streets joining tens of thousands of people nationwide who participated in the silent protest against abortion.

Appointments

—**John Maddex** to general manager at **WMBI/Chicago, IL** replacing **Tom Sommerville**.

—**Roger Marsh** has replaced **Dave Armstrong** at **KYMS/Orange, CA**.

Promotions

—**Paul Grimshaw** to **Broken rock radio** promotion. Grimshaw will continue to work **Maranatha! Music** radio promotions.

New Company

—**Lola Hight**, formerly with **John Taylor Associates** in Nashville, has relocated to **Bakersfield, CA** and begun **Peasant Boys Productions**, a radio/tracking company specializing in **CHR, rock, metal** and alternative product.

Peasant Boys Production: 206 McCord Avenue, #14, Bakersfield, CA 93308. 805/399-9461

Service Request

"Be Encouraged"—a weekly all rap show on Saturdays—is seeking product, interviews and promos. **Bernie Collins**: 2233 West 79th Street, Chicago, IL 60620. 608/758-8600. "Be Encouraged" is also now seeking video singles for its like-titled video rap show to debut in December.

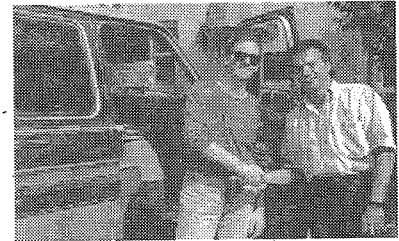
—"Back to the Rock"—**WHLD/Buffalo** rock show. **Dan Pace**: Square One, 2005 Niagra Falls Blvd, Buffalo, NY. Independent product welcome.

Employment Opportunities

—**WWDJ/New York** is seeking a PD/air personality. Five years programming experience mandatory. No calls please. T&R: 6500 River Chase Circle East, Atlanta, GA 30328. EOE.

—Production director needed for non com/inspirational station in Denver. Some on-air work involved. T&R: Kevin Skattum/KWBI: 16975 West Belleview Avenue, Morrison, CO 80465. EOE.

—Non com, inspirational station in



TAKING TO THE HIGHWAYS AND BYWAYS—Chris Hauser (left), promotions director at Warner Alliance, wishes **Ron David Moore** (right) well as Moore heads out for a 30-city promo tour to visit 35 Christian radio stations and over 60 retailers during the month of October.

northeast Pennsylvania has opening for capable person to handle announcing/production duties. Resume to: **Burl F. Updyke/WGRN**, RR #1, Hunlock Creek, PA 18621. EOE.

—Mississippi coast seeks music director/director/afternoon announcer. Rapid advancement possible. Great voice/attitude a must. T&R: **George McNerlin, WZZJ**, 5115 Telephone Road, Pascagoula, MS 39567. EOE.



THE CHAIN GANG—Nashville radio promoters met for their monthly radio lunch to officially welcome newly hired **Reunion Records** radio relations coordinator, **Michele Fink**. Pictured (l-r) back row (drum roll please): **Jason Parker, Star Song**; **Grant Hubbard, Word**; **Todd Chatman, DaySpring**; **Troy VanLiere, Benson**; **Jill Brownell, Myrrh**; and **Kyle Fenton, Sparrow**. Front row: **Janet Ivey, Star Song**; **Fink**; **Jenny Lockwald, Sparrow**; and an ex—but fondly remembered—radio gal **Heidi Brown**, now director of national retail promotions.

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

THE CCM UPDATE

CONTEMPORARY HITS

WOLW	TW	TITLE	PTS.	%ON
8	1	1 FOR YOU Michael W. Smith/Reunion * Michael W. Smith, Wayne Kirkpatrick, William Owsley III (O'Ryan-ASCAP; Emily Boothe/Coupe De Ville-BMI)	83.47	90.48
4	5	* 2 SOLID AS THE ROCK Michael English/Warner Alliance * Larry Bryant, Geoff Thurman (Meadowgreen-ASCAP; Stonebrook-SESAC)	79.70	85.71
2	8	* 3 I'LL TAKE YOU THERE BeBe & CeCe Winans/Sparrow * Alvertis Isbell (Irving-BMI)	76.81	85.71
6	4	* 4 BENEDICTION Susan Ashton/Sparrow * Wayne Kirkpatrick, Billy Simon (Emily Boothe/Riveroaks/Locally Owned-BMI)	73.92	85.71
4	6	* 5 ANY DAY ANY MINUTE NOW Margaret Bell/Warner Alliance * Robert Sterling, Joe Hogue (Word-ASCAP; Careers/BMG-BMI)	68.94	76.19
6	3	6 BUSY MAN Steven Curtis Chapman/Sparrow * Steven Curtis Chapman (Sparrow Song/Careers/Greg Nelson-BMI)	56.96	71.43
2	22	* 7 HOPE SET HIGH Amy Grant/Myrrh * Amy Grant (Age to Age-ASCAP)	53.16	76.19
4	14	* 8 FAMILY REUNION DeGarmo & Key/Benson * Eddie DeGarmo, Dana Key (DKB-ASCAP)	51.16	76.19
4	9	* 9 BRIDE OF RESTORATION Mark Pogue & Fortress/Pakadern * Mark Pogue (Word-ASCAP; DaySpring-BMI)	49.55	52.38
2	25	* 10 TALK ABOUT LOVE Margaret Becker/Sparrow * Margaret Becker, Charlie Peacock (Sparrow Song/Andi Beat Goes On-BMI; His Eye-SESAC)	47.85	66.67
4	12	* 11 PERFECT THING Katina Boyz/Arcade * Samuel Katina, Joseph Katina, John Katina, James Katina, Jesse Katina, Roby Duke (Maranatha/Dunamis-ASCAP)	40.89	52.38
2	18	* 12 DESTINED TO WIN E.T.W./Yol ForeFront * Biroy Forbes, Mike Hill, Eddie DeGarmo, Dana Key (DKB-ASCAP; Up In The Mix-BMI)	40.89	52.38
10	2	13 ONE HEART Newsboys/Star Song * Newsboys (Ariose-ASCAP)	40.87	57.14
2	26	* 14 FOLLOW ME Steve Camp/Sparrow * Steve Camp (Birdwing-ASCAP)	38.31	57.14
4	11	15 NEVER GONNA GIVE UP ON YOU Julie Miller/Myrrh * Julie Miller (BMG/Verdugo/Word-ASCAP)	33.79	42.86
2	29	* 16 HOME INSIDE OF ME Wes King/Reunion * Wes King, Gary Chapman (Locally Owned-BMI)	33.00	52.38
8	7	17 COLOUR BLIND Cindy Cruse/Frontline * Cindy Cruse, Tim Miner (Carlotta/Love Jones/My Other Publishing Co.-BMI)	32.57	47.62
12	10	18 THIN BUT STRONG CORD Jimmy A/Sparrow * Jimmy Abegg, Vince Ebo, Charlie Peacock (Riverstone/Thrill-ASCAP; Sparrow Song/Andi Beat Goes On-BMI)	31.35	38.10
4	15	19 LAY IT DOWN White Heat/Star Song * Mark Gersmehl, Billy Smiley (Brit-N-Brenn/Word-ASCAP)	31.34	52.38
—	—	* 20 REVIVAL Edin Adahl/Alarma * Bertil Edin, Siman Adahl (Cantio/Ear Songs/Warner-Chappell-ASCAP)	24.35	42.86
—	—	* 21 THINK TWICE Fernando/Movin' Up * Fernando (FQ/Del Mar Garage-ASCAP)	22.69	38.10

2	30	* 22 THE GREATEST GIFT OF ALL Glen Campbell/New Haven * T. J. Kuenster (Seventh Son/Michaela-ASCAP)	21.49	28.57
—	—	* 23 GO THROUGH FIRE Rob Frazier/Urgent * Rob Frazier, David Brighton (Joe Guy-ASCAP; Two Three Four/Lifesong-BMI)	21.05	28.57
14	24	24 FAITHFUL FOREVER Michael Omartian/Myrrh * Michael Omartian, Michael Anderson (WB-ASCAP; Careers-BMG-BMI)	19.83	28.57
6	16	25 UNDIVIDED HEART Twila Paris/Star Song * Twila Paris (Ariose/Mountain Spring-ASCAP)	19.38	33.33
12	13	26 BEYOND BELIEF Petra/DaySpring * Bob Hartman (Petsong-SESAC)	19.38	33.33
14	21	27 MYSTERIOUS WAYS Kim Hill/Reunion * Wayne Kirkpatrick (Emily Boothe-ASCAP)	18.60	33.33
12	17	28 WISHES Out of the Grey/Sparrow * Christine Dente, Scott Dente, Charlie Peacock (Sparrow Song/Andi Beat Goes On-BMI)	18.16	28.57
12	19	29 WATER INTO WINE David Mullen/Myrrh * David Mullen, Greg Sutton (Word-ASCAP; Irving/Doolittle-BMI)	17.72	28.57
—	—	* 30 HEAVEN IS HOLDING US NOW Sheila Walsh/Star Song * S. Walsh, C. Eaton (Ariose-ASCAP)	17.72	28.57

MOST ADDS:

1. REVIVAL, Edin Adahl (9)
2. HOPE SET HIGH, Amy Grant (8)
3. FAMILY REUNION, DeGarmo & Key (7)
4. TALK ABOUT LOVE, Margaret Becker (6)
5. SAVED BY GRACE, Halo (6)
6. HOLY MOUNTAIN, Idle Cure (6)

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

Reporting Power Station: KYMS.

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

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

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THE *ccm* UPDATE ROCK

WOLW	TW	TITLE	PTS.	%ON
6	1	1 I WOULDN'T NEED YOU (LIKE I DO) Rick Elias/Frontline * Rick Elias (Carlotta/Shiggaion-BMI)	70.56	85.19
8	3	2 BELIEVE Stryper/Hollywood * Michael Sweet (Sweet Family-BMI)	59.54	66.67
8	2	3 WHO DO I BELIEVE Mark Pogue and Fortress/Pakadern * Mark Pogue, John Elefante (Word-ASCAP; DaySpring-BMI)	57.87	62.96
8	8	4 ROUND AND ROUND Kim Hill/Reunion * Kim Hill, Wayne Kirkpatrick (Edward Grant-ASCAP; Emily Boothe-BMI)	56.48	66.67
6	9	5 HERE I AM AGAIN Siloam/Image 7 * Brian Lutes (Siloam-ASCAP)	53.70	70.37
2	22	6 LOVESPEAK REZ/Ocean * Roy Montroy, REZ, Dave Canfield (Grrr-ASCAP)	52.69	70.37
8	7	7 KALHOUN DA/Brainstorm * Terry Taylor, Tim Chandler, Greg Flesch (Twitcheh Vibes-ASCAP; Brainstorm-BMI)	51.85	59.26
12	4	8 GETCH YA X-Sinner/Pakadern * Greg Bishop, Rex Scott, Mike Buckner (Word/Heard-ASCAP)	50.09	59.26
4	12	9 SEND A MESSAGE Guardian/Pakadern * T. Palacios, D. Bach, J. Rowe, J. Elefante (Uncle Pitts/DaySpring-BMI)	49.91	62.96
8	11	10 NAILED DOWN White Heart/Star Song * Billy Smiley, Brian Wooten, Mark Gersmehl, Dale Oliver (Ariose/Brit-N-Brenn/Word-ASCAP; Shepherd's Fold-BMI)	49.63	62.96
2	19	11 TAKEN DOWN BELOW Mastedon/Pakadern * John Elefante, Dino Elefante (Benefante-BMI)	47.69	66.67
8	6	12 DRAGGIN' THE CHAINS Mad at the World/Alarma * Roger Rose, Brent Gordon (Broken-ASCAP)	45.00	59.26
16	5	13 NO SECOND CHANCES Whitcross/Star Song * Rex Carroll, Scott Wenzel (Girder-BMI)	42.41	51.85
2	24	14 COVER ME Angelica/Intense * Dennis Cameron (Broken-ASCAP)	42.13	55.56
6	14	15 MESSAGE OF LOVE Rick Cua/Reunion * Jerry Lynn Williams (Red Brazos/Urge/Careers-BMI)	41.57	51.85
8	15	16 TOUCH OF LOVE Jimmy A/Sparrow * Jimmy Abegg, Steve Griffith (Riverstone/Steven Michael Griffith-ASCAP)	40.83	51.85
14	10	17 MAN IN BLACK One Bad Pig w/Johnny Cash/Myrrh * John R. Cash (Song of Cash-ASCAP)	36.39	48.15
4	23	18 ANYTIME AT ALL Brighton/Pakadern * Lennon, McCartney (MacIen-ASCAP)	35.56	48.15
—	—	19 CARRY ON WAYWARD SON Rachel Rachel/DaySpring * Kerry Livgreen (EMI Blackwood/Don Kirshner-BMI)	34.44	51.85
8	17	20 THE KILLING the violet burning/New Breed * Michael J. Pritzi (Mercy-ASCAP)	30.28	40.74
10	13	21 KINGDOM MAN Newsboys/Star Song * Newsboys (Ariose-ASCAP; Shepherd's Fold-BMI)	30.28	40.74
—	—	22 MEDIA MANIA Ken Tamplin/Intense * Ken Tamplin, Scott Van Zen (Ken Tamplin/Broken-ASCAP; Van Zen-BMI)	24.54	33.33
10	16	23 BEYOND BELIEF Petra/DaySpring * Bob Hartman (Petsong-SESAC)	20.19	29.63
18	20	24 ULTIMATE RULER DeGarmo & Key/Benson * Eddie DeGarmo, Dana Key (DKB-ASCAP)	17.22	22.22
—	—	25 TRIANGLE Human Condition/Image * G. Egger (Condition Red/Image-ASCAP)	16.85	22.22

Reporting stations & shows: KCLC (Crossroads), KMOD-A (Morning Sonlight), KMOD-B (Sonlight), KOKF (Power Rock), KYTT, KZZD (Z-Jam), Reality Rock, WAYJ (The Way), WBJB (His Song), WBRG, WCIE (Living Water), WCIL (Jesus Solid Rock), WCLQ (89-Q), WCVO, WCWP, WGS1 (Power Supply), WHLO, WJIS (LightForce), WKLQ (WakeUp Call), WMIE (Rock Solid), WNNN (Star Rock), WPIT (Saturday Night Light), WTSJ (Honest to God Rock), WVBC, WVEV (Power Source), WXTQ (Sunday Offering).

The following shows did not report and their playlists were frozen: KZZD, WBJB

THE *ccm* UPDATE INSPIRATIONAL

WOLW	TW	TITLE	PTS.	%ON
8	1	1 UNEXPECTED FRIENDS Sandi Patti/Word * Greg Nelson, Bob Farrell (Summerdawn/Steadfast-ASCAP; Dayspring/Gentle Ben-BMI)	78.75	88.89
6	3	2 WE BELIEVE Steve Green/Sparrow * Nathan DiGesare, Dan Scott (Dayspring-BMI)	78.40	85.19
8	2	3 THE GREATEST GIFT OF ALL Glen Campbell/New Haven * T. J. Kuenster (Seventh Son/Michaela-ASCAP)	76.04	85.19
6	4	4 SEARCH ME AND KNOW ME Michael Card/Sparrow * Michael Card (Birdwing-ASCAP)	71.71	81.48
4	8	5 OVER THE HORIZON 4 Him/Benson * Mark Harris, Don Koch, Dave Clark (First Verse/John T./Paragon/TRC-ASCAP)	61.23	66.67
2	15	6 NOTHING LESS The Imperials/Star Song * L. Abistrom, G. Driskell (Ariose-ASCAP)	54.43	74.07
4	11	7 IF THERE WERE NO TOMORROW Mark Lowry/Word * Mark Gersmehl, Billy Smiley (Word/Birdwing-ASCAP)	52.08	70.37
4	12	8 PRISONER OF LOVE Lenny LeBlanc/Maranathal * Lenny LeBlanc (Maranathal/Lensongs-ASCAP)	51.45	70.37
10	7	9 I AM THE LIGHT Faithful Heart/Maranathal * Bill Batstone (Maranathal Music-ASCAP)	49.48	59.26
2	20	10 FROM A BROKEN HEART Phillip Sandifer/Urgent * Phillip Sandifer (Two Three Four/Lifesong-BMI)	48.36	77.78
10	5	11 TAKE UP YOUR CROSS Ray Boltz/Diadem * Steve Millikan, Jane Johannson, Ray Boltz (Shepherd Boy-ASCAP)	46.77	59.26
8	6	12 LIGHT OF THE WORLD Jim Cole/Impact * Jim Cole, Bruce Carroll (William W. Taylor-ASCAP)	45.42	51.85
8	10	13 BE HOLY Karla Worley/Diadem * Tom Nesbary, Gary Driskell (Bright and Morning/Ariose-ASCAP)	42.05	62.96
2	24	14 VOICE IN THE NIGHT Jodi Benson/Sparrow * Steve Fry (Birdwing-ASCAP)	42.04	70.37
2	16	15 HE IS THERE Buddy Greene/Word * Buddy Greene (Rufus/SpiritQuest-ASCAP)	39.98	59.26
—	—	16 ONLY THE HANDS Newsong/DaySpring * Eddie Carswell, Steven Curtis Chapman, Oliver Wells (DaySpring/Causing Change/Sparrow Song/Careers/Greg Nelson-BMI)	38.98	59.26
—	—	17 CONSIDER THE COST Steve Camp/Sparrow * Steve Camp (Birdwing-ASCAP)	36.98	66.67
8	18	18 THE STRONG NAME OF JESUS Rick Riso and The Maranathal Singers/Maranathal * Morris Chapman, Claire Cloninger (Maranathal/Word-ASCAP)	35.30	44.44
8	9	19 SERVANT OF SERVANTS Glad/Benson * Bob Kauflin (Organon-BMI)	34.93	48.15
2	22	20 GO TELL JOHN Keith Lancaster/Word * Greg Sublett (Anthony K.-ASCAP)	34.31	44.44
—	—	21 I LOVE YOU WITH MY LIFE Bryan Duncan/Myrrh * Bryan Duncan (Spectra-BMI)	34.29	51.85
—	—	22 HOPE SET HIGH Amy Grant/Myrrh * Amy Grant (Age to Age-ASCAP)	34.28	55.56
2	21	23 TO BE A CHILD AGAIN David Baroni/Diadem * David Baroni, Niles Borop (N.B.-ASCAP; Pleasant Hill-BMI)	33.93	51.85
—	—	24 EVERYTHING YOU ARE Larnelle Harris/Benson * Dave Clark, Don Koch, Brian White (John T. Benson/First Verse/Paragon-ASCAP)	25.24	51.85
10	14	25 COME BOLDLY TO THE THRONE Gary McSpadden/Morning Gate * Dawn Thomas (McSpadden-BMI)	24.19	33.33

Reporting Stations: KAJN, KCB1, KCCS, KCJH, KCV0, KGNM, KJLY, KLFJ, KLTT, KPBC, KSUD, KWBI, WBGL, WCIC, WEMI, WFRN, WGLY, WGRC, WHYD, WIBI, WJIE, WMCU, WMHK, WOKT, WONU, WRFD, WSOR, WYNN.

THE CCM UPDATE METAL

WOLW	TW	TITLE	PTS.	%ON
10	3	1	79.62	92.31
		LIKE A SONG W. Robertson *** (Jambox-ASCAP)		
12	2	2	77.31	92.31
		BROKEN CHROMOSOMES Tourniquet/Intense * Guy Ritter (Broken-ASCAP)		
12	1	3	76.92	84.62
		TROUBLED TIMES Bride/Pure Metal * Troy Thompson, Dale Thompson (Dawn Treader-SESAC)		
10	5	4	64.62	76.92
		PEER PRESSURE X-Sinner/Pakaderm * Rex Scott, Mike Buckner, Greg Bishop (Word/Heard-ASCAP)		
8	6	5	60.19	69.23
		MINDBENDER The Crucified/Ocean * Minier, Chaffin, Salomon (435 South-BMI)		
8	4	6	54.04	61.54
		CAN'T STOP THE ROCK Stryper/Hollywood * Michael Sweet, Robert Sweet, Richard Oderbagen (Sweet Family-BMI)		
8	10	7	52.12	61.54
		THE PRODIGAL Living Sacrifice/R.E.X. * Living Sacrifice (Jambox-ASCAP)		
2	13	8	50.58	61.54
		STEP ON IT * Gomer, Haw (Big Rage-BMI)		
2	15	9	49.04	61.54
		LOVESPEAK REZ/Ocean * Roy Montroy, REZ, Dave Canfield (Grrr-ASCAP)		
6	9	10	44.62	53.85
		LET HIM TAKE CONTROL Seraiah/Pure Metal * Seraiah (Ariose-ASCAP)		
4	14	11	43.65	53.85
		SEND A MESSAGE Guardian/Pakaderm * T. Palacios, D. Bach, J. Rowe, J. Elefante (Uncle Pitts/DaySpring-BMI)		
10	8	12	42.50	53.85
		BEFORE THE TIME Vengeance Rising/Frontline * Roger Martinez (Broken-ASCAP)		
10	11	13	40.38	53.85
		STANDING Xalt/Pure Metal * Jim Erdman, Scott Doerfler (Ariose-ASCAP)		
4	19	14	39.62	46.15
		HOME SWEET HEAVEN Angelica/Intense * Dennis Cameron (Broken-ASCAP)		
—	—	15	39.23	53.85
		WHAT A JOKE Deliverance/Intense * Jimmy P. Brown II, George Ochoa (Broken-ASCAP; Carlotta-BMI)		
6	12	16	38.85	53.85
		TASTE THE BLOOD Detritus/Pure Metal * Bright, Neal, Broomhead (Edge-ASCAP)		
8	16	17	35.58	46.15
		HOUSE OF SIN Mad at the World/Alarma * Roger Rose (Broken-ASCAP)		
16	7	18	29.23	38.46
		MAN IN BLACK One Bad Pig w/Johnny Cash/Myrrh * John R. Cash (Song of Cash-ASCAP)		
—	—	19	24.23	30.77
		NO RETURN Mortification/Intense * Jayson Sherlock (Carlotta-BMI)		
—	—	20	22.88	30.77
		I OF THE NEEDLE Seventh Angel/Star Song * Ian Arkley, Simon Bibby (Ariose-ASCAP)		

MOST PLAYED ALBUMS:

1. KINETIC FAITH, Bride (Pure Metal)
2. THE PILLARS OF HUMANITY, The Crucified (Ocean)
3. PSYCHO SURGERY, Tourniquet (Intense)
4. FIRE AND LOVE, Guardian (Pakaderma)
5. CIVIL RITES, REZ (Ocean/Grrr)

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

The following show did not report and its playlist was frozen: WBJB.

THE CCM UPDATE VIDEO SALES

MO	LM	TM	TITLE, Artist/Label (Distributor)
8	3	1	REVIVAL IN THE LAND, Carman/Benson (Benson)
5	2	2	OUT OF MY MIND, Mike Warnke/Word (Word)
2	1	3	HOT METAL 4, Various/Intense (Frontline)
—	—	4	RAP, ROCK & SOUL, DC TALK/Yo! Forefront (Benson)
2	4	5	LIVE AT POWERHOUSE, Whiteheart/Star Song (Star Song)
6	*	6	RETURN, The Winans/Warner Alliance (Sparrow)
10	7	7	BEYOND BELIEF, Petra/DaySpring (Word)
6	6	8	SMOKY MOUNTAIN HYMNS 2, Various/Brentwood (Brentwood)
—	—	9	ROCK SOLID, DeGarmo & Key/Benson (Benson)
3	5	10	METAL MISSION, Various/Star Song (Star Song)

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

ADDITIONAL MOST ADDS

Rock

1. LOVESPEAK, REZ (9)
2. TAKEN DOWN BELOW, Mastodon (6)
3. CARRY ON WAYWARD SON, Rachel, Rachel (6)
4. STEP ON IT, Jet Circus (4)
5. HEAVEN CALLING, Halo (4)

Inspirational

1. EVERYTHING YOU ARE, Larnelle Harris (13)
2. HOPE SET HIGH, Amy Grant (8)
3. NO LOVE LOST, Al Denson (7)
4. ONLY THE HANDS, NewSong (6)
5. WARRIOR FOR THE LORD, Marilyn McCoo (5)
6. VOICE IN THE NIGHT, Jodi Benson (5)
7. HAND IN HAND, Christ Church Choir (5)
8. CONSIDER THE COST, Steve Camp (5)

Metal

1. WHAT A JOKE, Deliverance (4)
2. OBSESSIONS, Sacred Warrior (4)

ADULT CONTEMPORARY

WOLW	TW	TITLE	PTS.	%ON			
6	5	1	SOLID AS THE ROCK	83.44	90.00	—	—
			Michael English/Warner Alliance * Larry Bryant, Geoff Thurman (Meadowgreen-ASCAP; Stonebrook-SESAC)			27	LOVE WAS NEVER MEANT TO DIE 27.24 50.00
8	3	2	BENEDICTION	83.11	96.00	10	16
			Susan Ashton/Sparrow * Wayne Kirkpatrick, Billy Simon (Emily Boothe/Riveroaks/Locally Owned-BMI)				28 YOU CAN BE THE ONE 24.49 34.00
8	2	3	FOR YOU	82.88	86.00	2	39
			Michael W. Smith/Reunion * Michael W. Smith, Wayne Kirkpatrick, William Owsley III (O'Ryan-ASCAP; Emily Boothe/Coupe De Ville-BMI)				29 HEAVEN IS HOLDING US NOW 23.62 44.00
8	1	4	BUSY MAN	80.89	88.00	—	—
			Steven Curtis Chapman/Sparrow * Steven Curtis Chapman (Sparrow Song/Careers/Greg Nelson-BMI)				30 ANSWER TO PRAYER 21.02 40.00
4	8	5	I LOVE YOU WITH MY LIFE	80.10	92.00	—	—
			Bryan Duncan/Myrrh * Bryan Duncan (Spectra-BMI)				31 WE WILL FIND HIM 17.08 34.00
2	11	6	HOPE SET HIGH	69.32	86.00	2	40
			Amy Grant/Myrrh * Amy Grant (Age to Age-ASCAP)				32 HEAVEN 16.32 28.00
4	9	7	I'LL TAKE YOU THERE	67.05	80.00	—	—
			BeBe & CeCe Winans/Sparrow * Alvertis Isbell (Irving-BMI)				33 FROM HEAVEN 15.86 28.00
8	6	8	THE GREATEST GIFT OF ALL	63.16	70.00	14	14
			Glen Campbell/New Haven * T. J. Kuenster (Seventh Son/Michaela-ASCAP)				34 THE ME NOBODY KNOWS 15.43 24.00
6	13	9	FAMILY REUNION	49.49	60.00	14	18
			DeGarmo & Key/Benson * Eddie DeGarmo, Dana Key (DKB-ASCAP)				35 FAITHFUL FOREVER 14.38 20.00
8	7	10	UNDIVIDED HEART	48.93	60.00	—	—
			Twila Paris/Star Song * Twila Paris (Ariose/Mountain Spring-ASCAP)				36 THE WAYWARD SON 14.09 20.00
4	17	11	OVER AND OVER	47.92	72.00	10	20
			Margaret Bell/Warner Alliance * Cheryl Rogers (Word-ASCAP)				37 WISHES 13.59 28.00
4	23	12	FROM A BROKEN HEART	47.68	68.00	—	—
			Phillip Sandifer/Urgent * Phillip Sandifer (Two Three Four/Lifesong-BMI)				38 TAKE UP YOUR CROSS 11.66 16.00
10	4	13	UNEXPECTED FRIENDS	45.55	62.00	12	24
			Sandi Patti/Word * Greg Nelson, Bob Farrell (Summerdawn/Steadfast-ASCAP; Dayspring/Gentle Ben-BMI)				39 ON BENDED KNEES 11.05 16.00
4	12	14	OVER THE HORIZON	45.55	58.00	12	38
			4 Him/Benson * Mark Harris, Don Koch, Dave Clark (First Verse/John T./Paragon/TRC-ASCAP)				40 I'VE GOT LOVE 11.05 16.00
2	31	15	NEVER BE AN ANGEL	43.85	68.00		
			Margaret Becker/Sparrow * Margaret Becker, Mark Chesshir (Word-ASCAP; His Eye-SESAC)				
2	26	16	RUN TO YOU	42.31	64.00		
			The Archers/Chrome * Shawn Craig (Paragon-ASCAP)				
2	28	17	ONLY YOU	41.91	64.00		
			Helen Baylor/DaySpring * John Bokowski, Dominick Allen (John Bokowski/Sushi-ASCAP)				
2	34	18	ONLY THE HANDS	41.29	68.00		
			NewSong/DaySpring * Eddie Carswell, Steven Curtis Chapman, Oliver Wells (DaySpring/Causing Change/Sparrow Song/Careers/Greg Nelson-BMI)				
2	30	19	HOME INSIDE OF ME	41.14	62.00		
			Wes King/Reunion * Wes King, Gary Chapman (Locally Owned-BMI)				
10	10	20	WAY FOR THE WAYWARD CHILD	35.09	46.00		
			Patty Cabrera/DaySpring * Claire Cloninger, Phil Sillas (Word-ASCAP)				
6	15	21	LAY IT DOWN	33.27	46.00		
			White Heart/Star Song * Mark Gersmehl, Billy Smiley (Brit-N-Brenn/Word-ASCAP)				
2	35	22	CONSIDER THE COST	31.01	52.00		
			Steve Camp/Sparrow * Steve Camp (Birdwing-ASCAP)				
2	32	23	GO THROUGH FIRE	30.98	44.00		
			Rob Frazier/Urgent * Rob Frazier, David Brighton (Joe Guy-ASCAP; Two Three Four/Lifesong-BMI)				
4	22	24	NEVER GONNA GIVE UP ON YOU	29.80	50.00		
			Julie Miller/Myrrh * Julie Miller (BMG/Verdugo/Word-ASCAP)				
2	33	25	KEEPER OF MY SOUL	28.29	46.00		
			Rick Cua/Reunion * Rick Cua, Bob Halligan, John Elefante (Edward Grant-ASCAP; Oppenockity Tunes/Ellimax/Uncle Pitts-BMI)				
2	36	26	NOTHING LESS	28.13	48.00		
			The Imperials/Star Song * L. Abstrom, G. Driskell (Ariose-ASCAP)				

MOST ADDS:

1. LOVE WAS NEVER MEANT TO DIE, Kathy Troccoli (23)
2. ONLY THE HANDS, NewSong (16)
3. WE WILL FIND HIM, Michael Card (14)
4. NEVER BE AN ANGEL, Margaret Becker (14)
5. FROM A BROKEN HEART, Phillip Sandifer (14)
6. RUN TO YOU, The Archers (13)
7. ONLY YOU, Helen Baylor (13)
8. FROM HEAVEN, Jon Gibson (13)
9. HOME INSIDE OF ME, Wes King (11)
10. HOPE SET HIGH, Amy Grant (10)

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

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

The following stations did not report and their charts were frozen: WDYL, WLIX.



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